CURRENT REPORT
Pursuant to Section 13 or $15(d)$ of the Securities
Exchange Act of 1934

CULP, INC.
(Exact name of registrant as specified in its charter)

(Former name or former address, if changed since last report)

Item 5. Other Events
See Press Release (attached) dated August 8, 1996 related to first-quarter earnings for the period ended July 28, 1996.

See Financial Information Release (attached).

## 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 hereunto duly authorized.

CULP, INC.
(Registrant)

By: Franklin N. Saxon
Senior Vice President and
Chief Financial Officer

By: Stephen T. Hancock
Stephen T. Hancock
General Accounting Manager

CULP REPORTS RECORD FIRST QUARTER SALES AND EARNINGS
EARNINGS PER SHARE UP 43\%

HIGH POINT, North Carolina (August 8, 1996) A Culp, Inc. today reported higher net sales and earnings for the first quarter of its 1997 fiscal year.

For the three months ended July 28, 1996, Culp reported that net sales increased $25.1 \%$ to $\$ 90.5$ million compared with $\$ 72.4$ million a year ago. Net income for the quarter increased $45.9 \%$ to $\$ 2.2$ million or $\$ 0.20$ per share, compared with $\$ 1.5$ million, or $\$ 0.14$ per share, in the first quarter of fiscal 1996.

Commenting on the results, Robert G. Culp, III, chief executive officer, said, "The gains for the first quarter represent a strong start for Culp in the current fiscal year. Increased shipments of upholstery fabrics provided the majority of the gain in sales for the period, but we also achieved higher sales of mattress ticking. These results mark the highest first quarter net sales and earnings ever in a period which historically has not been the strongest quarter for our business because of seasonal factors. We have now achieved 15 consecutive quarters of record earnings compared with the comparable year-earlier results. We are gratified by that accomplishment but recognize the inherent cyclicality of demand for home furnishings. We continue to be focused on the same programs and initiatives which have successfully enabled us to capture an increasing share of the worldwide market for upholstery fabrics and mattress ticking."

Culp noted, "A hallmark of our continuing progress remains the growth in international sales. Shipments to customers outside the United States increased $49 \%$ during the first quarter and represented $24 \%$ of net sales. At the same time, U. S. shipments rose $19 \%$. We are steadily broadening the scope of the company's international sales. Canada and Mexico combined
-MORE-
Culp, Inc. (Box) P.O. Box 2686 (Box) 101 S. Main Street (Box) High Point, NC 27261-2686 (Box) 910-888-6266 (Box) Fax 910-887-7089

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August 8, 1996
represent the largest international market for our products, but Europe is now a major area as well. We are also establishing a rapidly growing presence in the Middle East, Asia and the Far East. We fully intend to broaden that geographical diversity further. We are continuing to add new distributors and expect to introduce new products as part of an aggressive plan to sustain this positive momentum.
"We are continuing to maintain a strong financial position which is allowing us to invest the capital necessary to support Culp's ongoing progress. Our debt/capital ratio of $47 \%$ at the close of the first quarter was the lowest for the company in two years. Based on our current plans to invest at least $\$ 16.5$ million in new equipment during fiscal 1997, we will have spent a record $\$ 78$ million over the past five years to modernize and expand our manufacturing resources. Our capital expenditures are focused not only on increasing our production capacity but also on being able to meet customers' needs better. Current initiatives include projects intended to raise efficiency, lower manufacturing costs and enhance Culp's flexibility to adapt quickly to changes in the markets for upholstery fabrics and mattress ticking."

Culp, Inc. is a leading manufacturer and marketer of fabrics for the furniture, bedding and institutional furnishings markets.

CULP, INC.
Condensed Financial Highlights
(Unaudited)

|  | Three Months Ended |  |
| :---: | :---: | :---: |
| July 28, |  |  |
| 1996 |  |  |$\quad$| July 30, |
| :---: |
| 1995 |

CULP, INC. FINANCIAL INFORMATION RELEASE
CONSOLIDATED INCOME STATEMENTS
FOR THE THREE MONTHS ENDED JULY 28, 1996 AND JULY 30, 1995 (Page 1 of 10)
(Amounts in Thousands, Except for Per Share Data)

THREE MONTHS ENDED (UNAUDITED)

|  | THREE MONTHS ENDED (UNAUDITED) |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Amounts |  |  |  | Percent of Sales |  |
|  |  | $\begin{aligned} & \operatorname{ly} 28, \\ & 996 \end{aligned}$ | $\begin{aligned} & \text { July } 30, \\ & 1995 \end{aligned}$ | \% Over <br> (Under) | 1997 | 1996 |
| Net sales | \$ | 90,529 | 72,357 | 25.1\% | 100.0\% | 100.0\% |
| Cost of sales |  | 74,609 | 60,159 | $24.0 \%$ | 82.4\% | 83.1\% |
| Gross profit |  | 15,920 | 12,198 | $30.5 \%$ | $17.6 \%$ | 16.9\% |
| Selling, general and administrative expenses |  | 10,864 | 8,454 | 28.5\% | 12.0\% | 11.7\% |
| Income from operations |  | 5,056 | 3,744 | 35.0\% | 5.6\% | $5.2 \%$ |
| Interest expense |  | 1,182 | 1,297 | (8.9\%) | 1.3\% | 1.8\% |
| Interest income |  | (57) | 0 | ** \% | (0.1\%) | $0.0 \%$ |
| Other expense (income), net |  | 395 | 107 | 269.2\% | $0.4 \%$ | $0.1 \%$ |
| Income before income taxes |  | 3,536 | 2,340 | $51.1 \%$ | 3.9\% | 3.2\% |
| Income taxes * |  | 1,326 | 825 | $60.7 \%$ | 37.5\% | 35.3\% |
| Net income | \$ | 2,210 | 1,515 | 45.9\% | 2.4\% | $2.1 \%$ |
| Average shares outstanding |  | 11,297 | 11,207 | $0.8 \%$ |  |  |
| Net income per share |  | \$ 0.20 | \$ 0.14 | 42.9\% |  |  |
| Dividends per share |  | \$0.0325 | \$0.0275 | 18.2\% |  |  |

## CULP, INC. FINANCIAL INFORMATION RELEASE

CONSOLIDATED BALANCE SHEETS
JULY 28, 1996, JULY 30, 1995 AND APRIL 28, 1996 (Page 2 of 10)
(Unaudited, Amounts in Thousands)

|  | Amounts |  |  | Increase (Decrease) |  | $\begin{gathered} \text { * April 28, } \\ 1996 \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{aligned} & \text { July 28, } \\ & 1996 \end{aligned}$ |  | $\begin{aligned} & \text { July } 30 \text {, } \\ & 1995 \end{aligned}$ |  |  |  |
|  |  |  | Dollars | Percent |  |
| Current assets |  |  |  |  |  |  |
| Cash and cash investments | \$ | 1,709 |  | 988 | 721 | $73.0 \%$ | 498 |
| Accounts receivable |  | 42,262 | 38,243 | 4,019 | 10.5\% | 52,038 |
| Inventories |  | 51,676 | 49,363 | 2,313 | $4.7 \%$ | 47,395 |
| Other current assets |  | 3,911 | 3,553 | 358 | 10.1 \% | 4,191 |
| Total current assets |  | 99,558 | 92,147 | 7,411 | 8.0\% | 104,122 |
| Restricted investments |  | 5,244 | 0 | 5,244 |  | 5,250 |
| Property, plant \& equipment, net |  | 78,292 | 75,744 | 2,548 | $3.4 \%$ | 76,961 |
| Goodwill |  | 22,720 | 22,391 | 329 | 1.5\% | 22,871 |
| Other assets |  | 2,469 | 2,443 | 26 | 1.1\% | 2,440 |
| Total assets |  | 208,283 | 192,725 | 15,558 | 8.1\% | 211,644 |
| Current Liabilities |  |  |  |  |  |  |
| Current maturities of long-term debt | \$ | 7,100 | 11,555 | $(4,455)$ | (38.6\%) | 7,100 |
| Accounts payable |  | 24,233 | 25,864 | $(1,631)$ | ( $6.3 \%$ ) | 27,308 |
| Accrued expenses |  | 13,295 | 8,520 | 4,775 | $56.0 \%$ | 12,564 |
| Income taxes payable |  | 1,295 | 1,139 | 156 | 13.7\% | 197 |
| Total current liabilities |  | 45,923 | 47,078 | $(1,155)$ | (2.5\%) | 47,169 |
| Long-term debt |  | 70,916 | 67,662 | 3,254 | 4.8\% | 74,941 |
| Deferred income taxes |  | 8,088 | 5,361 | 2,727 | $50.9 \%$ | 8,088 |
| Total liabilities |  | 24,927 | 120,101 | 4,826 | 4.0\% | 130,198 |
| Shareholders' equity |  | 83,356 | 72,624 | 10,732 | $14.8 \%$ | 81,446 |
| Total liabilities and shareholders' equity |  | 208,283 | 192,725 | 15,558 | 8.1\% | 211,644 |
| Shares outstanding |  | 11,303 | 11,210 | 93 | $0.8 \%$ | 11,290 |

[^0]|  |  | THREE MONTHS ENDED |  |
| :---: | :---: | :---: | :---: |
|  |  | Amo |  |
|  |  | $\begin{gathered} \text { July } 28, \\ 1996 \end{gathered}$ | $\begin{gathered} \text { July } 30, \\ 1995 \end{gathered}$ |
| Cash flows from operating activities: |  |  |  |
| Net income | \$ | 2,210 | 1,515 |
| Adjustments to reconcile net income to net cash provided by (used in) operating activities: |  |  |  |
| Depreciation |  | 3,144 | 3,067 |
| Amortization of intangible assets |  | 198 | 148 |
| Provision for deferred income taxes |  | 0 | (57) |
| Changes in assets and liabilities: |  |  |  |
| Accounts receivable |  | 9,776 | 6,009 |
| Inventories |  | $(4,281)$ | $(3,592)$ |
| Other current assets |  | 280 | (359) |
| Other assets |  | (76) | 93 |
| Accounts payable |  | 131 | $(1,787)$ |
| Accrued expenses |  | 731 | $(3,012)$ |
| Income taxes payable |  | 1,098 | 478 |
| Net cash provided by (used in) operating activities |  | 13,211 | 2,508 |
| Cash flows from investing activities: |  |  |  |
| Capital expenditures |  | $(4,475)$ | $(3,006)$ |
| Purchases of restricted investments |  | (53) | 0 |
| Purchase of investments to fund deferred compensation liability |  | 0 | $(1,286)$ |
| Proceeds from sale of restricted investments |  | 59 | 795 |
| Net cash provided by (used in) investing activities |  | $(4,469)$ | 3,497 |
| Cash flows from financing activities: |  |  |  |
| Proceeds from issuance of long-term debt |  | 0 | 7,000 |
| Principal payments on long-term debt |  | $(4,025)$ | $(1,525)$ |
| Change in accounts payable-capital expenditures |  | $(3,206)$ | $(4,599)$ |
| Dividends paid |  | (368) | (308) |
| Proceeds from sale of common stock |  | 68 | 21 |
| Net cash provided by (used in) financing activities |  | $(7,531)$ | 589 |
| Increase (decrease) in cash and cash investments |  | 1,211 | (405) |
| Cash and cash investments at beginning of period |  | 498 | 1,393 |
| Cash and cash investments at end of period | \$ | 1,709 | 988 |


|  | FISCAL | 96 |
| :--- | ---: | :--- |

(1) Expenditures for entire year
(2) Earnings before interest, income taxes, and depreciation \& amortization.
(3) Total liabilities, long-term debt, funded debt and capital employed are all net of restricted investments.

CULP, INC. FINANCIAL INFORMATION RELEASE
SALES BY BUSINESS UNIT
FOR THREE MONTHS MONTHS ENDED JULY 28, 1996 AND JULY 30, 1995
(Amounts in thousands)
THREE MONTHS ENDED (UNAUDITED)

|  | Amounts |  |  |  | Percent of Total Sales |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Business Units |  | $\begin{gathered} \text { July } 28, \\ 1996 \end{gathered}$ | $\begin{gathered} \text { July } 30, \\ 1995 \end{gathered}$ | \% Over <br> (Under) | 1997 | 1996 |
| Upholstery Fabrics |  |  |  |  |  |  |
| Culp Textures |  | \$20,801 | 17,584 | 18. \% | 23. \% | $24 . \%$ |
| Rossville/Chromatex |  | 18,165 | 15,358 | 18.\% | 20.\% | 21.\% |
|  |  | 38,966 | 32,942 | 18.\% | 43. \% | $45 . \%$ |
| Velvets/Prints |  | 34,867 | 23,523 | 48.\% | 38.\% | $32 . \%$ |
|  |  | 73,833 | 56,465 | 30. \% | 81. \% | $78 . \%$ |
| Mattress Ticking |  |  |  |  |  |  |
| Culp Home Fashions (1) |  | 16,696 | 15,892 | 5. \% | 18.\% | $22 . \%$ |
|  | * | \$ 90,529 | 72,357 | 25. \% | 100.\% | 100.\% |

*US. Domestic sales were $\$ 69,001$ and $\$ 57,945$ for the three months of fiscal 1997 and fiscal 1996, respectively.
The percentage increase in U.S. Domestic sales was $19.1 \%$ for the three months.
(1) Formerly known as Culp Ticking

CULP, INC. FINANCIAL INFORMATION RELEASE
INTERNATIONAL SALES BY GEOGRAPHIC AREA
(Page 6 of 10 ) FOR THREE MONTHS MONTHS ENDED JULY 28, 1996 AND JULY 30, 1995
(Amounts in thousands)


Amounts

| July 28, | July 30, |
| :---: | :---: |
| 1996 | 1995 |
| _----------- | ------------ |


| $\$ 7,957$ | 4,568 |
| ---: | ---: |
| 4,723 | 3,185 |
| 4,196 | 2,112 |
| 3,694 | 2,251 |
| 366 | 445 |
| 592 | 1,851 |
| $-=-----$ |  |
| $\$ 21,528$ | 14,412 |
| $=======$ | $======$ |

Percent of Total Sales
\% Over
(Under)
------------

1996 ------_--
$74.2 \% \quad 37.0 \% \quad 31.7 \%$
$48.3 \% \quad 21.9 \% \quad 22.1 \%$
$98.7 \%$
$64.1 \%$
(17.8\%)
(68.0\%)
21.9
22.1\%
$17.2 \%$
$1.7 \%$
$15.6 \%$
$3.1 \%$
12.8\%
$49.4 \%$
$100.0 \%$
$100.0 \%$
======
$===-$

Product Category/Business Units

Upholstery Fabrics
Culp Textures
Rossville/Chromatex

Velvets/Prints

Mattress Ticking
Culp Home Fashions (1)

Product Category/Business Units
Upholstery Fabrics
Culp Textures
Rossville/Chromatex

Velvets/Prints

Mattress Ticking
Culp Home Fashions (1)

|  |  |  | Fisc | 996 |  |  |  | Fisc | 997 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Product Category/Business Units | Q1 | Q2 | Q3 | Q4 | TOTAL | Q1 | Q2 | Q3 | Q4 | TOTAL |

Upholstery Fabrics
Culp Textures
Rossville/Chromatex

Velvets/Prints

Mattress Ticking
Culp Home Fashions (1)

Q1
Fiscal 1995
Q2 Q3 Q4
TOTAL

| 19,613 | 22,834 | 20,940 | 21,738 | 85,125 |
| :--- | :---: | :---: | :---: | :---: |
| 15,140 | 15,758 | 16,397 | 16,470 | 63,765 |
| ----- | 38,592 | 37,337 | 38,208 | 148,890 |
| 34,753 | 26,439 | 28,307 | 31,413 | 106,803 |
| 20,644 | 65,031 | 65,644 | 69,621 | 255,693 |


| 10,952 | 13,414 | 12,147 | 15,820 | 52,333 |
| :---: | :---: | :---: | :---: | :---: |
| 66,349 | 78,445 | 77,791 | 85,441 | 308,026 |

Percent increase(decrease) from prior year:

| 12.4 | 13.8 | 6.4 | 2.9 | 8.7 |
| :---: | :---: | :---: | :---: | :---: |
| 100.0 | 100.0 | 14.4 | (1.5) | 105.4 |
| 99.2 | 92.3 | 9.8 | 1.0 | 36.1 |
| (1.2) | 7.8 | 19.4 | 12.5 | 10.1 |
| 44.5 | 45.8 | 13.7 | 5.9 | 23.9 |
| 32.7 | 42.8 | 27.4 | 37.9 | 35.4 |
| 42.4 | 45.3 | 15.7 | 10.6 | 25.7 |


| 17,584 | 22,715 | 20,685 | 23,400 | 84,384 | 20,801 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| 15,358 | 17,960 | 18,567 | 22,318 | 74,203 | 18,165 |
| 32,942 | 40,675 | 39,252 | 45,718 | 158,587 | 38,966 |
| 23,523 | 32,081 | 31,836 | 38,280 | 125,720 | 34,867 |
| 56,465 | 72,756 | 71,088 | 83,998 | 284,307 | 73,833 |
| 15,892 | 17,916 | 15,388 | 18,164 | 67,360 | 16,696 |
| 72,357 | 90,672 | 86,476 | 102,162 | 351,667 | 90,529 |

Percent increase(decrease) from prior year:

| $(10.3)$ | $(0.5)$ | $(1.2)$ | 7.6 | $(0.9)$ | 18.3 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| 1.4 | 14.0 | 13.2 | 35.5 | 16.4 | 18.3 |
| --15.2$)$ | 5.4 | 5.1 | 19.7 | 6.5 | 18.3 |
| 13.9 | 21.3 | 12.5 | 21.9 | 17.7 | 48.2 |


| 1.9 | 11.9 | 8.3 | 20.7 | 11.2 | 30.8 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| 45.1 | 33.6 | 26.7 | 14.8 | 28.7 | 5.1 |
| 9.1 | 15.6 | 11.2 | 19.6 | 14.2 | 25.1 |

(1) Formerly known as Culp Ticking

- GENERAL - The company is pleased to report that sales increased $25.1 \%$, and net income increased 45.9\% for the first quarter. This performance marks the fifteenth consecutive quarter of record earnings and the thirteenth consecutive quarter of record sales. Also, the company's net profit margin increased to $2.4 \%$ from $2.1 \%$ for the quarter. Additionally, the company achieved a return on average shareholders' equity of $15.0 \%$ for the latest twelve months. For the last five years, the company has achieved a compound annual growth rate from net income and net sales of $30.5 \%$ and $15.1 \%$, respectively.

The company attributes this record to, among other things, three key growth strategies: (1) a focus on markets other than U.S. Residential Furniture, such as Bedding, Export, Contract, Juvenile and Home Textiles, in order to reduce dependency on one cyclical and geographical area; (2) the investment in the creative aspect of our business -- the company has significantly increased the resources (both designers and CAD systems) dedicated to the design and product development areas in each business unit over the last two years; and (3) investment in highly selective and accretive acquisitions in businesses we know and understand and that strengthen existing marketing positions.

- NET SALES - Upholstery fabric sales increased $30.8 \%$ to $\$ 73.8$ million and mattress ticking sales increased $5.1 \%$ to $\$ 16.7$ million for the quarter. . (See Sales by Business Unit schedule on page 5 and Sales by Business Unit - Trend Analysis on page 7.) All three upholstery fabrics business units reported substantial sales gains for the quarter: Velvets/Prints - up $48.2 \%$; Rossville/Chromatex up 18.3\%; and Culp Textures - up 18.3\%. Comments on current backlogs and incoming order rates versus last year are as follows: Culp Home Fashions (formerly Culp Ticking) - up slightly; Culp Textures - up moderately; Rossville/Chromatex - up significantly; and Velvets/Prints - up significantly, with particular strength in the wet prints and tufted velvet product lines. The results of the Velvets/Prints business unit were substantially improved from the first quarter of last year, and continued the significant margin improvement trend established early last fiscal year. The company's sales growth in the United States was especially noteworthy, with a $19.1 \%$ growth rate for the first quarter.

International sales were up $49.4 \%$ for the quarter, with strength in all major regions, including the Middle East, the Far East and Asia, and North America (excluding the U.S.). (See International Sales by Geographic Area schedule on page 6.) An increasing portion of the international growth is being produced by the Culp Textures and Rossville/Chromatex business units. The company is realizing increasing success in marketing its upholstery fabric products internationally, with shipments to over fifty countries during fiscal 1996. We continue to be encouraged by the growing geographical balance of our customer base throughout the world, as well as the increasing percentage that our Culp Textures and Rossville/Chromatex product lines represent of our total international shipments.
FINANCIAL NARRATIVE - continued
for the three month period ended July 28, 1996

- GROSS PROFIT - The gross profit increase of $30.5 \%$ for the quarter reflects significant gains in Velvets/Prints, Rossville/Chromatex and Culp Textures, and a slight decrease in Culp Home Fashions. The profit improvement resulted primarily from a higher volume of yards sold in the three upholstery fabrics business units, where sales increased $30.8 \%$.

During the last several months, the company has begun to realize lower raw material prices for many of the raw materials used by the company. Because raw material costs are so significant to the company, management has been actively exploring ways to lower these costs through several key strategies: 1) global sourcing of certain commodity-type items; 2) further vertical integration of certain large-volume raw material components; 3) working closely with existing suppliers to ensure that the company is receiving the best possible combination of value and price; and 4) increasing the utilization of the company's various raw material manufacturing capabilities.

For the near term (second quarter), trends are toward solid profit gains in all four business units, with a significant increase in Velvets/Prints and moderate increases in Rossville/Chromatex, Culp Textures and Culp Home Fashions.

- S,G \& A EXPENSES - S,G\&A expenses for the quarter were up as a percentage of sales to $12.0 \%$ from $11.7 \%$. This increase is due primarily to higher selling and design expenses. The increase in selling expenses is due primarily to higher sales commissions related to international sales. The increase in design expenses is due to more designers, outside artwork purchased, and additional costs related to our CAD systems.

Additionally, during the first quarter of the current year, the Company's accrual for incentive plans was significantly higher than the first quarter of last year.

- INTEREST EXPENSE - The decrease for the quarter of $8.9 \%$ is primarily due to lower average borrowings outstanding.
- OTHER INCOME (EXPENSE), NET - The increase is principally due to a non-recurring write-off of certain fixed assets totalling $\$ 175,000$. Additionally, in the first quarter of last year, the company recorded a $\$ 100,000$ gain related to an environmental matter.
- INCOME TAXES - The company estimates that the effective tax rate for fiscal 1997 will again be about $36.5 \%$, due to the lower tax rate related to the Canadian income and the tax benefit related to international sales.
- EBITDA - EBITDA for the quarter increased $16.8 \%$ from last year's first quarter to $\$ 8.0$ million, and represented $8.8 \%$ of net sales compared with $9.5 \%$ of net sales last year.

BALANCE SHEET COMMENTS

- WORKING CAPITAL - Accounts receivable increased only 10.5\% from July 1995, while sales increased $25.1 \%$ Days' sales outstanding represented 43 days, down from 45 at July 1995. The aging of accounts receivable remained excellent, with 99.3\% current and less than 30 days past due. Inventories increased 4.7\% from July 1995 and inventory turns were 6.0 versus 5.1 for last year's first quarter. One of the company's key initiatives for fiscal 1997 is to find ways to increase inventory turns.
- PROPERTY, PLANT AND EQUIPMENT - For fiscal 1997, the company is planning capital spending in the $\$ 16$ to $\$ 19$ million range. Major projects include weaving expansions for dobby and jacquard product lines in the Rossville/Chromatex business unit, and for jacquard greige goods at Rayonese, the company's facility near Montreal, Canada. Also, the company is planning significant investments in additional vertical integration opportunities. Further expansions of the CAD system and related capabilities also are planned for fiscal 1997. Depreciation expense for fiscal 1997 is expected to approximate $\$ 14.0$ million.

While the absolute level of capital expenditures remains high from a historical perspective, the percentage of capital expenditures to cash flow is expected to be the second lowest year in over ten years. Capital expenditures as a percentage of cash flow (net income plus depreciation, amortization and deferred taxes), was 55\% for fiscal 1996 and the company believes it will be in the $60 \%$ to $70 \%$ range for fiscal 1997. This is especially encouraging because the company is in a financial position to spend aggressively on high-return capital projects and fund this level of capital expenditures from its internally-generated cash flow.

- LONG-TERM DEBT - The company's funded debt to capital ratio was $46.6 \%$ at July 28, 1996, down from 52.2\% at July 30, 1995, and the lowest in over $2-1 / 2$ years. At July 28, 1996, the company had $\$ 22.2$ million in IRB borrowings, $\$ 20.8$ million in borrowings under its revolving credit facility (total commitment is \$33.5 million), $\$ 34.0$ million in a term facility and $\$ 1.0$ million in a subordinated note payable. At July 28, 1996, the company had $\$ 5.2$ million in restricted investments related to its new IRB, which represents the unexpended project funds. Therefore, net funded debt was $\$ 72.8$ million at July 28, 1996, compared with $\$ 76.8$ million last year end and $\$ 79.2$ million at July 30,1995 . The current maturities of $\$ 7.1$ million include repayment of $\$ 6.0$ million of the term loan, $\$ 100,000$ of the IRBs and $\$ 1.0$ million of the subordinated note payable. With its interest rate swap agreements totalling $\$ 25.0$ million, the company has effectively "fixed" the interest rate for $46 \%$ of its bank borrowings (\$54.8 million) at a weighted average rate of $7.1 \%$.


[^0]:    * Derived from audited financial statements

