```
            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 4, 1998
                    Commission file number: 1-5256
                    V. F. CORPORATION
    (Exact name of registrant as specified in its charter)
```

PENNSYLVANIA
(State or other jurisdiction of (I.R.S. employer
incorporation or organization) 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 2, 1998, there were $121,670,346$ shares of Common Stock outstanding.
1
VF CORPORATION
INDEX

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<TABLE>
<CAPTION>
<S> <C>
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| <TABLE> <br> <CAPTION> |  |  |  |
| :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \text { APRIL } 4 \\ 1998 \end{gathered}$ | $\begin{gathered} \text { JANUARY } 3 \\ 1998 \end{gathered}$ | $\begin{gathered} \text { APRIL 5 } \\ 1997 \end{gathered}$ |
| <S> | <C> | <C> | <C> |
| ASSETS |  |  |  |
| CURRENT ASSETS |  |  |  |
| Cash and equivalents | \$ 69,716 | \$ 124,094 | \$ 219,745 |
| Accounts receivable, less <br> allowances: Apr 4 - \$43,088; |  |  |  |
| Jan 3-\$39,576; Apr 5-\$42,175 | 728,708 | 587,934 | 682,247 |
| Inventories: |  |  |  |
| Finished products | 540,713 | 434,000 | 436,148 |
| Work in process | 179,781 | 166,947 | 165,469 |
| Materials and supplies | 167,594 | 173,808 | 141,570 |
|  | 888,088 | 774,755 | 743,187 |
| Other current assets | 140,230 | 114,683 | 115,750 |

Total current assets
$1,826,742$
$1,613,329$
890,480
-------
722,849
911,125
229,221
----------
$\$ 3,689,937$
$\$==========$

| 1,601,466 | 1,760,929 |
| :---: | :---: |
| 1,568,952 | 1,566,074 |
| 862,962 | 840,467 |
| 705,990 | 725,607 |
| 814,332 | 842,596 |
| 200,994 | 185,315 |
| \$ 3, 322,782 | \$ 3,514,447 |

## 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
253,516
787
285,669
521,877
---------
$1,061,849$

516,840
157,237
55,756
$(24,740)$
-----------1
31,016
COMMON SHAREHOLDERS' EQUITY
Common Stock
Additional paid-in capital
Foreign currency translation
Retained earnings

| \$ | 24,191 | \$ | 24,641 |
| :---: | :---: | :---: | :---: |
|  | 450 |  | 1,277 |
|  | 301,103 |  | 291,011 |
|  | 440,164 |  | 485,877 |
|  | 765,908 |  | 802,806 |
|  | 516,226 |  | 517,616 |
|  | 143,813 |  | 164,248 |
|  | 56,341 |  | 57,661 |
|  | $(26,275)$ |  | $(30,306)$ |
|  | 30,066 |  | 27,355 |
|  | 121,225 |  | 64,010 |
|  | 744,108 |  | 681,555 |
|  | $(36,110)$ |  | $(13,372)$ |
|  | 1,037,546 |  | 1,270,229 |
|  | 1,866,769 |  | 2,002,422 |
| \$ | 3,322,782 | \$ | 3,514,447 |

</TABLE>

See notes to consolidated financial statements.
4
VF CORPORATION
CONSOLIDATED STATEMENTS OF CASH FLOWS
(UNAUDITED)
(IN THOUSANDS)
<TABLE>
<CAPTION>

|  | THREE MONTHS ENDED |  |
| :---: | :---: | :---: |
|  | APRIL 4 | APRIL 5 |
|  | 1998 | 1997 |
| <S> | <C> | <C> |
| OPERATIONS |  |  |
| Net income | \$ 78,106 | \$ 70,186 |
| Adjustments to reconcile net income to cash provided by operations: |  |  |
| Depreciation | 33,817 | 32,546 |
| Amortization of intangible assets | 8,044 | 6,949 |
| Other, net | 6,842 | $(23,043)$ |
| Changes in current assets and liabilities: |  |  |
| Accounts receivable | $(117,011)$ | $(102,073)$ |
| Inventories | $(23,237)$ | $(19,821)$ |
| Accounts payable | $(27,247)$ | $(25,265)$ |
| Other, net | 47,368 | 64,623 |

Investments
Capital expenditures
$(39,446)$
$(41,370)$
Business acquisitions
$(228,155)$

## FINANCING

| Increase (decrease) in short-term borrowings | 229,757 | 8,364 |
| :---: | :---: | :---: |
| Payment of long-term debt | (52) | (78) |
| Purchase of Common Stock | $(23,179)$ | $(10,178)$ |
| Cash dividends paid | $(25,213)$ | $(25,247)$ |
| Proceeds from issuance of stock | 23,895 | 12,325 |
| Other, net | 493 | 699 |
| Cash provided (used) by financing | 205,701 | $(14,115)$ |
| CHANGE IN CASH AND EQUIVALENTS | $(54,378)$ | $(50,884)$ |
| AND EQUIVALENTS - BEGINNING OF YEAR | 124,094 | 270,629 |
| AND EQUIVALENTS - END OF PERIOD | \$ 69,716 | \$ 219,745 |

## </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 4, 1998 are not necessarily indicative of results that may be expected for the year ending January 2, 1999. 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 3, 1998.

NOTE B - EARNINGS PER COMMON SHARE
Earnings per share amounts for 1997 have been restated in accordance with Statement of Financial Accounting Standards No. 128, Earnings per Share. Earnings per share are computed as follows (in thousands, except per share amounts):
<TABLE>
<CAPTION>

|  | First Quarter |  |
| :---: | :---: | :---: |
|  | 1998 | 1997 |
| <S> | <C> | <C> |
| Basic earnings per share: |  |  |
| Net income | \$ 78,106 | 70,186 |
| Less Preferred Stock dividends and redemption premium | 1,585 | 1,151 |
| Net income available for Common Stock | \$ 76,521 | \$ 69,035 |
| Weighted average Common Stock outstanding | 121,251 | 127,926 |
| Basic earnings per share | \$ 0.63 | \$ 0.54 |
| Diluted earnings per share: |  |  |
| Net income | \$ 78,106 | \$ 70,186 |
| Increased ESOP expense if Preferred Stock were converted to Common Stock | 289 | 316 |
| Net income available for Common Stock and dilutive securities | \$ 77, 817 | \$ 69,870 |
| Weighted average Common Stock outstanding | 121,251 | 127,926 |

Additional Common Stock resulting from dilutive securities:

| Preferred Stock Stock options | $\begin{aligned} & 2,890 \\ & 1,311 \end{aligned}$ | $\begin{array}{r} 2,988 \\ 942 \end{array}$ |
| :---: | :---: | :---: |
| Weighted average Common Stock and dilutive securities outstanding | 125,452 | 131,856 |
| Diluted earnings per share bLe> | \$ 0.62 | \$ 0.53 |

NOTE C - CAPITAL
The Company declared a two-for-one stock split in November 1997. References in this report to per share amounts have been restated, but numbers of shares presented are based on the actual amounts outstanding.

At April 4, 1998, there were $150,000,000$ authorized shares of Common Stock, no par value - stated capital $\$ 1$ a share. At April 4, 1998, there were 121,607,566 shares outstanding, excluding 14,397,870 treasury shares. At January 3, 1998 and April 5, 1997, there were $121,225,298$ and $64,009,905$ shares outstanding, excluding 13,910,519 and 2,539,948 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 $1,805,868$ shares were outstanding at April 4, 1998, 1,824,820 at January 3, 1998 and 1,867,558 at April 5, 1997.

NOTE D - ACQUISITION
On January 8, 1998, the Company acquired the common stock of Bestform Group, Inc. for $\$ 184.3$ million in cash, plus repayment of $\$ 44.4$ million in debt. This acquisition has been accounted for as a purchase, and accordingly, operating results have been included in the financial statements from the date of acquisition. The net assets of Bestform are included based on a preliminary allocation of the purchase price, with approximately $\$ 109$ million representing intangible assets. Final asset and liability valuations are not expected to have a material effect on the financial statements.

The following pro forma results of operations assume that Bestform had been acquired at the beginning of 1997 (in thousands, except per share amounts):

<TABLE>
<CAPTION>
\begin{tabular}{|c|c|c|}
\hline & & ```
First Quarter
    1 9 9 7
``` \\
\hline \multirow[t]{6}{*}{<S>} & & <C> \\
\hline & Net sales & \$1,337,377 \\
\hline & Net income & 72,297 \\
\hline & Earnings per common share: & \\
\hline & Basic & \$0.56 \\
\hline & Diluted & 0.55 \\
\hline
\end{tabular}
</TABLE>
NOTE E - COMPREHENSIVE INCOME

Effective January 4, 1998, the Company adopted Statement of Financial Accounting Standards No. 130, Reporting Comprehensive Income. Comprehensive income consists of net income from operations, plus certain changes in assets and liabilities that are not included in net income but are instead reported within a separate component of shareholders' equity under generally accepted accounting standards. The Company's comprehensive income was as follows (in thousands):

<TABLE>
<CAPTION>

</TABLE>
VF CORPORATION

RESULTS OF OPERATIONS
Consolidated sales increased 5\% for the quarter ended April 5, 1998, compared with the first quarter of 1997. Businesses acquired since last year's first quarter increased sales by $6 \%$. In the translation of foreign currencies into the U.S. dollar, a stronger U.S. dollar reduced sales comparisons by $2 \%$ (and earnings by $\$ .02$ per share).

Domestic intimate apparel sales increased from the acquisition of Bestform Group, Inc. (Bestform) and the continuing growth of the Vassarette brand. Sales of domestic jeanswear increased during the quarter, particularly in the Lee, Riders and Timber Creek brands. Total international sales for both our jeanswear and intimate apparel businesses declined for the quarter due to the effects of a stronger U.S. dollar in translating foreign currencies and to weak retail conditions in several key European markets. Sales also declined in knitwear due to difficult market conditions.

Gross margins improved to $34.2 \%$ of sales in the quarter, compared with $33.1 \%$ in the 1997 period. The margin improvement occurred in most businesses and resulted from the continuing shift to lower cost sourcing, lower raw material costs and improved operating efficiencies.

Marketing, administrative and general expenses were $23.4 \%$ of sales during the quarter, compared with $23.0 \%$ in 1997. Marketing expenses as a percent of sales in the last two years have been above historical spending levels as management has increased advertising and other efforts to support and build its brands. In addition, expenses have increased as a percent of sales due to the implementation of shared services and common systems.

Net interest expense increased in 1998 due to a reduced level of cash and increased short-term borrowings related to the acquisition of Bestform in January 1998.

The effective income tax rate for the three months of 1998 was $40.0 \%$, based on the expected rate for the year, compared with $40.5 \%$ in the prior year.

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

<TABLE>
<CAPTION>
<S>
Working capital
APRIL 4
1998
----
<C>
\(\$ 764.9\)
1.7 to 1
JANUARY 3
1998
---
(Dollars in millions)
<C>
\(\$ 835.6\)
2.1 to 1
\(22.5 \%\)
\begin{tabular}{c} 
APRIL 5 \\
1997 \\
----
\end{tabular}
\(\langle\mathrm{C}>\)
\(\$ 958.1\)
2.2 to 1
\(21.3 \%\)

Debt to total capital
\(28.6 \%\)
22.5\%
\(21.3 \%\)
</TABLE>
8
Accounts receivable balances at the end of the first quarter of 1998 are higher than at the comparable date in 1997 and at year-end 1997 due primarily to the acquisition of Bestform. In addition, first quarter balances are higher than year-end balances due to seasonal sales patterns. Days sales outstanding are consistent for all dates presented.

Inventories at the end of the first quarter of 1998 include those of Bestform. Excluding Bestform, inventories are consistent with the 1997 year-end level and $6 \%$ higher than the level at the end of the first quarter of 1997 due primarily to sales growth expectations.

Intangible assets increased during 1998 due to the acquisition of Bestform.

The increase in short-term borrowings relates to the acquisition of Bestform in January 1998.

During the first quarter of 1998 , the Company repurchased 487,000 shares of its Common Stock in open market transactions for a total cost of $\$ 23.2$ million. Under its current authorization from the Board of Directors, the Company may repurchase up to an additional 4.7 million Common Shares.

The Company announced subsequent to the end of the quarter the formation of a majority-owned subsidiary to manufacture and market Wrangler products in Japan. The transaction is expected to close near the end of the second quarter.

Certain statements included herein are "forward-looking statements" within the meaning of the federal securities laws. This includes 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; 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 2 - Changes in the Rights of the Company's Security Holders
In October 1997, the Board of Directors adopted a new Shareholder Rights Plan to replace the former rights plan which expired on January 25, 1998. Under the new Plan, the Company declared a dividend of one Right for each share of VF Common Stock outstanding on January 25, 1998. The Rights become exercisable ten days after an outside party acquires, or makes an offer for, $15 \%$ or more of the Common Stock. Once exercisable, each Right will entitle its holder to buy $1 / 100$ share of Series A Preferred Stock for $\$ 175$. If the Company is involved in a merger or other business combination or an outside party acquires $15 \%$ or more of the Common Stock, each Right will be modified to entitle its holder (other than the acquirer) to purchase common stock of the acquiring company or, in certain circumstances, VF Common Stock having a market value of twice the exercise price of the Right. In some circumstances, Rights other than those held by an acquirer may be exchanged for one share of VF Common Stock. The Rights, which expire in January 2008, may be redeemed at $\$ .01$ per right prior to their becoming exercisable.

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

At the Annual Meeting of Shareholders of the Company held on April 21, 1998, the following three nominees to the Board of Directors were elected to serve until the 2001 Annual Meeting:

```
<TABLE>
```

<CAPTION>
<S>
Robert D. Buzzell
Edward E. Crutchfield
George Fellows
Votes For
--------
<C>
$99,523,392$
$98,781,099$
$98,632,589$

[^0]In addition, the proposal to increase the number of shares of Common Stock that the Company is authorized to issue from 150 million to 300 million was approved by the shareholders. The vote was $96,504,447$ for, $6,935,040$ against and 361,027 abstaining.

Item 6 - Exhibits and Reports on Form 8-K
(a) Exhibit 3(A) - Articles of Amendment with Respect to Designation of Series A Participating Cumulative Preferred Stock (Incorporated by reference to Exhibit 3 (C) to Form 10-K for the fiscal year ended January 3, 1998)

Exhibit 3(B) - Article Fifth of the Amended and Restated Articles of Incorporation

Exhibit 4(A) - Rights Agreement, dated as of October 22, 1997, between the Company and First Chicago Trust Company of New York (Incorporated by reference to Exhibit $4(\mathrm{~F})$ to Form $10-\mathrm{K}$ for the fiscal year ended January 3, 1998)

Exhibit 27 - Financial data schedule as of April 4, 1998
(b) Reports on Form 8-K - There were no reports on Form 8-K filed

# for the three months ended April 4, 1998. 

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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.

> V.F. CORPORATION (Registrant)

## By: /s/ Gerard G. Johnson

Gerard G. Johnson
Vice President - Finance (Chief Financial Officer)

Date: May 15, 1998
By: /s/ Robert K. Shearer
---------------------------------------
Robert K. Shearer
Vice President - Controller (Chief Accounting Officer)

Microfilm Number $\qquad$ Filed with the Department of State on May 12 , 1998

Entity Number 0372201
Secretary of the Commonwealth j/c

ARTICLES OF AMENDMENT-DOMESTIC BUSINESS CORPORATION
DSCB:15-1915 (Rev 91)
In compliance with the requirements of 15 Pa.C.S. $\$ 1915$ (relating to articles of amendment), the undersigned business corporation, desiring to amend its Articles, hereby states that:

1. The name of the corporation is: V.F. Corporation
2. The (a) address of this corporation's current registered office in this Commonwealth or (b) name of its commercial registered office provider and the county of venue is (the Department is hereby authorized to correct the following information to conform to the records of the Department):
(a)
1047 North Park Road
Wyomissing, PA 19610

| Number and Street City | State County |
| :--- | :--- | :--- | :--- |

(b) $\mathrm{c} / \mathrm{o}$

6. (Check one of the following):

X The amendment was adopted by the shareholders (or members) pursuant to $15 \mathrm{~Pa} . \mathrm{C} . \mathrm{S}$. $\$ 1914$ (c).
/ / The amendment was adopted by the board of directors pursuant to 15 Pa.C.S. \$ 1914 (c).
7. (Check, and if appropriate complete, one of the following):
/ / The amendment adopted by the corporation, set forth in full, is as follows:
/x/ The amendment adopted by the corporation as set forth in full in Exhibit A attached hereto and made a part hereto.

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8. (Check if the amendment restates the Articles):

The restated Articles of Incorporation supersede the original
Articles $\overline{\text { and }}$ all amendments thereto.

IN TESTIMONY WHEREOF, the undersigned corporation has caused these Articles of Amendment to be signed by a duly authorized officer thereof this 29th day of April 1998.


Article FIFTH of the Amended and Restated Articles of Incorporation of V.F. Corporation is amended by deleting the first, second and third sentences thereof and substituting in lieu thereof the following:

This Corporation is authorized to issue two classes of shares to be designated respectively "Preferred Stock" and "Common Stock"; the total number of shares which this Corporation shall have authority to issue is 325,000,000. The number of shares of Preferred Stock shall be $25,000,000$, and the par value of each share of such class shall be one Dollar (\$1.00). The number of shares of Common Stock shall be $300,000,000$, without par value.

Except as amended as set forth above, Article FIFTH remains in full force and effect.



[^0]:    Votes Withheld
    --------------
    <C>
    4,277,122
    5,019,415
    5,167,925

