## FORM 10-Q

/X/ QUARTERLY REPORT PURSUANT TO SECTION 13 OR 15(d) OF THE SECURITIES EXCHANGE ACT OF 1934
For the quarterly period ended MARCH 31, 1998
/ / 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 I-2958
HUBBELL INCORPORATED
(Exact name of registrant as specified in its charter)
STATE OF CONNECTICUT
(State or other jurisdiction of
incorporation or organization)

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

06477
(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 May 4, 1998 were:

| Class A (\$.01 par value) | $11,050,000$ |
| :--- | :--- |
| Class B (\$.01 par value) | $55,270,000$ |

## ASSETS

Current Assets:

Cash and temporary cash investments
Accounts receivable (net)
Inventories
Prepaid taxes
Other
TOTAL CURRENT ASSETS
Property, Plant and Equipment (net)
Investments
Purchase price in excess of net assets of companies acquired (net) Other
\$ 51, 271 200, 308 282,672 28, 854 15,593

-     -         -             -                 -                     -                         -                             - 

$$
578,698
$$

$$
262,201
$$

Other Assets:

$$
209,338
$$ Property held as investment

188, 340
11, 153
28,695
\$1, 278, 425
=========
LIABILITIES AND SHAREHOLDERS' EQUITY
Current Liabilities:
Commercial paper and notes
Accounts payable
Accrued salaries, wages and employee benefits
Accrued income taxes
Dividends payable
Accrued consolidation and streamlining charge Other accrued liabilities

TOTAL CURRENT LIABILITIES
Long-Term Debt
Other Non-Current Liabilities
Deferred Income Taxes
Shareholders' Equity
\$ --
60, 324
32, 027
48, 578
19,427
14, 000
79,395
---------
253, 751
99,535
95,468
2,923
826,748
\$1, 278, 425
=========
\$ 75,217
191, 027
275, 886
30, 179
23, 864
596, 173
251, 933
205, 578
190, 514
11, 249
29, 337
\$1, 284, 784
\$ 250
60,909
34, 069
38, 338
19, 483
14, 000
89, 252
256, 301
99,519
95, 810
2,898
830, 256
\$1, 284, 784
==========

See notes to consolidated financial statements

|  | THREE MONTHS ENDED MARCH 31, 1998 |  |
| :---: | :---: | :---: |
|  | 1998 | 1997 |
| NET SALES | \$339, 741 | \$324, 697 |
| Cost of goods sold | 235, 291 | 224,621 |
| GROSS PROFIT | 104,450 | 100,076 |
| Selling \& administrative expenses | 51,322 | 50, 095 |
| OPERATING INCOME | 53,128 | 49,981 |
| OTHER INCOME (EXPENSE): |  |  |
| Investment income <br> Interest expense <br> Other income (expense), net | $\begin{array}{r} 4,103 \\ (1,713) \\ (501) \end{array}$ | $\begin{array}{r} 4,528 \\ (1,798) \\ (855) \end{array}$ |
| TOTAL OTHER INCOME, NET | 1,889 | 1,875 |
| INCOME BEFORE INCOME TAXES | 55,017 | 51,856 |
| Provision for income taxes | 15,130 | 15,557 |
| NET INCOME | \$39,887 | \$36,299 |
| EARNINGS PER SHARE - BASIC | \$0.60 | \$0. 54 |
| EARNINGS PER SHARE - DILUTED | \$0.58 | \$0.53 |

[^0]| Net income | \$39,887 | \$36, 299 |
| :---: | :---: | :---: |
| Adjustments to reconcile net income to |  |  |
| net cash provided by operating activities: |  |  |
| Depreciation and amortization | 12,689 | 11,657 |
| Deferred income taxes | 1,350 | 1, 087 |
| Changes in assets and liabilities, net of the effect of business acquisitions: |  |  |
| (Increase)/Decrease in accounts receivable | $(9,281)$ | $(9,759)$ |
| (Increase)/Decrease in inventories | $(6,786)$ | $(1,300)$ |
| (Increase)/Decrease in other current assets | 15,619 | 2,859 |
| Increase/(Decrease) in current operating liabilities | $(2,646)$ | $(3,881)$ |
| Increase/(Decrease) in consolidation and streamlining accrual | (587) | $(2,078)$ |
| (Increase)/Decrease in other, net | 1,139 | 284 |
| Net cash provided by operating activities | 51,384 | 35,168 |
| CASH FLOWS FROM INVESTING ACTIVITIES |  |  |
| - --------------------------------- |  |  |
| Acquisition of businesses | $(7,347)$ | -- |
| Additions to property, plant and equipment | $(21,793)$ | $(9,797)$ |
| Purchases of investments | $(8,861)$ | $(4,015)$ |
| Repayments and sales of investments | 5,101 | 3,216 |
| Other, net | 1,107 | (842) |
| Net cash used in investing activities | $(31,793)$ | $(11,438)$ |
| CASH FLOWS FROM FINANCING ACTIVITIES |  |  |
| ------------------------------------ |  |  |
| Payment of dividends | $(19,483)$ | $(17,177)$ |
| Commercial paper and notes - borrowings (repayments) | (250) | $(18,385)$ |
| Exercise of stock options | 684 | 685 |
| Acquisition of treasury shares | $(24,488)$ | $(4,105)$ |
| Net cash provided (used) in financing activities | $(43,537)$ | $(38,982)$ |
| Increase (Decrease) in cash and temporary cash investments | $(23,946)$ | $(15,252)$ |
| CASH AND TEMPORARY CASH INVESTMENTS |  |  |
| Beginning of period | 75,217 | 134,397 |
| End of period | \$51, 271 | \$119, 145 |

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

|  | $\begin{aligned} & \text { MARCH 31, } \\ & 1998 \end{aligned}$ | DECEMBER 31, 1997 |
| :---: | :---: | :---: |
| Raw Material | \$ 96,762 | \$ 96, 455 |
| Work-in-Process | 81,671 | 74,284 |
| Finished Goods | 148,358 | 148,939 |
|  | 326,791 | 319,678 |
| Excess of current |  |  |
| Production costs over |  |  |
| LIFO cost basis | 44,119 | 43,792 |
|  | \$282, 672 | \$275,886 |

2. Shareholders' Equity comprises: (in thousands)

Common Stock, \$.01 par value:
Class A-authorized 50,000,000 shares,
outstanding $11,113,678$ and $11,146,062$ shares
\$ 111
Class B-authorized 150,000,000 shares, outstanding $55,567,983$ and $55,880,945$ shares

| MARCH 31, DECEMBER 31, |  |
| :---: | :---: |
| 1998 | 1997 |

Additional paid-in-capital

| 556 | 559 |
| ---: | ---: |
| 448,523 | 472,729 |
| 387,347 | 366,887 |
| 85 | 86 |
| $(9,874)$ | $(10,116)$ |
| ----------- |  |
| $\$ 826,748$ | $\$ 830,256$ |
| $=======$ | ======= |

3. During the first quarter of 1998, the Company acquired two product lines and associated assets for a cash purchase price of $\$ 7,347,000$. On February 14, 1997, Hubbell acquired Fargo Manufacturing Company, Inc. ("Fargo") based in Poughkeepsie, New York. Fargo manufactures distribution and transmission line products primarily for the electric utility market. Each share of Fargo common stock was converted into a right to receive shares or fractions thereof of Hubbell's Class B Common Stock and accordingly $1,170,572$ shares of Class B Common Stock were issued. The acquisition of Fargo has been recorded under the purchase method of accounting with a cost of $\$ 43,100,000$ net of cash acquired. Additionally, three product lines and associated assets were acquired during 1997 for $\$ 21,130,000$ in cash.

The costs of the acquired businesses have 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. The following table sets forth the computation of earnings per share for the three months ended March 31, (in thousands except per share data):

## Three Months Ended

March 31

Net Income
\$39,887 \$36,299
Weighted average number of common shares outstanding during the period

| 66,851 | 66,824 |
| ---: | ---: |
| 2,050 | 1,683 |

Common equivalent shares
Average number of shares outstanding
68,901 68,507

Earnings per share:
Basic \$ 0.60 \$ 0.54

| Diluted | $\$$ | 0.58 | $\$$ | 0.53 |
| :--- | :--- | :--- | :--- | :--- |

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 months ended March 31, 1998 and 1997 are not necessarily indicative of the results to be expected for the full year.

## FINANCIAL CONDITION

At March 31, 1998, the Company's financial position remained strong with working capital of $\$ 324.9$ million and a current ratio of 2.3 to 1 . Total borrowings at March 31, 1998, were $\$ 99.5$ million, $12.0 \%$ of shareholders equity.

The net decline in cash and temporary cash investments of $\$ 23.9$ million for the three months ended March 31, 1998, reflects the following: expenditures for plant and equipment as part of the consolidation and streamlining initiative, the acquisition of treasury shares under the Company's \$300 million share repurchase program, and quarterly dividend payment offset by cash provided from operating activities.

Net cash provided by operating activities reflects higher net income and a reduction in other current assets. Accounts receivable increased in line with higher sales. The increase in inventories is to provide adequate stock to maintain customer service levels during relocation of manufacturing operations.

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 by $5 \%$ on improved shipments of wiring devices, lighting and electrical products, combined with the acquisition of Fargo in 1997 and five product line additions (three in 1997 and two in 1998). Operating income increased $6 \%$ on higher sales and profitability improvement with net operating margins rising to $15.6 \%$ from $15.4 \%$ in 1997.

Low Voltage segment sales increased 6\% on higher shipments of generally all products within the segment along with the inclusion of acquired product lines in 1998 and 1997. Operating income increased in line with the higher sales volume.

High Voltage segment sales increased by $2 \%$ as the acquisition of Fargo on February 14, 1997 was offset by lower sales in the Asian markets. Operating income increased more than $10 \%$ on improved profitability and higher sales.

The Other industry segment sales increased $5 \%$ as all categories reported higher sales with particularly strong increases for wire management components. Operating income increased $5 \%$ on the higher sales volumes.

HUBBELL INCORPORATED
MANAGEMENT'S DISCUSSION AND ANALYSIS OF
FINANCIAL CONDITION AND RESULTS OF OPERATIONS
MARCH 31, 1998
(CONTINUED)

Sales through the Company's International units increased $7 \%$ on continued growth of the Canadian and Mexican markets. Operating income from International units increased more than $10 \%$ on the higher sales volume and continued profitability improvement of the Canadian and European operations.

The effective income tax rate for 1998 was $27.5 \%$ versus $30 \%$ in 1997 . The decrease in the effective tax rate reflects a higher level of tax benefit from Puerto Rico operations . Net income increased $10 \%$ and diluted earnings per share increased 9\%, respectively.

The Company's consolidation and streamlining program is proceeding according to management's plan. At March 31, 1998, the accrual balance was $\$ 31,122,000$. Through March 31, 1998, cumulative costs charged to the consolidation and streamlining accrual were $\$ 13,500,000$ as follows (in thousands):

|  | Employee | Asset | Exist | Other |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | Benefits | Disposals | Costs | Costs | Total |
| 1997 Streamlining Charge | \$15.6 | \$18.0 | \$6.1 | \$4.9 | \$44.6 |
| Amounts Utilized in 1997 | (.6) | (7.3) | (0.1) | (4.9) | (12.9) |
| Amounts Utilized in 1998 | (.3) | (0.1) | (0.2) | -- | (.6) |
| Remaining Reserve | \$14.7 | \$10.6 | \$5.8 | \$-- | \$31.1 |

EXHIBITS

| NUMBER | DESCRIPTION |
| :--- | :---: |
| 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 March 31, 1998.

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

1,000
AMOUNT REPORTED IS EPS BASIC.


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

