

**UNITED STATES  
SECURITIES AND EXCHANGE COMMISSION**

Washington, D.C. 20549

**FORM 10-Q**

Quarterly Report Pursuant to Section 13 or 15 (d) of the  
Securities Exchange Act of 1934

For the quarterly period ended **June 25, 2004**

Commission File Number: 001-9249

**GRACO INC.**

(Exact name of Registrant as specified in its charter)

Minnesota

(State of incorporation)

41-0285640

(I.R.S. Employer Identification Number)

88 - 11<sup>th</sup> Avenue N.E.

Minneapolis, Minnesota

(Address of principal executive offices)

55413

(Zip Code)

(612) 623-6000

(Registrant's telephone number, including area code)

Indicate by check mark whether the registrant (1) has filed all reports required to be filed by Section 13 or 15(d) of the Securities Exchange Act of 1934 during the preceding 12 months, and (2) has been subject to such filing requirements for the past 90 days.

Yes   X                        No       

Indicate by check mark whether the registrant is an accelerated filer (as defined in Rule 12b-2 of the Act).

Yes   X                        No       

69,283,000 common shares were outstanding as of July 23, 2004.

# GRACO INC. AND SUBSIDIARIES

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## PART I

### GRACO INC. AND SUBSIDIARIES CONSOLIDATED STATEMENTS OF EARNINGS

(Unaudited)

(In thousands except per share amounts)

	<u>Thirteen Weeks Ended</u>		<u>Twenty-six Weeks Ended</u>	
	<u>June 25, 2004</u>	<u>June 27, 2003</u>	<u>June 25, 2004</u>	<u>June 27, 2003</u>
Net Sales	\$160,165	\$146,364	\$295,147	\$266,024
Cost of products sold	<u>75,023</u>	<u>70,432</u>	<u>136,601</u>	<u>127,089</u>
Gross Profit	85,142	75,932	158,546	138,935
Product development	5,445	4,328	10,567	8,801
Selling, marketing and distribution	25,130	25,288	49,527	48,185
General and administrative	<u>9,570</u>	<u>10,057</u>	<u>20,013</u>	<u>18,569</u>
Operating Earnings	44,997	36,259	78,439	63,380
Interest expense	98	112	269	240
Other expense (income), net	<u>220</u>	<u>84</u>	<u>164</u>	<u>(17)</u>
Earnings Before Income Taxes	44,679	36,063	78,006	63,157
Income taxes	<u>14,700</u>	<u>11,600</u>	<u>25,700</u>	<u>20,500</u>
Net Earnings	<u>\$ 29,979</u>	<u>\$ 24,463</u>	<u>\$ 52,306</u>	<u>\$ 42,657</u>
Basic Net Earnings Per Common Share	\$ .43	\$ .36	\$ .76	\$ .61
Diluted Net Earnings Per Common Share	\$ .43	\$ .35	\$ .74	\$ .60
Cash Dividends Declared Per Common Share	\$ .09	\$ .06	\$ .19	\$ .11

See notes to consolidated financial statements.

**GRACO INC. AND SUBSIDIARIES**  
**CONSOLIDATED BALANCE SHEETS**

(Unaudited)  
(In thousands)

	<u>June 25, 2004</u>	<u>Dec. 26, 2003</u>
<b>ASSETS</b>		
Current Assets		
Cash and cash equivalents	\$ 32,439	\$ 112,118
Accounts receivable, less allowances of \$5,600 and \$5,700	110,423	98,853
Inventories	34,568	29,018
Deferred income taxes	15,759	14,909
Other current assets	<u>1,430</u>	<u>1,208</u>
Total current assets	194,619	256,106
Property, Plant and Equipment		
Cost	223,471	221,233
Accumulated depreciation	<u>(131,328)</u>	<u>(126,916)</u>
	92,143	94,317
Prepaid Pension	26,499	25,444
Goodwill	9,199	9,199
Other Intangible Assets, net	9,546	10,622
Other Assets	<u>2,660</u>	<u>1,702</u>
	<u>\$ 334,666</u>	<u>\$ 397,390</u>
<b>LIABILITIES AND SHAREHOLDERS' EQUITY</b>		
Current Liabilities		
Notes payable to banks	\$ 8,568	\$ 4,189
Trade accounts payable	20,087	15,752
Salaries, wages and commissions	13,780	16,384
Accrued insurance liabilities	9,699	9,939
Accrued warranty and service liabilities	9,380	9,227
Income taxes payable	6,359	5,981
Dividends payable	6,461	110,304
Other current liabilities	<u>18,853</u>	<u>16,171</u>
Total current liabilities	93,187	187,947
Retirement Benefits and Deferred Compensation	31,532	30,567
Deferred Income Taxes	8,802	9,066
Shareholders' Equity		
Common stock	69,229	46,040
Additional paid-in capital	95,585	81,405
Retained earnings	37,449	43,295
Other, net	<u>(1,118)</u>	<u>(930)</u>
Total shareholders' equity	201,145	169,810
	<u>\$ 334,666</u>	<u>\$ 397,390</u>

See notes to consolidated financial statements

**GRACO INC. AND SUBSIDIARIES**  
**CONSOLIDATED STATEMENTS OF CASH FLOWS**

(Unaudited)  
(In thousands)

	<u>Twenty-six Weeks Ended</u>	
	<u>June 25, 2004</u>	<u>June 27, 2003</u>
<b>Cash Flows from Operating Activities</b>		
Net Earnings	\$ 52,306	\$ 42,657
Adjustments to reconcile net earnings to net cash provided by operating activities		
Depreciation and amortization	9,076	9,199
Deferred income taxes	(958)	(1,214)
Tax benefit related to stock options exercised	4,000	1,200
Change in:		
Accounts receivable	(11,970)	(6,472)
Inventories	(5,586)	(3,042)
Trade accounts payable	4,359	(1,779)
Salaries, wages and commissions	(2,556)	(2,547)
Retirement benefits and deferred compensation	(551)	1,459
Other accrued liabilities	3,027	1,852
Other	216	(89)
	<u>51,363</u>	<u>41,224</u>
<b>Cash Flows from Investing Activities</b>		
Property, plant and equipment additions	(6,377)	(7,298)
Proceeds from sale of property, plant and equipment	115	102
Capitalized software additions	(802)	—
Acquisition of business	—	(13,514)
	<u>(7,064)</u>	<u>(20,710)</u>
<b>Cash Flows from Financing Activities</b>		
Borrowings on notes payable and lines of credit	13,367	9,625
Payments on notes payable and lines of credit	(8,961)	(16,947)
Common stock issued	12,146	6,772
Common stock retired	(23,773)	(55,496)
Cash dividends paid	(116,998)	(7,686)
	<u>(124,219)</u>	<u>(63,732)</u>
Effect of exchange rate changes on cash	241	(1,369)
Net increase (decrease) in cash and cash equivalents	(79,679)	(44,587)
Cash and cash equivalents		
Beginning of year	<u>112,118</u>	<u>103,333</u>
End of period	<u>\$ 32,439</u>	<u>\$ 58,746</u>

See notes to consolidated financial statements.

**GRACO INC. AND SUBSIDIARIES**  
**NOTES TO CONSOLIDATED FINANCIAL STATEMENTS**  
(Unaudited)

1. The consolidated balance sheet of Graco Inc. and Subsidiaries (the Company) as of June 25, 2004, and the related statements of earnings for the thirteen and twenty-six weeks ended June 25, 2004 and June 27, 2003, and cash flows for the twenty-six weeks ended June 25, 2004 and June 27, 2003 have been prepared by the Company without being audited.

In the opinion of management, these consolidated statements reflect all adjustments (consisting of only normal recurring adjustments) necessary to present fairly the financial position of Graco Inc. and Subsidiaries as of June 25, 2004, and the results of operations and cash flows for all periods presented.

Certain information and footnote disclosures normally included in financial statements prepared in accordance with generally accepted accounting principles have been condensed or omitted. Therefore, these statements should be read in conjunction with the financial statements and notes thereto included in the Company's 2003 Form 10-K.

The results of operations for interim periods are not necessarily indicative of results that will be realized for the full fiscal year.

2. On February 20, 2004, the Board of Directors declared a three-for-two split of the Company's common stock. The split was distributed on March 30, 2004 to shareholders of record on March 16, 2004. Share and per share amounts for all periods presented reflect the stock split.
3. The following table sets forth the computation of basic and diluted earnings per share (in thousands, except per share amounts):

	<u>Thirteen Weeks Ended</u>		<u>Twenty-six Weeks Ended</u>	
	<u>June 25, 2004</u>	<u>June 27, 2003</u>	<u>June 25, 2004</u>	<u>June 27, 2003</u>
Net earnings available to common shareholders	\$29,979	\$24,463	\$52,306	\$42,657
Weighted average shares outstanding for basic earnings per share	69,243	68,495	69,162	69,672
Dilutive effect of stock options computed using the treasury stock method and the average market price	1,040	1,105	1,100	1,053
Weighted average shares outstanding for diluted earnings per share	70,283	69,600	70,262	70,725
Basic earnings per share	\$ .43	\$ .36	\$ .76	\$ .61
Diluted earnings per share	\$ .43	\$ .35	\$ .74	\$ .60

4. The Company accounts for stock option and purchase plans using the intrinsic value method and has adopted the "disclosure only" provisions of Statement of Financial Accounting Standards (SFAS) No. 123, as amended by SFAS No. 148, "Accounting for Stock-Based Compensation - Transition and Disclosure." No compensation cost has been recognized for the Employee Stock Purchase Plan and stock options granted under the various stock incentive plans.

Had compensation cost been determined based upon fair value (using the Black-Scholes option-pricing method) at the grant date for awards under these plans, the Company's net earnings and earnings per share would have been reduced as follows (in thousands, except per share amounts):

	<u>Thirteen Weeks Ended</u>		<u>Twenty-six Weeks Ended</u>	
	<u>June 25, 2004</u>	<u>June 27, 2003</u>	<u>June 25, 2004</u>	<u>June 27, 2003</u>
<b>Net earnings</b>				
As reported	\$ 29,979	\$ 24,463	\$ 52,306	\$ 42,657
Stock-based compensation, net of related tax effects	<u>843</u>	<u>1,037</u>	<u>1,716</u>	<u>2,074</u>
Pro forma	<u>\$ 29,136</u>	<u>\$ 23,426</u>	<u>\$ 50,590</u>	<u>\$ 40,583</u>
<b>Net earnings per common share</b>				
Basic as reported	\$ .43	\$ .36	\$ .76	\$ .61
Basic pro forma	.42	.34	.73	.58
Diluted as reported	.43	.35	.74	.60
Diluted pro forma	.41	.34	.72	.57

5. The components of net periodic benefit cost for retirement benefit plans were as follows (in thousands):

	<u>Thirteen Weeks Ended</u>		<u>Twenty-six Weeks Ended</u>	
	<u>June 25, 2004</u>	<u>June 27, 2003</u>	<u>June 25, 2004</u>	<u>June 27, 2003</u>
<b>Pension Benefits</b>				
Service cost	\$ 1,025	\$ 886	\$ 2,085	\$ 1,772
Interest cost	2,182	2,051	4,361	4,102
Expected return on assets	(3,523)	(2,497)	(7,048)	(4,995)
Amortization and other	<u>113</u>	<u>212</u>	<u>258</u>	<u>425</u>
Net periodic benefit cost (credit)	<u>\$ (203)</u>	<u>\$ 652</u>	<u>\$ (344)</u>	<u>\$ 1,304</u>
<b>Postretirement Medical</b>				
Service cost	\$ 135	\$ 172	\$ 385	\$ 343
Interest cost	363	371	751	742
Amortization of net loss	<u>114</u>	<u>89</u>	<u>226</u>	<u>179</u>
Net periodic benefit cost	<u>\$ 612</u>	<u>\$ 632</u>	<u>\$ 1,362</u>	<u>\$ 1,264</u>

In December 2003, the Medicare Prescription Drug, Improvement and Modernization Act of 2003 (the Act) was signed into law. The Company has not yet determined the effect of the Act, if any, on the retirement medical plan. Consequently, measures of the accumulated postretirement benefit obligation or net periodic benefit cost do not reflect any effects of the Act on the plan.

6. Total comprehensive income in 2004 was \$30.0 million in the second quarter and \$51.9 million year-to-date. In 2003, comprehensive income was \$24.5 million for the second quarter and \$42.9 million for the six-month period. There have been no significant changes to the components of comprehensive income from those noted on the 2003 Form 10-K.
7. The Company has three reportable segments; Industrial/Automotive, Contractor and Lubrication. The Company does not identify assets by segment. Sales and operating earnings by segment for the thirteen and twenty-six weeks ended June 25, 2004 and June 27, 2003 were as follows (in thousands):

	<u>Thirteen Weeks Ended</u>		<u>Twenty-six Weeks Ended</u>	
	<u>June 25, 2004</u>	<u>June 27, 2003</u>	<u>June 25, 2004</u>	<u>June 27, 2003</u>
<b>Net Sales</b>				
Industrial/Automotive	\$ 66,471	\$ 57,685	\$ 129,722	\$ 110,102
Contractor	81,610	76,906	140,585	131,744
Lubrication	<u>12,084</u>	<u>11,773</u>	<u>24,840</u>	<u>24,178</u>
Consolidated	<u>\$ 160,165</u>	<u>\$ 146,364</u>	<u>\$ 295,147</u>	<u>\$ 266,024</u>
<b>Operating Earnings</b>				
Industrial/Automotive	\$ 20,607	\$ 15,284	\$ 41,368	\$ 29,272
Contractor	23,463	19,936	35,480	30,693
Lubrication	2,648	2,440	5,650	5,587
Unallocated Corporate expenses	<u>(1,721)</u>	<u>(1,401)</u>	<u>(4,059)</u>	<u>(2,172)</u>
Consolidated	<u>\$ 44,997</u>	<u>\$ 36,259</u>	<u>\$ 78,439</u>	<u>\$ 63,380</u>

8. Major components of inventories were as follows (in thousands):

	<u>June 25, 2004</u>	<u>Dec 26, 2003</u>
Finished products and components	\$ 27,297	\$ 25,548
Products and components in various stages of completion	16,438	16,464
Raw materials and purchased components	<u>18,676</u>	<u>15,408</u>
	62,411	57,420
Reduction to LIFO cost	<u>( 27,843)</u>	<u>( 28,402)</u>
	<u>\$ 34,568</u>	<u>\$ 29,018</u>

9. Information related to other intangible assets follows (in thousands):

	<u>Gross Carrying Value</u>		<u>Accumulated Amortization</u>	
	<u>June 25, 2004</u>	<u>Dec. 26, 2003</u>	<u>June 25, 2004</u>	<u>Dec. 26, 2003</u>
<b>Subject to Amortization:</b>				
Customer lists and distribution network	\$ 3,765	\$ 8,336	\$ 1,167	\$ 4,980
Trademarks, trade names and non-compete agreements	1,494	2,803	544	1,622
Patents and other	<u>1,241</u>	<u>1,241</u>	<u>523</u>	<u>436</u>
	6,500	12,380	<u>\$ 2,234</u>	<u>\$ 7,038</u>
<b>Not Subject to Amortization:</b>				
Brand name	<u>5,280</u>	<u>5,280</u>		
	<u>\$ 11,780</u>	<u>\$ 17,660</u>		

Amortization of intangibles was \$.5 million in the second quarter of 2004 and \$1.1 million year-to-date. Estimated annual amortization is as follows: \$1.7 million in 2004, \$1.1 million in 2005, \$.9 million in 2006, \$.9 million in 2007, \$.4 million in 2008 and \$.3 million thereafter.

10. A liability is established for estimated future warranty and service claims that relate to current and prior period sales. The Company estimates warranty costs based on historical claim experience and other factors including evaluating specific customer warranty issues. Following is a summary of activity in accrued warranty and service liabilities (in thousands):

	Twenty-six Weeks Ended <u>June 25, 2004</u>	Year Ended <u>Dec. 26, 2003</u>
Balance, beginning of year	\$ 9,227	\$ 6,294
Charged to expense	3,994	9,490
Margin on parts sales reversed	1,529	4,697
Reductions for claims settled	<u>(5,370)</u>	<u>(11,254)</u>
Balance, end of period	<u>\$ 9,380</u>	<u>\$ 9,227</u>

11. The Company has been named as a defendant in a number of lawsuits alleging bodily injury as a result of exposure to asbestos or silica. None of the suits make any allegations specifically regarding the Company or any of its products. Management does not know why the Company was included in the suits along with hundreds of other defendants. Management does not expect that resolution of these matters will have a material adverse effect on the Company, although the ultimate outcome cannot be determined based on available information.

## Item 2.

**GRACO INC. AND SUBSIDIARIES**  
**MANAGEMENT'S DISCUSSION AND ANALYSIS OF**  
**FINANCIAL CONDITION AND RESULTS OF OPERATIONS**

**Results of Operations**

Increased sales, improved gross margin rates and controlled spending increases resulted in a 23 percent increase in both the quarter and year-to-date net earnings. Stronger foreign currencies versus the U.S. dollar helped to increase second quarter and year-to-date results when compared to 2003. Translated at consistent exchange rates, second quarter and year-to-date net earnings increased by 18 percent and 14 percent, respectively.

The following table sets forth items from the Company's Consolidated Statements of Earnings as percentages of net sales:

	<u>Thirteen Weeks Ended</u>		<u>Twenty-six Weeks Ended</u>	
	<u>June 25, 2004</u>	<u>June 27, 2003</u>	<u>June 25, 2004</u>	<u>June 27, 2003</u>
Net Sales	100.0%	100.0%	100.0%	100.0%
Cost of products sold	<u>46.8</u>	<u>48.1</u>	<u>46.3</u>	<u>47.8</u>
Gross Profit	53.2	51.9	53.7	52.2
Product development	3.4	2.9	3.6	3.3
Selling, marketing and distribution	15.7	17.3	16.7	18.1
General and administrative	<u>6.0</u>	<u>6.9</u>	<u>6.8</u>	<u>7.0</u>
Operating Earnings	28.1	24.8	26.6	23.8
Interest expense	0.1	0.1	0.1	0.1
Other (income) expense, net	<u>0.1</u>	<u>0.1</u>	<u>0.1</u>	<u>—</u>
Earnings Before Income Taxes	27.9	24.6	26.4	23.7
Income taxes	<u>9.2</u>	<u>7.9</u>	<u>8.7</u>	<u>7.7</u>
Net Earnings	<u>18.7%</u>	<u>16.7%</u>	<u>17.7%</u>	<u>16.0%</u>

## Net Sales

Sales by segment and geographic area were as follows (in thousands):

	<u>Thirteen Weeks Ended</u>		<u>Twenty-six Weeks Ended</u>	
	<u>June 25, 2004</u>	<u>June 27, 2003</u>	<u>June 25, 2004</u>	<u>June 27, 2003</u>
<b>By Segment</b>				
Industrial/Automotive	\$ 66,471	\$ 57,685	\$ 129,722	\$ 110,102
Contractor	81,610	76,906	140,585	131,744
Lubrication	<u>12,084</u>	<u>11,773</u>	<u>24,840</u>	<u>24,178</u>
Consolidated	<u>\$ 160,165</u>	<u>\$ 146,364</u>	<u>\$ 295,147</u>	<u>\$ 266,024</u>
<b>By Geographic Area</b>				
Americas <sup>1</sup>	\$ 107,767	\$ 102,805	\$ 197,042	\$ 184,995
Europe <sup>2</sup>	33,078	27,172	60,992	50,737
Asia Pacific	<u>19,320</u>	<u>16,387</u>	<u>37,113</u>	<u>30,292</u>
Consolidated	<u>\$ 160,165</u>	<u>\$ 146,364</u>	<u>\$ 295,147</u>	<u>\$ 266,024</u>

<sup>1</sup> North and South America, including the U.S.

<sup>2</sup> Europe, Africa and Middle East

Industrial/Automotive segment sales increased 15 percent for the quarter and 18 percent year-to-date. Translated at consistent exchange rates, sales were up 13 percent for both the quarter and year-to-date. The segment experienced growth in all three geographic regions and across all major product categories. New product introductions also contributed to sales growth, including the ProMix™ II and ProMix Easy units, which were launched in the second quarter.

Contractor segment sales increased 6 percent for the quarter and 7 percent year-to-date. Translated at consistent exchange rates, sales were up 5 percent for both the quarter and year-to-date. Sales increased in all geographic regions, with strong volume increases in Europe and Asia Pacific. In the Americas, sales were higher in the professional paint store channel but decreased in the home center channel. Sales in the professional paint store channel were aided by demand for new products, including the new Ultra® Max II sprayers. In the home center channel, sales were strong in the second quarter of 2003 due to a new product introduction.

Lubrication segment sales were up 3 percent for both the quarter and year-to-date. Translated at consistent exchange rates, sales were up 2 percent for the quarter and 1 percent year-to-date.

## Gross Profit

Gross margin rate was higher for the quarter and year-to-date. Factors contributing to the improvement include higher production volumes, improved productivity, reduced facility costs, product mix (higher proportion of Industrial / Automotive sales) and favorable currency translation rates.

## **Operating Expenses**

Operating expenses for the quarter were virtually flat compared to last year. Planned increases in product development spending were substantially offset by decreases in other areas. Year-to-date operating expenses increased by 6 percent but decreased as a percentage of sales. Increases in product development spending, currency translation effects and higher Foundation contributions all contributed to the increase in year-to-date operating expenses. Changes in marketing programs resulted in lower marketing expenses, but terms of certain new programs resulted in costs being recorded as a reduction of sales or as warranty expense.

Year-to-date operations include a pension benefit credit of \$.3 million compared to \$1.3 million of expense in the same period last year. This change resulted from the increase in pension plan assets due to investment gains and the \$20 million voluntary contribution made in 2003. Pension income/expense is allocated based on related salaries and wages, approximately 45 percent to cost of products sold and 55 percent to operating expenses.

## **Liquidity and Capital Resources**

Significant uses of cash in the first half of 2004 included \$117 million of dividends paid (including \$104 million for a one-time special dividend) and \$24 million for purchases and retirement of Company common stock.

The Company has announced that it intends to open a manufacturing facility in the Shanghai region of China sometime in the second half of 2005. The leased facility will be approximately 50,000 square feet and will require approximately \$4 million in capital equipment and leasehold improvements.

The Company had unused lines of credit available at June 25, 2004 totaling \$47 million. Cash balances of \$32 million at June 25, 2004, internally generated funds and unused financing sources provide the Company with the financial flexibility to meet liquidity needs, including its capital expenditure plan.

## **Outlook**

Management has not been able to identify leading economic indicators that predict future Company results. Management is encouraged by the strong underlying demand for Industrial / Automotive products across all regions and major product categories. The Contractor segment continues to grow, driven by a combination of new product introductions, favorable housing conditions and continued underlying growth in both Europe and Asia. Results indicate that a worldwide economic recovery is underway. Management is forecasting that 2004 will be a year of higher sales and net earnings.

## **SAFE HARBOR CAUTIONARY STATEMENT**

A forward-looking statement is any statement made in this report and other reports that the Company files periodically with the Securities and Exchange Commission, as well as in press or earnings releases, analyst briefings and conference calls, which reflects the Company's current thinking on market trends and the Company's future financial performance at the time they are made. All forecasts and projections are forward-looking statements.

The Company desires to take advantage of the "safe harbor" provisions of the Private Securities Litigation Reform Act of 1995 by making cautionary statements concerning any forward-looking statements made by or on behalf of the Company. The Company cannot give any assurance that the results forecasted in any forward-looking statement will actually be achieved. Future results could differ materially from those expressed, due to the impact of changes in various factors. These risk factors include, but are not limited to: economic conditions in the United States and other major world economies, currency fluctuations, political instability, changes in laws and regulations, and changes in product demand. Please refer to Exhibit 99 to the Company's Annual Report on Form 10-K for fiscal year 2003 for a more comprehensive discussion of these and other risk factors.

Investors should realize that factors other than those identified above and in Exhibit 99 might prove important to the Company's future results. It is not possible for management to identify each and every factor that may have an impact on the Company's operations in the future as new factors can develop from time to time.

## **Item 4. CONTROLS AND PROCEDURES**

### **Evaluation of disclosure controls and procedures**

As of the end of the fiscal quarter covered by this report, the Company carried out an evaluation of the effectiveness of the design and operation of its disclosure controls and procedures. This evaluation was done under the supervision and with the participation of the Company's President and Chief Executive Officer, Vice President and Controller, Vice President and Treasurer, and Vice President, General Counsel and Secretary. Based upon that evaluation, they concluded that the Company's disclosure controls and procedures are effective in gathering, analyzing and disclosing information needed to satisfy the Company's disclosure obligations under the Exchange Act.

### **Changes in internal controls**

During the quarter, there was no change in the Company's internal control over financial reporting that has materially affected, or is reasonably likely to materially affect, the Company's internal control over financial reporting.

## **PART II**

### **Item 1        Legal Proceedings**

The Company is engaged in routine litigation incident to its business, which management believes will not have a material adverse effect on its operations or consolidated financial position. The Company has also been named as a defendant in a number of lawsuits alleging bodily injury as a result of exposure to asbestos, and a number of lawsuits alleging bodily injury as a result of exposure to silica. All of these lawsuits have multiple (most in excess of 100) defendants, and several have multiple plaintiffs. None of the suits make any allegations specifically regarding the Company or any of its products. A substantial portion of the cost and potential liability for these cases is covered by insurance, although the exact extent of insurance coverage cannot be determined at this time because the cases are in the early stages of the litigation process and the allegations are so indefinite. Management does not expect that resolution of these matters will have a material adverse effect on the Company, although the ultimate outcome cannot be determined based on available information.

### **Item 2        Changes in Securities, Use of Proceeds and Issuer Purchases of Equity Securities**

#### **Issuer Purchases of Equity Securities**<sup>1</sup>

On February 22, 2002, the Board of Directors authorized a plan for the Company to purchase up to a total of 2,700,000 shares of its outstanding common stock, primarily through open-market transactions. This plan effectively expired upon approval of a new plan on February 20, 2004, authorizing the purchase of up to 3,000,000 shares and expiring on February 28, 2006.

In addition to shares purchased under the plan, the Company purchases shares of common stock held by employees who wish to tender owned shares to satisfy the exercise price or tax withholding on option exercises.

Information on issuer purchases of equity securities follows:

<u>Period</u>	<u>(a) Total Number of Shares Purchased</u>	<u>(b) Average Price Paid per Share</u>	<u>(c) Total Number of Shares Purchased as Part of Publicly Announced Plans or Programs</u>	<u>(d) Maximum Number of Shares that May Yet Be Purchased Under the Plans or Programs (at end of period)</u>
Dec 27, 2003 – Jan 23, 2004	—	—	—	2,360,850
Jan 24, 2004 – Feb 20, 2004	294,782	\$27.42	293,550	3,000,000
Feb 21, 2004 – Mar 26, 2004	258,201	\$27.57	234,000	2,766,000
Mar 27, 2004 – Apr 23, 2004	15,393	\$29.15	10,000	2,756,000
Apr 24, 2004 – May 21, 2004	284,800	\$28.33	284,800	2,471,200
May 22, 2004 – Jun 25, 2004	303	\$29.71	—	2,471,200

<sup>1</sup> All share and per share data reflects the three-for-two stock splits distributed on June 6, 2002 and March 30, 2004.

#### **Item 4. Submission of Matters to a Vote of Security Holders**

At the Annual Meeting of Shareholders held on April 23, 2004, five directors were elected to the Board of Directors with the following votes:

	<u>For</u>	<u>Withheld</u>
Jack W. Eugster	40,042,545	275,076
J. Kevin Gilligan	39,352,737	964,885
Mark H. Rauenhorst	39,940,692	376,930
William G. Van Dyke	39,346,770	970,852
R. William Van Sant	40,066,759	250,863

At the same meeting, the selection of Deloitte & Touche LLP as independent auditors for the current year was approved and ratified, with the following votes:

<u>For</u>	<u>Against</u>	<u>Abstentions</u>	<u>Broker Non-Vote</u>
38,464,772	1,771,461	81,388	—

No other matters were voted on at the meeting.

**Item 6. Exhibits and Reports on Form 8-K**

(a) Exhibits

- 31.1 Certification of President and Chief Executive Officer pursuant to Rule 13a-14(a)
- 31.2 Certification of Vice President and Controller pursuant to Rule 13a-14(a)
- 31.3 Certification of Vice President and Treasurer pursuant to Rule 13a-14(a)
- 32 Certification of President and Chief Executive Officer, Vice President and Controller, and Vice President and Treasurer pursuant to Section 1350 of Title 18, U.S.C.

(b) Reports on Form 8-K

The following Current Report on Form 8-K was furnished during the quarter ended June 25, 2004: On April 16, 2004, Graco Inc. furnished a current report on Form 8-K to furnish its earnings release for the quarter ended March 26, 2004.

## SIGNATURES

Pursuant to the requirements of the Securities Exchange Act of 1934, the registrant has duly caused this report to be signed on its behalf by the undersigned thereunto duly authorized.

### GRACO INC.

Date: July 26, 2004

By: David A. Roberts  
David A. Roberts  
President and Chief Executive Officer

Date: July 26, 2004

By: James A. Graner  
James A. Graner  
Vice President and Controller

Date: July 26, 2004

By: Mark W. Sheahan  
Mark W. Sheahan  
Vice President and Treasurer

## CERTIFICATIONS

I, David A. Roberts, certify that:

1. I have reviewed this quarterly report on Form 10-Q of Graco Inc.;
2. Based on my knowledge, this report does not contain any untrue statement of a material fact or omit to state a material fact necessary to make the statements made, in light of the circumstances under which such statements were made, not misleading with respect to the period covered by this report;
3. Based on my knowledge, the financial statements, and other financial information included in this report, fairly present in all material respects the financial condition, results of operations and cash flows of the registrant as of, and for, the periods presented in this report;
4. The registrant's other certifying officers and I are responsible for establishing and maintaining disclosure controls and procedures (as defined in Exchange Act Rules 13a-15(e) and 15d-15(e)) for the registrant and have:
  - a) Designed such disclosure controls and procedures, or caused such disclosure controls and procedures to be designed under our supervision, to ensure that material information relating to the registrant, including its consolidated subsidiaries, is made known to us by others within those entities, particularly during the period in which this report is being prepared;
  - b) Evaluated the effectiveness of the registrant's disclosure controls and procedures and presented in this report our conclusions about the effectiveness of the disclosure controls and procedures, as of the end of the period covered by this report based on such evaluation; and
  - c) Disclosed in this report any change in the registrant's internal control over financial reporting that occurred during the registrant's most recent fiscal quarter (the registrant's fourth fiscal quarter in the case of an annual report) that has materially affected, or is reasonably likely to materially affect, the registrant's internal control over financial reporting; and
5. The registrant's other certifying officers and I have disclosed, based on our most recent evaluation of internal control over financial reporting, to the registrant's auditors and the audit committee of the registrant's board of directors:
  - a) All significant deficiencies and material weaknesses in the design or operation of internal control over financial reporting which are reasonably likely to adversely affect the registrant's ability to record, process, summarize and report financial information; and
  - b) Any fraud, whether or not material, that involves management or other employees who have a significant role in the registrant's internal control over financial reporting.

Date: \_\_\_\_\_

July 26, 2004

David A Roberts

David A. Roberts  
President and Chief Executive Officer

## CERTIFICATIONS

I, James A. Graner, certify that:

1. I have reviewed this quarterly report on Form 10-Q of Graco Inc.;
2. Based on my knowledge, this report does not contain any untrue statement of a material fact or omit to state a material fact necessary to make the statements made, in light of the circumstances under which such statements were made, not misleading with respect to the period covered by this report;
3. Based on my knowledge, the financial statements, and other financial information included in this report, fairly present in all material respects the financial condition, results of operations and cash flows of the registrant as of, and for, the periods presented in this report;
4. The registrant's other certifying officers and I are responsible for establishing and maintaining disclosure controls and procedures (as defined in Exchange Act Rules 13a-15(e) and 15d-15(e)) for the registrant and have:
  - a) Designed such disclosure controls and procedures, or caused such disclosure controls and procedures to be designed under our supervision, to ensure that material information relating to the registrant, including its consolidated subsidiaries, is made known to us by others within those entities, particularly during the period in which this report is being prepared;
  - b) Evaluated the effectiveness of the registrant's disclosure controls and procedures and presented in this report our conclusions about the effectiveness of the disclosure controls and procedures, as of the end of the period covered by this report based on such evaluation; and
  - c) Disclosed in this report any change in the registrant's internal control over financial reporting that occurred during the registrant's most recent fiscal quarter (the registrant's fourth fiscal quarter in the case of an annual report) that has materially affected, or is reasonably likely to materially affect, the registrant's internal control over financial reporting; and
5. The registrant's other certifying officers and I have disclosed, based on our most recent evaluation of internal control over financial reporting, to the registrant's auditors and the audit committee of the registrant's board of directors:
  - a) All significant deficiencies and material weaknesses in the design or operation of internal control over financial reporting which are reasonably likely to adversely affect the registrant's ability to record, process, summarize and report financial information; and
  - b) Any fraud, whether or not material, that involves management or other employees who have a significant role in the registrant's internal control over financial reporting.

Date:

July 26, 2004

James A. Graner  
James A. Graner  
Vice President and Controller

## CERTIFICATIONS

I, Mark W. Sheahan, certify that:

1. I have reviewed this quarterly report on Form 10-Q of Graco Inc.;
2. Based on my knowledge, this report does not contain any untrue statement of a material fact or omit to state a material fact necessary to make the statements made, in light of the circumstances under which such statements were made, not misleading with respect to the period covered by this report;
3. Based on my knowledge, the financial statements, and other financial information included in this report, fairly present in all material respects the financial condition, results of operations and cash flows of the registrant as of, and for, the periods presented in this report;
4. The registrant's other certifying officers and I are responsible for establishing and maintaining disclosure controls and procedures (as defined in Exchange Act Rules 13a-15(e) and 15d-15(e)) for the registrant and have:
  - a) Designed such disclosure controls and procedures, or caused such disclosure controls and procedures to be designed under our supervision, to ensure that material information relating to the registrant, including its consolidated subsidiaries, is made known to us by others within those entities, particularly during the period in which this report is being prepared;
  - b) Evaluated the effectiveness of the registrant's disclosure controls and procedures and presented in this report our conclusions about the effectiveness of the disclosure controls and procedures, as of the end of the period covered by this report based on such evaluation; and
  - c) Disclosed in this report any change in the registrant's internal control over financial reporting that occurred during the registrant's most recent fiscal quarter (the registrant's fourth fiscal quarter in the case of an annual report) that has materially affected, or is reasonably likely to materially affect, the registrant's internal control over financial reporting; and
5. The registrant's other certifying officers and I have disclosed, based on our most recent evaluation of internal control over financial reporting, to the registrant's auditors and the audit committee of the registrant's board of directors:
  - a) All significant deficiencies and material weaknesses in the design or operation of internal control over financial reporting which are reasonably likely to adversely affect the registrant's ability to record, process, summarize and report financial information; and
  - b) Any fraud, whether or not material, that involves management or other employees who have a significant role in the registrant's internal control over financial reporting.

Date: July 26, 2004

Mark W. Sheahan

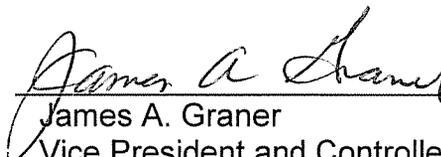
Mark W. Sheahan  
Vice President and Treasurer

## CERTIFICATION UNDER SECTION 1350

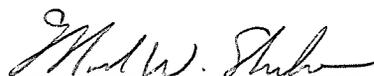
Pursuant to Section 1350 of Title 18 of the United States Code, each of the undersigned certifies that this periodic report fully complies with the requirements of Section 13(a) or 15(d) of the Securities Exchange Act of 1934 and that information contained in this periodic report fairly presents, in all material respects, the financial condition and results of operations of Graco Inc.

Date: July 26, 2004

David A. Roberts  
President and Chief Executive Officer

Date: July 26, 2004

James A. Graner  
Vice President and Controller  
Chief Accounting Officer

Date: July 26, 2004

Mark W. Sheahan  
Vice President and Treasurer  
Principal Financial Officer



July 27, 2004

**Electronically Filed**

Securities and Exchange Commission  
Judiciary Plaza  
450 Fifth Street NW  
Washington, DC 20549

Re: Graco Inc.  
Second Quarter Report on Form 10-Q  
File No. 001-9249  
CIK No. 0000042888

Gentlemen/Ladies:

Enclosed for filing is the Graco Inc. Quarterly Report on Form 10-Q for the Quarter ended June 25, 2004.

Sincerely,

Robert M. Mattison  
Vice President, General Counsel and Secretary

Enclosure

RMM/smc