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, 1996
/ / TRANSITION REPORT PURSUANT TO SECTION 13 OR 15 (d) OF THE SECURITIES EXCHANGE ACT OF 1934 For the transition period from $\qquad$ to $\qquad$

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

STATE OF CONNECTICUT 06-0397030
(State or other jurisdiction of incorporation or organization)

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.

$$
\begin{array}{lcc}
\text { YES } & \text { X } & \text { NO } \\
& -----------
\end{array}
$$

The number of shares of registrant's classes of common stock outstanding as of August 5, 1996 were:

$$
\begin{aligned}
& \text { Class A (\$.01 par value) } 5,742,550^{*} \\
& \text { Class B (\$.01 par value) } 27,230,300^{*}
\end{aligned}
$$

*Does not reflect the 2-for-1 stock split payable on August 9, 1996.

HUBBELL INCORPORATED

PART I - FINANCIAL INFORMATION
FINANCIAL STATEMENTS
CONSOLIDATED BALANCE SHEET
(UNAUDITED)
(IN THOUSANDS)

ASSETS
Current Assets:
Cash and temporary cash investments
Accounts receivable (net)
Inventories
Prepaid taxes
Other

TOTAL CURRENT ASSETS
Property, Plant and Equipment (net)
Other Assets:
Investments
167,313
159,429
8,104
27,466
\$1,127, 021

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
44, 071
28, 237
34, 383
17,144
10, 000
82, 849
```

---------1
235,319

99,427
73,425
17,243
701, 607
\$1, 127, 021
$=========$
\$1, 057, 245
\$ 86,984
140, 765
236,384
30, 958
5,015

500, 106
204, 190

175,656
137,941
8,329
31, 023
=========
\$ --
34, 272
26, 079
30,711
15,475
10, 000
78,401

194,938
102, 096
76,766
16,107
667,338
\$1, 057, 245

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


[^0]|  | SIX MONTHS ENDED JUNE 30, |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
| CASH FLOWS FROM OPERATING ACTIVITIES |  | 1996 |  | 1995 |
| Net income | \$ | 67,415 | \$ | 58,486 |
| Adjustments to reconcile net income to |  | --- |  |  |
| net cash provided by operating activities: |  |  |  |  |
| Depreciation and amortization |  | 21,923 |  | 20, 071 |
| Deferred income taxes |  | 217 |  | 411 |
| Changes in assets and liabilities, net of the effect of business acquisitions: (Increase)/Decrease in accounts receivable |  | $(23,921)$ |  | $(8,678)$ |
| (Increase)/Decrease in inventories |  | 7,973 |  | $(5,897)$ |
| (Increase)/Decrease in other current assets |  | 697 |  | 2,405 |
| Increase/(Decrease) in current operating liabilities |  | 16,628 |  | $(11,359)$ |
| Increase/(Decrease) in restructuring accruals |  | $(4,971)$ |  | $(5,435)$ |
| (Increase)/Decrease in other, net |  | 4,136 |  | 8,330 |
| Net cash provided by operating activities |  | 90,097 |  | 58,334 |
| CASH FLOWS FROM INVESTING ACTIVITIES |  |  |  |  |
| Acquisition of businesses |  | $(31,365)$ |  |  |
| Additions to property, plant and equipment |  | $(19,018)$ |  | $(18,161)$ |
| Purchases of investments |  | (417) |  | $(1,860)$ |
| Repayments and sales of investments |  | 8,821 |  | 36,635 |
| Other, net |  | 2,657 |  | 2,734 |
| Net cash used in investing activities |  | $(39,322)$ |  | 19,348 |
| CASH FLOWS FROM FINANCING ACTIVITIES |  |  |  |  |
| Payment of dividends |  | $(30,968)$ |  | $(27,673)$ |
| Commercial paper and notes - borrowings (repayments) |  | --- |  | $(18,016)$ |
| Redemption of industrial development bonds |  | $(2,700)$ |  | -- |
| Exercise of stock options |  | 923 |  | 1,790 |
| Acquisition of treasury shares |  | $(2,950)$ |  | $(3,844)$ |
| Net cash provided (used) in financing activities |  | $(35,695)$ |  | $(47,743)$ |
| Increase (Decrease) in cash and temporary cash investments |  | 15,080 |  | 29,939 |
| CASH AND TEMPORARY CASH INVESTMENTS |  |  |  |  |
| Beginning of period |  | 86,984 |  | 38,865 |
| End of period |  | 102, 064 | \$ | 68,804 |

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

|  | $\begin{aligned} & \text { JUNE 30, } \\ & 1996 \end{aligned}$ | DECEMBER 31, 1995 |
| :---: | :---: | :---: |
| Raw Material | \$ 84,608 | \$ 81, 253 |
| Work-in-Process | 67,909 | 64,117 |
| Finished Goods | 135,327 | 140,428 |
|  | 287, 844 | 285,798 |
| Excess of current |  |  |
| Production costs over |  |  |
| LIFO cost basis | 50,035 | 49,414 |
|  | \$237, 809 | \$236, 384 |

2. Shareholders' Equity comprises: (in thousands)

Common Stock, \$.01 par value:
Class A-authorized 50,000,000 shares,
outstanding 11,506,310 and 5,831,381 shares
115
DECEMBER 31, 1995

Class B-authorized 150,000,000 shares, outstanding $54,408,122$ and $27,110,456$ shares

544
435,548
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Additional paid-in-capital
Retained earnings
Unrealized holding gains (losses) on securities 273, 081

130 $(7,811)$
\$ 701, 607
\$ 667,338
========
=========
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 on a proforma basis to reflect the 2-for-1 stock split payable 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 six months ended June 30, 1996 and 1995 are not necessarily indicative of the results to be expected for the full year.

## FINANCIAL CONDITION

At June 30, 1996, the Company's financial position remained strong with working capital of $\$ 316.4$ million and a current ratio of 2.3 to 1 . Total borrowings at June 30, 1996, were $\$ 118.1$ million, $16.8 \%$ of shareholders equity.

Cash and temporary cash investments increased $\$ 15.1$ million for the six months ended June 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 more than $11 \%$ for the second quarter and $10 \%$ 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 $23 \%$ for the quarter and $19 \%$ for the first six 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. Most units showed modest increases as construction related markets improved from the impact of the severe winter weather in the first quarter. Operating income increased by $17 \%$ and $14 \%$, respectively, on higher sales, improved operating efficiencies and inclusion of Gleason since its acquisition.

High voltage segment sales increased more than $21 \%$ for the quarter and first six 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 $10 \%$ for the respective periods 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.

HUBBELL INCORPORATED
MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION AND RESULTS OF OPERATIONS

JUNE 30, 1996
(CONTINUED)
Sales through the Company's International units were $6 \%$ higher in the quarter and $2 \%$ higher than last year while operating profits increased more than $15 \%$ 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 by $19 \%$ and $18 \%$, respectively, for the quarter while for the first six months the increases were $15 \%$ and $14 \%$, respectively.

The Company's restructuring program is proceeding according to management's plan. At June 30, 1996, the restructuring accrual balance was $\$ 13,442,000$ of which $\$ 10,000,000$ is classified as current liability. Through June 30, 1996, cumulative costs charged to the restructuring accrual were $\$ 36,558,000$ as follows (in thousands):

|  | Personnel Costs |  | 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 |  | 1,477 |  | 2,948 |  | 546 |  | 4,971 |
| Cumulative |  | 16,500 |  | 12,826 |  | 7,232 | \$ | 36,558 |

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.

EXHIBITS

NUMBER
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$3 a$.

1. Computation of Earnings Per Share
2. Financial Data Schedule (Electronic filings only)

REPORTS ON FORM 8-K
There were no reports on Form $8-\mathrm{K}$ filed for the three months ended June 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

Dated: August 12, 1996

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/s/ H. B. Rowell, Jr.
Harry B. Rowell, Jr.
Executive Vice President
(Chief Financial and Accounting Officer)
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3a. Hubbell Incorporated Restated Certificate of Incorporation, as amended effective May 13, 1996 (the date of filing with the Secretary of State of the State of Connecticut). Exhibit A 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)

|  | THREE MONTHS ENDED JUNE 30, |  | SIX MONTHS ENDED JUNE 30, |  |
| :---: | :---: | :---: | :---: | :---: |
|  | 1996 | 1995 | 1996 | 1995 |
| Net Income | \$ 35,746 | \$30, 077 | \$67,415 | \$ 58,486 |
| Weighted average number of common shares outstanding during the period | 65,915 | 65,908 | 65,915 | 65,906 |
| Common equivalent shares | 1,188 | 794 | 1,182 | 726 |
| Average number of shares outstanding | 67,103 | 66,702 | 67, 097 | 66,632 |
| Earnings per Share | \$ 0.53 | \$ 0.45 | \$ 1.00 | \$ 0.88 |

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

## 6-MOS

DEC-31-1996
JUN-30-1996
102,064
181,577
5,911
237,809
551,739

0

0
659
700,948
$1,127,021$
0
(234,971)
1,127, 021
235,319
447, 941

633, 527
633, 527
444,321
444, 321
811
894
4,240
94, 951
27,536
67,415
0
0
67,415
1.00
1.00


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

[^1]:    See notes to consolidated financial statements

