### SECURITIES AND EXCHANGE COMMISSION Washington, D.C. 20549

Form 8-K

CURRENT REPORT

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

Date of Report (Date of earliest event reported) February 9, 1996

CULP, INC.

(Exact name of registrant as specified in its charter)

North Carolina

0-12781

56-1001967

(State or other jurisdiction of incorporation)

(Commission File No.)

(IRS Employer Identification

No.)

101 South Main Street High Point, North Carolina 27260 (Address of principal executive offices) (910) 889-5161 (Registrant's telephone number, including area code)

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

Item 5. Other Events

See Press Release (attached) dated February 9, 1996 related to third quarter earnings for the period ended January 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)

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

Stephen T. Hancock Stephen T. Hancock By:

General Accounting Manager

### CULP REPORTS 15% HIGHER THIRD QUARTER NET INCOME NINE-MONTHS RESULTS REFLECT INCREASED SALES AND EARNINGS

HIGH POINT, North Carolina (February 9, 1996) - Culp, Inc. (Nasdaq/NM:CULP) today reported higher sales and earnings for the third fiscal quarter ended January 28, 1996.

Net sales for the quarter increased 11% to \$86.5 million compared with \$77.8 million a year ago. Net income for the quarter rose 15% to \$2.4 million, or \$0.22 per share, compared with \$2.1 million, or \$0.19 per share, in the third quarter of fiscal 1995.

The gains for the third quarter brought net sales for the first nine months to \$249.5 million, up 12% from \$222.6 million in the first nine months of fiscal 1995. Net income for the first nine months rose 9% to \$6.9 million, or \$0.62 per share, up from \$6.4 million, or \$0.57 per share, in the year-earlier period.

Commenting on the results, Robert G. Culp, III, Chief Executive Officer, said, "The growth reflected in Culp's results for the third quarter clearly indicate the value of our strategic initiatives to broaden the company's customer base. In particular, the success of our accelerated marketing plan to increase exports complemented the moderate growth we have experienced thus far this fiscal year in demand from U.S.-based manufacturers of home furnishings. As in the first half, a contribution from Rayonese Textile, which was acquired during the fourth quarter of fiscal 1995, helped our overall corporate results during the third quarter."

Culp remarked, "Based on the trends at mid-year, we had expected to face a tough environment for growth during the third and fourth quarters. Continuing uncertainty about the outlook for consumer spending remains a factor affecting our business because of the caution with which retailers and manufacturers are controlling inventories. The current level of interest rates certainly presents an encouraging sign regarding purchases of furniture over

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February 9, 1990

"Our ability to capture an increasing share of business from overseas customers reflects the appeal of our designs as well as the cost competitiveness of our fabrics. European manufacturers account for the largest share of Culp's exports, but we are experiencing rapid growth in shipments to other geographic areas including the Middle East and Asia. We are finding increasing interest from manufacturers outside the United States in our entire product line, but shipments of upholstery fabrics to overseas accounts have been the primary factor accounting for our growth in exports this fiscal year."

Culp, Inc. is a leading manufacturer and marketer of fabrics for the furniture, bedding, and institutional furnishings markets. The company's common shares are traded on The Nasdaq Stock Market (National Market) under the symbol CULP.

### CULP, INC. Condensed Financial Highlights (Unaudited)

	Three Months Ended January 28, January 29, 1996 1995					
Net sales Net income	\$	86,476,000 2,415,000	\$	77,791,000 2,100,000 0.19		
Earnings per share	\$	0.22	\$	0.19		
		Nin	e Mont	hs Ended		
		January 28, 1996		January 29, 1995		
Net sales Net income	\$	249,505,000 6,930,000	\$	222,585,000 6,350,000		
Earnings per share	\$	0.62	\$	0.57		

## CULP, INC. FINANCIAL INFORMATION RELEASE CONSOLIDATED INCOME STATEMENTS FOR THE THREE AND NINE MONTHS ENDED JANUARY 28, 1996 AND JANUARY 29, 1995

(Amounts in Thousands, Except for Per Share Data)

### THREE MONTHS ENDED (UNAUDITED)

	Amour	nts		Percent of Sales				
	January 28, 1996	January 29, 1995	% Over (Under)	1996	1995			
Net sales Cost of sales	86,476 71,447	77,791 64,785	11.2 % 10.3 %	100.0 % 82.6 %	100.0 % 83.3 %			
Gross profit	15,029	13,006	15.6 %	17.4 %	16.7 %			
Selling, general and administrative expenses	9,639	8,295	16.2 %	11.1 %	10.7 %			
Income from operations	5,390	4,711	14.4 %	6.2 %	6.1 %			
Interest expense Interest income Other expense (income), net	1,279 0 266	1,120 (14) 245	14.2 % (100.0) % 8.6 %	1.5 % 0.0 % 0.3 %	1.4 % (0.0) % 0.3 %			
Income before income taxes	3,845	3,360	14.4 %	4.4 %	4.3 %			
Income taxes *	1,430	1,260	13.5 %	37.2 %	37.5 %			
Net income	2,415	2,100	15.0 % =======	2.8 %	2.7 %			
Average shares outstanding Net income per share Dividends per share	11,232 \$0.22 \$0.0275	11,205 \$0.19 \$0.025	0.2 % 15.8 % 10.0 %					

### NINE MONTHS ENDED (UNAUDITED)

	Amoun	ts		Percent of Sales		
	January 28, January 29, 1996 1995		% Over (Under)	1996	1995	
Net sales Cost of sales	249,505 206,171	222,585 184,306	12.1 % 11.9 %	100.0 % 82.6 %	100.0 % 82.8 %	
Gross profit	43,334	38,279	13.2 %	17.4 %		
Selling, general and administrative expenses	27,768	24,227	14.6 %	11.1 %	10.9 %	
Income from operations	15,566	14,052	10.8 %	6.2 %	6.3 %	
Interest expense Interest income Other expense (income), net	3,964 0 592	3,341 (61) 612	18.6 % (100.0) % (3.3) %	1.6 % 0.0 % 0.2 %	1.5 % (0.0) % 0.3 %	
Income before income taxes	11,010	10,160	8.4 %	4.4 %	4.6 %	
Income taxes *	4,080	3,810	7.1 %	37.1 %	37.5 %	
Net income	6,930	6,350	9.1 %	2.8 %	2.9 %	
Average shares Net income per share Dividends per share	11,218 \$0.62 \$0.0825	11,203 \$0.57 \$0.075	0.1 % 8.8 % 10.0 %			

<sup>\*</sup>Percent of sales column is calculated as a % of income before income taxes.

## CULP, INC. FINANCIAL INFORMATION RELEASE CONSOLIDATED BALANCE SHEETS JANUARY 28, 1996, JANUARY 29, 1995 AND APRIL 30, 1995

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(Unaudited, Amounts in Thousands)

Increase (Decrease) \* April 30, January 28, January 29, 1995 Dollars Percent 1995 1996 Current assets Cash and cash investments 1,841 317 1,524 480.8 % 1,393 Accounts receivable 43,642 40,547 3,095 7.6 % 44,252 Inventories 49,960 44,314 5,646 12.7 % 45,771 17.7 % Other current assets 3,436 2,920 516 3,194 98,879 Total current assets 88,098 10,781 12.2 % 94,610 Restricted investments 0 1,602 (1,602)(100.0) % 795 Property, plant & equipment, net 73,356 69,373 3,983 5.7 % 75,805 Goodwill 23,037 18,850 4,187 22.2 % 22,600 Other assets 2,432 1,215 1,217 100.2 % 1,189 18,566 Total assets 10.4 % 197,704 179,138 194,999 ========= ======== Current Liabilities Current maturities of long-term debt 11,555 6,100 5,455 89.4 % 11,555 24,126 (1,610)(6.7) % Accounts payable 22,516 32,250 Accrued expenses 11, 181 10,082 1,099 10.9 % 11,532 Income taxes payable 1,336 1,391 (55) (4.0) % 661 11.7 % Total current liabilities 46,588 41,699 4,889 55,998 Long-term debt 68,112 65,711 2,401 3.7 % 62,187 Deferred income taxes 54.8 % 5,381 3,477 1,904 Total liabilities 120,081 110,887 9,194 8.3 % 123,603 Shareholders' equity 77,623 68,251 9,372 13.7 % 71,396 Total liabilities and 18,566 stockholders' equity 197,704 179,138 10.4 % 194,999 ========= ========= ======== 11,265 11,205 60 0.5 % 11,205 Shares outstanding

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<sup>\*</sup>Derived from audited financial statements.

# CULP, INC. FINANCIAL INFORMATION RELEASE CONSOLIDATED STATEMENTS OF CASH FLOWS FOR THE NINE MONTHS ENDED JANUARY 28, 1996 AND JANUARY 29, 1995 (Unaudited, Amounts in Thousands)

	Amou	
	January 28, 1996	January 29, 1995
Cash flows from operating activities:		
Net income	6,930	6,350
Adjustments to reconcile net income to net cash provided by (used in) operating activities:		
Depreciation	9,278	8,237
Amortization of intangible assets	544	458
Provision for deferred income taxes Changes in assets and liabilities:	(37)	(272)
Accounts receivable	610	(3,804)
Inventories	(4,189)	(7,718)
Other current assets	(242)	(421)
Other assets	(1,343)	(761)
Accounts payable	(9,734)	(4,340)
Accrued expenses	(351)	1,924
Income taxes payable	675	755 
Net cash provided by (used in) operating activities	2,141	408
Cash flows from investing activities:		
Capital expenditures	(7,710)	(13,606)
Purchases of restricted investments	0	(60)
Proceeds from sale of restricted investments	795	1,381
Business acquired	0	. 0
Net cash provided by (used in) investing activities	(6,915)	(12,285)
Net cash provided by (used in) investing activities	(0,913)	(12,203)
Cash flows from financing activities:		
Proceeds from issuance of long-term debt	10,500	20,000
Principal payments on long-term debt	(4,575)	(9,751)
Net increase (decrease) in bank overdrafts	Θ	0
Dividends paid	(926)	(840)
Proceeds from sale of common stock	223	92
Net cash provided by (used in) financing activities	5,222	9,501
Increase (decrease) in cash and cash investments	448	(2,376)
Cash and cash investments at beginning of period	1,393	2,693
Cash and cash investments at end of period	1,841	317
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NINE MONTHS ENDED

# CULP, INC. FINANCIAL INFORMATION RELEASE FINANCIAL ANALYSIS JANUARY 28, 1996

		FISCAL 95	FISCAL 96		
-	Q3	Q1	Q2	Q3	Q4
INVENTORIES					
Inventory turns	6.0	5.1	6.0	5.7	
RECEIVABLES					
Days sales in receivables Percent current & less than 30	44	45	47	43	
days past due (Trade only)	98.9%	97.0%	98.2%	99.0%	
WORKING CAPITAL					
Current ratio	2.1	2.0	1.9	2.1	
Working capital	5.5	5.4	5.4	5.3	
turnover	¢46, 200	¢4E 060	¢46 272	<b>\$E2 266</b>	
Working capital Working capital as a % of sa	\$46,399 les 14.9%	\$45,069 15.6%	\$46,373 12.8%	\$52,266 15.1%	
PROPERTY, PLANT & EQUIPMENT					
Depreciation rate Percent property, plant &	9.2%	8.9%	8.9%	8.9%	
equipment are depreciated	45.0%	44.9%	46.7%	48.0%	
Capital expenditures	\$18,058 (1)	\$3,006	\$2,084	\$2,620	
PROFITABILITY					
Net profit margin	2.7%	2.1%	3.3%	2.8%	
Gross profit margin	16.7%	16.9%	17.8%	17.4%	
Operating income margin	6.1%	5.2%	7.1%	6.2%	
SG & A expenses/net sales Return on beginning	10.7%	11.7%	10.7%	11.1%	
capital employed	6.9%	4.2%	8.3%	6.7%	
Return on beginning equity	13.4%	8.5%	16.8%	13.5%	
Earnings per share	\$0.19	\$0.14	\$0.27	\$0.22	
LEVERAGE (3)					
Interest & dividend coverage		2.3	3.7	3.2	
Total liabilities/equity	160.1%	165.4%	166.0%	154.7%	
Long-term debt/equity	93.9%	93.2%	86.4%	87.7%	
Funded debt/equity	102.9%	109.1%	101.8%	102.6%	
Funded debt/capital employed Funded debt	50.7% \$70,209	52.2% \$79,217	50.4% \$76,692	50.6% \$79,667	
Funded debt/EBITDA (LTM)	2.26	2.42	2.27	2.29	
OTHER					
Book value per share	\$6.09	\$6.48	\$6.72	\$6.89	
Employees at quarter end	2,656	2,773	2,847	2,886	
Sales per employee (annualiz		\$105,000	\$129,000	\$121,000	
Capital employed (3)	\$138,460	\$151,841	\$152,043	\$157, 290	
Effective income tax rate	37.5%	35.3%	37.8%	37.2%	
EBITDA (2)	\$7,523	\$6,852	\$9,494	\$8,450	
EBITDA/net sales	9.8%	9.5%	10.5%	9.8%	

Expenditures for entire year
 Earnings before interest, income taxes, and depreciation & amortization.
 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 AND NINE MONTHS ENDED JANUARY 28, 1996 AND JANUARY 29, 1995

(AMOUNTS IN THOUSANDS)

### THREE MONTHS ENDED (UNAUDITED)

	Amoun	ts		Percent of Total	Sales	
Business Units	JANUARY 28, 1996	January 29, 1995	(Under)	1996	1995	
Upholstery Fabrics Flat Wovens						
Existing Culp	20,685	20,940	(1.2) %	23.9 % 21.5 %	26.9 %	
Rossville/Chromatex	18,567	16,397	`13.2 %			
	39,252	37,337	5.1 %	45.4 %	48.0 %	
Velvets/Prints	31,836		12.5 %	36.8 %	36.4 %	
	71,088	65,644	8.3 %	82.2 %	84.4 %	
Mattress Ticking	15,388 *	12,147	26.7 %	17.8 %	15.6 %	
	86,476	77,791	11.2 %	100.0 %		
		NJ	INE MONTHS ENDED (UNAL	JDITED)		
	Amoun			Percent of Total	Sales	
Business Units		January 29, 1995	% Over (Under)	1996	1995	
Upholstery Fabrics						
Flat Wovens Existing Culp Rossville/Chromatex	60,984 51,885	63,387 47,295	(3.8) % 9.7 %	24.4 % 20.8 %	28.5 % 21.2 %	
		110,682	2.0 %	45.2 %	49.7 %	
Velvets/Prints	87,440	75,390	16.0 %	35.0 %	33.9 %	
		400.070	7.7 %	80.3 %	83.6 %	
	200,309	186,072	1.1 70			
Mattress Ticking	•	36,513	34.7 %	19.7 %	16.4 %	

 $<sup>^{\</sup>star}$  Includes Rayonese shipments of \$1,910 for the three months and \$5,732 for the nine months. The percent increase in sales without rayonese was 11.0% for the three months and 19.1% for the nine months.

# CULP, INC. FINANCIAL INFORMATION RELEASE EXPORT AND FOREIGN SALES BY GEOGRAPHIC AREA FOR THREE MONTHS AND NINE MONTHS ENDED JANUARY 28, 1996 AND JANUARY 29, 1995

(AMOUNTS IN THOUSANDS)

### THREE MONTHS ENDED (UNAUDITED)

	Amoun	ts		Percent of Total	Sales
Geographic Area		January 29, 1995	% Over (Under)	1996	1995
North America (Excluding USA)	5,488	3,412	60.8 %	28.9 %	23.0 %
Europe	5,590	6,047	(7.6) %		40.8 %
Middle East	2,383	1 738	37.1 %	12.6 %	11.7 %
Far East & Asia	2,738	2,008 490 1,123	36.4 %	14.4 %	13.6 %
South America	320	490	(34.7) %	1.7 %	3.3 %
All other areas	2,451	1,123	118.3 %	12.9 %	7.6 %
		14,818	28.0 %	100.0 %	100.0 %
			NINE MONTHS ENDED (UNAL	JDITED)	
	Amoun	ts		Percent of Total	Sales
Geographic Area	JANUARY 28, 1996	January 29, 1995		1996	1995
North America (Excluding USA)	16,275	11,204	45.3 %	30.7 %	27.7 %
Europe	13,072	12,937	1.0 %	24.7 %	31.9 %
Middle East	7,933	4,506	1.0 % 76.1 % 23.4 %	15.0 %	31.9 % 11.1 %
Far East & Asia	7,578	6,139	23.4 %	14.3 %	15.2 %
South America	1,163	1,674	(30.5) %	2.2 %	4.1 %
All other areas	6,941	4,049	71.4 %		10.0 %
	52,962 *	40,509	30.7 %	100.0 %	100.0 %

<sup>\*</sup> Includes Rayonese shipments of \$1,910 for the three months and \$5,732 for the nine months. The percent increase in sales without rayonese was 15.1% for the three months and 16.6% for the nine months.

### Culp, Inc. SALES BY BUSINESS UNIT - TREND ANALYSIS 1994 vs 1995 vs 1996

(Amounts in thousands)

Business Units	Fiscal Q1	1994 Q2	Q3	Q4	TOTAL	Fiscal Q1	1995 Q2	Q3	Q4	TOTAL	Fiscal Q1	1996 Q2	Q3	Q4	TOTAL
Upholstery Fabrics Flat Wovens															
Culp Textures Rossville/Chroma	atxť 0	´ 0	14,330	16,717	78,317 31,047	19,613 15,140	15,758	16,397	16,470	63,765	17,584 15,358	17,960	20,685 18,567		60,984 51,885
	17,444	20,073	34,003	37,844	109,364	34,753	38,592	37,337	38,208	148,890	32,942	40,675	39,252		112,869
Velvets/Prints		24,518				20,644 55,397 6				106,803 255,693	23,523 56,465	,	31,836 71,088		87,440 200,309
	30,332	44,001	31,111	05,700	200,400	33,337 0	3,031	03,044	03,021	200,000	30,403	12,130	71,000		200,000
Mattress Ticking	8,251	9,395	9,531	11,472	38,649	10,952	13,414	12,147	15,820	52,333	15,892	17,916	15,388		49,195
	46,583	53,986	67,248	77,232	245,049	66,349	78,445	77,791	85,441	308,026	72,357	90,672	86,476		249,505
				Do	roont in	crease(de	orosco	) from	prior w	aar.					
Business Units				PE	rcent in	Ji ease ( ue	crease	) 110111	ргтог у	zai.					
Upholstery Fabrics Flat Wovens															
Culp Textures	(6.5	) (5.2)	3.8	0.3	(1.9)	12.4	13.8	6.4	2.9	8.7	(10.3)	(0.5)	(1.2)		(3.8)
Rossville/Chroma				N/A	N/A	100.0	100.0				1.4		13.2		9.7
	(6.5)	) (5.2)	79.4	79.7	37.0	99.2	92.3	9.8	1.0	36.1	(5.2)	5.4	5.1		2.0
Velvets/Prints	7.4	16.5	10.0	8.3		(1.2)				10.1	13.9	21.3	12.5		16.0
	0.6	5.7	42.5	40.4	23.1	44.5	45.8	13.7	5.9	23.9	1.9	11.9	8.3		7.7
Mattress Ticking	7.5	10.4	27.6	21.2	16.7	32.7	42.8	27.4	37.9	35.4	45.1	33.6	26.7		34.7
	1.7	6.4	40.2	37.2	22.0	42.4	45.3	15.7	10.6	25.7	9.1	15.6	11.2		12.1

### CULP, INC. FINANCIAL INFORMATION RELEASE FINANCIAL NARRATIVE for the three and nine months period ended January 28, 1996

#### INCOME STATEMENT COMMENTS

o GENERAL - The company is pleased to report solid sales and profit gains for its third fiscal quarter in spite of a) the continued significant sales weakness in the U. S. retail furniture and bedding industries and b) the raw material price increases which the company has received over the last year. This quarter's performance marks the thirteenth consecutive quarter of record earnings and the eleventh consecutive quarter of record sales. Additionally, for the first nine months, the company achieved a return on shareholders' equity of 12.9%.

The company attributes this successful record to, among other things, two key growth strategies: (1) a focus on markets, other than U.S. Residential Furniture, such as Bedding, Export, Contract and Home Textiles, in order to reduce our dependency on one cyclical and geographical area; and (2) investment in the creative side 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 eighteen months.

o NET SALES - Upholstery fabric sales increased 8.3% to \$71.1 million and mattress ticking sales increased 26.7% to \$15.4 million for the quarter in comparison to the same quarter of last year. (See Sales by Business Unit schedule on page 5 and Sales by Business Unit - Trend Analysis on page 7.) Three of our four business units reported substantial sales gains for the quarter: Mattress Ticking - up 26.7%; Velvets/Prints - up 12.5%; and Rossville/Chromatex up 13.2%, while our Culp Textures business unit reported essentially flat results. The percent of sales gain for Rossville/Chromatex and Culp Textures represent sharp improvement over the first half's sales comparisons. Comments on current backlogs and incoming order rates versus last year are as follows: Mattress Ticking - up slightly; Culp Textures - flat, with strength in the jacquard product line and weakness in the dobby line; Rossville/Chromatex - up moderately with strength in both dobby and jacquard product lines; and Velvets/Prints - up moderately, with strength in the wet prints, heat-transfer prints and woven velvet product lines. The results of the Velvets/Prints business unit were substantially improved from the third quarter and first nine months of last year. The company instituted an "across-the-board" price increase of approximately 2%, generally effective for shipments after October 1, 1995.

Export and foreign sales, including sales from Rayonese of \$1.9 million, were up 28.0% for the quarter, with particular strength in the Middle East and the Far East and Asia. The majority of the export growth is coming from the Culp Textures and Rossville/Chromatex business units, with particular strength in the jacquard product lines. The company is enjoying increasing success in marketing its upholstery fabric products internationally. We are encouraged by our growing customer base throughout the world and the increasing percentage that our Culp Textures and Rossville/Chromatex product lines represent of our total export shipments. Offsetting somewhat these positive trends, however, export shipments of mattress ticking are off considerably. The weakness resulted principally from lower shipments to Mexico and Brazil. The overall outlook for export sales gains remains good.

The U.S. bedding and home textiles (particularly "top of the bed") markets have softened significantly since early August. This retail weakness has resulted in a somewhat slower rate of growth in our mattress ticking business unit, which includes Rayonese. The company believes this softness is temporary and that business conditions will turn more positive in early 1996.

o GROSS PROFIT - The gross profit increase of 15.6% for the quarter reflects a significant gain in Velvets/Prints and a moderate gain in Culp Textures. These increases were partially offset by a slight decrease in Rossville/Chromatex. The company's margins, in all business units, are being affected by the significant price increases in its raw materials over the last year. The company has been unable to pass along all of the cost increases it has received. For the near term (fourth quarter), the company is expecting gross profit gains in all of its business units, with strongest gains in Velvets/Prints.

o S,G & A EXPENSES - S,G&A expenses for the quarter were up as a percentage of sales to 11.1% from 10.7%. This increase is due to higher marketing and design expenses during this quarter.

o INTEREST EXPENSE - The increase for the quarter is due to additional borrowings related to the Rayonese acquisition, capital expenditures and higher levels of working capital necessary to support sales growth.

o EBITDA - EBITDA for the quarter increased \$927,000, or 12.3%, from last year's third quarter, and represented 9.8% of net sales compared with 9.8% of net sales last year.

#### BALANCE SHEET COMMENTS

o WORKING CAPITAL - The increase in inventories over fiscal year end is attributable to higher raw material inventories, which are being reduced during the balance of our fiscal year. The company has made excellent progress in reducing finished goods inventory in the last three quarters, with a 5% decrease from fiscal year end and a 10% decrease from third quarter of last year. This is particularly noteworthy because the company has historically built finished goods inventory during the first half of its fiscal year.

o PROPERTY, PLANT AND EQUIPMENT - For fiscal 1996, the company has increased its capital spending plans from \$11.0 million to \$15.5 million due to accelerating two projects previously scheduled for fiscal 1997. The projects, scheduled to be completed during April and May 1996, involve expanding the company's production capacity for its jacquard and wet prints product lines. These new projects will have the capacity to generate an estimated \$25.0 million in annual sales on a full utilization basis. Depreciation expense for fiscal 1996 is expected to approximate \$13.5 million. For fiscal 1997, the company believes its capital spending will be in the range of \$10 to \$13 million.

o LONG-TERM DEBT - At January 28, 1996, the company had \$15.7 million in IRB borrowings, \$20.5 million in borrowings under its revolving credit facility, \$37.0 million in a term facility, \$1.0 million in a subordinated note payable and \$5.5 million in a convertible note payable. The current maturities of \$11.6 million includes: \$6.0 million repayment of the term loan, \$100,000 repayment of IRBs and the entire amount of the convertible note payable because the note is callable by the holder, beginning March 6, 1996. The convertible note has been called and the company plans to repay the note during March 1996 with funds from the company's bank credit facilities. With its interest rate swap agreements totalling \$25.0 million, the company has effectively "fixed" 43% of its bank borrowings (\$57.5 million) at a weighted average interest rate of 7.1%. The company's funded debt to capital ratio was 50.6%, at January 28, 1996, down from 50.7% at January 29, 1995.