QUARTERLY REPORT PURSUANT TO SECTION 13 OR 15 (d) OF THE SECURITIES
EXCHANGE ACT OF 1934
For the quarterly period ended
$/, ~$ SEPTEMBER 30, 1995
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 November 7, 1995 were:

Class A (\$.01 par value) 5,784,000
Class B (\$.01 par value) 27,127,000

## ASSETS

| Current Assets: |  |  |  |
| :---: | :---: | :---: | :---: |
| Cash and temporary cash investments | \$ 76,120 | \$ | 38,865 |
| Accounts receivable (net) | 146,202 |  | 143,862 |
| Inventories | 234, 004 |  | 224,088 |
| Prepaid taxes | 30,671 |  | 31, 666 |
| Other | 3,719 |  | 6,425 |
| TOTAL CURRENT ASSETS | 490,716 |  | 444,906 |
| Property, Plant and Equipment (net) | 201,133 |  | 201,968 |
| Other Assets: |  |  |  |
| Investments | 178,793 |  | 205,939 |
| Purchase price in excess of net assets of companies acquired (net) | 138,692 |  | 141,570 |
| Property held as investment | 8,271 |  | 10, 027 |
| Other | 30,533 |  | 37,159 |
|  | \$ 1,048,138 |  | 041,569 |
| LIABILITIES AND SHAREHOLDERS' EQUITY |  |  |  |
| Current Liabilities: |  |  |  |
| Commercial paper and bank borrowings | \$ 107,866 | \$ | 139,350 |
| Accounts payable | 30,196 |  | 37,539 |
| Accrued salaries, wages and employee benefits | 28,712 |  | 26,287 |
| Accrued income taxes | 28,653 |  | 28,332 |
| Dividends payable | 15,487 |  | 13,494 |
| Accrued restructuring charge | 12,000 |  | 14,000 |
| Other accrued liabilities | 73,390 |  | 73,071 |
| TOTAL CURRENT LIABILITIES | 296,304 |  | 332,073 |
| Long-Term Debt | 2,700 |  | 2,700 |
| Other Non-Current Liabilities | 83, 013 |  | 84,876 |
| Deferred Income Taxes | 14,377 |  | 12,924 |
| Shareholders' Equity | 651,744 |  | 608,996 |
|  | \$ 1,048,138 |  | 041,569 |



See notes to consolidated financial statements.

## CASH FLOWS FROM OPERATING ACTIVITIES

## Net income

Adjustments to reconcile net income to
net cash provided by operating activities:
Depreciation and amortization
Deferred income taxes
Changes in assets and liabilities, net of the effect of business acquisitions:
(Increase)/Decrease in accounts receivable
(Increase)/Decrease in inventories
(Increase)/Decrease in other current assets
Increase/(Decrease) in current liabilities (excluding dividends payable)
Increase/(Decrease) in restructuring accruals
(Increase)/Decrease in other, net
Net cash provided by operating activities

## CASH FLOWS FROM INVESTING ACTIVITIES

Acquisition of businesses
Additions to property, plant and equipment
Purchase of non-current investments
Sale of non-current investments
Other, net

Net cash used in investing activities

## CASH FLOWS FROM FINANCING ACTIVITIES

Payment of dividends
Commercial paper borrowings (repayments)
Exercise of stock options
$(43,157) \quad(39,134)$
$(31,484) \quad 48,180$
2,310
$(5,792)$
$(78,123)$

37,255
CASH AND TEMPORARY CASH INVESTMENTS

Beginning of period
38, 865
\$ 76, 120
==========

11, 128
$(9,335)$

44, 231
(110,000)
$(39,460)$
$(9,624)$
50,606
(821)
$(109,299)$
-------
\$ 34, 896
=========

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

|  | $\begin{gathered} \text { SEPTEMBER 30, } \\ 1995 \end{gathered}$ | $\begin{gathered} \text { DECEMBER 31, } \\ 1994 \end{gathered}$ |
| :---: | :---: | :---: |
| Raw Material | \$ 83,085 | \$ 79,065 |
| Work-in-Process | 59,208 | 59, 035 |
| Finished Goods | 144,315 | 135,042 |
|  | 286,608 | 273,142 |
| Excess of current |  |  |
| Production costs over |  |  |
| LIFO cost basis | 52,604 | 49, 054 |
|  | \$ 234,004 | \$ 224,088 |

2. Shareholders' Equity comprises: (in thousands)

SEPTEMBER 30, 1995

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DECEMBER 31,
``` 1994

\section*{-} 

Common Stock, \$.01 par value:
Class A-authorized 50,000,000 shares,
outstanding \(5,797,220\) and \(5,895,097\) shares
Class B-authorized 150,000,000 shares,
outstanding \(27,126,470\) and \(27,056,945\) shares
Additional paid-in-capital
Retained earnings
Unrealized holding gains (losses) on securities
Cumulative translation adjustments
\begin{tabular}{|c|c|c|c|}
\hline \$ & 58 & \$ & 59 \\
\hline & 271 & & 271 \\
\hline & 438,590 & & 441,469 \\
\hline & 220,030 & & 176,994 \\
\hline & --- & & \((2,147)\) \\
\hline & \((7,205)\) & & \((7,650)\) \\
\hline \$ & 651,744 & \$ & 608,996 \\
\hline
\end{tabular}
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 September 30, 1994 would have been \(\$ 778,174,000\) and \(\$ 79,135,000\) 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
SEPTEMBER 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. Subsequent Event -- On October 3, 1995, the Company completed a public debt offering. The offering consisted of \(\$ 100,000,000\) of \(65 / 8 \%\) notes due October 1, 2005. The proceeds from the offering were used to reduce the oustanding amount of commercial paper.
6. 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.
7. The results of operations for the three and nine months period ended September 30, 1995 and 1994 are not necessarily indicative of the results to be expected for the full year.

\section*{RESULTS OF OPERATIONS}

Consolidated net sales for the third quarter of 1995 increased by \(7 \%\) 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 \(18 \%\) on the higher sales volume and the benefit of improved operating efficiencies from the Company's restructuring program. Year-to-date net sales and operating income increased by \(17 \%\) and 20\%, respectively, on generally improved market conditions and the inclusion for the full nine 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 third quarter increased \(8 \%\) 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 \(9 \%\) on higher sales which include a higher mix of lower margined products. Year-to-date net sales and operating profits increased by \(13 \%\) and \(14 \%\), respectively, as sales during the third quarter continued to increase but at a marginally lower rate than the first and second quarters.

For the quarter, High Voltage segment sales were essentially even with last year as the higher sales of power cables, surge arresters and insulators offset a decline in test and measurement equipment. Operating profits increased \(10 \%\) on higher operating volumes, benefits from the realignment of administrative and sales functions within the segment, and improved manufacturing efficiencies in power cables. Year-to-date sales increased \(19 \%\) and operating profits increased \(13 \%\) 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 \(11 \%\) for the quarter on improved shipments in almost all categories with especially strong improvements in telecommunications and wire management products. Operating profits increased \(34 \%\) on the improved sales volume of higher margined telecommunications products and improved operating efficiencies. Year-to-date sales and operating profits increased by over \(20 \%\) on improved market conditions and the inclusion products used in the building and maintenance of electric power and telephone lines.

On a year-to-date basis, sales through the Company's International based subsidiaries increased \(29 \%\) on the strong performance of the Canadian business and inclusion of A.B. Chance's foreign operations. 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

\section*{FINANCIAL CONDITION AND RESULTS OF OPERATIONS}

SEPTEMBER 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 third quarter increased \(16 \%\) and the year-to-date comparisons also increased by \(16 \%\).

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 September 30, 1995, the restructuring accrual balance was \(\$ 20,213,000\) of which \(\$ 12,000,000\) is classified as a current liability. Through September 30, 1995, cumulative costs charged to the restructuring accrual were \$29,787,000 as follows (in thousands):


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.

At September 30, 1995, the Company's financial position remained strong with working capital of \(\$ 194.4\) million and a current ratio of 1.7 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 during the second quarter of 1995 for \(\$ 36.6\) million which approximated carrying value. Commercial paper borrowings have been reduced by \(\$ 31.5\) million since December 31, 1994. The total of commercial paper and long term debt at September 30, 1995, was \(17.0 \%\) of shareholders equity. As referred to in the subsequent event note, the Company issued on October 3, 1995, \(\$ 100.0\) million of ten year notes with a coupon interest rate of \(65 / 8 \%\). The proceeds from the offering were used to reduce the amount of outstanding commercial paper.

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.
ITEM 6 EXHIBITS AND REPORTS ON FORM 8-K

\section*{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 September 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: November 10, 1995 /s/ Harry B. Rowell, Jr.
Harry B. Rowell, Jr.
Executive Vice President
(Chief Financial and Accounting Officer)

\section*{EXHIBIT INDEX}

EXHIBIT

\section*{NO}

\section*{DESCRIPTION}
11. Computation of Earnings Per Share
27. Financial Data Schedule (Electronic filings only)
\begin{tabular}{|c|c|c|c|c|}
\hline & \multicolumn{2}{|l|}{THREE MONTHS ENDED
SEPTEMBER 30,} & \multicolumn{2}{|l|}{NINE MONTHS ENDED SEPTEMBER 30,} \\
\hline & 1995 & 1994 & 1995 & 1994 \\
\hline Net Income & \$ 31, 700 & \$ 27, 289 & \$ 90,186 & \$ 78,076 \\
\hline Weighted average number of common shares outstanding during the period & 32,932 & 32,924 & 32,946 & 32,891 \\
\hline Common equivalent shares & 463 & 343 & 396 & 400 \\
\hline Average number of shares outstanding & 33,395 & 33,267 & 33,342 & 33,291 \\
\hline Earnings per Share & \$ 0.95 & \$ 0.82 & \$ 2.70 & \$ 2.34 \\
\hline
\end{tabular}

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

9-MOS
DEC-31-1995
SEP-30-1995
76,120
\(152,006{ }^{\circ}\)
5,804
234, 004
490,716 423, 794
222,661
1, 048, 138
296,304
329

0
0
651,415
1,048,138
\begin{tabular}{lr}
860,408 & 860,408 \\
609,530
\end{tabular}

609,530
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964
6,532
123,543
33, 357
90, 186
0

0
90, 186
2.70
2.70```

