```
            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 OCTOBER 4, }199
            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\mathrm{ months and (2) has been subject to such filing
requirements for the past 90 days. YES X NO
    --- ---
On November 1, 1997, there were 61,086,738 shares of Common Stock outstanding.
                    1
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(IN THOUSANDS, EXCEPT PER SHARE DATA)

NINE MONTHS


457,155

10,281
$(37,882)$
801
$(26,800)$

430,355

172,573
$\qquad$
\$ 257,782 \$
$\$ 4.01$
3.91
\$1. 14
,

|  | $(26,800)$ |
| :---: | :---: |
|  | 430,355 |
|  | 172,573 |
| \$ | 257,782 |

$2,602,438$

874,435
1,208

3,478,081


<TABLE>
<CAPTION>
ENDED
SEPTEMBER 28
1996
--------------------------
<S>
NET SALES
3,760,039
COSTS AND OPERATING EXPENSES
Cost of products sold
2,536,845
Marketing, administrative and general expenses
816,725
Other operating (income) expense (457)
\(\qquad\)
3,353,113
-----------------

OPERATING INCOME
406,926

OTHER INCOME (EXPENSE)
Interest income
8,653
Interest expense
(49,754)
Miscellaneous, net
(1,031)
\(\qquad\)
\((42,132)\)
-----------------
INCOME BEFORE INCOME TAXES
364,794
INCOME TAXES
147,924

NET INCOME
216,870
\(===============\)

EARNINGS PER COMMON SHARE
\(\$ 1.72\)
\(\$ 1.42\)
1.67
1.39
\(\$ 0.36\)


165,992

2,406
\((15,850)\)
601
\((12,843)\)

153,149

62,101
\(\qquad\)
\(\$ \quad 91,048\)
\(===============\)
\$1.08
</TABLE>
See notes to consolidated financial statements.

VF CORPORATION CONSOLIDATED BALANCE SHEETS (IN THOUSANDS)



Cash provided by operations
229,522

Business acquisitions (5,797)
$(20,362)$
Other, net (3,030)
47,167
$\qquad$
Cash invested (113,837)
$(78,465)$
FINANCING

----

## Cash used by financing

$(328,910)$
$(268,385)$
----
NET CHANGE IN CASH AND EQUIVALENTS
128,022
CASH AND EQUIVALENTS - BEGINNING OF YEAR
84,075
$-=-$
CASH AND EQUIVALENTS - END OF PERIOD
212,097
$================$
$</$ 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 nine months ended October 4, 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 at that time to comply with the new standards. If the Statement had been effective for the periods ended October 4, 1997 and September 28, 1996, there would have been no significant change in earnings per share as presented in the accompanying Consolidated

NOTE C - CAPITAL
There are 150,000,000 authorized shares of Common Stock, no par value - stated capital $\$ 1$ a share. At October 4, 1997, there were 61,225,408 shares outstanding, excluding 6,058,041 treasury shares. At January 4, 1997 and September 28, 1996, there were $63,907,874$ and $63,547,672$ shares outstanding, excluding 2,399,323 and 2,199,352 treasury shares, respectively.

Subsequent to the end of the third quarter, the Board of Directors declared a 2-for-1 split of the Company's Common Stock, payable to shareholders of record on November 4, 1997, with additional shares to be distributed on November 24, 1997. Share and per share data in this document have not been restated for this stock split.

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 1,839,640 shares were outstanding at October 4, 1997, $1,881,515$ at January 4, 1997 and 1,894,678 at September 28, 1996.

## NOTE D - DERIVATIVE FINANCIAL INSTRUMENTS

The Company enters into short-term foreign currency forward exchange contracts to manage exposures related to certain anticipated foreign currency cash flows. Gains and losses are included in operating income currently. The amounts of the contracts, and related gains and losses, are not material.

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

## RESULTS OF OPERATIONS

The sales dollar increases of $3 \%$ for the quarter and $5 \%$ for the nine month periods ended October 4, 1997 resulted from increases in unit sales. If foreign currency exchange rates had remained consistent with the same periods in 1996, the sales increase for the quarter would have been $5 \%$ and for the nine months would have been $6 \%$.

The sales increases for both the quarter and nine month periods were broad-based. Sales of domestic jeanswear increased during the quarter and nine months, with particularly strong increases driven by our Wrangler, Riders and Timber Creek brands in the nine months. U.S. intimate apparel also contributed significantly to the sales increase, with strong sales of the Vassarette brand in the quarter and nine months. Our workwear business also posted higher sales resulting from unit volume growth, aided by the August 1996 acquisition of Bulwark Protective Apparel. Total international sales for both our jeanswear and intimate apparel businesses were down for the quarter and nine months, due primarily to the effects of foreign currency translation and to weak retail conditions in several key European markets.

Gross margins improved to $34.4 \%$ of sales in the quarter and $33.9 \%$ in the nine months of 1997, compared with $32.3 \%$ and $32.5 \%$ in 1996. The margin improvement resulted from lower raw material costs, lower cost sourcing and improved operating efficiencies.

Marketing, administrative and general expenses were $21.0 \%$ of sales during the quarter and $22.2 \%$ during the nine month period, compared with $20.3 \%$ and $21.7 \%$, respectively, in 1996. The increases were due to higher levels of advertising and other promotional expenses in the Company's targeted growth areas of domestic jeanswear, intimate apparel and daypacks. These advertising and promotional expenses totaled $\$ 226$ million during the first nine months of 1997 , a $19 \%$ increase over the prior year period. Management has committed to invest a significant portion of the savings resulting from the manufacturing, selling and administrative cost reduction initiatives of the past two years in increased advertising and other actions to support and build its brands.

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 nine months of 1997 was $40.1 \%$, compared with $40.6 \%$ in the prior year, based on the expected rate for the year. The rate is lower for 1997 due to higher income before taxes and reduced foreign operating losses for which no tax benefit is recognized.

Earnings per share in 1997 advanced $21 \%$ over the prior year quarter and $19 \%$ over the prior year nine months. The effects of a stronger U.S. dollar on foreign currency translation reduced earnings by $\$ .06$ and $\$ .12$ per share

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

| <TABLE> <br> <CAPTION> |  |  |  |
| :---: | :---: | :---: | :---: |
|  | OCTOBER 4 | JANUARY 4 | SEPTEMBER |
| 28 |  |  |  |
|  | 1997 | 1997 | 1996 |
|  |  | (Dollars in millions) |  |
| <S> | <C> | <C> | <C> |
| Working capital | \$849.7 | \$940.1 | \$884.9 |
| Current ratio | 2.0 to 1 | 2.2 to 1 | 1.9 to 1 |
| Debt to total capital </TABLE> | 22.4\% | 21.4\% | 25.7\% |

Accounts receivable balances are higher than at the end of 1996 due to seasonal sales patterns, with days sales outstanding in accounts receivable consistent for all dates presented. Inventories at the end of the third quarter of both 1997 and 1996 are comparable, but higher than at the end of 1996 due to seasonal patterns.

Cash flow from operations for the first nine months of 1997 is comparable to historical averages. Cash flow from operations for the 1996 period was unusually high due to a reduction in inventory; more typically, inventory would build during this period of the year.

During the third quarter, the Company acquired the Brittania trademarks and acquired a majority interest in a joint venture to market Lee brand jeanswear in Chile, Peru and Bolivia.

During the third quarter, the Company accelerated its Common Stock repurchase program. During the first nine months of 1997, the Company repurchased 3.7 million shares of its Common Stock in open market transactions for a total cost of $\$ 310.1$ million. Management intends to continue to repurchase shares during the remainder of the year using its free cash flow. Under its current authorization from the Board of Directors, the Company may repurchase up to an additional 1.0 million Common Shares.

## CAUTIONARY STATEMENT ON FORWARD-LOOKING STATEMENTS

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

Item 1 - Legal Proceedings
Reference is made to Item 3, Legal Proceedings, in the Company's Form 10-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. On October 13, 1997, the "acid wash" litigation was settled for an amount that is immaterial to the Company's financial position and results of operations.

Item 6 - Exhibits and Reports on Form 8-K
(a) Exhibit 11 - Computation of earnings per share for the three months and nine months ended October 4, 1997 and September 28, 1996.

Exhibit 27 - Financial data schedule as of October 4, 1997.
(b) Reports on Form 8-K - There were no reports on Form 8-K filed for the three months ended October 4, 1997.

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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.

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V.F. CORPORATION
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(Registrant)
By: /s/ Gerard G. Johnson
        -----------------------------
        Gerard G. Johnson
        Vice President - Finance
        (Chief Financial Officer)
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Date: November 14, 1997

By: /s/ Robert K. Shearer ---------------------------

Robert K. Shearer Vice President - Controller
(Chief Accounting Officer)

VF CORPORATION
COMPUTATION OF EARNINGS PER SHARE
(In thousands, except per share data)
<TABLE>
<CAPTION>



Net income available to common stockholders
213,565
$============$

Average number of common shares outstanding 63,598
$==============$

Primary earnings per share
\$3. 36
$==============$

FULLY DILUTED EARNINGS PER SHARE
Net income
216,870
Increased ESOP contribution
required if Preferred Stock were
converted to Common Stock
1,004


