```
            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 APRIL 5, 1997
                    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 number)

```
1047 NORTH PARK ROAD WYOMISSING, PENNSYLVANIA 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 May 3, 1997, there were \(63,916,249\) shares of Common Stock outstanding.
```


## 1

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



See notes to consolidated financial statements.

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VF CORPORATION
CONSOLIDATED BALANCE SHEETS
(IN THOUSANDS)
<TABLE>
<CAPTION>
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ASSETS
CURRENT ASSETS
Cash and equivalents
Accounts receivable, less allowances: Apr 5 - $\$ 42,175$; Jan 4 - \$40,253; Mar 30 - \$36,864
Inventories:
Finished products
Work in process Materials and supplies

Other current assets
Total current assets
PROPERTY, PLANT AND EQUIPMENT

| APRIL 5 | JANUARY 4 | MARCH 30 |
| :---: | :---: | :---: |
| 1997 | 1997 | 1996 |
| (Unaudited) |  | (Unaudited) |
| ----------------------------- | ------ |  |
| <C> | <C> | <C> |

\$ 219,745

| \$ | 270,629 | \$ | 85,435 |
| :---: | :---: | :---: | :---: |
|  | 592,942 |  | 677,061 |
|  | 394,962 |  | 525,809 |
|  | 168,774 |  | 142,872 |
|  | 167,087 |  | 163,863 |
|  | 730,823 |  | 832,544 |
|  | 111,932 |  | 113,875 |
|  | 1,706,326 |  | 1,708,915 |
|  | 1,543,351 |  | 1,496,615 |

Less accumulated depreciation

|  | 840,467 |  | 821,827 |  | 758,686 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | 725,607 |  | 721,524 |  | 737,929 |
|  | 842,596 |  | 863,930 |  | 875,264 |
|  | 185,315 |  | 157,755 |  | 144,902 |
| \$ | 3,514,447 | \$ | 3,449,535 | \$ | 467,010 |

LIABILITIES AND SHAREHOLDERS' EQUITY
CURRENT LIABILITIES
Short-term borrowings
Current portion of long-term deb
Accounts payable

Total current liabilities
LONG-TERM DEBT
OTHER LIABILITIES
REDEEMABLE PREFERRED STOCK
DEFERRED CONTRIBUTIONS TO EMPLOYEE
STOCK OWNERSHIP PLAN
$\$ 24$,
1,
291,
485,
-----1
802,
1,
91,
85,
802,
517,61
164,248
57,661

$(31,698) \quad(35,557)$

27,355
\$ $\quad 17,528$

## 1,298 320,056

427,385
766,267
519,058

164,077
58,092

26,394

63,908
681,555 668,554 608,232
$(13,372) \quad 6,428 \quad 12,422$
$\begin{array}{rrr}1,270,229 & 1,234,849 & 1,125,260 \\ ---------- & --------------1,\end{array}$

$\$ 3,514,447 \quad \$ 3,449,535$

## ========= 535

\$ 3,467,010

## </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 by operations:
Depreciation
Amortization of intangible assets
Other, net
Changes in current assets and liabilities:

Accounts receivable
Inventories
Accounts payable
Other, net

Cash provided by operations
INVESTMENTS
Capital expenditures
Other, net

THREE MONTHS ENDED
\begin{tabular}{lc}
------------------ \\
APRIL 5 & MARCH 30 \\
1997 & 1996 \\
--------- & --------- \\
<C> & <C>
\end{tabular}
\begin{tabular}{|c|c|c|}
\hline \multicolumn{3}{|l|}{FINANCING} \\
\hline Increase (decrease) in short-term borrowings & 8,364 & \((80,185)\) \\
\hline Payment of long-term debt & (78) & \((1,350)\) \\
\hline Purchase of Common Stock & \((10,178)\) & - \\
\hline Cash dividends paid & \((25,247)\) & \((23,926)\) \\
\hline Proceeds from issuance of stock & 12,325 & 12,568 \\
\hline Other, net & 699 & 17 \\
\hline Cash used by financing & \((14,115)\) & \((92,876)\) \\
\hline NET CHANGE IN CASH AND EQUIVALENTS & \((50,884)\) & 1,360 \\
\hline CASH AND EQUIVALENTS - BEGINNING OF YEAR & 270,629 & 84,075 \\
\hline CASH AND EQUIVALENTS - END OF PERIOD & \$ 219,745 & \$ 85,435 \\
\hline
\end{tabular}
</TABLE>
See notes to consolidated financial statements.

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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 April 5, 1997 are not necessarily indicative of results that may be expected for the year ending January 3, 1998. 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 January 4, 1997.

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.

In February 1997, the Financial Accounting Standards Board issued Statement No. 128, "Earnings per Share," which establishes new standards for computations of earnings per share. The Statement will be effective for periods ending after December 15, 1997, with prior periods restated to comply with the new standards at that time. If the Statement had been effective for the quarters ended April 5, 1997 and March 30, 1996, there would have been no significant change in earnings per share as presented in the accompanying Consolidated Statements of Income.

NOTE C - CAPITAL

There are 150,000,000 authorized shares of Common Stock, no par value - stated capital $\$ 1$ a share. At April 5, 1997, there were $64,009,905$ shares outstanding, excluding 2,539,948 treasury shares. At January 4, 1997 and March 30, 1996, there were $63,907,874$ and $63,763,865$ shares outstanding, excluding $2,399,323$ and 1,381,332 treasury shares, respectively.

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 $1,867,558$ shares were outstanding at April 5, 1997, $1,881,515$ at January 5, 1997 and 1,935,082 at March 30, 1996.

The sales dollar increase of $9 \%$ for the quarter ended April 5, 1997 resulted from an 11\% increase in unit sales, offset by the negative impact of the translation of foreign currencies into the U.S. dollar, as the U.S. dollar strengthened in relation to the currencies of most European countries where the Company has operations.

The sales increase was broad-based; that is, most of the Company's businesses experienced strong percentage sales dollar increases, with the exception of our international operations. Domestic jeanswear sold through the mass markets reflected particularly strong increases, driven by our Wrangler and Rustler brands. U.S. intimate apparel brands also contributed significantly to the sales increase with expanded distribution of the Vassarette brand and a strong private label business. Our Red Kap occupational apparel business also posted a significant sales increase resulting from unit volume growth, aided by the August 1996 acquisition of Bulwark Protective Apparel. While total international sales were flat with the prior year quarter, sales increases in international jeans, excluding the effects of currency translation, were comparable to the gains in the U. S.

Gross margins improved to $33.1 \%$ of sales, compared with $32.9 \%$ in the 1996 quarter. The margin improvement resulted from lower raw material costs, lower cost sourcing and a higher percentage of products sold at regular pricing than experienced in the same quarter of 1996.

Marketing, administrative and general expenses were $23.0 \%$ of sales, compared with $23.3 \%$ in the prior year period. Administrative expenses declined as a percent of sales as a result of the cost reduction initiatives begun in late 1995. Marketing expenses also declined as a percent of sales despite an increase of $\$ 17$ million in total marketing spending. This increase results from additional promotional spending in the Company's targeted growth areas of jeanswear, intimate apparel, international businesses and daypacks.

Net interest expense declined significantly in 1997 due to a higher level of cash and reduced short and long-term borrowings.

The effective income tax rate for the first quarter of 1997 was $40.5 \%$, compared with $40.0 \%$ in the prior year, based on the expected rate for the year.

Earnings per share for the 1997 quarter advanced $26 \%$ over the prior year quarter, with the effects of a strong U.S. dollar on foreign currency translation reducing earnings by $\$ .04$ per share.

FINANCIAL CONDITION AND LIQUIDITY
The financial condition of the Company is reflected in the following:

(Dollars in millions)

Working capital
Current ratio
Debt to total capital
$\$ 958.1$
2.2 to 1
$21.3 \%$
$\$ 940.1 \quad \$ 865.0$
2.2 to $1 \quad 2.0$ to 1

Days sales outstanding in accounts receivable are consistent for all dates presented. Inventories at the end of the 1997 first quarter are slightly higher than at the end of 1996. They are, however, significantly lower than the level at the end of the 1996 first quarter, reflecting improved inventory management and controls.

Cash balances are much higher and short-term debt levels are significantly lower at the end of the first quarter of 1997 than at the comparable date in 1996 due to the strong cash flow from operations during the 1996 year.

During the first quarter, the Company repurchased 150,000 shares of its Common Stock in open market transactions for a total of $\$ 10.2$ million. Under its current authorization from the Board of Directors, the Company may repurchase up to an additional 4.5 million Common Shares. The Company has indicated that it intends to accelerate its share repurchase program from the first quarter rate.

Certain statements included herein are "forward-looking statements" within the meaning of the federal securities laws. This includes any statements concerning plans and objectives of management relating to the Company's operations or economic performance, and assumptions related thereto. In addition, the Company and its representatives may from time to time make other oral or written statements that are also forward-looking statements.

These forward-looking statements are made based on management's expectations and beliefs concerning future events impacting the Company and therefore involve a number of risks and uncertainties. Management cautions that forward-looking statements are not guarantees and that actual results could differ materially from those expressed or implied in the forward-looking statements.

Important factors that could cause the actual results of operations or financial condition of the Company to differ include, but are not necessarily limited to, the overall level of consumer spending for apparel; changes in trends in the segments of the market in which the Company competes; the financial strength of the retail industry; actions of competitors that may impact the Company's business; timely completion of the Company's cost reduction initiatives; and the impact of unforeseen economic changes in the markets where the Company competes, such as changes in interest rates, currency exchange rates, inflation rates, recession, and other external economic and political factors over which the Company has no control.

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PART II - OTHER INFORMATION
Item 1 - Legal Proceedings
Reference is made to Item 3, Legal Proceedings, in the Company's Form $10-\mathrm{K}$ and to "Other Matters" included in Management's Discussion and Analysis of Operations and Financial Condition in the Company's annual report for the year ended January 4, 1997. During the first quarter, the trial date for the "acid wash" litigation was set for November 1997.

Item 2 - Changes in Securities

During the quarter, the Company issued a total of 9,000 shares of restricted Common Stock to certain senior officers of the Company pursuant to terms of the 1995 Key Employee Restricted Stock Plan in transactions not involving an offer or sale of securities for purposes of the Securities Act of 1933, as amended.

Item 4 - Submission of Matters to a Vote of Security Holders
At the Annual Meeting of Shareholders of the Company held on April 15, 1997, the four nominees to the Board of Directors were elected as follows:
<TABLE>
<CAPTION>

|  | Votes For | Votes Withheld |
| :---: | :---: | :---: |
| <S> | <C> | <C> |
| To serve until the 1999 Annual Meeting: William E. Pike | 58,362,701 | 785,659 |
| To serve until the 2000 Annual Meeting: |  |  |
| Robert J. Hurst | 57,704,466 | 1,443,894 |
| M. Rust Sharp | 57,591,231 | 1,557,129 |
| L. Dudley Walker | 58,349,798 | 798,562 |

In addition, the proposal to adopt the 1996 Stock Compensation Plan was approved by the shareholders. The vote was $49,657,758$ for, $5,988,265$ against and 453,420 abstaining.

Item 6 - Exhibits and Reports on Form 8-K
(a) Exhibit 11 - Computation of earnings per share for the three months ended April 5, 1997 and March 30, 1996.

Exhibit 27 - Financial data schedule as of April 5, 1997.
(b) Reports on Form 8-K - There were no reports on Form 8-K filed for the three months ended April 5, 1997.

## 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
----------------
(Registrant)

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

Date: May 9, 1997
By: /s/ Robert K. Shearer
Robert K. Shearer
Vice President - Controller
(Chief Accounting Officer)

| <TABLE> <br> <CAPTION> |  |  |
| :---: | :---: | :---: |
|  | THREE MONTHS ENDED |  |
|  | $\begin{gathered} \text { APRIL } 5 \\ 1997 \end{gathered}$ | $\begin{gathered} \text { MARCH } 30 \\ 1996 \end{gathered}$ |
| <S> | <C> | <C> |
| PRIMARY EARNINGS PER SHARE |  |  |
| Net income | \$70,186 | \$55,930 |
| Less Preferred Stock dividends and redemption premium | 1,151 | 1,124 |
| Net income available to |  |  |
| Average number of common |  |  |
| Primary earnings per share | \$ 1.08 | \$ 0.86 |
| FULLY DILUTED EARNINGS PER SHARE |  |  |
| Net income | \$70,186 | \$55,930 |
| Increased ESOP contribution required if Preferred Stock were converted to Common Stock | 316 | 336 |
| Fully diluted earnings | \$69,870 | \$55,594 |
| Average number of common |  |  |
| Additional common equivalent shares resulting from: |  |  |
| Conversion of Preferred Stock Dilutive effect of stock options | $\begin{array}{r} 1,494 \\ 471 \end{array}$ | $\begin{array}{r} 1,548 \\ 345 \end{array}$ |
| Average number of common and common equivalent shares | 65,928 | 65,457 |
| Fully diluted earnings per share | \$ 1.06 | \$ 0.85 |

```
<TABLE> <S> <C>
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THIS SCHEDULE CONTAINS SUMMARY FINANCIAL INFORMATION EXTRACTED FROM FINANCIAL
STATEMENTS INCLUDED IN FORM 10-Q FOR APRIL 5, 1997 AND IS QUALIFIED IN ITS
ENTIRETY BY REFERENCE TO SUCH FINANCIAL STATEMENTS.
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APR-05-1997
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        743,187
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    1,566,074
        840,467
    3,514,447
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        517,616
            27,355
            64,010
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