

Kadant Reports Third Quarter 2021 Results and Record Bookings

November 2, 2021

WESTFORD, Mass., Nov. 02, 2021 (GLOBE NEWSWIRE) -- Kadant Inc. (NYSE: KAI) reported its financial results for the third quarter ended October 2, 2021.

Third Quarter Financial Highlights

- Bookings increased 71% to a record \$245 million.
- Revenue increased 29% to a record \$200 million.
- Operating cash flow increased 56% to \$38 million.
- Free cash flow increased 53% to \$35 million.
- Net income increased 38% to \$20 million.
- GAAP diluted EPS increased 37% to \$1.75.
- Adjusted diluted EPS increased 50% to \$1.97.
- Adjusted EBITDA increased 36% to \$41 million and represented 20.5% of revenue.
- Backlog was a record \$299 million.

Note: Percent changes above are based on comparison to the prior year period. Free cash flow, adjusted diluted EPS, adjusted EBITDA, adjusted EBITDA margin, and changes in organic revenue are non-GAAP financial measures that exclude certain items as detailed later in this press release under the heading "Use of Non-GAAP Financial Measures."

Management Commentary

"Record revenue combined with excellent execution by our operations teams led to another quarter of strong performance," said Jeffrey L. Powell, president and chief executive officer of Kadant Inc. "End-market demand was exceptional in the third quarter with record parts demand and robust capital order activity, particularly in our Industrial Processing segment. These results contributed to solid margin performance and improved operating leverage across all our segments.

"Despite an increasingly challenging operating environment resulting from supply chain constraints and inflationary pressures, our global workforce performed extremely well in fulfilling our customer commitments and delivering value. Our end markets continue to show signs of strength as we enter the final quarter of the year and we are well positioned for a strong finish to 2021."

Third Quarter 2021 compared to 2020

Revenue increased 29 percent to a record \$199.8 million compared to \$154.6 million in 2020. Organic revenue increased 18 percent, which excludes an eight percent increase from acquisitions and a three percent increase from the favorable effect of foreign currency translation. Gross margin was 41.9 percent, which included a negative 110 basis point impact from the amortization of acquired profit in inventory, compared to 44.2 percent in 2020, which included a positive 110 basis point impact from the receipt of government assistance benefits related to the pandemic.

GAAP diluted earnings per share (EPS) increased 37 percent to a \$1.75 compared to \$1.28 in 2020. Adjusted diluted EPS increased 50 percent to \$1.97 compared to \$1.31 in 2020. Adjusted diluted EPS excludes \$0.17 of amortization expense from acquired profit in inventory and backlog and \$0.05 of acquisition costs in 2021 and \$0.03 of restructuring costs, \$0.03 of acquisition-related costs, and a \$0.03 discrete tax benefit in 2020. Net income increased 38 percent to \$20.5 million compared to \$14.9 million in 2020. Adjusted EBITDA increased 36 percent to \$40.9 million and 20.5 percent of revenue compared to \$30.0 million and 19.4 percent of revenue in the prior year quarter. Operating cash flow increased 56 percent to \$37.9 million compared to \$24.4 million in 2020.

Bookings increased 71 percent to a record \$244.7 million compared to \$143.3 million in 2020. Organic bookings increased 57 percent, which excludes a ten percent increase from acquisitions and a four percent increase from the favorable effect of foreign currency translation.

Summary and Outlook

"The strong momentum built up during the first three quarters of 2021 has led to record backlog, and we expect a solid finish to the year," Mr. Powell continued. "While we continue to see strong demand for our products, supply chain constraints, delays in shipments, and the timing of capital orders are moderating our outlook for the fourth quarter. As a result, we are decreasing our revenue expectation to \$778 to \$783 million for 2021 from our previous range of \$783 to \$793 million."

Conference Call

Kadant will hold a webcast with a slide presentation for investors on Wednesday, November 3, 2021, at 11:00 a.m. eastern time to discuss its third quarter performance, as well as future expectations. To access the webcast, including the slideshow and accompanying audio, go to www.kadant.com and click on "Investors." To listen to the webcast via teleconference, call 888-326-8410 within the U.S., or +1-704-385-4884 outside the U.S. and reference participant passcode 9476904. Prior to the call, our earnings release and the slides used in the webcast presentation will be filed with the Securities and Exchange Commission and will be available at www.sec.gov. An archive of the webcast presentation will be available on our website until December 3, 2021.

Shortly after the webcast, Kadant will post its updated general investor presentation incorporating the third quarter results on its website at www.kadant.com under the "Investors" section.

Use of Non-GAAP Financial Measures

In addition to the financial measures prepared in accordance with generally accepted accounting principles (GAAP), we use certain non-GAAP

financial measures, including increases or decreases in revenue excluding the effect of acquisitions and foreign currency translation (organic revenue), adjusted operating income, adjusted net income, adjusted diluted EPS, earnings before interest, taxes, depreciation, and amortization (EBITDA), adjusted EBITDA, adjusted EBITDA margin, and free cash flow.

We believe these non-GAAP financial measures, when taken together with the corresponding GAAP financial measures, provide meaningful supplemental information regarding our performance by excluding certain items that may not be indicative of our core business, operating results, or future outlook. We believe that the inclusion of such measures helps investors gain an understanding of our underlying operating performance and future prospects, consistent with how management measures and forecasts our performance, especially when comparing such results to previous periods or forecasts and to the performance of our competitors. Such measures are also used by us in our financial and operating decision-making and for compensation purposes. We also believe this information is responsive to investors' requests and gives them an additional measure of our performance.

The non-GAAP financial measures included in this press release are not meant to be considered superior to or a substitute for the results of operations prepared in accordance with GAAP. In addition, the non-GAAP financial measures included in this press release have limitations associated with their use as compared to the most directly comparable GAAP measures, in that they may be different from, and therefore not comparable to, similar measures used by other companies.

Revenue in the third quarter of 2021 included \$12.8 million from acquisitions and a \$4.6 million favorable foreign currency translation effect. Revenue in the first nine months of 2021 included a \$22.2 million favorable foreign currency translation effect and \$13.3 million from acquisitions. We present increases or decreases in organic revenue, which excludes the effect of acquisitions and foreign currency translation, to provide investors insight into underlying revenue trends.

Our non-GAAP financial measures exclude restructuring costs, acquisition costs, amortization expense related to acquired profit in inventory and backlog, and discrete tax items. These items are excluded as they are not indicative of our core operating results and are not comparable to other periods, which have differing levels of incremental costs or income, or none at all. Free cash flow presents cash flow from operations excluding capital expenditures.

Third Quarter

Adjusted operating income, adjusted EBITDA, and adjusted EBITDA margin exclude:

- Pre-tax expense related to amortization of acquired profit in inventory of \$2.2 million in 2021.
- Pre-tax acquisition costs of \$0.7 million in 2021 and \$0.1 million in 2020.
- Pre-tax expense related to amortization of acquired backlog of \$0.6 million in 2021 and \$0.3 million in 2020.
- Pre-tax restructuring costs of \$0.5 million in 2020.

Adjusted net income and adjusted diluted EPS exclude:

- After-tax expense related to amortization of acquired profit in inventory of \$1.5 million (\$2.2 million net of tax of \$0.7 million) in 2021.
- After-tax acquisition costs of \$0.6 million in 2021 (\$0.7 million net of tax of \$0.1 million) in 2021 and \$0.1 million in 2020.
- After-tax expense related to amortization of acquired backlog of \$0.4 million (\$0.6 million net of tax of \$0.2 million) in 2021 and \$0.2 million (\$0.3 million net of tax of \$0.1 million) in 2020.
- After-tax restructuring costs of \$0.3 million (\$0.5 million net of tax of \$0.2 million) in 2020.
- A discrete tax benefit of \$0.3 million in 2020.

Free cash flow is calculated as cash flow from operations less:

• Capital expenditures of \$3.4 million in 2021 and \$1.8 million in 2020.

First Nine Months

Adjusted operating income, adjusted EBITDA, and adjusted EBITDA margin exclude:

- Pre-tax acquisition costs of \$2.6 million in 2021 and \$0.5 million in 2020.
- Pre-tax expense related to acquired profit in inventory of \$2.2 million in 2021.
- Pre-tax expense related to amortization of acquired backlog of \$0.7 million in 2021 and \$0.4 million in 2020.
- Pre-tax restructuring costs of \$0.9 million in 2020.

Adjusted net income and adjusted diluted EPS exclude:

- After-tax acquisition costs of \$2.3 million (\$2.6 million net of tax of \$0.3 million) in 2021 and \$0.4 million (\$0.5 million net of tax of \$0.1 million) in 2020.
- After-tax expense related to acquired profit in inventory of \$1.5 million (\$2.2 million net of tax of \$0.7 million) in 2021.
- After-tax expense related to acquired backlog of \$0.5 million (\$0.7 million net of tax of \$0.2 million) in 2021 and \$0.3 million (\$0.4 million net of tax of \$0.1 million) in 2020.
- After-tax restructuring costs of \$0.7 million (\$0.9 million net of tax of \$0.2 million) in 2020.
- A discrete tax benefit of \$0.3 million in 2020.

Free cash flow is calculated as cash flow from operations less:

• Capital expenditures of \$7.7 million in 2021 and \$5.4 million in 2020.

Reconciliations of the non-GAAP financial measures to the most directly comparable GAAP financial measures are set forth in this press release.

Financial Highlights (unaudited)

(In thousands, except per share amounts and percentages)

	Three Months Ended					Nine Months Ended					
		October 2,	Se	ptember 26,		October 2,	Se	ptember 26,			
Consolidated Statement of Income		2021		2020		2021		2020			
Revenue	\$	199,789	\$	154,610	\$	568,063	\$	466,597			
Costs and Operating Expenses:											
Cost of revenue		116,096		86,294		323,337		263,510			
Selling, general, and administrative expenses		52,316		43,853		151,014		134,518			
Research and development expenses		2,649		2,658		8,547		8,532			
Restructuring costs				470				926			
		171,061		133,275		482,898		407,486			
Operating Income		28,728		21,335		85,165		59,111			
Interest Income		55		52		176		140			
Interest Expense		(1,320)		(1,670)		(3,497)		(6,060)			
Other Expense, Net		(23)		(32)		(71)		(95)			
Income Before Provision for Income Taxes		27,440		19,685		81,773		53,096			
Provision for Income Taxes		6,742		4,705		21,252		13,738			
Net Income		20,698		14,980		60,521		39,358			
Net Income Attributable to Noncontrolling Interest		(237)		(129)		(635)		(369)			
Net Income Attributable to Kadant	\$	20,461	\$	14,851	\$	59,886	\$	38,989			
Earnings per Share Attributable to Kadant:											
Basic	\$	1.77	\$	1.29	\$	5.18	\$	3.40			
Diluted	\$	1.75	\$	1.28	\$	5.14	\$	3.38			
Weighted Average Shares:											
Basic		11,580		11,504		11,571		11,472			
Diluted		11,668		11,589		11,644		11,550			

		Three Mo	onths	s Ended		Three Mo	nths E	Ended
Adjusted Net Income and Adjusted Diluted EPS (a)	C	October 2, 2021		October 2, 2021	Se	eptember 26, 2020	Se	eptember 26, 2020
Net Income and Diluted EPS Attributable to Kadant, as Reported	\$	20,461	\$	1.75	\$	14,851	\$	1.28
Adjustments for the Following:								
Restructuring Costs, Net of Tax		_		_		335		0.03
Acquisition Costs, Net of Tax (b)		595		0.05		58		0.01
Acquired Backlog Amortization, Net of Tax (c)		429		0.04		249		0.02
Acquired Profit in Inventory, Net of Tax (d)		1,549		0.13				
Discrete Tax Items			_	_		(338)	_	(0.03)
Adjusted Net Income and Adjusted Diluted EPS (a)	\$	23,034	\$	1.97	\$	15,155	\$	1.31

		Nine Months Ended				Nine Mor	nths Ended		
		October 2, 2021		October 2, 2021		September 26, 2020		September 26, 2020	
Net Income and Diluted EPS Attributable to Kadant, as Reported Adjustments for the Following:	\$	59,886	\$	5.14	\$	38,989	\$	3.38	
Restructuring Costs, Net of Tax		_		_		667		0.06	
Acquisition Costs, Net of Tax (b)		2,325		0.20		355		0.03	

Acquired Backlog Amortization, Net of Tax (c)	494	0.04	275		0.02
Acquired Profit in Inventory, Net of Tax (d)	1,549	0.13	_		_
Discrete Tax Items	 	_	 (338)	_	(0.03)
Adjusted Net Income and Adjusted Diluted EPS (a)	\$ 64,254	\$ 5.52	\$ 39,948	\$	3.46

	_			ļ	Increase Excluding Acquisitions			
Revenue by Segment		October 2, 2021		ptember 26, 2020		Increase		and FX (a,e)
Flow Control	\$	76,253	\$	56,815	\$	19,438	\$	8,193
Industrial Processing		81,620		62,086		19,534		16,687
Material Handling		41,916		35,709		6,207		2,943
Ç	\$	199,789	\$	154,610	\$	45,179	\$	27,823
Percentage of Parts and Consumables Revenue	=	66 %	:=	66%				
		Nine Mor	nths E	nded				Increase Excluding
		October 2,	Se	ptember 26,			A	Acquisitions
		2021		2020		Increase		and FX (a,e)
Flow Control	\$	210,769	\$	165,329	\$	45,440	\$	28,778
Industrial Processing		233,455		192,468		40,987		28,391
Material Handling		123,839		108,800		15,039		8,846
	\$	568,063	\$	466,597	\$	101,466	\$	66,015
Percentage of Parts and Consumables Revenue	<u> </u>	66 %	=	65%				
		Three Mo	nths E	Ended				Increase Excluding
Bookings by Segment		October 2, 2021	Se	ptember 26, 2020		Increase		Acquisitions and FX (e)
Flow Control	\$	76,661	\$	49,608	\$	27,053	\$	15,721
Industrial Processing		118,896		59,903		58,993		55,681
Material Handling		49,137		33,838		15,299		9,793
	\$	244,694	\$	143,349	\$	101,345	\$	81,195
Percentage of Parts and Consumables Bookings	=	53%	:=	67%				
	Nine Months Ended							Increase Excluding
		October 2,	Se	ptember 26,		Incresse		Acquisitions
Flow Control	\$	2021 224,479	\$	2020 166,713	\$	Increase 57,766	\$	and FX (e) 40,454
Industrial Processing	Ф	307,401	φ	178,885	Φ	128,516	φ	40,454 112,345
Material Handling		130,468		106,344		24,124		15,361
material naturing	\$	662,348	\$	451,942	\$	210,406	\$	168,160
Percentage of Parts and Consumables Bookings		59%		67%				

	October 2, September 26, October 2, 2021 2020 2021			lonths Ended			
Business Segment Information	,		,	September 26, 2020			
	2021	2020	2021	2020			
Gross Margin:	40.70	50.00/	54.0 0/	50.40 /			
Flow Control	49.7 %	52.9%	51.8 %	53.1%			

Industrial Processing		39.7 %		43.7%		40.1 %		41.0%
Material Handling		31.9 %		31.1%		33.8 %		33.5%
		41.9 %		44.2%		43.1 %		43.5%
Operating Income:								
Flow Control	\$	17,129	\$	13,770	\$	51,899	\$	37,360
Industrial Processing	Ψ	16,095	Ψ	12,072	Ψ	44,449	Ψ	32,147
Material Handling		3,491		2,614		12,941		10,341
Corporate		(7,987)		(7,121)		(24,124)		(20,737)
G5,p5,u,G	\$	28,728	\$	21,335	\$	85,165	\$	59,111
Adjusted Operating Income (a,f):								
Flow Control	\$	19,835	\$	14,035	\$	55,841	\$	38,081
Industrial Processing		16,128		12,438		44,622		32,948
Material Handling		4,290		2,862		14,352		10,597
Corporate		(7,987)		(7,121)		(24,124)		(20,737)
	\$	32,266	\$	22,214	\$	90,691	\$	60,889
Capital Expenditures:								
Flow Control	\$	1,128	\$	509	\$	1,830	\$	1,667
Industrial Processing		1,725		785		4,720		2,460
Material Handling		505		486		1,121		1,167
Corporate		12		42		17		125
	<u>\$</u>	3,370	\$	1,822	\$	7,688	\$	5,419
		Three Mo	nths E	inded		Nine Mon	ths Eı	nded
Cash Flow and Other Data	C	october 2, 2021	Sep	otember 26, 2020	(October 2, 2021	Sep	otember 26, 2020
Operating Cash Flow	\$	37,932	\$	24,393	\$	101,410	\$	52,601
Less: Capital Expenditures		(3,370)		(1,822)		(7,688)		(5,419)
Free Cash Flow (a)	\$	34,562	\$	22,571	\$	93,722	\$	47,182
Depreciation and Amortization Expense	\$	9,195	\$	8,086	\$	24,597	\$	23,260

Balance Sheet Data	October 2 2021		January 2, 2021
Assets			
Cash, Cash Equivalents, and Restricted Cash	\$ 83,6	64 \$	66,640
Accounts Receivable, net	120,4	96	91,540
nventories	135,4	76	106,814
Jnbilled Revenue	7,9	15	7,576
Property, Plant, and Equipment, net	110,0	88	84,642
ntangible Assets	205,3	28	160,965
Goodwill	398,9	07	351,753
Other Assets	71,2	54	57,641
	\$ 1,133,1	28 \$	927,571
iabilities and Stockholders' Equity			
Accounts Payable	\$ 53,4	76 \$	32,264
Debt Obligations	309,3	89	227,963
Other Borrowings	5,1	07	5,511
Other Liabilities	221,7	70	164,928
Total Liabilities	589,7	42	430,666
Stockholders' Equity	543,3	86	496,905
	\$ 1,133,1	28 \$	927,571

		Three Mor	nths	Ended		Nine Mon	nths Ended		
		October 2,	Se	eptember 26,		October 2,	Se	ptember 26,	
Adjusted Operating Income and Adjusted EBITDA Reconciliation (a)		2021		2020		2021		2020	
Consolidated	æ	00.404	Φ.	44.054	Φ	50.000	Φ.	20.000	
Net Income Attributable to Kadant	\$	20,461	\$	14,851	\$	59,886	\$	38,989	
Net Income Attributable to Noncontrolling Interest		237		129		635		369	
Provision for Income Taxes		6,742		4,705 1,618		21,252		13,738	
Interest Expense, Net Other Expense, Net		1,265 23		32		3,321 71		5,920 95	
Operating Income		28,728	_	21,335	_	85,165		59,111	
Restructuring Costs		20,720		470				926	
Acquisition Costs (b)		718		78		2,619		485	
Acquired Backlog Amortization (c)		604		331		691		367	
Acquired Profit in Inventory (d)		2,216		_		2,216		_	
Adjusted Operating Income (a)	_	32,266		22,214	_	90,691		60,889	
Depreciation and Amortization		8,591		7,755		23,906		22,893	
Adjusted EBITDA (a)	\$	40,857	\$	29,969	\$	114,597	\$	83,782	
	Ψ	20.5 %	Ψ	19.4 %	Ψ	20.2 %	Ψ	18.0 %	
Adjusted EBITDA Margin (a,g)	=	20.0 70	_	10.4 70	=	20.2 70	=	10.0 70	
Flow Control									
Operating Income	\$	17,129	\$	13,770	\$	51,899	\$	37,360	
Restructuring Costs		_		265		_		721	
Acquisition Costs (b)		507		_		1,743		_	
Acquired Backlog Amortization (c)		353		_		353		_	
Acquired Profit in Inventory (d)		1,846				1,846			
Adjusted Operating Income (a)		19,835		14,035		55,841		38,081	
Depreciation and Amortization		2,333		1,564	_	5,473		4,729	
Adjusted EBITDA (a)	\$	22,168	\$	15,599	\$	61,314	\$	42,810	
Adjusted EBITDA Margin (a,g)	=	29.1 %	_	27.5 %	=	29.1 %	_	25.9 %	
Industrial Processing									
Operating Income	\$	16,095	\$	12,072	\$	44,449	\$	32,147	
Restructuring Costs		_		205		_		205	
Acquisition Costs (b)		33		78		113		485	
Acquired Backlog Amortization (c)		_		83		60		111	
Adjusted Operating Income (a)		16,128		12,438		44,622		32,948	
Depreciation and Amortization		3,341		3,311		10,082		9,598	
Adjusted EBITDA (a)	\$	19,469	\$	15,749	\$	54,704	\$	42,546	
Adjusted EBITDA Margin (a,g)	_	23.9 %	_	25.4 %	_	23.4 %	_	22.1 %	
Material Handling									
Operating Income	\$	3,491	\$	2,614	\$	12,941	\$	10,341	
Acquisition Costs (b)		178		_		763		_	
Acquired Backlog Amortization (c)		251		248		278		256	
Acquired Profit in Inventory (d)		370		_		370		_	
Adjusted Operating Income (a)		4,290		2,862		14,352		10,597	
Depreciation and Amortization		2,885		2,824		8,253		8,416	
Adjusted EBITDA (a)	\$	7,175	\$	5,686	\$	22,605	\$	19,013	
Adjusted EBITDA Margin (a,g)		17.1 %		15.9 %		18.3 %		17.5 %	
Corporate									
Operating Loss	\$	(7,987)	\$	(7,121)	\$	(24,124)	\$	(20,737)	
Depreciation and Amortization	φ	(7,967)	ψ	(7,121) 56	ψ	98	Ψ	150	
EBITDA (a)	\$	(7,955)	\$	(7,065)	\$	(24,026)	\$	(20,587)	
V: /	=		_		=				

- (a) Represents a non-GAAP financial measure.
- (b) Represents transaction costs associated with our acquisitions. Operating income by segment has been recast in the first six months of 2021 to include acquisition costs of \$585 and \$80 in our Material Handling and Industrial Processing segments, respectively, which were previously included in Corporate.
- (c) Represents intangible amortization expense associated with acquired backlog.
- (d) Represents expense within the cost of revenue associated with amortization of acquired profit in inventory.
- (e) Represents the increase resulting from the exclusion of acquisitions and from the conversion of current period amounts reported in local currencies into U.S. dollars at the exchange rate of the prior period compared to the U.S. dollar amount reported in the prior period.
- (f) See reconciliation to the most directly comparable GAAP financial measure under "Adjusted Operating Income and Adjusted EBITDA Reconciliation."
- (g) Calculated as adjusted EBITDA divided by revenue in each period.

About Kadant

Kadant Inc. is a global supplier of high-value, critical components and engineered systems used in process industries worldwide. The Company's products, technologies, and services play an integral role in enhancing process efficiency, optimizing energy utilization, and maximizing productivity in resource-intensive industries. Kadant is based in Westford, Massachusetts, with approximately 2,900 employees in 21 countries worldwide. For more information, visit www.kadant.com.

Safe Harbor Statement

The following constitutes a "Safe Harbor" statement under the Private Securities Litigation Reform Act of 1995: This press release contains forwardlooking statements that involve a number of risks and uncertainties, including forward-looking statements about our future financial and operating performance, demand for our products, and economic and industry outlook. These forward-looking statements represent our expectations as of the date of this press release. We undertake no obligation to publicly update any forward-looking statement, whether as a result of new information, future events, or otherwise. These forward-looking statements are subject to known and unknown risks and uncertainties that may cause our actual results to differ materially from these forward-looking statements as a result of various important factors, including those set forth under the heading "Risk Factors" in Kadant's annual report on Form 10-K for the fiscal year ended January 2, 2021 and subsequent filings with the Securities and Exchange Commission. These include risks and uncertainties relating to the impact of the COVID-19 pandemic on our operating and financial results; adverse changes in global and local economic conditions; the variability and difficulty in accurately predicting revenues from large capital equipment and systems projects; health epidemics; our acquisition strategy; levels of residential construction activity; reductions by our wood processing customers of their capital spending or production of oriented strand board; changes to the global timber supply; development and use of digital media; cyclical economic conditions affecting the global mining industry; demand for coal, including economic and environmental risks associated with coal; failure of our information systems or breaches of data security and cybertheft; implementation of our internal growth strategy; price increases or shortages of raw materials; competition; changes in our tax provision or exposure to additional tax liabilities; our ability to successfully manage our manufacturing operations; disruption in production; future restructurings; loss of key personnel and effective succession planning; protection of intellectual property; climate change; adequacy of our insurance coverage; global operations; policies of the Chinese government; the variability and uncertainties in sales of capital equipment in China; currency fluctuations; economic conditions and regulatory changes caused by the United Kingdom's exit from the European Union; changes to government regulations and policies around the world; compliance with government regulations and policies and compliance with laws; environmental laws and regulations; environmental, health and safety laws and regulations impacting the mining industry; our debt obligations; restrictions in our credit agreement and note purchase agreement; substitution of an alternative index for LIBOR; soundness of financial institutions; fluctuations in our share price; and anti-takeover provisions.

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