UNITED STATES SECURITIES AND EXCHANGE COMMISSION WASHINGTON, DC 20549

FORM 10Q
/X/ QUARTERLY REPORT PURSUANT TO SECTION 13 OR 15(d) OF THE SECURITIES EXCHANGE ACT OF 1934
For the quarterly period ended March 31, 1996
/ / TRANSITION REPORT PURSUANT TO SECTION 13 OR 15(d) OF THE SECURITIES EXCHANGE ACT OF 1934 For the transition period from $\qquad$ to $\qquad$

Commission File Number
1-2958

## HUBBELL INCORPORATED

(Exact name of registrant as specified in its charter)

State of Connecticut (State or other jurisdiction of incorporation or organization)

584 Derby Milford Road, Orange, CT
(Address of principal executive offices)

06-0397030
(I.R.S. Employer Identification No.)

06477
(Zip Code)
(203) 799-4100
(Registrant's telephone number, including area code)
(Former name, former address and former fiscal year, if changed since last report.)

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 (or for such shorter period that the registrant was required to file such reports), and (2) has been subject to such filing requirements for the past 90 days.

Yes [x] No [ ]
The number of shares of registrant's classes of common stock outstanding as of May 6, 1996 were:

Class A (\$.01 par value) 5,779,000
Class B (\$.01 par value) 27,185,000

|  | HUBBELL INCORPORATED |
| :---: | :---: |
|  | PART I - FINANCIAL INFORMATION |
| ITEM 1 | FINANCIAL STATEMENTS |
|  | Consolidated Balance Sheet |
|  | (unaudited) |
|  | (in thousands) |



[^0]HUBBELL INCORPORATED
Consolidated Statement of Income (unaudited)
(in thousands, except per share amounts)

|  | Three Months Ended March 31, |  |
| :---: | :---: | :---: |
|  | 1996 | 1995 |
| Net Sales | \$304, 600 | \$278, 434 |
| Cost of goods sold | 218,330 | 197,934 |
| Gross Profit | 86,270 | 80,500 |
| Selling \& administrative expenses | 42,466 | 42,180 |
| Operating Income | 43,804 | 38,320 |
| Other Income (Expense): |  |  |
| Investment income | 3,876 | 4,003 |
| Interest expense | $(2,100)$ | $(2,213)$ |
| Other income (expense), net | (976) | $(1,193)$ |
| Total Other Income, net | 800 | 597 |
| Income before Income Taxes | 44,604 | 38,917 |
| Provision for income taxes | 12,935 | 10,508 |
| Net Income | \$ 31,669 | \$ 28,409 |
| Earnings Per Share | \$ 0.94 | \$ 0.85 |

See notes to consolidated financial statements.

| HUBBELL INCORPORATED <br> Consolidated Statement of Cash Flows <br> (unaudited) <br> (in thousands) <br> Cash Flows From Operating Activities |  | Thr |  | ded |
| :---: | :---: | :---: | :---: | :---: |
|  |  | 1996 |  | 1995 |
| Net income |  | \$ 31,669 | \$ | 28,409 |
| Adjustments to reconcile net income to |  | --- |  |  |
| net cash provided by operating activities: |  |  |  |  |
| Depreciation and amortization |  | 10,776 |  | 9,826 |
| Deferred income taxes |  | 779 |  | (934) |
| Changes in assets and liabilities, net of the effect of business acquisitions: |  |  |  |  |
| (Increase)/Decrease in accounts receivable |  | $(16,246)$ |  | $(3,942)$ |
| (Increase)/Decrease in inventories |  | 6,564 |  | 1,011 |
| (Increase)/Decrease in other current assets |  | 145 |  | 2,575 |
| Increase/(Decrease) in current operating liabilities |  | 14,013 |  | $(5,119)$ |
| Increase/(Decrease) in restructuring accruals |  | $(2,118)$ |  | $(2,915)$ |
| (Increase)/Decrease in other, net |  | 1,903 |  | 6,355 |
| Net cash provided by operating activities |  | 47,485 |  | 35,266 |
| Cash Flows From Investing Activities |  |  |  |  |
| Acquisition of businesses |  | $(31,365)$ |  | --- |
| Additions to property, plant and equipment |  | $(9,928)$ |  | $(9,344)$ |
| Purchases of investments |  | (242) |  | $(1,974)$ |
| Repayments and sales of investments |  | 4,994 |  | --- |
| Other, net |  | 2,151 |  | 2,030 |
| Net cash used in investing activities |  | $(34,390)$ |  | $(9,288)$ |
| Cash Flows From Financing Activities |  |  |  |  |
| Payment of dividends |  | $(15,475)$ |  | $(13,494)$ |
| Commercial paper and notes - borrowings (repayments) |  | --- |  | 1,707 |
| Exercise of stock options |  | 714 |  | 35 |
| Acquisition of treasury shares |  | $(1,641)$ |  | --- |
| Net cash provided (used) in financing activities |  | $(16,402)$ |  | $(11,752)$ |
| Increase (Decrease) in cash and temporary cash investments |  | $(3,307)$ |  | 14,226 |
| Cash And Temporary Cash Investments |  |  |  |  |
| Beginning of period |  | 86,984 |  | 38,865 |
| End of period | \$ | 83,677 | \$ | 53, 091 |

HUBBELL INCORPORATED
Notes to Consolidated Financial Statements
March 31, 1996
(unaudited)

1. Inventories are classified as follows: (in thousands)

Raw Material
Work-in-Process
Finished Goods

Excess of current
Production costs over
LIFO cost basis
2. Shareholders' Equity comprises: (in thousands)

Class A-authorized 50,000,000 shares,
outstanding $5,769,746$ and $5,786,315$ shares
Class B-authorized 150,000,000 shares,
outstanding 27,183,972 and 27,139,225 shares
Additional paid-in-capital
Retained earnings
Unrealized holding gains (losses) on securities
Cumulative translation adjustments
 1996
\$ 84,831 66,390 137,677
--------

49,680
---------
=========

December 31, 1995
\$ 81,253
64,117 140, 428
-------

49,414
\$ 236,384
=========

| March 31, |  |
| :---: | :---: |
| 1996 | December 31, |
| 1995 |  |


| \$ 58 | \$ 58 |
| :---: | :---: |
| 271 | 271 |
| 436,980 | 437,908 |
| 254,479 | 238,303 |
| 144 | 74 |
| $(7,905)$ | $(9,276)$ |
| \$684, 027 | \$667, 338 |

HUBBELL INCORPORATED
Notes to Consolidated Financial Statements
March 31, 1996
(unaudited)
3. On January 2, 1996, the Company acquired the assets of the Anderson Electrical Connectors business ("Anderson"). Anderson manufactures electrical connectors and associated hardware and tools for the electric utility industry with manufacturing facilities in Alabama and Tennessee. On January 31, 1996, the Company acquired all the outstanding stock of Gleason Reel Corp. ("Gleason") based in Mayville, Wisconsin. Gleason manufactures electric cable management products (including cable and hose reels, protective steel and nylon cable tracks and cable festooning hardware) and a line of ergonomic tool support systems.

The businesses were acquired for cash of $\$ 31,365,000$ and notes of $\$ 18,635,000$ that mature in one year and were recorded under the purchase method of accounting. The costs of the acquired businesses has been allocated to assets acquired and liabilities assumed based on fair values with the residual amount assigned to goodwill, which is being amortized over forty years. The businesses have been included in the financial statements as of their respective acquisition date and had no material effect on the Company's financial position and reported earnings.
4. In the opinion of management, the information furnished in Part I-Financial Information on Form 10-Q reflects all adjustments (which include only normal recurring adjustments) necessary to present fairly the financial statements for the periods indicated.
5. The results of operations for the three months ended March 31, 1996 and 1995 are not necessarily indicative of the results to be expected for the full year.

## HUBBELL INCORPORATED

ITEM 2

## MANAGEMENT'S DISCUSSION AND ANALYSIS OF

FINANCIAL CONDITION AND RESULTS OF OPERATIONS
March 31, 1996
Financial Condition
At March 31, 1996, the Company's financial position remained strong with working capital of $\$ 294.8$ million and a current ratio of 2.3 to 1 . Total borrowings at March 31, 1996, were $\$ 120.7$ million, $17.7 \%$ of shareholders equity.

The net decline in cash and temporary cash investments of $\$ 3.3$ million for the three months ended March 31, 1996, reflects the purchase of Anderson and Gleason and quarterly dividend payment offset by cash provided from operating activities.

Net cash provided by operating activities reflects higher net income, continued emphasis on working capital management and funding of working capital for the recent acquisitions. Accounts receivable increased in line with higher sales. Inventories declined due to production efficiencies as the start-up phase of new production lines under the restructuring program progresses. The increase in liabilities is principally due to the higher level of business activity, increased income taxes and accrual of interest for the ten year notes.

The Company believes that currently available cash, borrowing facilities, and its ability to increase its credit lines if needed, combined with internally generated funds should be more than sufficient to fund capital expenditures as well as any increase in working capital that would be required to accommodate a higher level of business activity.

## Results of Operations

Consolidated net sales increased more than $9 \%$ on strong growth reported by Lighting, Industrial Controls, Ohio Brass, A.B. Chance, Pulse Communications and Premise Wiring combined with the recent acquisition of Anderson and Gleason. Operating income increased more than $14 \%$ on the higher sales volume, improved operating efficiencies from the Company's restructuring program and the impact of the acquired businesses.

Low voltage segment sales increased $5 \%$ on higher shipment of industrial controls, lighting products and inclusion of Gleason. Most units showed modest increases as construction related markets were impacted by the severe winter weather. Operating income increased more than $11 \%$ on higher sales, improved operating efficiencies and inclusion of Gleason since its acquisition.

High voltage segment sales increased more than $15 \%$ on continued growth for surge arresters and insulators combined with the sales of Anderson products. Segment operating income increased in line with sales.

Other industry segment sales increased $11 \%$ as almost all units reported higher sales with particularly strong increases for telecommunications and wire management products. Operating profits increased $12 \%$ on the improved volume of higher margin telecommunications products and improved operating efficiencies.

HUBBELL INCORPORATED
MANAGEMENT'S DISCUSSION AND ANALYSIS OF
FINANCIAL CONDITION AND RESULTS OF OPERATIONS
March 31, 1996
(continued)
Sales through the Company's International units were essentially even with last year while operating profits increased more than $10 \%$ reflecting the improved profitability of the restructured Canadian and European operations

The effective income tax rate for 1996 is $29 \%$ versus $27 \%$ in 1995. The increase in the effective tax rate reflects a higher portion of domestic source income at resulting higher tax rates and the impact of our recently completed acquisitions. Net income and earnings per share increased 11\%, respectively.

The Company's restructuring program is proceeding according to management's plan. At March 31, 1996, the restructuring accrual balance was $\$ 16,296,000$ of which \$10,000,000 is classified as current liability. Through March 31, 1996, cumulative costs charged to the restructuring accrual were $\$ 33,704,000$ as follows (in thousands):

|  | Personnel Costs |  | Plant \& Equipment Costs |  |  |  | Total |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | cation |  | isposal |  |  |
| 1993 | \$ | 4,456 | \$ | 2,794 | \$ | --- | \$ | 7,250 |
| 1994 |  | 7,550 |  | 2,036 |  | 5,225 |  | 14,811 |
| 1995 |  | 3,017 |  | 5,048 |  | 1,461 |  | 9,526 |
| 1996 Y-T-D |  | 523 |  | 1,022 |  | 572 |  | 2,117 |
| Cumulative |  | 15,546 |  | 10,900 |  | 7,258 | \$ | 33,704 |

Personnel costs include non-cash charges for early retirement programs which have been reclassified to the Company's pension liability totaling $\$ 6,203,000$ since inception of the restructuring program.

## PART II -- OTHER INFORMATION

ITEM 4 SUBMISSION OF MATTERS TO A VOTE OF SECURITY HOLDERS

At the Annual Meeting of Shareholders held on May 6, 1996:

1. The following nine (9) individuals were elected directors of the Company for the ensuing year to serve until the next Annual Meeting of Shareholders of the Company and until their respective successors may be elected and qualified, the affirmative votes being a majority of the voting power of all outstanding eligible shares all voting as a single class:

Name of Individual
E. Richard Brooks

George W. Edwards, Jr.
Andrew McNally IV
Daniel J. Meyer
Horace G. McDonell
Joel S. Hoffman
G. Jackson Ratcliffe

John A. Urquhart
Malcolm Wallop
Votes For
---------
$122,190,954$
$122,199,184$
$122,265,918$
$122,212,785$
$122,165,973$
$121,887,251$
$122,247,117$
$122,212,957$
$122,038,174$
Votes Withheld

557,095
548, 825
482, 091
535, 224
582, 036
860,758
500, 892
535, 052
664,835
2. Price Waterhouse was ratified as independent accountants to examine the annual financial statements for the Company for the year 1996 receiving $122,478,896$ affirmative votes, being the affirmative vote of the holders of a majority of the voting power of all outstanding eligible shares all voting as a single class, with 76,835 negative votes and 192,279 votes abstained.
3. The proposal relating to approval of an amendment to, and restatement of, the Company's Restated Certificate of Incorporation, which appears on page 17 of the definitive proxy statement dated March 22, 1996 and filed with the Commission on March 27, 1996, which proposal is incorporated herein by reference, has been approved with 119,719,668 affirmative votes, being the affirmative vote of the holders of a majority of the voting power of all outstanding eligible shares all voting as a single class, with 2,610,748 negative votes and 417,593 votes abstained.
4. The proposal relating to approval of an amendment to the Company's Incentive Compensation Plan, which appears on pages 17 to 19 of the definitive proxy statement dated March 22, 1996, which proposal is incorporated herein by reference, has been approved with 117,633,639 affirmative votes, being the affirmative vote of the holders of a majority of the voting power of all outstanding eligible shares all voting as a single class, with $3,963,124$ negative votes and $1,151,247$ votes abstained.
5. The proposal relating to approval of the adoption of the Company's Senior Executive Incentive Compensation Plan, which appears on pages 19 to 20 of the definitive proxy statement dated March 22, 1996, which proposal is incorporated herein by reference, has been approved with 117,063,867 affirmative votes, being the affirmative vote of the holders of a majority of the voting power of all outstanding eligible shares all voting as a single class, with 4,334,534 negative votes and 1,349,587 votes abstained.

HUBBELL INCORPORATED

## PART II -- OTHER INFORMATION

ITEM 6 EXHIBITS AND REPORTS ON FORM 8-K

EXHIBITS

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Number Description
10g+ Hubbell Incorporated Incentive Compensation Plan, as amended effective
    January 1, 1996. Exhibit B of the registrant's proxy statement, dated
    March 22, 1996, filed on March 27, 1996, is incorporated by reference.
10p+ Hubbell Incorporated Senior Executive Incentive Compensation Plan,
    effective January 1, 1996. Exhibit C of the registrant's proxy
    statement, dated March 22, 1996, filed on March 27, 1996, is
        incorporated by reference.
11. Computation of Earnings Per Share
27. Financial Data Schedule (Electronic filings only)
+ This exhibit constitutes a management contract, compensatory plan,
    or arrangement.
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REPORTS ON FORM 8-K

There were no reports on Form 8-K filed for the three months ended March 31, 1996

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.

HUBBELL INCORPORATED

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Dated:
    May 10, }199
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/s/ HARRY B. ROWELL, JR.
Harry B. Rowell, Jr
Executive Vice President
(Chief Financial and
Accounting Officer)

Exhibit 11 Computation of Earnings Per Share
Exhibit 27
Financial Data Schedule

## EXHIBIT 11

HUBBELL INCORPORATED
Computation of Earnings Per Share (in thousands, except per share amounts)

|  | Three Months Ended March 31, |  |
| :---: | :---: | :---: |
|  | 1996 | 1995 |
| Net Income | \$31, 669 | \$28,409 |
| Weighted average number of common shares outstanding during the period | 32,954 | 32,973 |
| Common equivalent shares | 598 | 308 |
| Average number of shares outstanding | 33,552 | 33,281 |
| Earnings per Share | \$ 0.94 | \$ 0.85 |

3-MOS
DEC-31-1996
MAR-31-1996

```
                83,677
```

173,373
5, 382
239, 218
526, 869
$(227,670)$
$1,109,356$
232, 044
$\odot$
0
0
330
1,109,356
683,697
304, 600
304,600
218,330
218, 330
0
243
2,100
44, 604
12,935
31, 669
0
0
31, 669
0.94
0.94


[^0]:    See notes to consolidated financial statements.

