UNITED STATES SECURITIES AND EXCHANGE COMMISSION Washington, D.C. 20549

FORM 10-Q

| [X] | QUARTERLY | REPORT | PURSUANT | T0 | SECTION | 13 | 0R | 15(d) | 0F | THE | SECURITIES | EXCHANGE |
|-----|------------|---------------|----------|----|---------|----|----|-------|----|-----|------------|----------|
| | ACT OF 193 | 34 | | | | | | | | | | |

For the quarterly period ended April 30, 1996

[] 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 0-19818

ROPER INDUSTRIES, INC. (Exact name of registrant as specified in its charter)

Delaware (State or other jurisdiction of incorporation or organization) 51-0263969 (I.R.S. Employer Identification No.)

160 Ben Burton Road Bogart, Georgia (Address of principal executive offices)

30622 (Zip Code)

(706) 369-7170 (Registrant's telephone number, including area code)

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.

es X No

The number of shares outstanding of the Registrant's common stock as of June 11, 1996 was 15,144,666.

ROPER INDUSTRIES, INC.

REPORT ON FORM 10-Q FOR THE QUARTER ENDED APRIL 30, 1996

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PART I. FINANCIAL INFORMATION

ITEM 1. FINANCIAL STATEMENTS

ROPER INDUSTRIES, INC. AND SUBSIDIARIES
CONDENSED CONSOLIDATED STATEMENTS OF EARNINGS (UNAUDITED)
(IN THOUSANDS, EXCEPT PER SHARE DATA)

| | Three Months ended April 30 1996 1995 | | S | Six Months E April 30 | | nded | | |
|--|---|------------------|-------------|--------------------------|-----|------------------|----------------|----------------|
| | | 1996 | | 1995 | 19 | 996 | | 1995 |
| Net Sales Cost of sales | \$ | 47,105 24,605 | \$ | 39,822 | \$1 | 00,001 | \$ | 74,233 |
| Gross profit | | 22,500 | | 19,679 | į | 51,500 | | 37,537 |
| Selling, general and administrative expenses | | 13,726 | | 12,623 | : | 29,167 | | 25,171 |
| Income from operations | | 8,774 | | 7,056 | : | 22,333 | | 12,366 |
| Interest expense Other income | | 292 19 | | 592 34 | | 679 92 | | 980 70 |
| Earnings before income taxes | | 8,501 | | 6,498 | : | 21,746 | | 11,456 |
| Income taxes | | 2,848 | | 2,284 | | 7,284 | | 4,004 |
| Net earnings | \$ === | 5,653 ====== | \$ | 4,214 | \$: | 14,462 ====== | \$ ==== | 7,452 ===== |
| Per share data: | | | | | | | | |
| Earnings per common share (note 2) | | | \$ | 0.28 | \$ | 0.94 | \$ | 0.50 |
| Cash dividends per common share | | | \$ ===== | 0.05 | \$ | 0.15 | \$ ==== | 0.10 ===== |
| Weighted average common shares outstanding | :==: | 15,434 | 1 | .5,067 | : | 15,364 ====== | 1 ==== | 5,040 ===== |

See accompanying notes to condensed consolidated financial statements.

ROPER INDUSTRIES, INC. AND SUBSIDIARIES CONDENSED CONSOLIDATED BALANCE SHEETS (UNAUDITED) (IN THOUSANDS)

| ASSETS | April 30, 1966 | October 31, 1995 |
|--|------------------------------|------------------------------|
| CURRENT ASSETS Cash and cash equivalents Receivable (note 3) Inventories (note 5) Other current assets | \$ 1,955 37,279 25,462 | \$ 2,322 38,853 23,330 |
| | 1,357 | 2,063 |
| Total current assets | 66,053 | 66,568 |
| PROPERTY, PLANT & EQUIPMENT Property, plant and equipment Less: accumulated depreciation | 48,316 (26,442) | 45,583 (24,834) |
| Property, plant and equipment, net | 21,874 | 20,749 |
| Intangibles and other assets, net | 66,949 | 68,228 |
| TOTAL ASSETS | \$154,876 | \$155,545 ======= |
| LIABILITIES AND STOCKHOLDERS' EQUITY | | |
| CURRENT LIABILITIES Accounts payable Other current liabilities Income taxes payable | \$ 8,150 10,595 2,186 | \$ 7,690 15,051 4,959 |
| Total current liabilities | 20,931 | 27,700 |
| NON-CURRENT LIABILITIES Long-term debt Other liabilities | 12,652 2,436 | 20,150 2,100 |
| Total liabilities | 36,019 | 49,950 |
| STOCKHOLDERS' EQUITY Preferred stock Common stock Additional paid-in capital Retained earnings | - 150 44,781 73,926 | - 149 43,379 62,067 |
| Total stockholders' equity | 118,857 | 105,595 |
| TOTAL LIABILITIES AND STOCKHOLDERS' EQUITY | \$154,876 | \$155,545 ======= |

See accompanying notes to condensed consolidated financial statements

ROPER INDUSTRIES, INC. AND SUBSIDIARIES CONDENSED CONSOLIDATED STATEMENTS OF CASH FLOWS (UNAUDITED) (IN THOUSANDS)

| | Six Months Ended April 30, | | |
|---|-------------------------------|--|--|
| | 1996 | | |
| Net cash provided by operating activities | \$ 12,643 | \$ 5,517 | |
| Cash flows from investing activities: Purchase of net assets of Uson, net of cash acquired Capital expenditures Other | (3,150) (32) | (12,002) (1,369) - | |
| Net cash used in investing activities | (3,182) | (13, 371) | |
| Cash flows from financig activities: Proceeds from long-term debt Pricipal payments on long-term debt Decrease in bank overdraft Dividends paid on common stock Other | (27,418) (699) | 21,700 (9,995) (106) (1,485) 208 | |
| Net cash provided by (used in) financing activities | (9,724) | 10,322 | |
| Effect of exchange rate changes on cash | (104) | 76 | |
| Net increase (decrease) in cash and cash equivalents | (367) | 2,544 | |
| Cash and cash equivalents, beginning of period | 2,322 | 2,023 | |
| Cash and cash equivalents, end of period | \$ 1,955 ======= | \$ 4,567 ====== | |

See accompanying notes to condensed consolidated financial statements.

ROPER INDUSTRIES, INC. AND SUBSIDIARIES NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS

BASIS OF PRESENTATION

The accompanying condensed consolidated financial statements for the three-month and six-month periods ended April 30, 1996 and 1995 are unaudited. In the opinion of management, the accompanying unaudited consolidated financial statements reflect all adjustments, which include only normal recurring adjustments, necessary to present fairly the financial position, results of operations and cash flows of Roper Industries, Inc. and its wholly-owned subsidiaries ("the Company") for all periods presented.

The results of operations are not necessarily indicative of the results to be expected for the full fiscal year. It is recommended that these unaudited condensed consolidated financial statements be read in conjunction with the consolidated financial statements and the notes thereto included in the Company's 1995 Annual Report on Form 10-K as filed with the Securities and Exchange Commission.

2. EARNINGS PER SHARE

Earnings per common share is calculated by dividing net earnings by the weighted average common and common equivalent shares outstanding during the period. Common stock equivalents consist of stock options. There is no difference between earnings per share on a primary or fully diluted basis.

CONCENTRATION OF CREDIT RISK

At April 30,1996, the Company had approximately \$9.0 million of trade receivables due from Gazprom, the Russian natural gas company, of which \$2.4 million is classified as long term assets in the accompanying condensed consolidated balance sheet. Based on past credit experience with this customer, management believes that these receivables will be collected.

4. SUPPLEMENTAL CASH FLOW INFORMATION

Cash payments for the six months ended April 30, 1996 and 1995 included interest of \$671,000 and \$730,000, respectively and income taxes of \$9,250,000 and \$4,934,000, respectively.

INVENTORIES

Inventories are summarized below (in thousands):

| | April 30, 1996 | October 31, 1995 |
|--|--|--|
| Raw materials Work in process Finished products Less LIFO Reserve | \$ 12,702 7,103 7,241 (1,584) | \$ 12,052 6,218 6,567 (1,516) |
| Total | \$ 25,462 | \$ 23,330 |

6. INDUSTRY SEGMENT

| | Thr | | | | Six M | | d |
|--|------------------------|------------|------------------|--------|---------------------|----------------------|--------|
| | 1996 | | 1995 | % Chg. | 1996 | 1995 | % Chg. |
| Net sales: Industrial Controls Fluid Handling | | | | | \$ 59,946 40,055 | \$ 41,229 33,004 | |
| Total ============ | \$ 47,105 ====== | \$ | 39,822 ====== | 18.3% | \$100,001 ====== | \$ 74,233 ======= | 34.7% |
| Gross profit: Industrial Controls Fluid Handling | | | | | | \$ 22,300 15,237 | |
| Total | \$ 22,500 | \$ | 19,679 | 14.3% | \$ 51,500 | \$ 37,537 | 37.2% |
| Operating profit (a): Industrial Controls Fluid Handling | | | | | \$ 12,183 12,223 | \$ 4,733 9,308 | |
| Total ======== | \$ 9,737 | \$ ==== | 7,895 | 23.3% | \$ 24,406 ====== | \$ 14,041 ======= | 73.8% |

⁽a) Operating profit is before any allocation for corporate general and administrative expenses. Corporate general and administrative expenses were \$963 for quarter ended April 30, 1996 and \$839 for quarter ended April 30, 1995, and \$2,073 and \$1,675 for the six months ended April 30, 1996 and 1995, respectively.

ITEM 2. MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION AND RESULTS OF OPERATIONS

This discussion should be read in conjunction with Management's Discussion and Analysis included in the Company's latest Annual Report on Form 10-K.

RESULTS OF OPERATIONS

GENERAL

For the quarter ended April 30, 1996, the Company achieved increased net sales, net earnings and earnings per share. Operating results during the quarter reflect a 12% increase in core business sales (excluding sales to Gazprom) and the inclusion of recent acquisitions, Uson L.P. ("Uson"), acquired in March 1995, and Metrix Instrument Co. L.P. ("Metrix"), acquired in September 1995.

The following table sets forth certain information relating to the operations of the Company expressed as a percentage of net sales:

| | Three Months April | | | |
|--|-----------------------|--------|---------|--------|
| | April 1996 | | | |
| | | | | |
| Sales | 100.0% | | | |
| Cost of sales | 52.2% | | | |
| Cross profit | 47 00/ | 40 40/ | F4 F0/ | FO 60/ |
| Gross profit | 47.8% | 49.4% | 51.5% | 50.6% |
| Selling, general and | 20. 20/ | 04 70/ | 20. 20/ | 22 20 |
| administrative expenses | | | | |
| Income from energtions | 18.6% | 17 70/ | 22 20/ | 16 70/ |
| | 0.6% | | | |
| • | 0.0% | 0.1% | 0.1% | 0.0% |
| | | | | |
| | 18.0% | | | |
| Income taxes | 6.0% | | | |
| | | | | |
| Net earnings ==================================== | 12.0% ======== | | | |

The profit margins for each segment are listed below as a percentage of net sales.

| | Three Month April | | Six Months April : | |
|--|----------------------|----------------|-----------------------|----------------|
| | 1996 | 1995 | 1996 | 1995 |
| Gross profit: Industrial Controls Fluid Handling | 50.5% 44.2% | 52.3% 45.8% | 54.8% 46.5% | 54.1% 46.2% |
| Operating profit (a): Industrial Controls Fluid Handling | 14.2% 29.2% | 12.7% 28.5% | 20.3% 30.5% | 11.5% 28.2% |

(a) Before allocation of corporate general and administrative expenses

THREE MONTHS ENDED APRIL 30, 1996 COMPARED TO 1995

Net sales totaled \$47.1 million as compared to \$39.8 million for the same period last year. The Industrial Controls segment experienced an increase in net sales totaling \$5.0 million or 23%. Increased demand for core products and inclusion of the latest two acquisitions, Uson (acquired in March 1995) and Metrix (acquired in September 1995), were the principal factors affecting this segment. Net sales for the Fluid Handling segment increased by \$2.3 million to \$20.3 million, an increase of 13%. The majority of the increase occurred at Integrated Designs L.P., reflecting shipments on the strong order bookings in the most recent previous quarters.

Gross profit of \$22.5 million in the second quarter of 1996 increased by \$2.8 million from the same period last year. The gross margin declined to 47.8% as compared to 49.4% for 1995. The gross margin for the Industrial Controls segment declined from 52.3% to 50.5%, impacted by an unfavorable product mix, principally a higher percentage of lower margin outsourced products shipped to Gazprom. The gross margin for the Fluid Handling segment decreased to 44.2% versus 45.8% for 1995, reflective of product mix and lower sales volume at Roper Pump Company.

Selling, general and administrative expenses (S,G&A) increased by 1.1 million to 13.7 million, an increase of 9%. S,G&A as a percentage of net sales was 29.2% in 1996 and 31.7% in 1995. Inclusion of Uson and Metrix in the current quarter was the principal factor affecting S,G&A..

Income from operations increased by \$1.7 million to \$8.8 million, accompanied by an increase in the operating margin to 18.6% versus 17.7% in the prior year period. In the Industrial Controls segment, operating profit (before allocation of corporate administrative expenses) increased by \$1.0 million to \$3.8 million or 14.2% of net sales, principally due to favorable operating leverage on the

higher sales volume. For the Fluid Handling segment, operating profit (before allocation of corporate administrative expenses) increased by \$.8 million to \$5.9 million or 29.2% of net sales. Sales gains by Integrated Designs accounted for the majority of this increase.

Interest expense decreased by \$.3 million, or 51%, principally due to a reduction in long-term debt outstanding. The Company's effective tax rate was 33.5% versus 35.1% for the same period last year. The decrease in the effective rate reflects an estimated higher tax benefit associated with foreign sales and a reduction in the state income tax burden.

Net earnings in the second quarter of 1996 were \$5.7 million or \$.37 per common share as compared to \$4.2 million of \$.28 per common share for 1995.

For the current year quarter, bookings decreased by 9% to \$40.9 million (pro forma to include Uson and Metrix for 1995). The decrease in bookings largely reflect lower order activity at Integrated Designs. Sales order backlog was \$38.6 million and \$36.3 million at April 30, 1996 and 1995, respectively.

SIX MONTHS ENDED APRIL 30, 1996 COMPARED TO 1995

Net sales totaled \$100.0 million as compared to \$74.2 million for the same period last year. The Industrial Controls segment experienced an increase in net sales totaling \$18.7 million or 45%. Increased shipments to Gazprom and inclusion of the latest two acquisitions, Uson and Metrix, were the principal factors affecting this segment. Net sales for the Fluid Handling segment increased by \$7.1 million to \$40.1 million, an increase of 21%, principally due to sales gains at Integrated Designs.

Gross profit of \$51.5 million in 1996 increased by \$14.0 million from the same period last year and the gross margin improved to 51.5%, up from 50.6% in 1995. Both business segments achieved slightly higher gross margins, with the improvement in the Industrial Controls segment being principally attributable to increased Gazprom shipments, while, the improvement in the Fluid Handling segment reflected the increasing contribution of Integrated Designs.

Selling, general and administrative expenses (S,G&A) increased by \$4.0 million to \$29.2 million, an increase of 16%. S,G&A as a percentage of net sales was 29.2% in 1996 and 33.9% in 1995. Inclusion of Uson and Metrix in the current year and higher commission costs were the principal factors affecting S,G&A.

Income from operations increased by \$10.0 million to \$22.3 million, accompanied by an increase in the operating margin to 22.3% versus 16.7% in the prior year period. Improvement in the operating margin largely reflects higher sales volume at Integrated Designs, increased sales to Gazprom, and favorable operating leverage achieved on the higher level of net sales. In the Industrial Controls segment, operating profit (before allocation of corporate administrative expenses) increased by \$7.5 million to \$12.2 million or 20.3% of net sales, principally due to the increased shipments to Gazprom and inclusion

of Uson and Metrix. For the Fluid Handling segment, operating profit (before allocation of corporate administrative expenses) increased by \$2.9 million to \$12.2 million or 30.5% of net sales. Sales gains by Integrated Designs accounted for the majority of this increase.

Interest expense decreased by \$.3 million or 31%, due to a decrease in long-term debt outstanding. The Company's effective tax rate was 33.5% versus 35.0% for the same period last year. The decrease in the effective rate reflects an estimated higher tax benefit associated with foreign sales and a reduction in the state tax burden.

Net earnings for the first six months of 1996 were \$14.5 million or \$.94 per common share as compared to \$7.5 million of \$.50 per common share for 1995.

For the current year, bookings increased by 17% to \$105.1 million (pro forma to include Uson and Metrix for 1995). Growth in bookings largely reflect a \$15.1 million order received from Gazprom during the first quarter.

2. FINANCIAL CONDITION, LIQUIDITY AND CAPITAL RESOURCES

Working capital increased to \$45.1 million at April 30, 1996 from \$38.9 million at October 31, 1995, principally due to a decrease in other current liabilities. Other current liabilities reflect payments on year-end bonuses and commissions, and the issuance of Roper common shares, accrued for at fiscal year-end, under the incentive stock bonus plan. For the first six months, cash flow from operations was \$12.6 million as compared to \$5.5 million for the same period last year. The increase in cash flow from operations resulted from higher net earnings for the period. Capital expenditures totaled \$3.2 million as compared to \$1.4 million for the first half of last year. Fiscal 1996 included the addition of a large machining center in the Fluid Handling segment.

Total long-term debt decreased from \$20.2 million at October 31, 1995 to \$12.7 million. As of April 30, 1996, the Company had \$40 million available under its revolving line of credit. Long-term debt to total capitalization was 9.6% at April 30, 1996 as compared to 16% at previous fiscal year-end.

In May 1996, Roper modified its principal bank credit agreement, raising the borrowing capacity to \$100 million, up from \$50 million, and obtaining more favorable financing terms. Also in May 1996, Roper completed the acquisitions of Fluid Metering, Inc. ("FMI"), by acquiring all its assets, and Gatan International, Inc. ("Gatan"), by acquiring all its capital stock. The purchase price for FMI consisted of \$23.0 million paid in cash plus 124,026 shares of Roper common shares. The purchase price for Gatan was \$50.3 million paid in cash. The cash payments to complete these acquisitions were financed under Roper's modified credit agreement, the outstanding balance under which was \$82.7

million at May 31, 1996, as a result of which the Company's long-term debt to total capitalization ratio at that date increased to approximately 40.3%. These most recent acquisitions will be accounted for under the purchase method of accounting, and accordingly, the assets acquired and liabilities assumed will be recorded at their fair values. The results of operations of the acquired companies will be included subsequent to their respective dates of acquisition.

The Company believes that internally generated cash flow and the available unused line of credit will be adequate to finance normal operating requirements. However, the rate at which the Company can reduce its debt in the balance of fiscal 1996 and beyond (and reduce the associated interest expense) will be affected by both the financing of any new acquisitions and the receipt, timing and shipment of new orders from Gazprom. The Company continues to cooperate with Gazprom in arranging for financing of its business with the Company to facilitate a more even and predictable flow of future shipments, and Gazprom formally applied in the 1996 second quarter for U.S. Export Import Bank guarantee assistance for additional purchases from CCC over the next five years. However, all aspects of the Company's future business with Gazprom will continue to require the involvement of and cooperation of numerous managers at different authority levels within Gazprom and its affiliates, will be subject to numerous and unpredictable credit, financing and other business and political risks, and cannot be assured.

PART II - OTHER INFORMATION

ITEM 4. SUBMISSION OF MATTERS TO A VOTE OF SECURITY HOLDERS

The 1996 Annual Meeting of Shareholders was conducted March 15, 1996 in Bogart, Georgia. All eleven directors serving at the time of the Annual Meeting were nominated for reelection and all were reelected. Additionally, the shareholders voted on proposed amendments to the Company's Certificate of Incorporation (i) to provide for a classified Board of directors and related matters, and (ii) to prohibit action by written consent of the shareholders.

11,781,467 of the 14,977,530 shares outstanding as of the record date were voted at the Annual Meeting. Of these, 2,187,841 shares were entitled to five votes per share and 9,593,626 shares were entitled to one vote per share. Votes were cast as follows:

| | FOR | AGAINST WITHHELD | ABSTENTIONS | BROKER NON- VOTES |
|--|--|--|-------------|-------------------------|
| 1. Directors | | | | |
| W. Lawrence Banks Luitpold von Braun Donald G. Calder John F. Fort, III E. Douglas Kenna Derrick N. Key Dudley C. Mecum George L. Ohrstrom, Jr. George Graf Schall-Riaucour Eriberto R. Scocimara Christopher Wright | 20,479,357 20,484,005 20,484,045 20,483,705 20,482,550 20,483,845 20,484,045 20,484,045 20,484,005 20,483,705 | 53,474 48,826 48,786 49,126 50,281 48,986 48,786 48,786 48,786 48,786 48,786 | | |
| 2. Amendments to Certificate Incorporation to provide for classified Board of Directors and related matters. | 14,909,474 | 3,497,344 | 13,191 | 2,112,822 |
| 3. Amendments to Certificate of Incorporation to prohibit action by written consent of shareholders. | 14,348,272 | 3,965,680 | 106,057 | 2,112,822 |

ITEM 6. EXHIBITS AND REPORTS ON FORM 8-K

a. Exhibits

- 11 (a) Statement re Computation of Per Share Earnings- Primary
- 11 (b) Statement re Computation of Per Share Earnings- Fully- Diluted
- 27 FINANCIAL DATA SCHEDULE
- b. Reports on Form 8-K None

SIGNATURES

Pursuant to the requirements of the Securities Exchange Act of 1934, this report has been signed below by the following persons on behalf of the Registrant and in the capacities and on the dates indicated.

| Signature | Title | Date |
|-----------------------|-------------------------|---------------|
| /s/ Derrick N. Key | President and Chief | |
| Derrick N. Key | Executive Officer | June 14, 1996 |
| /s/ A. Donald O'Steen | Vice President and | |
| A. Donald O'Steen | Chief Financial Officer | June 14, 1996 |

EXHIBIT INDEX TO REPORT ON FORM 10-Q

| Number | Exhibit |
|--------|---|
| | |
| 11(a) | Statement re Computation of Per Share Earnings - Primary |
| 11(b) | Statement re Computation of Per Share Earnings - Fully - Diluted |
| 27 | FINANCIAL DATA SCHEDULE |

| | Three Months Ended April 30, | | | Six Months Ended April 30, | | | | |
|---|---------------------------------|-----------------|--------------|-------------------------------|-------------|-------------------|--------------|-----------------|
| | | 1996 | | , 1995 | 1 | | , | 1995 |
| Net Earnings | \$ === | 5,653 ====== | \$ ===== | 4,214 ====== | \$ ==== | 14,462 ======= | \$ | 7,452 ====== |
| Common and common equivalent shares used to compute earnings per share: | | | | | | | | |
| Weighted average number of common shares outstanding | 14, | 990,509 | 14, | 867,898 | 14, | 980,515 | 14, | 836,601 |
| Common stock equivalents-stock options (a) | | 443,780 | | 199,585 | | 383,431 | | 203,074 |
| Weighted average common and common equivalent shares outstanding | 15, === | 434,289 | 15, ===== | 967,483 ====== | 15, ==== | 363,946 | 15, ===== | .039,675 |
| Net earings per common share | \$ === | 0.37 | \$ ===== | 0.28 ====== | \$ ==== | 0.94 ====== | \$ | 0.50 |

⁽a) Employee stock options outstanding are included in the calculation of primary earnings per share by applying the "Treasury Stock" method. Such calculations are made using the average daily market prices for the period.

| | Three Months Ended April 30, | | | Six Months Ended April 30, | | | | |
|---|---------------------------------|-----------------|--------------|-------------------------------|-----------|---------------------|--------|---------------------|
| | | 1996 | | 1995 | | 1996 | | 1995 |
| Net Earnings | \$ === | 5,653 ====== | \$ | 4,214 ====== | \$ === | 14,462 ======= | \$ | 7,452 ====== |
| Common and common equivalent shares used to compute earnings per share: | | | | | | | | |
| Weighted average number of common shares outstanding | 14 | ,990,509 | 14 | ,867,898 | 1 | 4,980,515 | 1 | 4,836,601 |
| Common stock equivalents-stock options (a) | | 455,108 | | 209,197 | | 437,495 | | 214,120 |
| Weighted average common and common equivalent shares outstanding | 15 === | , 445, 617 | 15, ===== | ,077,095 ====== | 1 === | 5,418,010 ====== | 1:==== | 5,050,721 ====== |
| Net earings per common share | \$ === | 0.37 | \$ ===== | 0.28 | \$ === | 0.94 | \$ | 0.50 |

(a) Employee stock options outstanding are included in the calculation of fully diluted earnings per share by applying the "Treasury Stock" method. Such calculations are made using the highest of the average daily market prices or the market price at the end of quarter, in order to reflect the maximum potential dilution.

for the period.

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6-MOS
       OCT-31-1996
          NOV-01-1995
           APR-30-1996
                      1,955
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                37,279
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154,876
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          14,462
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                 14,462
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SEE ACCOMPANYING NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS.