



**Hammond Manufacturing Company Limited**  
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## PRESS RELEASE

Trade Symbol **TSX:HMM.A**

**HAMMOND MANUFACTURING COMPANY LIMITED announces financial results for the year and fourth quarter ended December 31, 2011:**

	Year ending:		Three months ending:	
	12/31/11	12/31/10	12/31/11	12/31/10
<b>Net Sales</b>	\$85,487,000	\$78,587,000	\$22,010,000	\$19,270,000
<b>Earnings from operating activities(*)</b>	2,933,000	3,965,000	708,000	899,000
<b>Income for Period</b>	1,771,000	2,306,000	600,000	525,000
<b>Total comprehensive income for the period</b>	1,952,000	1,905,000	104,000	337,000
<b>Earnings per share</b>				
<b>Basic</b>	\$0.16	\$0.20	\$0.05	\$0.05
<b>Diluted</b>	\$0.16	\$0.20	\$0.05	\$0.05
<b>Shares outstanding</b>	11,334,300	11,334,300	11,334,300	11,334,300
<b>Net Book value per share</b>	\$2.60	\$2.45	\$2.59	\$2.42

(\*) Earnings from operations is before interest, foreign exchange, equity interest, other income and taxes

NOTE: All numbers have been stated under IFRS

The interim financial results have not been reviewed by an auditor

### **GUELPH, ONTARIO – March 8, 2012**

We would like to announce that we earned 5 cents per share on sales of \$22.0 million in the fourth quarter as compared to 5 cents per share on sales of \$19.3 in the same quarter last year.

Full year earnings per share of 16 cents on sales of \$85.5 million were down from 20 cents per share on sales of \$78.6 million in 2010.

Our lower earnings per share for 2011 on higher sales is a direct result of intense competition and a high Canadian Dollar. Our focus going forward must be on cost reduction through employee involvement and service excellence as our key sales philosophy.

Hammond Manufacturing Company Limited manufactures a broad range of products for the electronic and electrical products industry, including metallic and non-metallic enclosures, racks, small cases, outlet strips, surge suppressors and electronic transformers.

For information, contact:

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