

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 JUNE 30, 1995

/ / TRANSITION REPORT PURSUANT TO SECTION 13 OR 15 (d) OF THE SECURITIES  
EXCHANGE ACT OF 1934  
For the transition period from TO

Commission File Number 1-2958

HUBBELL INCORPORATED  
(Exact name of registrant as specified in its charter)

STATE OF CONNECTICUT 06-0397030  
(State or other jurisdiction of (I.R.S. Employer  
incorporation or organization) Identification No.)

584 DERBY MILFORD ROAD, ORANGE, CT 06477  
(Address of principal executive offices) (Zip Code)

(203) 799-4100  
(Registrant's telephone number, including area code)

N/A  
(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  
August 7, 1995 were:

|                           |            |
|---------------------------|------------|
| Class A (\$.01 par value) | 5,799,000  |
| Class B (\$.01 par value) | 27,120,000 |

HUBBELL INCORPORATED  
PART I - FINANCIAL INFORMATION

## ITEM 1

FINANCIAL STATEMENTS  
Consolidated Balance Sheet  
(Unaudited)  
(in thousands)

|  | June 30, 1995 | December 31, 1994 |
|--|---------------|-------------------|
|  | -----         | -----             |
| ASSETS   |               |                   |
| Current Assets:  |               |                   |
| Cash and temporary cash investments                                | \$ 68,804     | \$ 38,865         |
| Accounts receivable (net)  | 152,540       | 143,862           |
| Inventories  | 229,985       | 224,088           |
| Prepaid taxes  | 30,580        | 31,666            |
| Other  | 4,020         | 6,425             |
|  | -----         | -----             |
| TOTAL CURRENT ASSETS   | 485,929       | 444,906           |
| Property, Plant and Equipment (net)                                | 200,333       | 201,968           |
| Other Assets:  |               |                   |
| Investments  | 174,414       | 205,939           |
| Purchase price in excess of net assets of companies acquired (net) | 139,653       | 141,570           |
| Property held as investment  | 8,114         | 10,027            |
| Other  | 32,257        | 37,159            |
|  | -----         | -----             |
|  | \$1,040,700   | \$1,041,569       |
|  | =====         | =====             |
| LIABILITIES AND SHAREHOLDERS' EQUITY                               |               |                   |
| Current Liabilities:   |               |                   |
| Commercial paper and bank borrowings                               | \$ 121,334    | \$ 139,350        |
| Accounts payable   | 32,611        | 37,539            |
| Accrued salaries, wages and employee benefits                      | 27,839        | 26,287            |
| Accrued income taxes   | 23,455        | 28,332            |
| Dividends Payable  | 15,484        | 13,494            |
| Accrued restructuring charge                                       | 12,000        | 14,000            |
| Other accrued liabilities  | 69,962        | 73,071            |
|  | -----         | -----             |
| TOTAL CURRENT LIABILITIES  | 302,685       | 332,073           |
| Long-Term Debt   | 2,700         | 2,700             |
| Other Non-Current Liabilities                                      | 85,048        | 84,876            |
| Deferred Income Taxes  | 12,249        | 12,924            |
| Shareholders' Equity   | 638,018       | 608,996           |
|  | -----         | -----             |
|  | \$1,040,700   | \$1,041,569       |
|  | =====         | =====             |

See notes to consolidated financial statements

HUBBELL INCORPORATED  
CONSOLIDATED STATEMENT OF INCOME  
(UNAUDITED)  
(IN THOUSANDS, EXCEPT PER SHARE AMOUNTS)

|                                   | THREE MONTHS ENDED<br>JUNE 30,<br>----- |                    | SIX MONTHS ENDED<br>JUNE 30,<br>----- |                    |
|-----------------------------------|---|--------------------|---------------------------------------|--------------------|
|                                   | 1995<br>----                            | 1994<br>----       | 1995<br>----                          | 1994<br>----       |
| NET SALES                         | \$295,006                               | \$261,935          | \$573,440                             | \$468,979          |
| Cost of goods sold                | 211,024<br>-----                        | 184,198<br>-----   | 408,958<br>-----                      | 326,701<br>-----   |
| GROSS PROFIT                      | 83,982                                  | 77,737             | 164,482                               | 142,278            |
| Selling & administrative expenses | 43,179<br>-----                         | 42,546<br>-----    | 85,359<br>-----                       | 76,647<br>-----    |
| OPERATING INCOME                  | 40,803<br>-----                         | 35,191<br>-----    | 79,123<br>-----                       | 65,631<br>-----    |
| OTHER INCOME (EXPENSE):           |   |                    |                                       |                    |
| Investment income                 | 4,230                                   | 3,553              | 8,233                                 | 7,420              |
| Interest expense                  | (2,370)                                 | (1,423)            | (4,583)                               | (2,290)            |
| Other income (expense), net       | (1,462)<br>-----                        | (625)<br>-----     | (2,655)<br>-----                      | (1,188)<br>-----   |
| TOTAL OTHER INCOME, NET           | 398<br>-----                            | 1,505<br>-----     | 995<br>-----                          | 3,942<br>-----     |
| INCOME BEFORE INCOME TAXES        | 41,201                                  | 36,696             | 80,118                                | 69,573             |
| Provision for income taxes        | 11,124<br>-----                         | 10,237<br>-----    | 21,632<br>-----                       | 18,785<br>-----    |
| NET INCOME                        | \$ 30,077<br>=====                      | \$ 26,459<br>===== | \$ 58,486<br>=====                    | \$ 50,788<br>===== |
| EARNINGS PER SHARE                | \$ 0.90<br>=====                        | \$ 0.79<br>=====   | \$ 1.76<br>=====                      | \$ 1.53<br>=====   |

See notes to consolidated financial statements.

HUBBELL INCORPORATED  
CONSOLIDATED STATEMENT OF CASH FLOWS  
(UNAUDITED)  
(IN THOUSANDS)

|  | Six Months Ended<br>June 30,<br>----- |           |
|--|---------------------------------------|-----------|
|  | 1995                                  | 1994      |
|  | -----                                 | -----     |
| CASH FLOWS FROM OPERATING ACTIVITIES   |                                       |           |
| Net income   | \$ 58,486                             | \$ 50,788 |
| Adjustments to reconcile net income to<br>net cash provided by operating activities: |                                       |           |
| Depreciation and amortization  | 20,071                                | 18,688    |
| Deferred income taxes  | 411                                   | 1,993     |
| Changes in assets and liabilities, net of the effect of business acquisitions:       |                                       |           |
| (Increase)/Decrease in accounts receivable   | (8,678)                               | (11,329)  |
| (Increase)/Decrease in inventories   | (5,897)                               | (10,158)  |
| (Increase)/Decrease in other current assets  | 2,405                                 | 6,022     |
| Increase/(Decrease) in current liabilities (excluding dividends payable)             | (11,359)                              | 619       |
| Increase/(Decrease) in restructuring accruals  | (5,435)                               | (4,614)   |
| (Increase)/Decrease in other, net  | 8,330                                 | 1,054     |
|  | -----                                 | -----     |
| Net cash provided by operating activities  | 58,334                                | 53,063    |
|  | -----                                 | -----     |
| CASH FLOWS FROM INVESTING ACTIVITIES   |                                       |           |
| Acquisition of businesses  | ---                                   | (110,000) |
| Additions to property, plant and equipment   | (18,161)                              | (26,445)  |
| Purchase of non-current investments  | (1,860)                               | (6,455)   |
| Sale of non-current investments  | 36,635                                | 50,606    |
| Other, net   | 2,734                                 | (312)     |
|  | -----                                 | -----     |
| Net cash used in investing activities  | 19,348                                | (92,606)  |
|  | -----                                 | -----     |
| CASH FLOWS FROM FINANCING ACTIVITIES   |                                       |           |
| Payment of dividends   | (27,673)                              | (25,658)  |
| Commercial paper borrowings (repayment)  | (18,016)                              | 40,800    |
| Exercise of stock options  | 1,790                                 | 1,528     |
| Acquisition of treasury shares   | (3,844)                               | ---       |
|  | -----                                 | -----     |
| Net cash provided (used) in financing activities                                     | (47,743)                              | 16,670    |
|  | -----                                 | -----     |
| Increase (Decrease) in cash and temporary cash investments                           | 29,939                                | (22,873)  |
|  |                                       |           |
| CASH AND TEMPORARY CASH INVESTMENTS  |                                       |           |
| Beginning of period  | 38,865                                | 44,231    |
|  | -----                                 | -----     |
| End of period  | \$ 68,804                             | \$ 21,358 |
|  | =====                                 | =====     |

See notes to consolidated financial statements

HUBBELL INCORPORATED  
NOTES TO CONSOLIDATED FINANCIAL STATEMENTS  
JUNE 30, 1995  
(UNAUDITED)

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

|   | June 30,<br>1995<br>---- | December 31,<br>1994<br>---- |
|---|--------------------------|------------------------------|
| Raw Material  | \$ 79,705                | \$ 79,065                    |
| Work-in-Process   | 59,580                   | 59,035                       |
| Finished Goods  | 142,305<br>-----         | 135,042<br>-----             |
|   | 281,590                  | 273,142                      |
| Excess of current<br>Production costs over<br>LIFO cost basis | 51,605<br>-----          | 49,054<br>-----              |
|   | \$229,985<br>=====       | \$224,088<br>=====           |

2. Shareholders' Equity comprises: (in thousands)

|  | June 30,<br>1995<br>---- | December 31,<br>1994<br>---- |
|--|--------------------------|------------------------------|
| Common Stock, \$.01 par value:   |                          |                              |
| Class A-authorized 50,000,000 shares,<br>outstanding 5,831,381 and 5,895,097 shares    | \$ 58                    | \$ 59                        |
| Class B-authorized 150,000,000 shares,<br>outstanding 27,110,456 and 27,056,945 shares | 271                      | 271                          |
| Additional paid-in-capital   | 439,417                  | 441,469                      |
| Retained earnings  | 205,817                  | 176,994                      |
| Unrealized holding gains (losses) on securities  | (200)                    | (2,147)                      |
| Cumulative translation adjustments   | (7,345)<br>-----         | (7,650)<br>-----             |
|  | \$638,018<br>=====       | \$608,996<br>=====           |

3. On April 19, 1994, the Company acquired A.B. Chance Industries, Inc., a manufacturer of electrical apparatus, anchors, hardware, insulators, hot-line tools and other safety equipment. The acquisition was for \$110 million in cash and was recorded under the purchase method of accounting. Accordingly, the results of operations for the acquired business has been included in the consolidated statement of income only from its acquisition date. Had the business been acquired on the first day of 1994 unaudited proforma net sales and net income for the year-to-date period ending June 30, 1994 would have been \$510,630,000 and \$51,847,000, respectively. The proforma results are not necessarily indicative of the results that would have been obtained had the acquisition occurred on January 1, 1994, nor are they necessarily indicative of the results that may occur in the future.

HUBBELL INCORPORATED  
NOTES TO CONSOLIDATED FINANCIAL STATEMENTS  
JUNE 30, 1995  
(UNAUDITED)

4. Share data for all periods has been adjusted to reflect the 5% stock dividend paid on February 3, 1995 to shareholders of record on January 13, 1995.
5. 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.
6. The results of operations for the three and six months period ended June 30, 1995 and 1994 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  
JUNE 30, 1995

RESULTS OF OPERATIONS

Consolidated net sales for the second quarter of 1995 increased by 13% as substantially all operating units reported increases with particularly strong growth for the Lighting, Industrial Controls, Ohio Brass, Pulsecom and Premise Wiring businesses. The sales growth primarily reflects the improved economic conditions in the United States and Canadian markets from a year ago. Operating income increased 16% on the higher sales volume and the benefit of improved operating efficiencies from the Company's restructuring program which more than offset the increased costs for materials. Year-to-date net sales and operating income increased by 22% and 21%, respectively, on generally improved market conditions and the inclusion for the full six months of 1995 of A.B. Chance which was acquired in April 1994. The inclusion of A.B. Chance was approximately four percentage points of the increases, respectively.

Low Voltage segment sales for the second quarter increased 12% reflecting the improved market conditions in the United States and Canada. While all product lines in the segment showed improvement, fluorescent lighting and industrial controls were particularly strong. Operating profits increased 8% on higher sales which include a higher mix of lower margined products. Year-to-date net sales and operating profits increased by 13% and 11%, respectively, as sales during the second quarter continued to increase but at a marginally lower rate than the first quarter.

For the quarter, High Voltage segment sales increased 5% on higher sales of power cables, surge arresters and insulators and moderate improvement in other product lines. Operating profits increased 9% on higher sales volumes and benefits from the realignment of administrative and sales functions within the segment. Year-to-date sales increased 29% and operating profits increased 16% from the inclusion of A.B. Chance high voltage products since its acquisition in April 1994, and moderate growth in all product lines.

Other industry segment sales increased 18% for the quarter on improved shipments in almost all categories with especially strong improvements in telecommunications and wire management products. Operating profits increased 31% on the improved sales volume of higher margined telecommunications products and improved operating efficiencies. Year-to-date sales and operating profits increased by over 30% on improved market conditions and inclusion, from the acquisition of A.B. Chance, products used in building and maintenance of electric power and telephone lines.

On a year-to-date basis, sales through the Company's International based subsidiaries increased 38% on the strong performance of the Canadian business and inclusion of A.B. Chance's foreign operations which accounted for ten percentage points of the increase. Sales from our subsidiaries in Asia and Europe were slightly ahead of last year while Mexican shipments declined due to the economic recession brought on by the devaluation of the peso. Operating income increased on the higher sales volume and operating efficiencies of the restructured Canadian operation. As a percentage of total consolidated sales, International subsidiaries were 6% in 1995 and 1994 with the Canadian market representing approximately 60% of international sales.

HUBBELL INCORPORATED  
MANAGEMENT'S DISCUSSION AND ANALYSIS OF  
FINANCIAL CONDITION AND RESULTS OF OPERATIONS  
JUNE 30, 1995

Interest income, year-to-date, increased as a result of higher interest rates. Interest expense increased due to a higher average level of commercial paper outstanding during the first three months of 1995 combined with higher interest rates. The increase in other expenses is due to the costs associated with the expansion of the corporate owned life insurance program to include the A.B. Chance operations. The effective tax rate for 1995 is 27%. In the second quarter of 1994, the effective tax rate was increased to 27% due to the impact of the acquisition of A.B. Chance with its higher effective tax rate. The Company's tax rate benefits from the lower taxes on earnings in its Puerto Rico operations and continued emphasis on generating tax-exempt income. Net income and earnings per share for the second quarter increased 14%, respectively, while the year-to-date increase was 15%, respectively.

The Company's restructuring program is proceeding according to management's plan. During the quarter, the second phase of capacity expansion in Puerto Rico to accommodate plastic molding began; transfer of equipment and operations into the new facility in Juarez, Mexico also began and consolidation of warehousing and distribution operations is continuing. With the high level of business activity, certain operational realignments have taken somewhat longer than originally planned to minimize any adverse impact on customer service. At June 30, 1995, the restructuring accrual balance was \$22,504,000 of which \$12,000,000 is classified as current liability. Through June 30, 1995, cumulative costs charged to the restructuring accrual were \$27,496,000 as follows (in thousands):

|            | Personnel | Plant & Equipment |          | Total    |
|------------|-----------|-------------------|----------|----------|
|            |           | Relocation        | Disposal |          |
|            |           | -----             | -----    |          |
| 1993       | \$ 4,456  | \$2,794           | \$ ---   | \$ 7,250 |
| 1994       | 7,550     | 2,036             | 5,225    | 14,811   |
| 1995 Y-T-D | 2,650     | 1,566             | 1,219    | 5,435    |
|            | -----     | -----             | -----    | -----    |
| Cumulative | \$14,656  | \$6,396           | \$6,444  | \$27,496 |
|            | =====     | =====             | =====    | =====    |

Personnel costs include non-cash charges for early retirement programs which have been reclassified to the Company's pension liability -- \$2,040,000 in 1995 and cumulatively \$7,296,000 since inception of the restructuring program.



HUBBELL INCORPORATED  
MANAGEMENT'S DISCUSSION AND ANALYSIS OF  
FINANCIAL CONDITION AND RESULTS OF OPERATIONS  
JUNE 30, 1995

LIQUIDITY AND CAPITAL RESOURCES

At June 30, 1995, the Company's financial position remained strong with working capital of \$183.2 million and a current ratio of 1.6 to 1.

Net cash provided by operations was comparable to prior periods and has been more than sufficient to fund increased working capital in support of higher sales. Depreciation and amortization has increased reflecting the acquisition of A.B. Chance and a higher level of depreciable assets. As sales volumes increased, accounts receivable increased accordingly. To support service levels, inventories have also increased.

Selected portfolio securities with low dividend yields were liquidated for \$36.6 million which approximated carrying value. Commercial paper borrowings have been reduced by \$18.0 million since December 31, 1994. The total of commercial paper and long term debt at June 30, 1995, was 19.4% of shareholders equity. On June 14, 1995, the Board of Directors increased the common stock dividend per share to an annual rate of \$1.88 or \$.47 per quarter, an increase of 9.3% over the former cash payment rate of \$1.72 or \$.43 per quarter.

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.

HUBBELL INCORPORATED  
PART II -- OTHER INFORMATION

ITEM 6 EXHIBITS AND REPORTS ON FORM 8-K

EXHIBITS

11. Computation of Earnings Per Share

27. Financial Data Schedule (Electronic filings only)

REPORTS ON FORM 8-K

There were no reports on Form 8-K filed for the three months ended June 30, 1995.

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

Dated: August 10, 1995

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/s/ Harry B. Rowell, Jr.

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Harry B. Rowell, Jr.  
Executive Vice President  
(Chief Financial and Accounting Officer)

## EXHIBIT INDEX

- 11. Computation of Earnings Per Share
- 27. Financial Data Schedule (Electronic filings only)

EXHIBIT 11  
HUBBELL INCORPORATED  
COMPUTATION OF EARNINGS PER SHARE  
(IN THOUSANDS, EXCEPT PER SHARE AMOUNTS)

|   | Three Months Ended<br>June 30,<br>----- |                   | Six Months Ended<br>June 30,<br>----- |                   |
|---|---|-------------------|---------------------------------------|-------------------|
|   | 1995<br>----                            | 1994<br>----      | 1995<br>----                          | 1994<br>----      |
| Net Income  | \$30,077<br>=====                       | \$26,459<br>===== | \$58,486<br>=====                     | \$50,788<br>===== |
| Weighted average number of common shares<br>outstanding during the period | 32,954                                  | 32,900            | 32,953                                | 32,876            |
| Common equivalent shares  | 397<br>-----                            | 407<br>-----      | 363<br>-----                          | 427<br>-----      |
| Average number of shares outstanding                                      | 33,351<br>=====                         | 33,307<br>=====   | 33,316<br>=====                       | 33,303<br>=====   |
| Earnings per Share  | \$ 0.90<br>=====                        | \$ 0.79<br>=====  | \$ 1.76<br>=====                      | \$ 1.53<br>=====  |

Share data for all periods has been adjusted to reflect the 5% stock dividend paid on February 3, 1995.

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DEC-31-1995  
JUN-30-1995  
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