

# VIAD CORP

## FORM 10-Q (Quarterly Report)

Filed 8/12/1994 For Period Ending 6/30/1994

Address	1850 NORTH CENTRAL AVE SUITE 800 PHOENIX, Arizona 85004-4545
Telephone	(602) 207-4000
CIK	0000884219
Industry	Business Services
Sector	Services
Fiscal Year	12/31

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

**FORM 10-Q**

**QUARTERLY REPORT PURSUANT TO SECTION 13  
OF THE SECURITIES EXCHANGE ACT OF 1934**

For The Quarterly Period Ended June 30, 1994  
*Commission file number 001-11015*

**THE DIAL CORP**

(Exact Name of Registrant as Specified in its Charter)

DELAWARE (State or Other Jurisdiction of Incorporation or Organization)	36-1169950 (I.R.S. Employer Identification No.)
DIAL TOWER, PHOENIX, ARIZONA (Address of Principal Executive Offices)	85077 (Zip Code)

**Registrant's Telephone Number, Including Area Code (602)-207-4000**

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, and (2) has been subject to such filing requirements for the past 90 days.

Yes X No

As of July 31, 1994, 92,146,468 shares of Common Stock (\$1.50 par value) were outstanding.

# THE DIAL CORP

## TABLE OF CONTENTS

	Page No. -----
PART I FINANCIAL INFORMATION	
Item 1. Financial Statements	
Consolidated Balance Sheet - June 30, 1994 and December 31, 1993	2
Statement of Consolidated Income - Quarter and six months ended June 30, 1994 and 1993	3-4
Statement of Retained Income - Six months ended June 30, 1994 and 1993	5
Statement of Consolidated Cash Flows - Six months ended June 30, 1994 and 1993	6
Notes to Consolidated Financial Statements	7-9
Item 2. Management's Discussion and Analysis of Financial Condition and Results of Operations	10-14
PART II OTHER INFORMATION	
Item 4. Submission of Matters to a Vote of Security Holders	15
Item 6. Exhibits and Reports on Form 8-K	15
SIGNATURES	15

PART I FINANCIAL INFORMATION  
Item 1. Financial Statements  
THE DIAL CORP  
CONSOLIDATED BALANCE SHEET

(000 omitted, except number of shares)	June 30, 1994	December 31, 1993
	-----	-----
ASSETS		
Current assets:		
Cash and cash equivalents	\$ 373	\$ 10,659
Receivables, less allowance of \$20,832 and \$22,597	273,475	199,996
Inventories	217,766	216,837
Deferred income taxes	44,557	46,373
Other current assets	50,935	43,082
	-----	-----
	587,106	516,947
Funds and agents' receivables restricted for payment service obligations, after eliminating \$80,000 and \$65,000 invested in Dial commercial paper	452,457	535,657
	-----	-----
Total current assets	1,039,563	1,052,604
Investments restricted for payment service obligations	690,713	574,094
Property and equipment	802,633	740,724
Other investments and assets	54,783	59,757
Deferred income taxes	133,599	124,096
Intangibles	808,643	729,813
	-----	-----
	\$ 3,529,934	\$ 3,281,088
	=====	=====

LIABILITIES AND STOCKHOLDERS' EQUITY

Current liabilities:		
Short-term bank loans	\$ 101	\$ 8,935
Accounts payable	214,390	248,975
Accrued compensation	77,201	69,060
Other current liabilities	312,396	272,430
Current portion of long-term debt	2,229	2,295
	-----	-----
	606,317	601,695
Payment service obligations	1,208,460	1,147,063
	-----	-----
Total current liabilities	1,814,777	1,748,758
Long-term debt	785,871	624,662
Pensions and other benefits	299,309	295,656
Other deferred items and insurance reserves	96,868	99,834
Minority interests	23,192	35,866
\$4.75 Redeemable preferred stock	6,628	6,624
Common stock and other equity:		
Common stock, \$1.50 par value, 200,000,000 shares authorized, 97,108,724 and 48,554,362 shares issued	145,663	72,832
Additional capital	315,241	378,814
Retained income	340,271	304,481
Cumulative translation adjustments	(13,777)	(9,889)
Unearned employee benefits related to:		
Employee Equity Trust	(153,468)	(158,429)
Guarantee of ESOP debt	(31,224)	(31,511)
Unrealized loss on securities available for sale	(12,725)	
Common stock in treasury, at cost, 5,043,532 and 2,536,354 shares	(86,692)	(86,610)
	-----	-----
	503,289	469,688
	-----	-----
	\$ 3,529,934	\$ 3,281,088
	=====	=====

See notes to consolidated financial statements.

THE DIAL CORP  
STATEMENT OF CONSOLIDATED INCOME

Quarter ended June 30,	1994	1993
	-----	-----
(000 omitted, except per share data)		
Revenues	\$931,948	\$ 773,995
	-----	-----
Costs and expenses:		
Cost of sales and services	836,669	694,536
Unallocated corporate expense and other items, net	12,263	12,982
Interest expense	13,073	13,610
Minority interests	503	692
	-----	-----
	862,508	721,820
	-----	-----
Income before income taxes	69,440	52,175
Income taxes	26,047	18,796
	-----	-----
Income from continuing operations	43,393	33,379
Income from discontinued operations-- Transportation Manufacturing and Service Parts Group (sold August 12, 1993)		6,294
	-----	-----
Net income	\$ 43,393	\$ 39,673
	=====	=====
Income per common share:		
Continuing operations	\$ 0.50	\$ 0.38
Discontinued operations		0.08
	-----	-----
Net income per common share	\$ 0.50	\$ 0.46
	=====	=====
Dividends declared per common share	\$ 0.15	\$ 0.14
	=====	=====
Average outstanding common and equivalent shares	86,540	85,854
	=====	=====

See notes to consolidated financial statements.

THE DIAL CORP  
STATEMENT OF CONSOLIDATED INCOME

Six months ended June 30,	1994	1993
	-----	-----
(000 omitted, except per share data)		
Revenues	\$ 1,716,850	\$ 1,412,051
	-----	-----
Costs and expenses:		
Cost of sales and services	1,568,632	1,289,624
Unallocated corporate expense and other items, net	24,849	25,462
Interest expense	25,442	26,979
Minority interests	403	534
	-----	-----
	1,619,326	1,342,599
	-----	-----
Income before income taxes	97,524	69,452
Income taxes	36,921	24,914
	-----	-----
Income from continuing operations	60,603	44,538
Income from discontinued operations-- Transportation Manufacturing and Service Parts Group (sold August 12, 1993)		9,766
	-----	-----
Net income	\$ 60,603	\$ 54,304
	=====	=====
Income per common share:		
Continuing operations	\$ 0.70	\$ 0.51
Discontinued operations		0.12
	-----	-----
Net income per common share	\$ 0.70	\$ 0.63
	=====	=====
Dividends declared per common share	\$ 0.29	\$ 0.28
	=====	=====
Average outstanding common and equivalent shares	86,288	85,854
	=====	=====
See notes to consolidated financial statements.		

THE DIAL CORP  
STATEMENT OF RETAINED INCOME

Six months ended June 30,	1994	1993
	-----	-----
(000 omitted)		
Balance, beginning of year	\$ 304,481	\$ 234,655
Net income	60,603	54,304
Dividends on common and preferred stock	(25,131)	(24,220)
Other	318	217
	-----	-----
Balance, end of period	\$ 340,271	\$ 264,956
	=====	=====

See notes to consolidated financial statements.



THE DIAL CORP  
STATEMENT OF CONSOLIDATED CASH FLOWS

Six months ended June 30,	1994	1993
	-----	-----
(000 omitted)		
Cash flows provided (used) by operating activities:		
Net income	\$ 60,603	\$ 54,304
Adjustments to reconcile net income to net cash provided by operations:		
Depreciation and amortization	55,691	49,644
Deferred income taxes	1,269	5,460
Income from discontinued operations		(9,766)
Gain on sale of businesses and property	(1,846)	(1,251)
Other noncash items, net	2,817	19,024
Change in operating assets and liabilities:		
Receivables	(73,255)	(43,110)
Inventories	2,597	(13,703)
Funds and agents' receivables and payment service obligations, net	147,368	136,045
Accounts payable and accrued compensation	(29,887)	(18,642)
Other current liabilities	46,315	(12,217)
Other assets and liabilities, net	(32,215)	(32,771)
	-----	-----
Net cash provided by operating activities	179,457	133,017
	-----	-----
Cash flows provided (used) by investing activities:		
Capital expenditures	(43,777)	(36,463)
Acquisitions of businesses, and other assets, net of cash acquired	(141,533)	(100,891)
Proceeds from sales and maturities of investments restricted for payment service obligations	187,059	43,730
Purchases of investments restricted for payment service obligations	(319,809)	(201,267)
Proceeds from sale of businesses and property	3,397	15,413
Investment in and advances from discontinued operations, net		57,783
Other, net	(10)	(7)
	-----	-----
Net cash used by investing activities	(314,673)	(221,702)
	-----	-----
Cash flows provided (used) by financing activities:		
Proceeds from long-term borrowings	70,000	99,963
Payments on long-term borrowings	(2,130)	(3,957)
Net change in short-term borrowings	84,928	(26,584)
Dividends on common and preferred stock	(25,131)	(24,220)
Minority portion of subsidiary's special dividend	(9,761)	
Proceeds from sales of treasury stock	13,422	14,296
Cash payments on interest rate swaps	(6,398)	(7,446)
	-----	-----
Net cash provided by financing activities	124,930	52,052
	-----	-----
Net decrease in cash and cash equivalents	(10,286)	(36,633)
Cash and cash equivalents, beginning of year	10,659	43,917
	-----	-----
Cash and cash equivalents, end of period	\$ 373	\$ 7,284
	=====	=====

See notes to consolidated financial statements.

NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

**NOTE A - Basis of Preparation**

This information should be read in connection with the financial statements set forth in The Dial Corp Annual Report to Shareholders for the year ended December 31, 1993.

Accounting policies utilized in the preparation of the financial information herein presented are the same as set forth in The Dial Corp's annual financial statements except as modified for interim accounting policies which are within the guidelines set forth in Accounting Principles Board Opinion No. 28. The interim consolidated financial information is unaudited. In the opinion of management, all adjustments, consisting only of normal recurring accruals, necessary to present fairly the financial position as of June 30, 1994, and the results of operations for the quarters and six months ended June 30, 1994 and 1993, and the cash flows for the six months ended June 30, 1994 and 1993, have been included. Interim results of operations are not necessarily indicative of the results of operations for the full year.

Certain reclassifications have been made to prior year's financial statements to conform to 1994 classifications.

**NOTE B - Stock Split**

On May 10, 1994, the Board of Directors declared a two-for-one stock split which was distributed on July 1, 1994, to shareholders of record as of June 1, 1994. All references in the financial statements with regard to number of shares of common stock and related dividends declared and income per share amounts have been restated to reflect the stock split.

**NOTE C - Investments Restricted for Payment Service Obligations**

On January 1, 1994, The Dial Corp adopted Statement of Financial Accounting Standards (SFAS) No. 115, "Accounting for Certain Investments in Debt and Equity Securities." SFAS No. 115 requires the classification of securities at acquisition into one of three categories: held to maturity, available for sale, or trading--with different reporting requirements for each classification.

At June 30, 1994, investments restricted for payment service obligations include securities having a fair market value of \$425.5 million which were classified as "Available for Sale", and the after-tax adjustment necessary to mark them to market reduced stockholders' equity by \$12.7 million. This adjustment had no effect on the current results of operations. The \$265.2 million (\$249.5 million fair value) balance of investments restricted for payment service obligations was classified as "Held to Maturity" and is reported at amortized cost.

**NOTE D - Other Matters**

At June 30, 1994 and December 31, 1993, Dial reclassified \$318 million and \$225 million, respectively, of short-term borrowings, supported by unused long-term revolving credit agreements, as long-term debt.

**NOTE E - Income Taxes**

A reconciliation of the provision for income taxes and the amount that would be computed using statutory federal income tax rates on income before income taxes for the six months ended June 30, is as follows:

	1994	1993
	-----	-----
	(000 omitted)	
Computed income taxes at statutory federal income tax rate of 35% and 34%, respectively	\$ 34,133	\$ 23,614
Nondeductible goodwill amortization	2,125	1,625
Minority interests	141	182
State income taxes	4,108	4,476
Foreign tax differences	396	(220)
Tax-exempt income	(1,909)	(733)
Adjustment to estimated annual effective rate	(2,000)	(3,000)
Other, net	(73)	(1,030)
	-----	-----
	\$ 36,921	\$ 24,914
	=====	=====

**NOTE F - Supplementary Information--Revenues and Operating Income**

	Quarter ended June 30,		Six months ended June 30,	
	1994	1993	1994	1993
	(000 omitted)			
Revenues:				
Consumer Products	\$408,115	\$385,140	\$ 738,455	\$ 678,323
Services:				
Airline Catering and Other Food Services	225,435	145,420	397,618	289,004
Convention Services	135,736	81,583	263,407	149,695
Travel and Leisure and Payment Services (1)	162,662	161,852	317,370	295,029
Total Services (1)	523,833	388,855	978,395	733,728
	\$931,948	\$773,995	\$1,716,850	\$1,412,051
	=====	=====	=====	=====
Operating Income:				
Consumer Products	\$ 49,978	\$ 43,443	\$ 80,130	\$ 69,102
Services:				
Airline Catering and Other Food Services	15,824	10,674	23,083	17,085
Convention Services	14,957	7,419	27,349	13,407
Travel and Leisure and Payment Services (1)	14,520	17,923	17,656	22,833
Total Services (1)	45,301	36,016	68,088	53,325
Total principal business segments	95,279	79,459	148,218	122,427
Unallocated corporate expense and other items, net	(12,263)	(12,982)	(24,849)	(25,462)
	\$ 83,016	\$ 66,477	\$ 123,369	\$ 96,965
	=====	=====	=====	=====

(1) Dial's payment services subsidiary has been investing increasing amounts in tax exempt securities. On a fully taxable equivalent basis, revenues and operating income are higher by \$1,422,000 for the 1994 quarter and \$966,000 for the 1993 quarter and by \$2,936,000 and \$1,517,000, respectively, for the 1994 and 1993 six month periods.

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

### Results:

There were no material changes in the nature of Dial's business, nor were there any other changes in the general characteristics of its operations as described and discussed in the first paragraph of the results section of Management's Discussion and Analysis of Results of Operations and Financial Condition presented in The Dial Corp Annual Report to Shareholders for the year ended December 31, 1993.

### Comparison of Second Quarter of 1994 with Second Quarter of 1993:

In the second quarter of 1994, revenues increased 20 percent to \$931.9 million from \$774.0 million in the 1993 quarter.

Second quarter income from continuing operations was \$43.4 million in the quarter, or \$0.50 per share. This was a per share increase of 32 percent over 1993's income from continuing operations of \$33.4 million, or \$0.38 per share, and an increase of 9 percent from 1993's net income of \$39.7 million, or \$0.46 per share.

#### Consumer Products

The Consumer Products Group's revenues were up \$23.0 million or 6 percent from those in the 1993 second quarter. Operating income was up \$6.5 million or 15 percent over 1993 amounts.

Skin Care division revenues and operating income declined \$16.1 million and \$2.0 million, respectively, from that in the second quarter of 1993. Soap sales volumes declined largely due to a program to improve profitability by more efficient use of trade promotion spending, which resulted in some sales being passed up. Market share of Dial soap is up year over year reflecting healthy consumer take-away of products. Operating income was down due to the decline in revenues, offset partially by reduced marketing expenses and the favorable impact of other profit improvement projects.

Food division revenues increased \$2.1 million from those in the 1993 second quarter. Operating income increased \$897,000 compared to that in the prior year due primarily to lower ingredient costs.

The Household division revenues and operating income increased \$18.8 million and \$5.1 million, respectively. The comparable 1993 quarter had Renuzit air freshener results for only part of the period following its acquisition in mid-May 1993. A strong performance by scouring pads also contributed to the division's results.

Laundry division revenues and operating income increased \$17.2 million and \$1.6 million, respectively from the second quarter of 1993, led by a strong growth in Purex liquid detergents.

Page 10

International division revenues and operating income increased \$1.0 million and \$922,000, respectively, from the 1993 second quarter led by revenue increases from Mexico and Canada. Operating results in 1993 had been negatively impacted by expansion and product introduction costs.

#### Services

Combined Services revenues increased \$135.0 million, or 35 percent and operating income increased \$9.3 million, or 26 percent in the quarter, aided by the impact of 1993 acquisitions of convention services businesses and the continuing phase-in of the United Airlines flight kitchens during the quarter.

**Airline Catering and Other Food Services.** Airline Catering and Other Food Service revenues increased \$80.0 million, or 55 percent and operating income increased \$5.2 million or 48 percent over the 1993 quarter, as start-up of newly acquired flight kitchens continued.

**Convention Services.** Convention Services revenues increased \$54.2 million, or 66 percent while operating income increased \$7.5 million, more than double that in the 1993 quarter. Last year included only one month of results from the acquisition of United Exposition Service. Improved results were due primarily to the United and Andrews, Bartlett acquisitions in 1993 and the operating efficiencies being achieved with the merged operations.

**Travel and Leisure and Payment Services.** Revenues for the Travel and Leisure and Payment Services Group increased \$810,000, while operating income declined \$2.9 million or 16 percent on a fully taxable equivalent basis.

Canadian transportation services companies revenues and operating income declined \$4.4 million and \$877,000, respectively, from that in the 1993 second quarter. The reductions were due primarily to reduced passenger revenues, offset partially by increased revenues in the courier express, charter and sightseeing businesses. Ongoing cost control programs helped limit the decline in operating income.

Cruise revenues were down \$2.9 million from 1993's results due to lower passenger counts. Cruise operating income declined \$2.8 million

from 1993's levels due largely to the decline in revenues.

Duty Free and shipboard concession revenues increased by \$2.0 million due primarily to increased passenger days associated with new business. Operating income increased by \$186,000.

On a fully taxable equivalent basis, payment services had a \$1.9 million increase in revenues and a \$320,000 increase in operating income over the 1993 quarter.

#### Page 11

Unallocated corporate expense and other items, net Unallocated corporate expense and other items, net, decreased \$719,000 from the second quarter of 1993.

#### Interest Expense

Interest expense was down \$537,000 from that of the second quarter of 1993. The prepayment of certain high-coupon, fixed-rate debt at the end of the 1993 third quarter contributed to the decline. Increased debt levels primarily due to the payments for the United Airlines kitchens and higher short-term interest rates offset some of the debt restructuring savings.

#### Comparison of First Six Months of 1994 with First Six Months of 1993:

Revenues for the first half of 1994 were \$1.7 billion, up 22 percent over 1993's \$1.4 billion for the same period.

Income from continuing operations and net income for the six months ended June 30, 1994, was \$60.6 million, or \$0.70 per share, a per share increase of 37 percent over last year's income from continuing operations of \$44.5 million, or \$0.51 per share and a per share increase of 11 percent from 1993's net income of \$54.3 million, or \$0.63 per share.

#### Consumer Products

The Consumer Products Group's revenues were up \$60.1 million or 9 percent from that in the 1993 first half. Operating income was up \$11.0 million or 16 percent over 1993 amounts.

Skin Care division revenues and operating income decreased \$20.4 million and \$4.2 million, respectively, from those in the first half of 1993. While market share is up over 1993, soap sales volumes declined largely due to a program to improve profitability by more efficient use of trade promotion spending. Also, the high volume of sales in late 1993 reduced first quarter 1994 trade demand.

Food division revenues increased \$327,000 from that in the first six months of 1993. Operating income increased \$1.3 million compared to the first half of 1993 due primarily to reduced manufacturing costs.

Household division revenues and operating income increased \$46.2 million and \$8.4 million, respectively, from that in the 1993 first six months. The acquisition of Renuzit, completed in May of 1993, contributed to the favorable comparisons between periods. First half results for scouring pads also contributed to the increases, offset partially by declines in ammonia products.

Laundry division revenues and operating income increased \$31.2 million and \$3.0 million, respectively, led by Purex liquid detergents.

#### Page 12

International division revenues and operating income increased \$2.8 million and \$2.5 million, respectively, from the first half of 1993. Revenue growth resulted from product and business expansion in Mexico and Canada. Operating results in 1993 had been negatively impacted by expansion and product introduction costs.

#### Services

Combined Services revenues and operating income were up \$244.7 million and \$14.8 million, respectively, from that of the first half of 1993. Results were aided by the impact of the 1993 acquisitions of convention services businesses and the phase-in of the United Airlines flight kitchens during the 1994 first six months.

Airline Catering and Other Food Services. Airline Catering and Other Food Service revenues and operating income increased \$108.6 million and \$6.0 million, respectively, as the start-up of newly acquired flight kitchens continued during the 1994 first half.

Convention Services. Convention Services revenues increased \$113.7 million while operating income increased \$13.9 million, more than double that in the 1993 first six months. Improved results were due primarily to the United Exposition Service and Andrews, Bartlett acquisitions during the second and fourth quarters of 1993, respectively, and the operating efficiencies being achieved with the merged operations.

Travel and Leisure and Payment Services. Revenues for the Travel and Leisure and Payment Services Group increased \$22.3 million, while operating income declined \$5.2 million from the 1993 first half. On a fully taxable equivalent basis, operating income was only down \$3.8 million.

Revenues and operating income of the Canadian transportation services companies decreased \$6.8 million and \$670,000, respectively, from that of the first six months of 1993 due primarily to declining ridership, offset partially by increased revenues related to the courier express, charter and sightseeing operations.

Cruise revenues declined \$546,000 from that of the first six months of 1993. Revenues were down due to lower passenger counts. Operating results declined \$5.8 million from 1993's first half due to the decline in revenues and a number of cost factors, including timing issues and lower 1993 expenses due to a four week drydock of one vessel.

Duty Free and shipboard concession revenues and operating income increased by \$15.0 million and \$1.5 million, respectively, due primarily to increased passenger days associated with new business. A favorable product mix and continued emphasis on controlling costs contributed to the increase in operating income.

Page 13

On a fully taxable equivalent basis, payment services had a \$7.0 million increase in revenues and a \$1.9 million increase in operating income.

Unallocated corporate expense and other items, net Unallocated corporate expense and other items, net, declined \$613,000 from that of the first six months of 1993.

#### Interest Expense

Interest expense was down \$1.5 million from the first six months of 1993. As mentioned previously, the decline was due to the prepayment of certain high-coupon, fixed-rate debt at the end of the 1993 third quarter, offset partially by increased debt levels related to the United Airlines kitchens acquisitions during the first half of 1994 and higher short-term interest rates.

#### Liquidity and Capital Resources:

The Dial Corp's total debt at June 30, 1994 was \$788.2 million compared to \$635.9 million at December 31, 1993. The debt to capital ratio at June 30, 1994 and December 31, 1993 was 0.60 to 1 and 0.55 to 1, respectively. The increase in debt was primarily attributable to previously announced acquisitions made during the first six months of 1994 together with an increase in working capital.

In July 1994, a Shelf Registration with the Securities and Exchange Commission became effective. Under the Shelf Registration, Dial can issue up to an aggregate \$500 million of debt and/or equity securities. There is no intention to issue any equity securities at the present time. The filing increases Dial's financing flexibility in the future.

There were no material changes in The Dial Corp's financial condition nor were there any substantive changes relative to matters discussed in the Liquidity and Capital Resources section of Management's Discussion and Analysis of Results of Operations and Financial Condition as presented in The Dial Corp Annual Report to Shareholders for the year ended December 31, 1993.

Page 14

## PART II OTHER INFORMATION

### Item 4. Submission of Matters to a Vote of Security Holders

The annual meeting of stockholders of The Dial Corp was held May 10, 1994, and matters voted on were reported in the quarterly report of The Dial Corp on Form 10-Q for the quarterly period ended March 31, 1994.

### Item 6. Exhibits and Reports on Form 8-K

(a) Exhibit No. 11 - Statement Re Computation of Per Share Earnings.

(b) No Reports on Form 8-K have been filed by the registrant during the quarter for which this report is filed.

### 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.

**THE DIAL CORP**  
(Registrant)

*August 12, 1994*

*By /s/ Richard C. Stephan*

-----  
*Richard C. Stephan*  
*Vice President-Controller*  
*(Chief Accounting Officer*  
*and Authorized Officer)*

THE DIAL CORP  
STATEMENT RE COMPUTATION OF PER SHARE EARNINGS  
(000 omitted)

	Quarter ended	
	June 30,	
Primary:	1994	1993
Net income	\$ 43,393	\$ 39,673
Less: Preferred stock dividends	(281)	(280)
	-----	-----
	\$ 43,112	\$ 39,393
	=====	=====
Average common shares outstanding (1) before common equivalents	84,788	84,470
Common equivalent stock options	1,752	1,384
	-----	-----
Average common and equivalent shares	86,540	85,854
	=====	=====
Net income per share (dollars)	\$ 0.50	\$ 0.46
	=====	=====

(1)The average outstanding common and equivalent shares does not include 7,180 shares held by the Employee Equity Trust (the "Trust") at June 30, 1994. Shares held by the Trust are not considered outstanding for net income per share calculations until the shares are released from the Trust.



Quarter ended June 30,

	1994		1993	
	Common Shares	Income	Common Shares	Income
Fully Diluted:				
Average common and equivalent shares and net income per above	86,540	\$ 43,112	85,854	\$ 39,393
Common equivalent stock options	-----	-----	-----	-----
	86,540	\$ 43,112	85,854	\$ 39,393
	=====	=====	=====	=====
Net income per share (dollars)		\$ 0.50		\$ 0.46
		=====		=====

THE DIAL CORP  
STATEMENT RE COMPUTATION OF PER SHARE EARNINGS  
(000 omitted)

	Six months ended June 30,	
Primary:	1994	1993
Net income	\$ 60,603	\$ 54,304
Less: Preferred stock dividends	(561)	(561)
	-----	-----
	\$ 60,042	\$ 53,743
	=====	=====
Average common shares outstanding (1) before common equivalents	84,612	84,210
Common equivalent stock options	1,676	1,644
	-----	-----
Average common and equivalent shares	86,288	85,854
	=====	=====
Net income per share (dollars)	\$ 0.70	\$ 0.63
	=====	=====

(1)The average outstanding common and equivalent shares does not include 7,180 shares held by the Employee Equity Trust (the "Trust") at June 30, 1994. Shares held by the Trust are not considered outstanding for net income per share calculations until the shares are released from the Trust.

Six months ended June 30,

	1994		1993	
Fully Diluted:	Common Shares	Income	Common Shares	Income
Average common and equivalent shares and net income per above	86,288	\$ 60,042	85,854	\$ 53,743
Common equivalent stock options	-----	-----	-----	-----
	86,288	\$ 60,042	85,854	\$ 53,743
	=====	=====	=====	=====
Net income per share (dollars)		\$ 0.70		\$ 0.63
		=====		=====

---

**End of Filing**

Powered By **EDGAR**  
Online

© 2005 | EDGAR Online, Inc.