```
                    SECURITIES AND EXCHANGE COMMISSION
                        WASHINGTON, D.C. 20549
                    FORM 10-Q
                QUARTERLY REPORT PURSUANT TO SECTION 13 OR 15(d)
                        OF THE SECURITIES EXCHANGE ACT OF 1934
                For the quarterly period ended MARCH 30, 1996
                    Commission file number: 1-5256
                    V. F. CORPORATION
            (Exact name of registrant as specified in its charter)
```

PENNSYLVANIA
(State or other jurisdiction of incorporation or organization)

23-1180120
(I.R.S. employer
identification no.)

```
1047 NORTH PARK ROAD WYOMISSING, PA 19610 (Address of principal executive offices)
(610) 378-1151
(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 and (2) has been subject to such filing requirements for the past 90 days. YES $X$ NO

On April 27, 1996, there were $63,801,869$ shares of Common Stock outstanding.

VF CORPORATION
INDEX

```
<TABLE>
<CAPTION>
<S>
PART I - FINANCIAL INFORMATION
    Item 1 - Financial Statements
            Consolidated Statements of Income -
            Three months ended March 30, 1996
            and April 1, }199
            Consolidated Balance Sheets - March 30, 1996,
            December 30, }1995\mathrm{ and April 1, }199
            4
            Consolidated Statements of Cash Flows -
            Three months ended March 30, 1996 and
            April 1, 1995 * * * * * * * *
            Notes to Consolidated Financial Statements . . . . . . . . . }
    Item 2 - Management's Discussion and Analysis of Financial
            Condition and Results of Operations
                7
```

PART II - OTHER INFORMATION
Item 4 - Submission of Matters to a Vote of Security Holders . . . . . 9
Item 6 - Exhibits and Reports on Form 8-K . . . . . . . . . . . . . . 9 </TABLE>

2
VF CORPORATION
CONSOLIDATED STATEMENTS OF INCOME
(UNAUDITED)
(IN THOUSANDS, EXCEPT PER SHARE DATA)


See notes to consolidated financial statements.

<TABLE>
<CAPTION>
<S>
ASSETS
CURRENT ASSETS
Cash and equivalents
Accounts receivable, less allowances:
Mar. 30 - \(\$ 36,864\); Dec. \(30-\$ 34,621\); April 1 - \(\$ 34,936\)
\$ 85,435

Inventories:
Finished products
Work in process
MARCH 30
1996
----------
(UNAUDITED)
<C>
\$ \(\quad 85,435\)


677,061

525,809
142,872
163,863
---------
832,544
113,875
\begin{tabular}{|c|c|}
\hline \[
\begin{gathered}
\text { DECEMBER } 30 \\
1995
\end{gathered}
\] & \[
\begin{gathered}
\text { APRIL } 1 \\
1995
\end{gathered}
\] \\
\hline & (UNAUDITED) \\
\hline <C> & <C> \\
\hline \$ 84,075 & \$ 72,260 \\
\hline 629,506 & 702,938 \\
\hline 514,688 & 579,462 \\
\hline 139,721 & 163,832 \\
\hline 187,498 & 191,166 \\
\hline 841,907 & 934,460 \\
\hline 112,149 & 89,524 \\
\hline
\end{tabular}

Total current assets

PROPERTY, PLANT AND EQUIPMENT
Less accumulated depreciation

INTANGIBLE ASSETS
OTHER ASSETS

LIABILITIES AND SHAREHOLDERS' EQUITY
CURRENT LIABILITIES
Short-term borrowings
Current portion of long-term debt
Accounts payable
Accrued liabilities
Total current liabilities
LONG-TERM DEBT
OTHER LIABILITIES
REDEEMABLE PREFERRED STOCK
DEFERRED CONTRIBUTIONS TO EMPLOYEE STOCK OWNERSHIP PLAN
COMMON SHAREHOLDERS' EQUITY
Common Stock
Additional paid-in capital
Foreign currency translation
Retained earnings
</TABLE>
See notes to consolidated financial statements.

4
VF CORPORATION
CONSOLIDATED STATEMENTS OF CASH FLOWS
(UNAUDITED)
(IN THOUSANDS)

<TABLE>
<CAPTION>
<S>
OPERATIONS
Net income
Adjustments to reconcile net income to cash provided (used) by operations:
Depreciation
Amortization of intangible assets
Other, net
Changes in current assets and liabilities:
Accounts receivable
Inventories
Accounts payable
Other, net
Cash provided (used) by operations
INVESTMENTS
Capital expenditures
Business acquisitions
Other, net
Cash invested
FINANCING
Increase (decrease) in short-term borrowings
Payment of long-term debt
Purchase of Common Stock
\((80,185)\)
\((1,350)\)
-
\begin{tabular}{|c|c|}
\hline \[
\begin{gathered}
\text { MARCH } 30 \\
1996
\end{gathered}
\] & \[
\begin{gathered}
\text { APRIL } 1 \\
1995
\end{gathered}
\] \\
\hline <C> & <C> \\
\hline \$ 55,930 & \$ 57,953 \\
\hline 33,169 & 34,306 \\
\hline 7,156 & 8,230 \\
\hline 6,199 & 2,087 \\
\hline \((55,785)\) & \((72,991)\) \\
\hline 5,102 & \((123,131)\) \\
\hline \((1,554)\) & 22,281 \\
\hline 67,284 & 63,888 \\
\hline 117,501 & \((7,377)\) \\
\hline \((36,993)\) & \((27,288)\) \\
\hline - & \((12,004)\) \\
\hline 13,728 & 5,706 \\
\hline \((23,265)\) & \((33,586)\) \\
\hline \((80,185)\) & 114,489 \\
\hline \((1,350)\) & (403) \\
\hline - & \((43,419)\) \\
\hline
\end{tabular}
\begin{tabular}{|c|c|c|}
\hline 1,708,915 & 1,667,637 & 1,799,182 \\
\hline 1,496,615 & 1,490,384 & 1,429,554 \\
\hline 758,686 & 740,504 & 670,799 \\
\hline 737,929 & 749,880 & 758,755 \\
\hline 875,264 & 887,606 & 915,759 \\
\hline 144,902 & 141,948 & 120,060 \\
\hline \$ 3,467,010 & \$ 3,447,071 & \$ 3,593,756 \\
\hline \$ 148,643 & \$ 229,945 & \$ 437,553 \\
\hline 2,155 & 2,715 & 2,705 \\
\hline 273,120 & 276,598 & 317,892 \\
\hline 419,959 & 359,062 & 374,960 \\
\hline 843,877 & 868,320 & 1,133,110 \\
\hline 613,276 & 614,217 & 516,890 \\
\hline 175,990 & 169,392 & 168,327 \\
\hline \[
\begin{gathered}
59,746 \\
(35,557)
\end{gathered}
\] & \[
\begin{gathered}
60,667 \\
(37,031)
\end{gathered}
\] & \[
\begin{gathered}
61,737 \\
(41,103)
\end{gathered}
\] \\
\hline 24,189 & 23,636 & 20,634 \\
\hline 63,764 & 63,439 & 63,452 \\
\hline 608,232 & 593,976 & 558,852 \\
\hline 12,422 & 20,483 & 27,384 \\
\hline 1,125,260 & 1,093,608 & 1,105,107 \\
\hline 1,809,678 & 1,771,506 & 1,754,795 \\
\hline \$ 3,467,010 & \$ 3,447,071 & \$ 3,593,756 \\
\hline
\end{tabular}
\begin{tabular}{|c|c|c|c|c|}
\hline Cash dividends paid Other, net & & \[
\begin{gathered}
(23,926) \\
12,585
\end{gathered}
\] & & \((22,788)\)
5,602 \\
\hline Cash provided (used) by financing & & \((92,876)\) & & 53,481 \\
\hline ET CHANGE IN CASH AND EQUIVALENTS & & 1,360 & & 12,518 \\
\hline ASH AND EQUIVALENTS - BEGINNING OF YEAR & & 84,075 & & 59,742 \\
\hline CASH AND EQUIVALENTS - END OF PERIOD & \$ & 85,435 & \$ & 72,260 \\
\hline
\end{tabular}
</TABLE>
See notes to consolidated financial statements.

5
VF CORPORATION
NOTES TO CONSOLIDATED FINANCIAL STATEMENTS
(UNAUDITED)

NOTE A - BASIS OF PRESENTATION
The accompanying unaudited consolidated financial statements have been prepared in accordance with the instructions to Form $10-Q$ and do not include all of the information and notes required by generally accepted accounting principles for complete financial statements. In the opinion of management, all adjustments (consisting of normal recurring accruals) considered necessary for a fair presentation have been included. Operating results for the three months ended March 30, 1996 are not necessarily indicative of results that may be expected for the year ending January 4, 1997. For further information, refer to the consolidated financial statements and notes included in the Company's Annual Report on Form 10-K for the year ended December 30, 1995.

NOTE B - EARNINGS PER COMMON SHARE
Primary earnings per share are computed by dividing net income, after deducting preferred dividends, by the weighted average number of common shares outstanding. Fully diluted earnings per share assume the conversion of Preferred Stock and the exercise of stock options that have a dilutive effect.

NOTE C - CAPITAL
There are 150,000,000 authorized shares of Common Stock, no par value - stated capital $\$ 1$ a share. At March 30,1996 , there were $63,763,865$ shares outstanding, excluding 1,381,332 treasury shares. At December 30, 1995 and April 1, 1995, there were $63,438,933$ and $63,451,955$ shares outstanding, excluding 1,376,976 and 3,228,337 treasury shares, respectively. During the second quarter of $1995,2,700,000$ treasury shares were retired.

There are 25,000,000 authorized shares of Preferred Stock, $\$ 1$ par value. Of these shares, 2,000,000 were designated as Series A, of which none have been issued, and $2,105,263$ shares were designated and issued as $6.75 \%$ Series B Preferred Stock, of which 1,935,082 shares were outstanding at March 30, 1996, 1,964,942 at December 30, 1995 and 1,999,567 at April 1, 1995.

6
VF CORPORATION
MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL
CONDITION AND RESULTS OF OPERATIONS
RESULTS OF OPERATIONS

During the first quarter of 1996, net sales decreased $2 \%$ and earnings per share decreased 3\% compared with 1995. The declines in sales and earnings resulted from a decline in unit sales related to the general slowdown in retail sales in the United States that began in the second half of 1995.

Sales and operating income by business group are summarized as follows:

```
<TABLE>
<CAPTION>
```

|  |  | 1996 |  | 1995 | CHANGE |
| :---: | :---: | :---: | :---: | :---: | :---: |
| NET SALES | (In thousands) |  |  |  |  |
| <S> | <C> |  | <C> |  | <C> |
| Jeanswear | \$ | 632,666 | \$ | 638,496 | (1) \% |
| Decorated Knitwear |  | 116,811 |  | 104,132 | 12 |
| Intimate Apparel |  | 156,259 |  | 181,855 | (14) |
| Playwear |  | 86,234 |  | 82,986 | ) |
| Specialty Apparel |  | 166,153 |  | 180,118 | (8) |
|  |  | 158,123 |  | 187,587 | (2) \% |
| OPERATING INCOME |  |  |  |  |  |
| Jeanswear | \$ | 88,901 | \$ | 90,000 | (1) \% |
| Decorated Knitwear |  | 1,221 |  | $(8,204)$ | 100+ |
| Intimate Apparel |  | 5,772 |  | 16,367 | (65) |
| Playwear |  | 2,121 |  | 5,918 | (64) |
| Specialty Apparel |  | 22,257 |  | 21,603 | 3 |
|  |  | 120,272 |  | 125,684 | (4) \% |
| OTHER OPERATING INCOME (EXPENSE) |  | (579) |  | $(1,300)$ |  |
| CORPORATE EXPENSES |  | $(9,544)$ |  | $(10,439)$ |  |
| OPERATING INCOME | \$ | 110,149 | \$ | 113,945 |  |

</TABLE>

The Jeanswear business group includes the Lee, Wrangler, Rustler, Riders and Girbaud brands in the United States and the Lee and Wrangler brands in international markets, primarily in Europe. Unit sales and operating margins were comparable during the 1996 and 1995 quarters. Within this category, cost reductions helped offset the impact of additional advertising spending both domestically and abroad.

## 7

Increased volume in undecorated fleece products and T-shirts were the primary factors contributing to the sales increase in the Decorated Knitwear business group. The manufacturing benefits related to additional volume, as well as improvements in operating margins within the sports apparel businesses, resulted in better profitability within this category.

The Intimate Apparel business group includes the Vanity Fair and Vassarette brands, as well as a private label business domestically. The Company also operates intimate apparel operations in Europe, primarily in France and Spain. The sales and profit decline resulted primarily from reductions in domestic sales volume in the Vanity Fair brand and private label businesses.

The Playwear business group consists of Healthtex, the playwear and sleepwear operations of Cutler and the preschool sizes of Lee and Wrangler. Operating margins declined in the quarter at Healthtex due to continued pricing pressures at retail in this product category.

The Specialty Apparel business group includes Red Kap occupational apparel, Jantzen swim and casual apparel and JanSport brand equipment. Sales declined in this business group, in part due to closing the Jantzen men's division, but operating margins improved due to cost reductions achieved.

Marketing, administrative and general expenses were $23.3 \%$ of sales during the quarter, compared with $23.0 \%$ in the 1995 period. Marketing expenses increased as a percent of sales due to higher advertising, but administrative and general expenses declined in amount and as a percent of sales. Marketing, administrative and general expenses as a percent of sales in the first quarter are historically at higher levels than annual amounts and are not necessarily representative of the level expected for the year.

Net interest expense declined slightly in 1996 due to a reduced borrowing level.

FINANCIAL CONDITION AND LIQUIDITY

The financial condition of the Company is reflected in the following:

<TABLE>
<CAPTION>
<S>
Working capital

Current ratio
Debt to total capital
</TABLE>
| <C> | <C> | <C> |
| :---: | :---: | :---: |
| \$865.0 | \$799.3 | \$666.1 |
| 2.0 to 1 | 1.9 to 1 | 1.6 to 1 |
| 29.7\% | 32.3\% | 35.3\% |

Days sales outstanding in accounts receivable are consistent with the level at the end of 1995 and slightly improved from the level at the end of the 1995 first quarter.

Inventories declined slightly from the end of 1995 and declined significantly from the 1995 first quarter due to our continuing emphasis to reduce inventory levels.

Short-term borrowings declined during the first quarter of 1996 due to strong cash flow from operations related primarily to control over inventory levels.

PART II - OTHER INFORMATION
Item 4 - Submission of Matters to a Vote of Security Holders
At the Annual Meeting of Shareholders of the Company held on April 16, 1996, shares representing a total of $65,559,995$ votes were outstanding and entitled to vote for the election of Directors. The Directors elected at the meeting for a term of three years were Ursula $F$. Fairbairn, Barbara S. Feigin, Mackey J. McDonald and Lawrence R. Pugh.

Item 6 - Exhibits and Reports on Form 8-K
(a) Exhibit 11 - Computation of earnings per share for the three months ended March 30, 1996 and April 1, 1995.

Exhibit 27 - Financial data schedule as of March 30, 1996.
(b) Reports on Form 8-K - There were no reports on Form 8-K filed for the three months ended March 30, 1996.

9
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.

> V.F. CORPORATION $----------\quad$ (Registrant)

By: /s/ Gerard G. Johnson
-------------------------------
Gerard G. Johnson
Vice President - Finance
(Chief Financial Officer)

Date: May 9, 1996
By: /s/ Robert K. Shearer
-----------------------------
Robert K. Shearer
Vice President - Controller
(Chief Accounting Officer)


$\$ \quad 55,930 \quad \$ \quad 57,953$

|  | 336 | 363 |  |
| :---: | :---: | :---: | :---: |
| \$ | 55,594 | \$ | 57,590 |
|  | 63,564 |  | 64,022 |
|  | 1,548 |  | 1,600 |
|  | 345 |  | 458 |
|  | 65,457 |  | 66,080 |
| \$ | 0.85 | \$ | 0.87 |


| <TABLE> <S> <C> |  |
| :---: | :---: |
| <ARTICLE> 5 |  |
| <LEGEND> |  |
| This schedule contains summary financial information extracted from financial |  |
| statements included in Form 10-Q for March 30, 1996 and is qualified in its |  |
| entirety by reference to such financial statements. |  |
| </LEGEND> |  |
| <MULTIPLIER> 1,000 |  |
| <S> | <C> |
| <PERIOD-TYPE> | 3-MOS |
| <FISCAL-YEAR-END> | JAN-4-1997 |
| <PERIOD-END> | MAR-30-1996 |
| <CASH> | 85,435 |
| <SECURITIES> | 0 |
| <RECEIVABLES> | 713,925 |
| <ALLOWANCES> | 36,864 |
| <INVENTORY> | 832,544 |
| <CURRENT-ASSETS> | 1,708,915 |
| <PP\&E> | 1,496,615 |
| <DEPRECIATION> | 758,686 |
| <TOTAL-ASSETS> | 3,467,010 |
| <CURRENT-LIABILITIES> | 843,877 |
| <BONDS> | 613,276 |
| <PREFERRED-MANDATORY> | 24,189 |
| <PREFERRED> | 0 |
| <COMMON> | 63,764 |
| <OTHER-SE> | 1,745,914 |
| <TOTAL-LIABILITY-AND-EQUITY> | 3,467,010 |
| <SALES> | 1,158,123 |
| <TOTAL-REVENUES> | 1,158,123 |
| <CGS> | 777,606 |
| <TOTAL-COSTS> | 777,606 |
| <OTHER-EXPENSES> | 270,368 |
| <LOSS-PROVISION> | 0 |
| <INTEREST-EXPENSE> | 17,867 |
| <INCOME-PRETAX> | 93,156 |
| <INCOME-TAX> | 37,226 |
| <INCOME-CONTINUING> | 55,930 |
| <DISCONTINUED> | 0 |
| <EXTRAORDINARY> | 0 |
| <CHANGES> | 0 |
| <NET-INCOME> | 55,930 |
| <EPS-PRIMARY> | . 86 |
| <EPS-DILUTED> | . 85 |

