# SECURITIES AND EXCHANGE COMMISSION 

Washington, D.C. 20549
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 June 30, 1997
OR
TRANSITION REPORT PURSUANT TO SECTION 13 OR 15(d) OF THE SECURITIES EXCHANGE ACT OF 1934
For the transition period from $\qquad$ to $\qquad$

Commission File Number 1-475
A.O. SMITH CORPORATION
Delaware 39-0619790
(State of Incorporation) (IRS Employer ID Number)
P. O. Box 23972, Milwaukee, Wisconsin 53223-0972

Telephone: (414) 359-4000

Indicate by check mark whether the registrant (1) has filed all reports required to be filed by Section 13 or $15(\mathrm{~d})$ of the Securities Exchange Act of 1934 during the preceding 12 months and (2) has been subject to such filing requirements for the past 90 days. Yes $X$ No

Class A Common Stock Outstanding as of July 31, 1997: 5,825,398
Common Stock Outstanding as of July 31, 1997: 11, 751, 648
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A. O. Smith Corporation

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PART I - FINANCIAL INFORMATION
ITEM 1 - FINANCIAL STATEMENTS
A.O. SMITH CORPORATION

CONDENSED CONSOLIDATED STATEMENT OF EARNINGS
AND RETAINED EARNINGS
Three and Six months ended June 30, 1997 and 1996 (000 omitted except for per share data) (unaudited)

|  | Three Months Ended June 30 |  | Six Months Ended June 30 |  |
| :---: | :---: | :---: | :---: | :---: |
| EARNINGS | 1997 | 1996 | 1997 | 1996 |
| Electric Motor Technologies | \$110, 771 | \$95, 067 | \$204,698 | \$187,368 |
| Water Systems Technologies | 71,374 | 72,706 | 142,346 | 141, 237 |
| Storage \& Fluid Handling Technologies | 42,793 | 38,695 | 74,142 | 72,654 |
| NET SALES | 224,938 | 206,468 | 421,186 | 401, 259 |
| Cost of products sold | 176,296 | 161, 803 | 329,746 | 316,174 |
| Gross profit | 48,642 | 44,665 | 91,440 | 85,085 |
| Selling, general and administrative expenses | 29,845 | 27,558 | 57,238 | 54,732 |
| Interest expense/(income)-net | (915) | 1,924 | 1,329 | 3,801 |
| Other expense - net | 759 | 1,812 | 1,691 | 3,199 |
|  | 18,953 | 13,371 | 31,182 | 23,353 |
| Provision for income taxes | 6,694 | 5,174 | 11,085 | 8,983 |
| Earnings before equity in loss of joint ventures | 12,259 | 8,197 | 20,097 | 14,370 |
| Equity in loss of joint ventures | (581) | (904) | $(1,298)$ | $(1,310)$ |
| EARNINGS FROM CONTINUING OPERATIONS | 11,678 | 7,293 | 18,799 | 13,060 |
| EARNINGS FROM DISCONTINUED OPERATIONS |  |  |  |  |
| Earnings (Less related income tax provisions |  |  |  |  |
| 1997-\$826 and \$7,150; 1996-\$5,999 and \$12,379) | 1,461 | 11,439 | 14,251 | 23,014 |
| Gain on disposition (Less related income |  |  |  |  |
| NET EARNINGS | 107,755 | 18,732 | 127,666 | 36,074 |

RETAINED EARNINGS

| Balance at beginning of period | 341,712 | 287,955 | 325,361 | 273,751 |
| :---: | :---: | :---: | :---: | :---: |
| Cash dividends on common shares | $(3,238)$ | $(3,556)$ | $(6,798)$ | $(6,694)$ |
| BALANCE AT END OF PERIOD | \$446, 229 | \$303, 131 | \$446, 229 | \$303, 131 |
| NET EARNINGS PER COMMON SHARE |  |  |  |  |
| Continuing Operations | \$ . 62 | \$ . 35 | \$ . 96 | \$ . 62 |
| Discontinued Operations | 5.09 | . 55 | 5.55 | 1.10 |
| NET EARNINGS | \$ 5.71 | \$ . 90 | \$ 6.51 | \$ 1.72 |
| DIVIDENDS PER COMMON SHARE | \$ . 17 | \$ . 17 | \$ . 34 | \$ . 32 |

See accompanying notes to unaudited condensed consolidated financial statements.

PART I--FINANCIAL INFORMATION
ITEM 1--FINANCIAL STATEMENTS
A.O. SMITH CORPORATION

CONDENSED CONSOLIDATED BALANCE SHEET
June 30, 1997 and December 31, 1996 (000 omitted)

| (unaudited) |  |  |
| :---: | :---: | :---: |
| ASSETS |  |  |
| CURRENT ASSETS |  |  |
| Cash and cash equivalents (note 2) | \$220,329 | \$6,405 |
| Receivables | 135,080 | 121,571 |
| Inventories (note 4) | 90,220 | 80,445 |
| Deferred income taxes | 12,400 | 12,416 |
| Other current assets | 4,860 | 4,537 |
| Net current assets-discontinued operations (note 3 ) | - | 13,836 |
| TOTAL CURRENT ASSETS | 462,889 | 239,210 |
| Investments in and advances to joint ventures <br> 20, 716 <br> 14,579 |  |  |
| Other assets | 105,366 | 90,945 |
| Property, plant and equipment | 431,523 | 407,016 |
| Less accumulated depreciation | 232,724 | 224,416 |
| Net property, plant and equipment | 198,799 | 182,600 |
| Net long-term assets-discontinued operations (note 3) | 28,849 | 357,654 |
| TOTAL ASSETS | \$816, 619 | \$884,988 |

PART I--FINANCIAL INFORMATION
ITEM 1--FINANCIAL STATEMENTS

> A.O. SMITH CORPORATION
> CONDENSED CONSOLIDATED BALANCE SHEET June 30, 1997 and December 31,1996 $(000$ omitted $)$
(continued...)
(unaudited) June 30, 1997 Dec. 31, 1996

LIABILITIES AND STOCKHOLDERS' EQUITY
CURRENT LIABILITIES

Trade payables
Accrued payroll and benefits
Accrued income taxes
Long-term debt due within one year
Other current liabilities
Net current liabilities-discontinued
operations (note 3 )
TOTAL CURRENT LIABILITIES
Long-term debt (note 5)
Other liabilities
Deferred income taxes
Postretirement benefit obligation

STOCKHOLDERS' EQUITY:
Class A common stock, \$5 par value:
authorized 14,000,000 shares; issued
5,838,858 and 5,846,158
Common stock, \$1 par value: authorized
60,000,000 shares; issued 15,860,792
and $15,853,492$
Capital in excess of par value
Retained earnings (note 5)
Cumulative foreign currency translation adjustments
Treasury stock at cost
TOTAL STOCKHOLDERS' EQUITY
TOTAL LIABILITIES AND STOCKHOLDERS'
EQUITY

| $\$ 61,402$ | $\$ 82,952$ |
| ---: | ---: |
| 23,712 | 25,653 |
| 51,273 | 1,351 |
| 5,225 | 11,932 |
| 27,813 | 16,500 |
| 8,639 | - |
| -------- |  |
| 178,064 | 138,388 |
|  |  |
| 105,747 | 238,446 |
| 41,833 | 35,244 |
| 29,800 | 31,271 |
| 15,706 | 17,000 |

29,194 29,231

| 15,861 | 15,853 |
| ---: | ---: |
| 71,642 | 69,410 |
| 446,229 | 325,361 |


| $(9,074)$ | $(7,401)$ |
| ---: | ---: |
| $(108,383)$ | $(7,815)$ |
| -------- |  |
| 445,469 | 424,639 |
| ----- | $---\cdots$ |
| $\$ 816,619$ | $\$ 884,988$ |
| $=======$ | $=======$ |

See accompanying notes to unaudited condensed consolidated financial statements.

## A.O. SMITH CORPORATION

CONDENSED CONSOLIDATED STATEMENT OF CASH FLOWS Six Months Ended June 30, 1997 and 1996 (000 omitted)

|  | $\begin{gathered} \text { (unaudited) } \\ 1997 \end{gathered}$ | 1996 |
| :---: | :---: | :---: |
| CASH FLOW FROM OPERATING ACTIVITIES |  |  |
| CONTINUING |  |  |
| Net earnings | \$ 18,799 | \$ 13,060 |
| Adjustments to reconcile net earnings to net cash provided by operating activities: |  |  |
| Depreciation | 11,708 | 10,971 |
| Deferred income taxes | $(1,455)$ | $(2,997)$ |
| Equity in loss of joint ventures | 1,298 | 1,310 |
| Net change in current assets and liabilities | $(20,209)$ | 8,651 |
| Net change in noncurrent assets and liabilities | 2,978 | 4,667 |
| Other - net | 4,619 | 1,397 |
| CASH PROVIDED BY OPERATING ACTIVITIES | 17,738 | 37,059 |
| CASH FLOW FROM INVESTING ACTIVITIES |  |  |
| Capital expenditures | $(23,801)$ | $(17,701)$ |
| Capitalized purchased software costs | (730) | (879) |
| Investment in joint ventures | $(9,022)$ | $(5,192)$ |
| Acquisition of business (net of cash acquired) | $(59,897)$ | $(1,111)$ |
| CASH USED BY INVESTING ACTIVITIES | $(93,450)$ | $(24,883)$ |
| CASH FLOW FROM CONTINUING OPERATIONS |  |  |
| BEFORE FINANCING ACTIVITIES | $(75,712)$ | 12,176 |
| DISCONTINUED (note 3) |  |  |
| Cash provided / (used) by operating activities | $(95,549)$ | 55,954 |
| Cash used by investing activities | $(52,456)$ | $(70,575)$ |
| Proceeds from disposition | 727,423 | - |
| Tax payments associated with disposition | $(45,213)$ | - |
| CASH FLOW FROM DISCONTINUED OPERATIONS |  |  |
| BEFORE FINANCING ACTIVITIES | 534,205 | $(14,621)$ |
| CASH FLOW FROM FINANCING ACTIVITIES |  |  |
| Long-term debt incurred | - | 12,261 |
| Long-term debt retired | $(139,406)$ | $(3,725)$ |
| Purchase of common stock held in treasury | $(101,579)$ | - |
| Proceeds from common stock options exercised | 2,880 | 20 |
| Tax benefit from exercise of stock options | 334 | 16 |
| Dividends paid | $(6,798)$ | $(6,694)$ |
| CASH PROVIDED / (USED) BY |  |  |
| FINANCING ACTIVITIES | $(244,569)$ | 1,878 |
| Net increase / (decrease) in cash and cash equivalents | 213,924 | (567) |
| Cash and cash equivalents-beginning of period (note 2) | 6,405 | 4,807 |
| CASH AND CASH EQUIVALENTS AT |  |  |
| END OF PERIOD | \$220,329 | \$ 4,240 |

See accompanying notes to unaudited condensed consolidated financial statements.

## 1. Basis of Presentation

The financial statements presented herein are based on interim figures and are subject to audit. In the opinion of management, all adjustments consisting of normal accruals considered necessary for fair presentation of the results of operations and of financial position have been made. The results of operations for the six-month period ended June 30, 1997 are not necessarily indicative of the results expected for the full year. The consolidated balance sheet as of December 31, 1996 is derived from the audited financial statements but does not include all disclosures required by generally accepted accounting principles.
2. Statement of Cash Flows

For purposes of the Consolidated Statement of Cash Flows, cash and cash equivalents include short-term investments held primarily for cash management purposes. These investments normally mature within three months from the date of acquisition.
3. Discontinued Operations

On January 27, 1997 the corporation reached a definitive agreement with Tower Automotive, Inc. regarding the sale of A. O. Smith's automotive products business. On April 18, 1997 the corporation completed on this transaction receiving gross proceeds of approximately $\$ 727$ million, which reflect additional investment and working capital changes from the initial price of $\$ 625$ million and is subject to final adjustment. The transaction excluded the sale of the corporation's $40 \%$ interest in its Mexican automotive affiliate, Metalsa S.A.

The results of the automotive products business have been reported separately as discontinued operations. Prior year consolidated financial statements have been restated to present the automotive products business as discontinued.
4. Inventories
(000 omitted) June 30, 1997 December 31, 1996

Finished products
Work in process
Raw materials
Supplies

Allowance to state inventories at LIFO cost

| $\$ 51,292$ | $\$ \quad 51,706$ |
| ---: | ---: |
| 16,658 | 19,593 |
| 50,420 | 37,594 |
| 1,738 | 1,368 |
| ----- | ----- |
| 120,108 | 110,261 |

5. Long-Term Debt

The corporation's long-term credit agreements contain certain conditions and provisions which restrict the corporation's payment of dividends. The company recently renegotiated some of its debt covenants with respect to these agreements and if they had been in effect at June 30, 1997 under the most restrictive of these provisions, retained earnings of $\$ 145.5$ million were unrestricted for cash dividends and treasury stock purchases.

PART I - FINANCIAL INFORMATION
ITEM 2 - MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION AND RESULTS OF OPERATIONS

RESULTS OF OPERATIONS
FIRST SIX MONTHS OF 1997 COMPARED TO 1996
Sales of $\$ 224.9$ million in the second quarter of 1997 surpassed last year's second quarter by $\$ 18.4$ million or about nine percent. Sales from continuing operations for the first half of 1997 were $\$ 421.2$ million or five percent better than the $\$ 401.3$ million of sales in the same period of 1996. Excluding the sales of UPPCO, the manufacturer of subfractional motors acquired on March 31, 1997, the year over year sales comparison for both the second quarter and first six months were flat.

Second quarter earnings from continuing operations were $\$ 11.7$ million in 1997 or 60 percent higher than the $\$ 7.3$ million earned in the second quarter last year. On a per share basis, second quarter earnings increased from \$. 35 in 1996 to $\$ .62$ in 1997. The corporation's 1997 first half earnings from continuing operations increased to $\$ 18.8$ million from $\$ 13.1$ million, or to $\$ .96$ per share from $\$ .62$ per share.

On April 18, 1997, the corporation sold its automotive products business to Tower Automotive, Inc. The company received gross proceeds of approximately $\$ 727$ million which reflect additional investment and working capital changes from the initial price of $\$ 625$ million. The after-tax gain on the sale was $\$ 94.6$ million while after-tax earnings on the operation of the business from January 1, 1997 through the sale date were $\$ 14.3$ million. Net earnings for the first half of the year including those associated with the sale and operations of the automotive products business were $\$ 127.7$ million or $\$ 6.51$ per share.

The corporation's Mexican automotive affiliate, Metalsa S. A. was not included in the aforementioned sale to Tower Automotive. Negotiations regarding the sale of the corporation's interest in this entity are ongoing. The corporation's investment in Metalsa is reflected as a net long-term asset of discontinued operations in the accompanying financial statements.

Certain reserves associated with the disposition of the automotive business are shown as net current liabilities of discontinued operations while approximately $\$ 45$ million of unpaid taxes associated with the gain on the sale are reflected as income taxes payable.

The gross profit margin through the first half of the year was 21.7 percent, improved from a 21.2 percent margin for the same period last year. The increase in the first half was due mostly to the absence of the industry-wide pricing concessions that were prevalent throughout the water heater industry in 1996 which adversely affected the Water Systems Technologies segment. The second quarter gross profit margin was 21.6 percent in both 1997 and 1996. The favorable impact of better pricing for water heaters in 1997 was offset by lower margins in the other two segments.

Second quarter sales for Electric Motor Technologies were $\$ 110.8$ million or $\$ 15.7$ million higher than the same period last year. Excluding approximately $\$ 18$ million of second quarter sales associated with the UPPCO acquisition, sales for this segment declined from the prior year second quarter. The volume decline was due to the abnormally cool summer weather that has occurred throughout the country and resulted in depressed sales of air conditioners and swimming pool pumps. Sales through the first half of 1997 for this segment were $\$ 204.7$ million including the UPPCO sales, compared with \$187.4 million for the same period in 1996.

Operating earnings for the Electric Motors Technologies segment for the second quarter and the first half of 1997 improved approximately 7 percent over their respective periods in 1996. Most of the increase in earnings was due to the additional volume associated with the UPPCO acquisition.

Second quarter sales for Water Systems Technologies decreased 1.8 percent from the second quarter of 1996. There were two major causes for the sales decline. First, weakness in the residential water heater market offset volume increases in the commercial market. Secondly, the second quarter of 1996 benefited from a surge in demand in anticipation of the conclusion of an industry-wide volume discount program. Sales were essentially flat for the first six months of 1997 compared with 1996.

Water Systems Technologies profits for both the second quarter and first half were up more than 21 percent over the same periods in 1996. Although sales did not change significantly from 1996 levels, better pricing due to the absence of industry-wide discounting which was prevalent in the first half of 1996 resulted in improved profits.

Second quarter sales for the Storage \& Fluid Handling segment were \$42.8 million or nearly 11 percent higher than the second quarter of 1996. The increase in sales was attributable to a strong market for dry storage applications and fiberglass piping sales to the chemical industry. The market for liquid storage tanks continued to trail the prior year due to weaker demand by municipal water treatment customers. Year-to-date sales for this segment reflected a two percent increase over the first half of 1996.

1997 second quarter earnings for Storage \& Fluid Handling Technologies were higher than the second quarter of 1996 as a result of the increased volume and a more favorable sales mix for fiberglass piping. Earnings for this segment through the first half of the year were slightly higher than the first six months of 1996 as the impact of lower volume for liquid storage tanks was more than offset by increased volumes for dry storage tanks and the previously mentioned favorable sales mix for fiberglass piping.

Selling, general and administrative (SG\&A) expenses for the second quarter were $\$ 2.3$ million higher than the same period in 1996 and remained constant as a percent of sales for the 1996 and 1997 second quarters. A portion of the increase in SG\&A was due to the inclusion of UPPCO's SG\&A's expense.

During the second quarter, the corporation recognized net interest income of $\$ .9$ million compared to net interest expense of $\$ 1.9$ million in the second quarter of 1996 as approximately $\$ 3.0$ million of interest income from investing the cash proceeds of the automotive business sale was recognized in the second quarter of 1997.

The effective tax rate for the first half of 1997 was 35.5 percent compared with a rate of 38.5 percent for the first half of 1996 . Th rate benefited from the impact of the utilization of state tax loss
carryforwards associated with a liquidated subsidiary as well as research and development tax credits.

During the first half of 1997, the corporation was a party to futures contracts for the purposes of hedging a portion of certain raw material purchases. The corporation was also a party to forward foreign exchange contracts to hedge foreign currency transactions consistent with its committed exposures. Had these contracts not been in place, the net earnings of the corporation would not have been materially affected in the first half of 1997.

## Liquidity and Capital Resources

The corporation's working capital from continuing operations was $\$ 293.5$ million at June 30, 1997 compared with $\$ 87.0$ million at December 31, 1996. The majority of the increase is attributed to the cash proceeds that the corporation received from the sale of its automotive products business. The corporation plans to use the cash to continue to repurchase stock and make acquisitions in its three core businesses. Cash flow from operations was $\$ 87.9$ million less than the same period last year primarily due to the $\$ 60$ million acquisition of UPPCO in the first quarter of 1997 as well as higher investments in capital expenditures and joint ventures.

As mentioned in prior SEC filings, a portion of the after-tax cash proceeds from the sale of the automotive products business was used to pay down debt and repurchase stock. The corporation's total debt decreased $\$ 139.4$ million from $\$ 250.4$ million at the end of December 1996 to $\$ 111.0$ million at the end of June 1997. As of June 30, 1997, three million shares of stock had been repurchased for $\$ 101.6$ million. On June 10, 1997, the corporation's Board of Directors authorized the repurchase of up to $\$ 80$ million of additional common stock. This authorization is in addition to the 3 million shares the Board approved for repurchase on January 28, 1997.

Capital expenditures of continuing operations during the first six months of 1997 were $\$ 23.8$ million, $\$ 6.1$ million higher than during the same period last year. The increase in capital expenditures is primarily attributable to the purchase of new equipment for the hermetic HVAC motor operations of the Electric Motor Technologies business. The corporation expects that cash flow from continuing operations will cover 1997 capital expenditures.

At its June 10, 1997 meeting, A. O. Smith's Board of Directors declared a regular quarterly dividend at $\$ .17$ per share on its common stock (Classes A and Common). The dividend is payable on August 15, 1997 to shareholders of record July 31, 1997.

## Forward Looking Statements

Certain statements in this report are forward-looking statements Although the corporation believes that its expectations are based upon reasonable assumptions within the bounds of its knowledge of its business, there can be no assurance that its financial goals will be realized. Although a significant portion of the corporation's sales are derived from the replacement of previously installed product and such sales are therefore less volatile, numerous factors may affect actual results and may cause results to differ materially from those expressed in forwardlooking statements made by or on behalf of the corporation. Among such numerous factors the corporation includes the continued strong growth of the worldwide heating, ventilating and air conditioning market, the stability of the pricing environment for residential water heaters and the successful implementation of the corporation's joint venture strategies in China.

PART II - OTHER INFORMATION
ITEM 1 - LEGAL PROCEEDINGS
The corporation is involved in various unresolved legal actions, administrative proceedings and claims in the ordinary course of its business involving product liability, property damage, insurance coverage, patents and environmental matters including the disposal of hazardous waste. Although it is not possible to predict with certainty the outcome of these unresolved legal actions or the range of possible loss or recovery, the corporation believes these unresolved legal actions will not have a material effect on its financial position or results of operations.

There have been no material changes in the environmental matters previously reported in Part 1, Item 3 in the corporation's annual report on Form 10-K Report for the year ended December 1996, and Part 2, Item 1 in the quarterly report on Form 10-Q for the quarter ended March 31, 1997 which are incorporated herein by reference.

## ITEM 4 - SUBMISSION OF MATTERS TO A VOTE OF SECURITY HOLDERS

On April 21, 1997, the corporation mailed a proxy statement to its stockholders relating to the annual meeting of stockholders on May 21, 1997. The annual meeting included the election of directors and the consideration and action upon proposals to approve the Amended and Restated A. O. Smith Corporation Executive Compensation Plan and to approve the ratification of Ernst \& Young LLP as the independent auditors of the corporation for 1997 and to act upon two stockholder proposals to separate the position of Chairman and President and concerning executive compensation review.

On May 1, 1997 Mr. Russell G. Cleary, a director of the Company since 1984 and a nominee for election passed away. On May 19, 1997 the Board of Directors reduced the size of the Board from nine directors to eight thereby eliminating the position for which Mr. Cleary was nominated.

Directors are elected by a plurality of the votes cast, by proxy or in person, with the holders voting as separate classes. A plurality of votes means that the nominees who receive the greatest number of votes cast are elected as directors. Consequently, any shares which are not voted, whether by abstention, broker non-votes or otherwise, will have no effect on the election of directors.

For all matters considered at the meeting except the election of directors, both class A common and regular common stock vote together, with the Class A Common Stock entitled to one vote per share and the Common Stock entitled to 1/10th vote per share. An abstention will have the same effect as a "no" vote. Where brokers withhold voting authority, a broker non-vote will have no effect on the outcome

1. Election of Directors

|  | Votes For | Votes <br> Withheld | Broker <br> Non-Votes |
| :--- | :---: | :---: | :---: |
| Class A Common Stock Directors |  |  |  |
| Tom H. Barrett | $5,641,159$ | 4,096 | 0 |
| Glen R. Bomberger | $5,641,155$ | 4,100 | 0 |
| Robert J. O'Toole | $5,638,239$ | 7,016 | 0 |
| Donald J. Schuenke | $5,641,090$ | 4,165 | 0 |
| Arthur O. Smith | $5,641,169$ | 4,086 | 0 |
| Bruce M. Smith | $5,641,169$ | 4,086 | 0 |
| Common Stock Directors |  |  |  |
| Leander W. Jennings | $11,236,032$ | 107,541 | 0 |
| Dr. Agnar Pytte | $11,236,173$ | 107,400 | 0 |

2. Approve the Amended and Restated A. O. Smith Corporation Executive Incentive Compensation Plan

|  | Votes For | Votes <br> Against | Broker <br> Abstentions | Non-Votes |
| :--- | :---: | :---: | :---: | :---: |
| COMBINED CLASS VOTE: <br> Class A Common Stock and <br> Common Stock (1/10th vote) | $6,742,212$ | 23,852 | 13,548 | 0 |

3. Ratification of Ernst \& Young LLP as Independent Auditors

|  | Votes For | Votes <br> Against | Broker <br> Abstentions | Non-Votes |
| :--- | :---: | :---: | :---: | :---: |
| COMBINED CLASS VOTE: |  |  |  |  |
| Class A Common Stock and <br> Common Stock (1/10th vote) | $6,771,541$ | 2,915 | 5,156 | 0 |

4. Stockholder Proposal to Separate the Position of Chairman and President

|  | Votes For | Votes <br> Against | Broker <br> Abstentions | Non-Votes |
| :--- | :---: | :---: | :---: | :---: |
| COMBINED CLASS VOTE: |  |  |  |  |
| Class A Common Stock and <br> Common Stock (1/10th vote) | 159,837 | $6,440,059$ | 31,735 | 0 |

5. Stockholder Proposal Concerning Executive Compensation Review

|  | Votes For | Votes <br> Against | Broker <br> Abstentions | Non-Votes |
| :--- | :---: | :---: | :---: | :---: |
| COMBINED CLASS VOTE: |  |  |  |  |
| Class A Common Stock and |  |  |  |  |

ITEM 6 - EXHIBITS AND REPORTS ON FORM 8-K
(a) Exhibits
(27) Financial Data Schedule
(b) Reports on Form 8-K

A current report on Form 8-K was voluntarily filed by the corporation on May 5, 1997. The Form 8-K stated that on April 18, 1997, the corporation consummated the sale of its automotive products business to Tower Automotive, Inc.

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.

## A. O. SMITH CORPORATION

## August 13, 1997

/s/ John J. Kita
John J. Kita
Vice President,
Treasurer and Controller

August 13, 1997
/s/ G. R. Bomberger
G. R. Bomberger

Executive Vice President and Chief Financial Officer

## Exhibit

Number Description
(27) Financial Data Schedule

THE SCHEDULE CONTAINS SUMMARY FINANCIAL INFORMATION EXTRACTED FROM THE CONSOLIDATED FINANCIAL STATEMENTS OF A.O. SMITH CORPORATION AS OF AND FOR THE SIX MONTHS ENDED JUNE 30, 1997 AND IS QUALIFIED IN ITS ENTIRETY BY REFERENCE TO SUCH FINANCIAL STATEMENTS.

1,000

