

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
NO

The number of shares of registrant's classes of common stock outstanding as of November 4, 1996 were:

| Class A (\$.01 par value) | $11,447,000$ |
| :--- | :--- |
| Class B (\$.01 par value) | $54,541,000$ |

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Current Assets:
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    Cash and temporary cash investments
    Accounts receivable (net)
    Inventories
    Prepaid taxes
    Other
    TOTAL CURRENT ASSETS
Property, Plant and Equipment (net)
Other Assets:
Investments
Purchase price in excess of net assets of companies acquired (net)
Property held as investment
Other
$\$ \quad 124,833$
181,230
238,779
32,608
3,373

## LIABILITIES AND SHAREHOLDERS' EQUITY

## Current Liabilities:

Commercial paper and notes
Accounts payable
Accrued salaries, wages and employee benefits
Accrued income taxes
Dividends payable
Accrued restructuring charge
Other accrued liabilities

## TOTAL CURRENT LIABILITIES

Long-Term Debt
Other Non-Current Liabilities

Deferred Income Taxes

Shareholders' Equity
\$ 18,635
46,576
27,591
40, 184
17,157
11, 465
86,386
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247,994
194,938
102, 096
76,766

16,107

667,338
\$ 1, 155, 656
\$ 1, 057, 245
(IN THOUSANDS, EXCEPT PER SHARE AMOUNTS)

|  | THREE MONTHS ENDED SEPTEMBER 30, |  |  |  | NINE MONTHS ENDED SEPTEMBER 30, |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | 1996 |  | 1995 |  | 1996 |  | 1995 |
| NET SALES | \$ | 332,770 |  | 286,968 | \$ | 966,297 | \$ | 860,408 |
| Cost of goods sold |  | 232,984 |  | 200,573 |  | 677,305 |  | 609,530 |
| GROSS PROFIT |  | 99,786 |  | 86,395 |  | 288,992 |  | 250, 878 |
| Selling \& administrative expenses |  | 48,527 |  | 43,408 |  | 143,593 |  | 128,768 |
| OPERATING INCOME |  | 51,259 |  | 42,987 |  | 145,399 |  | 122,110 |
| OTHER INCOME (EXPENSE): |  |  |  |  |  |  |  |  |
| Investment income |  | 4,217 |  | 3,988 |  | 12,083 |  | 12, 221 |
| Interest expense |  | $(2,123)$ |  | $(1,949)$ |  | $(6,363)$ |  | $(6,532)$ |
| Other income (expense), net |  | $(1,270)$ |  | $(1,601)$ |  | $(4,085)$ |  | $(4,256)$ |
| TOTAL OTHER INCOME, NET |  | 824 |  | 438 |  | 1,635 |  | 1,433 |
| INCOME BEFORE INCOME TAXES |  | 52,083 |  | 43,425 |  | 147, 034 |  | 123,543 |
| Provision for income taxes |  | 15,104 |  | 11,725 |  | 42,640 |  | 33,357 |
| NET INCOME | \$ | 36,979 |  | 31,700 |  | 104,394 | \$ | 90,186 |
| EARNINGS PER SHARE | \$ | 0.55 | \$ | 0.47 | \$ | 1.55 | \$ | 1.35 |

See notes to consolidated financial statements.

|  | NINE MONTHS ENDED SEPTEMBER 30, |  |  |
| :---: | :---: | :---: | :---: |
| CASH FLOWS FROM OPERATING ACTIVITIES | 1996 |  | 1995 |
| Net income | \$ 104,394 | \$ | 90,186 |
| Adjustments to reconcile net income to |  |  |  |
| net cash provided by operating activities: |  |  |  |
| Depreciation and amortization | 32,814 |  | 29,923 |
| Deferred income taxes | 183 |  | 2,448 |
| Changes in assets and liabilities, net of the effect of business acquisitions: |  |  |  |
| (Increase)/Decrease in accounts receivable | $(29,485)$ |  | $(2,340)$ |
| (Increase)/Decrease in inventories | 7,003 |  | $(9,916)$ |
| (Increase)/Decrease in other current assets | 1,647 |  | 2,706 |
| Increase/(Decrease) in current operating liabilities | 27,825 |  | $(4,275)$ |
| Increase/(Decrease) in restructuring accruals | $(6,948)$ |  | $(7,726)$ |
| (Increase)/Decrease in other, net | 4,678 |  | 9,921 |
| Net cash provided by operating activities | 142,111 |  | 110,927 |
| CASH FLOWS FROM INVESTING ACTIVITIES |  |  |  |
| Acquisition of businesses | $(31,365)$ |  |  |
| Additions to property, plant and equipment | $(28,483)$ |  | $(27,896)$ |
| Purchases of investments | $(4,936)$ |  | $(6,147)$ |
| Repayments and sales of investments | 12,378 |  | 36,693 |
| Other, net | 1,235 |  | 1,801 |
| Net cash used in investing activities | $(51,171)$ |  | 4,451 |
| CASH FLOWS FROM FINANCING ACTIVITIES |  |  |  |
| Payment of dividends | $(48,112)$ |  | $(43,157)$ |
| Commercial paper and notes - borrowings (repayments) |  |  | $(31,484)$ |
| Redemption of industrial development bonds | $(2,700)$ |  |  |
| Exercise of stock options | 2,242 |  | 2,310 |
| Acquisition of treasury shares | $(4,521)$ |  | $(5,792)$ |
| Net cash provided (used) in financing activities | $(53,091)$ |  | $(78,123)$ |
| Increase (Decrease) in cash and temporary cash investments | 37,849 |  | 37,255 |
| CASH AND TEMPORARY CASH INVESTMENTS |  |  |  |
| Beginning of period | 86,984 |  | 38,865 |
| End of period | \$124, 833 | \$ | 76,120 |

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

2. Shareholders' Equity comprises: (in thousands)

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. All share data has been adjusted to reflect the 2 -for-1 stock split paid on August 9, 1996, to shareholders of record on July 17, 1996.
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 nine months ended September 30, 1996 and 1995 are not necessarily indicative of the results to be expected for the full year.

At September 30, 1996, the Company's financial position remained strong with working capital of $\$ 332.8$ million and a current ratio of 2.3 to 1 . Total borrowings at September 30, 1996, were $\$ 118.1$ million, $16.4 \%$ of shareholders equity.

Cash and temporary cash investments increased $\$ 37.8$ million for the nine months ended September 30, 1996, as a result of cash provided from operating activities offset by the purchase of Anderson and Gleason, redemption of industrial development bonds and quarterly dividend payments.

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. 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 $16 \%$ for the third quarter and $12 \%$ year-to-date on strong growth reported by Pulse Communications, Industrial Controls, Ohio Brass, and Premise Wiring combined with the acquisition of Anderson and Gleason in early 1996. Operating income increased 19\% for the quarter and nine months on higher sales volume, improved operating efficiencies from the Company's restructuring program and the impact of the acquired businesses.

Low voltage segment sales increased more than 6\% for the respective periods on higher shipment of industrial controls, wiring device products and inclusion of Gleason. Operating income increased by $10 \%$ and $13 \%$, respectively, on higher sales, improved operating efficiencies and inclusion of Gleason since its acquisition.

High voltage segment sales increased more than $36 \%$ for the quarter and 25\% for the nine months 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 $16 \%$ for the third quarter and $12 \%$ year-to-date as almost all units reported higher sales with particularly strong increases for telecommunications and wire management products. Operating profits increased more than $20 \%$ for the respective periods on the improved volume of higher margin telecommunications products and improved operating efficiencies.

Sales through the Company's International units were $12 \%$ higher in the quarter and $5 \%$ higher than last year while operating profits increased more than $50 \%$ 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 which is due in part to the recently completed acquisitions. Net income and earnings per share increased by 17\%, respectively, for the quarter while for the first nine months the increases were $16 \%$ and $15 \%$, respectively.

The Company's restructuring program is proceeding according to management's plan. At September 30, 1996, the restructuring accrual balance was $\$ 11,465,000$. Through September 30, 1996, cumulative costs charged to the restructuring accrual were $\$ 38,535,000$ as follows (in thousands):

|  |  | $\begin{aligned} & \text { rsonnel } \\ & \text { Costs } \end{aligned}$ | Plant \& Equipment Costs |  |  |  | Total |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 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 |  | 1,732 |  | 4,220 |  | 996 |  | 6,948 |
| Cumulative |  | 16,755 |  | 14,098 |  | 7,682 | \$ | 38,535 |

$=$
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.

ITEM 6 EXHIBITS AND REPORTS ON FORM 8-K
EXHIBITS

NUMBER<br>\section*{DESCRIPTION}

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11. Computation of Earnings Per Share
12. 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 September 30, 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
/s/ Harry B. Rowell, Jr.
$\qquad$
Harry B. Rowell, Jr
Executive Vice President
(Chief Financial and
Accounting Officer)

|  | THREE MONTHS ENDED SEPTEMBER 30, |  | NINE MONTHS ENDED SEPTEMBER 30, |  |
| :---: | :---: | :---: | :---: | :---: |
|  | 1996 | 1995 | 1996 | 1995 |
| Net Income | \$36,979 | \$31, 700 | \$104,394 | \$90,186 |
| Weighted average number of common shares outstanding during the period | 65,953 | 65,864 | 65,913 | 65,892 |
| Common equivalent shares | 1,259 | 926 | 1,222 | 792 |
| Average number of shares outstanding | 67,212 | 66,790 | 67,135 | 66,684 |
| Earnings per Share | \$ 0.55 | \$ 0.47 | \$ 1.55 | \$ 1.35 |

Share data for all periods has been adjusted to reflect the 2-for-1 stock split paid on August 9, 1996, to shareholders of record on July 17, 1996.

9-MOS
DEC-31-1996
SEP-30-1996
124,833
187,717
6,487
238,779
580, 823
$(236,689)$
1,155,656
247,994
0
0
660
$1,155,656$
719,516
1,155, 656
966,297
966,297 677,305
677,305
1,635
1,394
6,363
147, 034
42,640
104,394
0

104,394
1.55
1.55

