```
                            FORM 10-Q
        SECURITIES AND EXCHANGE COMMISSION
                        Washington, D.C. 20549
        Quarterly Report Under Section 13 or 15 (d)
        of the Securities Exchange Act of 1934
For Quarter Ended September 30, 1995
Commission File Number 1-8351
    CHEMED CORPORATION
    (Exact name of registrant as specified in its charter)
```

Delaware
(State or other jurisdiction of incorporation or organization)

31-0791746
(IRS Employer Identification No.)

```
2 6 0 0 \text { Chemed Center, 255 E. Fifth Street, Cincinnati, Ohio 45202}
(Address of principal executive offices) (Zip code)
(513) 762-6900
(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. Yes X No ---- ---
Indicate the number of shares outstanding of each of the issuer's classes of common stock, as of the latest practicable date.
\begin{tabular}{lll} 
Class & Amount & Date \\
Capital Stock & \(9,849,795\) Shares & October 31, 1995 \\
\(\$ 1\) Par Value & &
\end{tabular}
```

CHEMED CORPORATION AND SUBSIDIARY COMPANIES

## Index

PART I. FINANCIAL INFORMATION:

Item 1. Financial Statements
Consolidated Balance Sheet -
September 30, 1995 and December 31, 1994

Consolidated Statement of Income Three months and nine months ended September 30, 1995 and 1994

Consolidated Statement of Cash Flows

Item 2. Management's Discussion and Analysis of
Financial Condition and Results of
Operations

```
PART II. OTHER INFORMATION
1 4
```


# PART I. FINANCIAL INFORMATION <br> Item 1. Financial Statements <br> CHEMED CORPORATION AND SUBSIDIARY COMPANIES <br> CONSOLIDATED BALANCE SHEET <br> (in thousands except share and per share data) <br> UNAUDITED 

ASSETS
Current assets

Cash and cash equivalents
Marketable securities
Accounts receivable, less allowances of \$3,391 (1994 - \$2,974)
Current portion of notes receivable
Inventories Raw materials Finished goods and general merchandise
Statutory deposits
Other current assets
Total current assets
Other investments
Note receivable
Properties and equipment, at cost less accumulated depreciation of $\$ 45,527$ (1994 - $\$ 40,375$ )
Identifiable intangible assets less accumulated amortization of $\$ 2,416$ (1994 - \$1,928)
Goodwill less accumulated amortization of \$20,261 (1994 - \$17,346)
Other assets
Total Assets
LIABILITIES
Current liabilities
Accounts payable
Bank notes and loans payable
Current portion of long-term debt
Income taxes
Deferred contract revenue
Other current liabilities
Total current liabilities
Deferred income taxes
Long-term debt
Other liabilities and deferred income
Minority interest

## Total Liabilities

STOCKHOLDERS' EQUITY
Capital stock-authorized 15,000,000 shares \$1 par;
issued $12,495,125$ (1994-12,369,212) shares
Paid-in capital
Retained earnings
Treasury stock - 2,651,213 (1994-2,504,641) shares, at cost
Unearned compensation - ESOPs
Unrealized appreciation on investments

```
Total Stockholders' Equity
Total Liabilities and Stockholders' Equity
```



| \$ | 9,270 | \$ | 4,722 |
| :---: | :---: | :---: | :---: |
|  | 24,902 |  | 19,517 |
|  | 85,955 |  | 81,822 |
|  | 9,773 |  | 5,740 |
|  | 9,799 |  | 8,086 |
|  | 48,885 |  | 52,187 |
|  | 18,887 |  | 14,408 |
|  | 12,694 |  | 11,245 |
| $\begin{array}{r} 220,165 \\ 92,578 \end{array}$ |  |  | 197,727 |
|  |  |  | 85, 073 |
|  |  |  | 5,455 |
| 74,724 |  |  | 77,116 |
| 17,833 |  |  | 21,192 |
| 118,082 |  |  | 113,417 |
| 7,096 |  |  | 5,503 |
| \$ | 530,478 |  | 505,483 |


| 29,728 | \$ 31,386 |
| :---: | :---: |
| 25,000 | 25,000 |
| 6,907 | 6,391 |
| 15,284 | 17,233 |
| 23,519 | 22,630 |
| 50,352 | 40,026 |
| 150,790 | 142,666 |
| 12,789 | 7,606 |
| 88, 002 | 92,133 |
| 34,352 | 40,564 |
| 39,607 | 36,194 |
| 325,540 | 319,163 |


| 12,495 | 12,369 |
| :---: | :---: |
| 142,226 | 138,733 |
| 128,152 | 123,993 |
| $(76,338)$ | $(71,230)$ |
| $(34,643)$ | $(38,486)$ |
| 33, 046 | 20,941 |
| 204,938 | 186,320 |
| \$ 530,478 | \$ 505,483 |

See accompanying notes to unaudited financial statements.

* Reclassified to conform to 1995 presentation.

CHEMED CORPORATION AND SUBSIDIARY COMPANIES
CONSOLIDATED STATEMENT OF INCOME
UNAUDITED
(in thousands except per share data)

|  | Three Months Ended September 30, |  | Nine Months Ended September 30, |  |
| :---: | :---: | :---: | :---: | :---: |
|  | 1995 | 1994* | 1995 | 1994* |
| Continuing Operations |  |  |  |  |
| Sales | \$112, 442 | \$107, 230 | \$337, 900 | \$ 308,925 |
| Service revenues | 65,112 | 58,859 | 186, 856 | 170,617 |
| Total sales and service revenues | 177,554 | 166, 089 | 524,756 | 479, 542 |
| Cost of goods sold | 78,461 | 73,356 | 233,904 | 212, 682 |
| Cost of services provided | 39,870 | 37,511 | 115, 235 | 106,557 |
| Selling and marketing expenses | 24,120 | 24,604 | 75,664 | 72, 218 |
| General and administrative expenses | 22,752 | 19,914 | 67,231 | 59,749 |
| Depreciation | 3,132 | 2,651 | 8,956 | 8, 034 |
| Nonrecurring expenses | 538 | 1,705 | 538 | 1,705 |
| Total costs and expenses | 168,873 | 159,741 | 501, 528 | 460, 945 |
| Income from operations | 8,681 | 6,348 | 23,228 | 18,597 |
| Interest expense | $(2,117)$ | $(2,304)$ | $(6,339)$ | $(6,518)$ |
| Other income, net | 4,775 | 2,640 | 15,151 | 9,927 |
| Income before income taxes and minority interest | 11,339 | 6,684 | 32,040 | 22,006 |
| Income taxes | $(4,379)$ | $(2,287)$ | $(12,220)$ | $(8,172)$ |
| Minority interest in earnings of subsidiaries | $(1,252)$ | $(1,187)$ | $(3,422)$ | $(2,959)$ |
| Income from continuing operations | 5,708 | 3,210 | 16,398 | 10,875 |
| Discontinued Operations | 1,842 | 1,884 | 2,743 | 7,913 |
| Net Income | \$ 7,550 | \$ 5, 094 | \$ 19, 141 | \$ 18,788 |
| Earnings Per Common Share |  |  |  |  |
| Income from continuing operations | \$ . 58 | \$ . 33 | \$ 1.66 | \$ 1.10 |
| Net income | \$ . 77 | \$ . 52 | \$ 1.94 | \$ 1.91 |
| Average Number of Shares Outstanding | 9,866 | 9,867 | 9,866 | 9,846 |
| Cash Dividends Paid Per Share | \$ . 52 | \$ . 51 | \$ 1.54 | \$ 1.53 |

See accompanying notes to unaudited financial statements.

* Reclassified to conform to 1995 presentation.

|  | Nine Mo Septe | $\begin{aligned} & \text { is Ended } \\ & \text { er } 30 \text {, } \end{aligned}$ |
| :---: | :---: | :---: |
|  | 1995 | 1994* |
| Cash Flows From Operating Activities |  |  |
| Net income | \$ 19, 141 | \$ 18,788 |
| Adjustments to reconcile net income to net cash |  |  |
| provided by operating activities: |  |  |
| Depreciation and amortization | 13,411 | 11,816 |
| Gains on sale of investments | $(9,078)$ | $(5,345)$ |
| Minority interest in earnings of subsidiaries | 3,422 | 2,959 |
| Discontinued operations | $(2,743)$ | $(7,913)$ |
| Provision for uncollectible accounts receivable | 1,401 | 1,210 |
| Provision for deferred income taxes | (1, 063 ) | (893) |
| Purchase of trading securities | - | (2,000) |
| Proceeds from sale of trading securities | - | 1, 041 |
| Changes in operating assets and liabilities, excluding amounts acquired in business combinations |  |  |
| Increase in accounts receivable | $(4,403)$ | $(10,992)$ |
| Increase in inventories and other current assets | $(4,620)$ | $(3,408)$ |
| (Increase)/decrease in statutory deposits | $(4,479)$ | 495 |
| Increase in accounts payable, deferred contract revenue and other current liabilities | 4,613 | 8,488 |
| Increase in income taxes | 358 | 2,733 |
| Other - net | $(1,430)$ | (67) |
| Net cash provided by operating activities | 14,530 | 16,912 |
| Cash Flows From Investing Activities |  |  |
| Proceeds from sale of investments | 17,296 | 8,905 |
| Business combinations, net of cash acquired | $(10,737)$ | $(17,199)$ |
| Capital expenditures | $(10,215)$ | $(14,485)$ |
| Net proceeds from sale of divested operations | 10,000 | - |
| Net proceeds from sale of discontinued operations | 2,890 | 8,313 |
| Purchase of investments | $(1,948)$ | (453) |
| Other - net | 118 | 1,818 |
| Net cash provided/(used) by investing activities | 7,404 | $(13,101)$ |
| Cash Flows From Financing Activities |  |  |
| Dividends paid | $(15,202)$ | $(15,071)$ |
| Purchase of treasury stock | $(1,982)$ | (52) |
| Repayment of long-term debt | (111) | $(3,592)$ |
| Proceeds from issuance of long-term debt | - | 10,000 |
| Increase in bank notes and loans payable | - | 5,000 |
| Other - net | (91) | 988 |
| Net cash used by financing activities | $(17,386)$ | $(2,727)$ |
| Increase In Cash And Cash Equivalents | 4,548 | 1, 084 |
| Cash and cash equivalents at beginning of period | 4,722 | 14,615 |
| Cash and cash equivalents at end of period | \$ 9,270 | \$ 15,699 |

See accompanying notes to unaudited financial statements.

[^0]1. The accompanying unaudited consolidated financial statements have been prepared in accordance with Rule 10-01 of SEC Regulation S-X. Consequently, they do not include all the disclosures required under generally accepted accounting principles for complete financial statements. However, in the opinion of the management of Chemed Corporation (the "Company"), the financial statements presented herein contain all adjustments (consisting only of normal recurring adjustments) necessary to present fairly the financial position, results of operations and cash flows of the Company and its consolidated subsidiaries ("Chemed"). For further information regarding Chemed's accounting policies, refer to the consolidated financial statements and notes included in Chemed's Annual Report on Form 10-K for the year ended December 31, 1994.
2. Earnings per common share are computed using the weighted average number of shares of capital stock outstanding and exclude the dilutive effect of outstanding stock options as it is not material.
3. Discontinued operations include the following (in thousands):

| Three | Months En Sep | 30 | Sept | 30, |
| :---: | :---: | :---: | :---: | :---: |
|  | 1995 | 1994 | 1995 | 1994 |

Adjustment to the accruals
related to operations discontinued in 1991 $\$ 1,842 \$ 1,471$
\$ 2,743
\$ 3, 807
Gain on sale of Omnicare, Inc. ("Omnicare") stock, an equity investment discontinued in November 1994

| - | - | - | 2,386 |
| :---: | :---: | :---: | :---: |
| - | 413 | - | 1,720 |
| \$ 1,842 | \$ 1,884 | \$ 2,743 | \$ 7,913 |

4. During the second quarter of 1995, the Company's Veratex

Group acquired the business and assets of the CSD Medical Division ("CSDM") of Central States Diversified Inc. for \$7,650,000 in cash. CSDM is a manufacturer and distributor of disposable paper products marketed under the ProTexMor brand. The results of operations of CSDM are immaterial to the consolidated results of the Company.

The aggregate purchase price of CSDM and other purchase accounting business combinations completed during the first nine months of 1995 was allocated on a preliminary basis as follows (in thousands):

| Working capital | \$ 2,445 |
| :---: | :---: |
| Goodwill | 7,448 |
| Other-net | 947 |
| Total Net Assets | 10,840 |
| Less-cash and cash equivalents acquired | (103) |
| Net cash used | \$10,737 |

5. In July 1995 the Company's Tidi Products Group (formerly Veratex Group) completed the sale of the business and assets of its Veratex Retail division to Henry Schein Inc. ("HSI") for $\$ 10$ million in cash plus a $\$ 4.1$ million note receivable due March 31, 1996. An additional payment of up to $\$ 2$ million dollars, contingent upon the combined sales of Veratex Retail and HSI's retail group for the year ended July 7, 1996, may be due from HSI in 1996.

This divestiture will permit the Tidi Products Group to focus its efforts on its wholesale manufacturing and distribution operation. Additionally, the divestiture agreement stipulates that HSI will purchase annual minimum quantities of medical and dental supplies from Tidi for the next ten years.

The sale of Veratex Retail and resultant modest gain are not expected to have a material impact on Chemed's results for the year.
6. Nonrecurring expenses amounting to $\$ 538,000$ pretax ( $\$ 355,000$ aftertax; \$208,000 after minority interest or $\$ .02$ per share) were incurred by Roto-Rooter in the third quarter of 1995 in evaluating Chemed's proposal to acquire the $42 \%$ minority interest in Roto-Rooter common stock. The proposal was withdrawn in August 1995. Also, during the third quarter of 1994, the Company recorded $\$ 1,705,000$ pretax expenses (\$1,107,000 aftertax or $\$ .11$ per share) as the result of downsizing staffs at various locations and refocussing marketing efforts within its Tidi Product's Group.

Item 2. Management's Discussion and Analysis of Financial Condition and Results of Operations

Financial Condition

The increase in cash and marketable securities from $\$ 24,239,000$ at December 31, 1994 to $\$ 34,172,000$ was attributable to the reclassification of a U.S. Treasury Note maturing in January 1996 ( $\$ 9,618,000$ ) to current assets (marketable securities). The increase in current portion of notes receivable from \$5,740,000 at December 31, 1994 to \$9,773,000 at September 30, 1995 is attributable to the note receivable from Henry Shein, Inc. (due March 1996) received from the sale of the Veratex Retail division in July 1995.

Other investments increased from \$85,073,000 at December 31, 1994 to $\$ 92,578,000$ primarily as a result of market appreciation of the Company's investments during the first nine months of 1995, partially offset by the above mentioned reclassification of a U.S. Treasury note to current assets.

The decline in the noncurrent note receivable from $\$ 5,455,000$ at December 31, 1994 to nil at September 30, 1995 is due to the reclassification of the last installment of a fiveyear note (due April 1, 1996) to current assets.

At September 30, 1995 Chemed had approximately $\$ 38,125,000$ of unused lines of credit with various banks. Based on the Company's current financial position and its available credit lines, management believes its sources of capital and liquidity are satisfactory for the Company's needs in the foreseeable future.

- -------------------

Sales and service revenues and operating profit from continuing operations by business segment follow (in thousands):

Three Months Ended Nine Months Ended

| Sept | 30, | September 30, |  |
| :---: | :---: | :---: | :---: |
| 1995 | 1994 | 1995 | 1994 |

Sales and Service
Revenues

| National Sanitary Supply | \$ 89,396 | \$ 81, 232 | \$255,760 | \$229,667 |
| :---: | :---: | :---: | :---: | :---: |
| Roto-Rooter | 45,280 | 43,057 | 132,278 | 126,493 |
| Tidi Products | 19,501 | 24,068 | 70,202 | 72,965 |
| Patient Care | 23,377 | 17,732 | 66,516 | 50,417 |
| Total | \$177,554 | \$166, 089 | \$524,756 | \$479,542 |

## Operating Profit

| National Sanitary Supply | \$ | 3,800 | \$ | 3,184 | \$ | 8,659 | \$ | 7,108 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Roto-Rooter |  | 3,602 |  | 4,199 |  | 11,196 |  | 11,202 |
| Tidi Products |  | 1,557 |  | 720 |  | 4,462 |  | 4,105 |
| Patient Care |  | 1,301 |  | 732 |  | 3,359 |  | 1,769 |
| Total | \$ | 10,260 | \$ | 8,835 | \$ | 27,676 | \$ | 24,184 |

Data relating to (a) the increase or decrease in sales and service revenues and (b) operating profit as a percent of sales and service revenues for each segment are set forth below:

|  | Sales and Service Revenues \% Increase/(Decrease) | Operat as a (Operat | Profit Sales Margin) |
| :---: | :---: | :---: | :---: |
|  | 1995 vs. 1994 | 1995 | 1994 |
| Three Months Ended September 30, |  |  |  |
| National Sanitary Supply | 10\% | 4.3\% | 3.9\% |
| Roto-Rooter | 5 | 8.0 | 9.8 |
| Tidi Products | (19) | 8.0 | 3.0 |
| Patient Care | 32 | 5.6 | 4.1 |
| Total | 7 | 5.8 | 5.3 |
| Nine Months Ended September 30, |  |  |  |
| National Sanitary Supply | 11\% | 3.4\% | 3.1\% |
| Roto-Rooter | 5 | 8.5 | 8.9 |
| Tidi Products | (4) | 6.4 | 5.6 |
| Patient Care | 32 | 5.0 | 3.5 |
| Total | 9 | 5.3 | 5.0 |

Net sales of the National Sanitary Supply segment for the third quarter of 1995 totaled $\$ 89,396,000$, an increase of $10 \%$ over sales recorded during the third quarter of 1994. Most locations throughout the United States experienced sales volume increases resulting from enhanced sales and marketing efforts such as a full-line product catalog and promotional programs. Price increases also helped fuel sales growth during the third quarter. The operating margin of this segment improved from 3.9\% during the third quarter of 1994 to $4.3 \%$ during the third quarter of 1995.

Sales and service revenues of the Roto-Rooter segment for the third quarter of 1995 totaled \$45,280,000, an increase of $5 \%$ over the $\$ 43,057,000$ of revenues recorded for the third quarter of 1994. For the third quarter of 1995, plumbing revenues, which account for approximately one-fourth of total revenues, and sewer and drain cleaning revenues, which account for approximately one-third, increased 20\% and 9\%,respectively, over amounts recorded in the comparable quarter of 1994. Revenues of Roto-Rooter's service contract business (Service America) for the third quarter of 1995, which account for approximately one-third of this segment's total revenue, declined $8 \%$ as compared with revenues recorded in the third quarter of 1994. Excluding the sales of the maintenance and management subsidiary, which was sold effective March 31, 1995, Service America's revenues for the third quarter of 1995 were $2 \%$ greater than revenues of the third quarter of 1994. The sale of this marginal business permits management to focus its efforts on the core appliance and air conditioning repair and maintenance business. The operating margin of the Roto-Rooter segment declined from 9.8\% during the third quarter of 1994 to 8.0\% during the third quarter of 1995 largely as a result of nonrecurring costs ( $\$ 538,000$ ) incurred by Roto-Rooter in evaluating Chemed's proposal to acquire the $42 \%$ minority interest in Roto-Rooter (the proposal was withdrawn in August 1995). In addition, Roto-Rooter's operating margin was impacted by declining margins of Service America, as a result of a higher-than-expected number of service calls in the third quarter of 1995.

Sales of the Tidi Products segment (formerly the Veratex segment) declined from $\$ 24,068,000$ during the third quarter of 1994 to $\$ 19,501,000$ during the third quarter of 1995 , primarily as a result of the sale of the retail division in July 1995. Excluding the sales of the retail division, and of Central States Diversified (acquired in May 1995), the sales of Tidi Products for 1995's third quarter increased $14 \%$ over sales recorded in the third quarter of 1994. The operating margin of

Page 10 of 16
this segment increased from $3.0 \%$ in the third quarter of 1994 to 8.0\% in the third quarter of 1995. Excluding nonrecurring marketing and severance costs incurred in 1994, the operating margin during the third quarter of 1994 would have been 5.7\%. The operating margin for 1995 was also favorably impacted by the Central States acquisition and the higher profit margins of the remaining wholesale and manufacturing business.

Total revenues of the Patient Care segment increased from \$17,732,000 in the third quarter of 1994 to $\$ 23,377,000$ in the third quarter of 1995 . This $32 \%$ revenue increase is attributable to the opening of several new branches in 1994 and the first part of 1995. As a result of the significant revenue growth, Patient Care was able to leverage its fixed costs and improve its operating margin from $4.1 \%$ during the third quarter of 1994 to $5.6 \%$ during the third quarter of 1995.

Income from operations increased from $\$ 6,348,000$ in the third quarter of 1994 to $\$ 8,681,000$ during the third quarter of 1995, primarily as a result of increases in operating profit reported by National Sanitary Supply, Tidi Products and Patient Care. In addition, the increase in income from operations was aided by a lower level of nonrecurring expenses in the third quarter of 1995 ( $\$ 538,000$ ) as compared with such charges in the third quarter of 1994 ( $\$ 1,705,000$ for costs of downsizing staffs at various locations and refocusing marketing efforts within Tidi Products).

Other income for the third quarter of 1995 totalled $\$ 4,775,000$ as compared with $\$ 2,640,000$ for the third quarter of 1994. This increase was attributable to larger gains on sales of investments in the 1995 quarter coupled with increased interest income due to larger balances of cash, cash equivalents and marketable securities during 1995.

During the third quarter of 1995 the Company's effective income tax rate was $38.6 \%$ as compared with $34.2 \%$ during the comparable period of 1994. The higher rate in 1995 was attributable primarily to lower favorable tax adjustments and E.S.O.P. dividend tax credits (as a percentage of pretax income) in the 1995 period.

Chemed's income from continuing operations increased from $\$ 3,210,000$ ( $\$ .33$ per share) during the third quarter of 1994 to $\$ 5,708,000$ ( $\$ .58$ per share) during the third quarter of 1995. Earnings for the third quarter of 1995 include aftertax gains aggregating $\$ 1,561,000$ ( $\$ .16$ per share) from the sale of various investments and Chemed's share of Roto-Rooter's nonrecurring expenses (\$208,000 after income taxes and minority interest--\$.02 per share). During the third quarter of 1994 the Company recorded aftertax gains of $\$ 735,000$ ( $\$ .08$ per share) from the

Page 11 of 16
sale of a portion of its investments and nonrecurring expenses of \$1,107,000 aftertax (\$.11 per share).

Net income for 1995's third quarter totalled \$7,550,000 ( $\$ .77$ per share) as compared with $\$ 5,094,000$ ( $\$ .52$ per share) for the third quarter of 1994. Discontinued operations for the third quarter of 1995 included a $\$ 1,842,000$ ( $\$ .19$ per share) adjustment to the tax provision on the gain on the sale of operations discontinued in 1991. For the third quarter of 1994, discontinued operations amounted to \$1,884,000 aftertax (\$.19 per share) and included \$1,471,000 from adjustments to accruals related to operations discontinued in 1991 and $\$ 413,000$ equity earnings from Omnicare, Inc. ("Omnicare"), an equity investment discontinued in November 1994.

Nine Months Ended September 30, 1995 Versus September 30, 1994

The National Sanitary Supply segment recorded sales of $\$ 255,760,000$ during the first nine months of 1995, an increase of $11 \%$ over amounts recorded in the comparable period of 1994. Sales increases were recorded in most areas of the country and were the result of both sales price and sales volume increases in 1995. National Sanitary's operating margin increased from 3.1\% during the first nine months of 1994 to $3.4 \%$ during the comparable period of 1995.

Sales and service revenues of the Roto-Rooter segment for the first nine months of 1995 increased by $5 \%$ as compared with amounts recorded during the first nine months of 1994. This modest sales growth was attributable to an $8 \%$ decline in the revenues of Roto-Rooter's service contract business (Service America) coupled with revenue increases of $11 \%$ and $16 \%$, respectively, in Roto-Rooter's sewer, drain cleaning and plumbing repair business for the 1995 period. The decline in Service America's revenues during 1995 is primarily attributable to the sale of the management and maintenance business during the first quarter of 1995. Roto-Rooter's operating margin declined from $8.9 \%$ during the first nine months of 1994 to $8.5 \%$ during the first nine months of 1995. Excluding \$538,000 of nonrecurring expenses, the operating margin for the first nine months of 1995 would have been $8.9 \%$.

Sales of the Tidi Products segment declined from $\$ 72,965,000$ in the first nine months of 1994 to $\$ 70,202,000$ in the first nine months of 1995. Excluding the sales of the retail division (sold in July 1995) and of Central States Diversified (acquired in May 1995), this segment's sales for the first nine months of 1995 increased $14 \%$ versus sales recorded during the comparable period of 1994. The operating margin of this segment improved from 5.6\% in the first nine months to $6.4 \%$ in the first

The Patient Care segment recorded sales of \$66,516,000 during the first nine months of 1995, an increase of $32 \%$ over the $\$ 50,417,000$ recorded in the first nine months of 1994. As a result, the operating profit margin of this segment improved from 3.5\% during the first nine months of 1994 to $5.0 \%$ during the first nine months of 1995, primarily as a result of branch openings during the latter part of 1994 and the first part of 1995.

Income from operations increased from \$18,597,000 in the first nine months of 1994 to $\$ 23,228,000$ during the comparable period of 1995. This increase was primarily attributable to increases in the operating profit reported by National Sanitary Supply and Patient Care during the 1995 ninemonth period. Additionally, this increase was aided by a lower level of nonrecurring expenses incurred in the 1995 period versus those recorded in 1994.

Other income for the first nine months of 1995 totalled $\$ 15,151,000$ as compared with $\$ 9,927,000$ for the first nine months of 1994. The increase during the 1995 period was primarily attributable to larger gains on the sales of investments during the 1995 period, coupled with increased interest income in 1995.

The Company's effective income tax rate increased from 37.1\% during the first nine months of 1994 to 38.1\% during the comparable period of 1995, primarily as a result of larger favorable tax adjustments in the 1994 period.

Chemed's income from continuing operations increased from \$10,875,000 (\$1.10 per share) during the first nine months of 1994 to $\$ 16,398,000$ ( $\$ 1.66$ per share) during the first nine months of 1995. Earnings for the periods included aftertax gains from sales of investments of $\$ 5,882,000$, or $\$ .59$ per share, and $\$ 3,298,000$, or $\$ .33$ per share, in 1995 and 1994, respectively. In addition, nonrecurring charges of \$208,000 after income taxes and minority interest (\$.02 per share) were recorded in 1995 and nonrecurring charges of $\$ 1,107,000$ ( $\$ .11$ per share) were recorded in 1994

Net income for the first nine months of 1995 totalled $\$ 19,141,000$ ( $\$ 1.94$ per share) as compared with $\$ 18,788,000$ (\$1.91 per share) for the first nine months of 1994. Net income for the first nine months of 1995 and 1994 include favorable adjustments relative to discontinued operations amounting to $\$ 2,743,000$ and \$3,807,000, respectively. In addition, income from discontinued operations for the 1994 period included equity earnings from Omnicare Inc. and gains on the sale of Omnicare stock.

Item 6. Exhibits and Reports on Form 8-K
(a) Exhibits

(b) Reports on Form 8-K - None.

SIGNATURES
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.

Chemed Corporation
(Registrant)

By Naomi C. Dallob
Naomi C. Dallob
Vice President and Secretary

By Arthur V. Tucker

Arthur V. Tucker
Vice President and
Controller (Principal
Accounting Officer)

CHEMED CORPORATION AND SUBSIDIARY COMPANIES
COMPUTATION OF PER SHARE EARNINGS
(in thousands except per share data)

| Three Months Ended September 30, | Nine M Sept | $\begin{aligned} & \text { Ended } \\ & 30 \text {, } \end{aligned}$ |
| :---: | :---: | :---: |
| 19951994 | 1995 | 1994 |

Computation of Earnings Per
Common and Common
Equivalent Share (a):

| Reported Income | \$ 5,708 | \$ 3,210 | \$16,398 | \$10,875 |
| :---: | :---: | :---: | :---: | :---: |
| Average number of shares used to compute earnings per common share | 9,866 | 9,867 | 9,866 | 9,846 |
| Effect of unexercised stock options | 55 | 63 | 44 | 62 |
| Average number of shares used to compute earnings per common and common equivalent share | 9,921 | 9,930 | 9,910 | 9,908 |
| Earnings per common and common equivalent share | $\$ \quad 0.58$ | $\text { \$ } 0.32$ | $\$ \quad 1.65$ | $\$ \quad 1.10$ |
| Computation of Earnings Per Common Share Assuming Full Dilution (a): |  |  |  |  |
| Reported Income | \$ 5,708 | \$ 3,210 | \$16,398 | \$10,875 |
| Average number of shares used to compute earnings per common share | 9,866 | 9,867 | 9,866 | 9,846 |
| Effect of unexercised stock options | 62 | 68 | 62 | 76 |
| Average number of shares used to compute earnings per common share assuming full dilution | 9,928 | 9,935 | 9,928 | 9,922 |
| Earnings per common share assuming full dilution | \$ 0.57 | \$ 0.32 | \$ 1.65 | \$ 1.10 |

(a) This calculation is submitted in accordance with Regulation S-K Item 601 (11) although it is not required by APB Opinion No. 15 because it results in dilution of less than $3 \%$.

```
                                    E - 1
Page 15 of 16
```

|  | Three Months Ended September 30, |  | Nine Months Ended September 30, |  |
| :---: | :---: | :---: | :---: | :---: |
|  | 1995 | 1994 | 1995 | 1994 |
| Computation of Earnings Per Common and Common Equivalent Share (a): |  |  |  |  |
| Reported Income | \$ 7,550 | \$ 5, 094 | \$19,141 | \$18,788 |
| Average number of shares used to compute earnings per common share | 9,866 | 9,867 | 9,866 | 9,846 |
| Effect of unexercised stock options | 55 | 63 | 44 | 62 |
| Average number of shares used to compute earnings per common and common equivalent share | 9,921 | 9,930 | 9,910 | 9,908 |
| Earnings per common and common equivalent share | $\begin{aligned} & \$ \quad 0.76 \\ & ======= \end{aligned}$ | $\begin{aligned} & \$ 0.51 \\ & ======= \end{aligned}$ | $\begin{aligned} & \$ 1.93 \\ & ======= \end{aligned}$ | $\begin{aligned} & \$ \quad 1.90 \\ & ======= \end{aligned}$ |
| Computation of Earnings Per Common Share Assuming Full Dilution (a): |  |  |  |  |
| Reported Income | \$ 7,550 | \$ 5,094 | \$19,141 | \$18,788 |
| Average number of shares used to compute earnings per common share | 9,866 | 9,867 | 9,866 | 9,846 |
| Effect of unexercised stock options | 62 | 68 | 62 | 76 |
| Average number of shares used to compute earnings per common share assuming full dilution | 9,928 | 9,935 | 9,928 | 9,922 |
| Earnings per common share assuming full dilution | $\$ \quad 0.76$ | $\$ \quad 0.51$ | $\text { \$ } 1.93$ | $\$ \quad 1.89$ |

THIS SCHEDULE CONTAINS SUMMARY FINANCIAL INFORMATION EXTRACTED FROM FORM 10-Q FOR THE QUARTER ENDED SEPTEMBER 30, 1995 FOR CHEMED CORPORATION AND IS QUALIFIED IN ITS ENTIRETY BY REFERENCE TO SUCH FINANCIAL STATEMENTS.

0000019584
CHEMED CORPORATION
1, 000

```
9-MOS
            DEC-31-1995
            JAN-01-1995
                SEP-30-1995
                    9,270
                    24,902
                    89,346
                    (3,391)
                            58,684
                220,165
                (45,527) 120,251
                (45,527)
                530,478
        150,790
                                    88,002
                                    12,495
                0
                                    0
                            192,443
530,478
                                    337,900
            524,756
                233,904
                    349,139
                            0
                    1,401
            6,339
            32,040
                            12,220
            16,398
                2,743
                    0
                                    0
                    19,141
                    1.94
                        1.94
```

THIS SCHEDULE CONTAINS RESTATED SUMMARY FINANCIAL INFORMATION FOR THE QUARTER ENDED SEPTEMBER 30, 1994 FOR CHEMED CORPORATION AND IS QUALIFIED IN ITS ENTIRETY BY REFERENCE TO SUCH FINANCIAL STATEMENTS.

```
0000019584
CHEMED CORPORATION
1,000
```

```
9-MOS
            DEC-31-1994
            JAN-01-1994
                SEP-30-1994
                                    15,699
                                    2,073
                82,678
                (2,666)
                        57,148
                186,031
            (38,479)
            481,771
        144,929
                                    108,072
                                    12,367
            0
                                    115,215
                                    0
                            139,121
481,771
                                    308,925
        479,542
                            212,682
                            319,239
                                    0
        1,210
        6,518
        22,006
                            8,172
            10,875
                                7,913
                                    0
                                    0
            18,788
            1.91
            1.91
```


[^0]:    * Reclassified to conform to 1995 presentation.

