

SECURITIES AND EXCHANGE COMMISSION

WASHINGTON, DC 20549

FORM 8-K

CURRENT REPORT
PURSUANT TO SECTION 13 OR 15(d) OF THE
SECURITIES EXCHANGE ACT OF 1934

Date of Report (Date of earliest event reported): February 17, 2005

TREX COMPANY, INC.

(Exact Name of Registrant as Specified in Charter)

Delaware

001-14649

54-1910453

(State or Other Jurisdiction of
Incorporation)

(Commission File Number)

(IRS Employer
Identification No.)

160 Exeter Drive
Winchester, Virginia

22603-8605

(Address of Principal Executive Offices)

(ZIP Code)

Registrant's telephone number, including area code: (540) 542-6300

Not Applicable

(Former Name or Former Address, if Changed Since Last Report)

Check the appropriate box below if the Form 8-K filing is intended to simultaneously satisfy the filing obligation of the registrant under any of the following provisions (see General Instruction A.2. below):

- Written communications pursuant to Rule 425 under the Securities Act (17 CFR 230.425)
- Soliciting material pursuant to Rule 14a-12 under the Exchange Act (17 CFR 240.14a-12)
- Pre-commencement communications pursuant to Rule 14d-2(b) under the Exchange Act (17 CFR 240.14d-2(b))
- Pre-commencement communications pursuant to Rule 13e-4(c) under the Exchange Act (17 CFR 240.13e-4(c))

Item 2.02. Results of Operations and Financial Condition.

On February 17, 2005, Trex Company, Inc. issued a press release announcing financial results for the quarter ended December 31, 2004. A copy of such press release is attached hereto as Exhibit 99.1 and incorporated herein by reference.

The information contained in this report on Form 8-K shall not be deemed to be filed for the purposes of Section 18 of the Securities Exchange Act of 1934 or otherwise subject to the liabilities of that Section.

SIGNATURE

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 hereunto duly authorized.

TREX COMPANY, INC.

Date: February 17, 2005

/s/ Robert G. Matheny

Robert G. Matheny
Chairman and Chief Executive Officer

EXHIBIT INDEX

Exhibit Number

99.1

Exhibit Description

Press release dated February 17, 2005

Trex Company Completes Year of Strong Growth;
2004 Revenue Increases 33%, EPS up 28%

WINCHESTER, Va.--(BUSINESS WIRE)--Feb. 17, 2005--Trex Company, Inc. (NYSE: TWP), manufacturer of Trex(R) decking and railing, today announced financial results for the fourth quarter and fiscal year ended December 31, 2004.

Net sales for the 2004 fourth quarter totaled \$29.6 million compared to \$21.9 million for the 2003 fourth quarter. The net loss decreased to \$0.4 million, or \$0.02 per diluted share, for the 2004 fourth quarter from a net loss of \$0.8 million, or \$0.05 per diluted share, for the 2003 fourth quarter.

Chairman and Chief Executive Officer Robert Matheny commented, "Trex Company typically reports a loss in the fourth quarter due to the highly seasonal nature of deck installations, whose peak periods occur from late winter through September. As is usual in the fourth quarter, we built product inventory to prepare for the heavy demand we anticipate during the upcoming peak season. During the period, our cost of sales was negatively affected by the higher cost of plastic raw materials."

For the full 2004 year, Trex Company reported net sales of \$253.6 million compared to \$191.0 million for 2003, which represents an increase of 33%. Net income increased 29% to \$27.2 million, or \$1.83 per diluted share, from net income of \$21.0 million, or \$1.43 per diluted share, for 2003.

Mr. Matheny continued, "As our financial results clearly demonstrate, 2004 was a successful year for Trex. As the demand for composite decking and railing products continued to grow, we took steps to expand our market leadership position. We introduced a series of products - Trex Origins(TM), Trex Accents(TM), and Trex Designer Series Railing(TM) - that have been well accepted by the market. In fact, Trex Accents(TM) has already established itself as the leading wood grain-textured deck board in the composite market. We launched a relationship with The Home Depot designed to complement our existing distribution channel and reach a new set of consumers and contractors. In addition, we started construction on our third manufacturing plant, in Olive Branch, Mississippi.

"In 2005, we will capitalize even further on the growing popularity of composite decking and railing. In December, we began shipping Trex Brasilia(TM), a new line of deck boards, trim profiles and railings that feature the look of tropical hardwoods, including subtle shadings and color variations. Our Trex Artisan Series Railing(TM) will also debut in 2005. This new railing system has a white textured surface with the appearance of painted wood and is crafted from a durable composite material that offers an elegant look while setting a new standard for easy installation. Our new advertising campaign, 'Create Your Space(TM)', kicked off in February and is designed to demonstrate the broad design flexibility Trex Company's products offer homeowners looking to create an outside living environment."

Mr. Matheny concluded, "We believe Trex Company is well positioned to take advantage of the extraordinary opportunities that exist in our market and to continue expanding our leadership role. For 2005, we expect net sales and earnings per diluted share to increase approximately 18% to 22%."

About Trex Company

Trex Company is the nation's largest manufacturer of composite decking, which is marketed under the brand name Trex(R). Made from a unique combination of reclaimed wood and plastic, Trex decking and railing products offer significant design flexibility with fewer ongoing maintenance requirements. For more information, visit the Company's website, www.trex.com. Trex(R), Trex Origins(TM), Trex Accents(TM), Trex Designer Series Railing(TM), Trex Brasilia(TM) and Trex Artisan Series Railing(TM) are trademarks of Trex Company, Inc., Winchester, Va.

Note: The Company has scheduled a conference call to discuss fourth-quarter 2004 and full-year results for 11:00 a.m. ET on Friday, February 18. A live webcast of the conference call will be available at the Trex Company web site at www.trex.com. The call will also be simulcast at www.streetevents.com. For those who cannot listen to the live broadcast, an audio replay of the call will be available on these web sites for 30 days. A telephone replay of the call will also be available from 2:00 p.m. ET on February 18 until 11:59 p.m. ET on February 25. To listen to the telephone replay, dial 800-642-1687

The statements in this press release regarding the Company's expected sales performance and operating results, its projections of net sales, net income, earnings per share and costs, its anticipated financial condition and its business strategy constitute "forward-looking statements" within the meaning of Section 27A of the Securities Act of 1933 and Section 21E of the Securities Exchange Act of 1934. These statements are subject to risks and uncertainties that could cause the Company's actual operating results to differ materially. Such risks and uncertainties include the extent of market acceptance of the Company's products, the sensitivity of the Company's business to general economic conditions, the Company's ability to continue to obtain raw materials at acceptable prices, the Company's ability to increase production levels to meet increasing demand for its products, and the highly competitive markets in which the Company operates. The Company's report on Form 10-K filed with the Securities and Exchange Commission on March 5, 2004 and its subsequent filings on Form 10-Q discuss some of the important factors that could cause the Company's actual results to differ materially from those expressed or implied in these forward-looking statements. The Company expressly disclaims any obligation to update or revise publicly any forward-looking statements, whether as a result of new information, future events or otherwise.

TREX COMPANY, INC.
Condensed Consolidated Statements of Operations
(In thousands, except share and per share data)
(Unaudited)

	Three Months Ended		Year Ended December 31,	
	December 31, 2003	December 31, 2004	2003	2004
Net sales	\$21,908	\$29,614	\$191,008	\$253,628
Cost of sales	14,247	18,920	107,246	151,286
Gross profit	7,661	10,694	83,762	102,342
Selling, general and administrative expenses	7,918	10,768	46,837	56,382
Income (loss) from operations	(257)	(74)	36,925	45,960
Interest expense, net	(905)	(515)	(3,560)	(3,064)
Income (loss) before income taxes	(1,162)	(589)	33,365	42,896
Income taxes	(399)	(238)	12,376	15,741
Net income (loss)	\$(763)	\$(351)	\$20,989	\$27,155
Diluted earnings per common share	\$(0.05)	\$(0.02)	\$1.43	\$1.83
Diluted weighted average shares outstanding	14,572,700	14,705,706	14,727,838	14,834,718

31-Dec-03 31-Dec-04

(unaudited)

	31-Dec-03	31-Dec-04
ASSETS		
Current assets:		
Cash and cash equivalents	\$8,151	\$23,925
Restricted cash	--	20,959
Trade accounts receivable	5,829	21,964
Inventories	45,950	44,357
Prepaid expenses and other assets	1,899	4,659
Deferred income taxes	2,169	2,975
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Total current assets	63,998	118,839
	-----	-----
Property, plant and equipment, net	138,062	158,389
Goodwill	6,837	6,837
Other assets	1,558	2,986
	-----	-----
Total assets	\$210,455	\$287,051
	=====	=====
LIABILITIES AND STOCKHOLDERS' EQUITY		
Current liabilities:		
Accounts payable and accrued expenses	\$13,497	\$31,496
Current portion long-term debt	886	8,932
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Total current liabilities	14,383	40,428
	-----	-----
Deferred income taxes	13,174	15,808
Debt-related derivatives	2,202	1,736
Long-term debt, net of current portion	53,490	69,565
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Total liabilities	83,249	127,537
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Stockholders' equity:		
Preferred stock, \$0.01 par value, 3,000,000 shares authorized; none issued and outstanding	--	--
Common stock, \$0.01 par value, 40,000,000 shares authorized; 14,702,231 and 14,843,820 shares issued and outstanding at December 31, 2003 and 2004	147	148
Additional paid-in capital	55,889	60,182
Deferred compensation	(1,829)	(1,259)
Accumulated other comprehensive loss	(1,387)	(1,098)
Retained earnings	74,386	101,541
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Total stockholders' equity	127,206	159,514
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Total liabilities and stockholders' equity	\$210,455	\$287,051
	=====	=====

TREX COMPANY, INC.
Condensed Consolidated Statements of Cash Flows
(In thousands)
(Unaudited)

Twelve Months
Ended December 31,
2003 2004

	2003	2004
OPERATING ACTIVITIES		
Net income	\$20,989	\$27,155
Adjustments to reconcile net income to net cash provided by operating activities:		
Depreciation and amortization	12,539	13,713
Other non-cash charges	4,511	3,679
Changes in operating assets and liabilities	(32,411)	697
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Net cash provided by operating activities	\$5,628	\$45,244
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INVESTING ACTIVITIES	(\$17,749)	(\$35,370)
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FINANCING ACTIVITIES	\$5,379	\$26,859
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Net increase in cash and cash equivalents	\$(6,742)	\$36,733
Cash and cash equivalents at beginning of period	\$14,893	\$8,151
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Cash and cash equivalents at end of period	\$8,151	\$44,884
	=====	=====

CONTACT: Trex Company, Inc.
Paul Fletcher, 540-542-6300
or
Lippert/Heilshorn & Associates
Harriet Fried, 212-838-3777