

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 quarter ended  
February 27, 1999

Commission File  
Number 1-8504

UNIFIRST CORPORATION  
(Exact name of registrant as specified in its charter)

Massachusetts  
(State of Incorporation)

04-2103460  
(IRS Employer ID Number)

68 Jonspin Road  
Wilmington, Massachusetts 01887  
(Address of principal executive offices)

Registrant's telephone number: (978) 658-8888

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 (or for such shorter period that the registrant was required to file such reports), and (2) has been subject to such filing requirements for the past 90 days.

Yes  No

The number of outstanding shares of the registrant's Common Stock and Class B Common Stock as of March 31, 1999 were 10,050,934 and 10,269,744 respectively.

PART 1 - FINANCIAL INFORMATION  
ITEM 1. FINANCIAL STATEMENTS  
FORM 10-Q  
UNIFIRST CORPORATION AND SUBSIDIARIES  
CONDENSED BALANCE SHEETS  
(unaudited)

	February 27, 1999	August 29, 1998*	February 28, 1998
-----			
Assets			
Current assets:			
Cash	\$ 6,932,000	\$ 5,330,000	\$ 7,177,000
Receivables	48,242,000	42,127,000	41,718,000
Inventories	29,024,000	24,152,000	20,671,000
Rental merchandise in service	52,372,000	42,971,000	40,518,000
Prepaid expenses	259,000	188,000	147,000
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Total current assets	136,829,000	114,768,000	110,231,000
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Property and equipment:			
Land, buildings and leasehold improvements	165,287,000	150,853,000	145,361,000
Machinery and equipment	179,351,000	165,762,000	155,583,000
Motor vehicles	45,254,000	41,608,000	38,523,000
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	389,892,000	358,223,000	339,467,000
Less - accumulated depreciation	161,476,000	147,261,000	137,595,000
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	228,416,000	210,962,000	201,872,000
-----			
Other assets	80,452,000	50,400,000	48,336,000

	\$445,697,000	\$376,130,000	\$360,439,000
<b>Liabilities and Shareholders' Equity</b>			
<b>Current liabilities:</b>			
Current maturities of long-term obligations	\$ 523,000	\$ 1,194,000	\$ 1,050,000
Notes payable	2,488,000	2,511,000	2,543,000
Accounts payable	18,572,000	14,109,000	14,054,000
Accrued liabilities	50,698,000	45,101,000	49,160,000
Accrued and deferred income taxes	3,865,000	2,540,000	2,189,000
<b>Total current liabilities</b>	<b>76,146,000</b>	<b>65,455,000</b>	<b>68,996,000</b>
Long-term obligations, net of current maturities	88,602,000	45,955,000	43,005,000
Deferred income taxes	19,219,000	18,346,000	17,687,000
<b>Shareholders' equity:</b>			
Preferred stock, \$1.00 par value; 2,000,000 shares authorized; none issued	--	--	--
Common stock, \$.10 par value; 30,000,000 shares authorized; issued 10,216,234, 10,216,864 and 7,903,864 shares	1,022,000	1,022,000	790,000
Class B Common stock, \$.10 par value; 20,000,000 shares authorized; issued 10,283,744, 10,293,744 and 12,606,744 shares	1,028,000	1,029,000	1,261,000
Treasury stock, 255,400 shares, at cost	(5,631,000)	--	--
Capital surplus	12,464,000	7,078,000	7,078,000
Retained earnings	254,981,000	239,952,000	222,954,000
Accumulated other comprehensive income	(2,134,000)	(2,707,000)	(1,332,000)
<b>Total shareholders' equity</b>	<b>261,730,000</b>	<b>246,374,000</b>	<b>230,751,000</b>
	\$445,697,000	\$376,130,000	\$360,439,000

\* Condensed from audited financial statements

The accompanying notes are an integral part of these condensed financial statements.

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FORM 10-Q  
UNIFIRST CORPORATION AND SUBSIDIARIES  
CONDENSED STATEMENTS OF INCOME  
(unaudited)

	Twenty-six weeks ended February 27, 1999	Twenty-six weeks ended February 28, 1998	Thirteen weeks ended February 27, 1999	Thirteen weeks ended February 28, 1998
Revenues	\$236,401,000	\$221,746,000	\$120,066,000	\$109,344,000
Costs and expenses:				
Operating costs	140,808,000	135,262,000	74,320,000	68,937,000
Selling and administrative expenses	52,853,000	49,147,000	25,864,000	23,750,000
Depreciation and amortization	15,015,000	12,601,000	7,757,000	6,293,000
	208,676,000	197,010,000	107,941,000	98,980,000
Income from operations	27,725,000	24,736,000	12,125,000	10,364,000
Interest expense (income):				
Interest expense	1,978,000	1,299,000	1,266,000	648,000
Interest income	(86,000)	(133,000)	(28,000)	(63,000)
	1,892,000	1,166,000	1,238,000	585,000
Income before income taxes	25,833,000	23,570,000	10,887,000	9,779,000
Provision for income taxes	9,558,000	8,485,000	4,028,000	3,520,000
Net income	\$ 16,275,000	\$ 15,085,000	\$ 6,859,000	\$ 6,259,000
Weighted average number of shares outstanding - basic & diluted	20,653,305	20,510,608	20,691,018	20,510,608
Net income per share - basic & diluted	\$ 0.79	\$ 0.74	\$ 0.33	\$ 0.31

The accompanying notes are an integral part of these condensed financial statements.

FORM 10-Q  
UNIFIRST CORPORATION AND SUBSIDIARIES  
CONDENSED STATEMENTS OF CASH FLOWS  
(unaudited)

	Twenty-six weeks ended February 27, 1999	Twenty-six weeks ended February 28, 1998
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Cash flows from operating activities:		
Net Income	\$16,275,000	\$15,085,000
Adjustments, net of acquisitions:		
Depreciation	12,321,000	10,470,000
Amortization of other assets	2,694,000	2,131,000
Receivables	(3,068,000)	(2,356,000)
Inventories	1,446,000	(1,209,000)
Rental merchandise in service	(5,382,000)	(566,000)
Prepaid expenses	(19,000)	1,000
Accounts payable	3,920,000	942,000
Accrued liabilities	5,363,000	3,553,000
Accrued and deferred income taxes	1,237,000	(343,000)
Deferred income taxes	854,000	594,000
-----		
Net cash provided by operating activities	35,641,000	28,302,000
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Cash flows from investing activities:		
Acquisition of businesses, net of cash acquired	(42,924,000)	-
Capital expenditures	(19,003,000)	(24,335,000)
Other assets, net	(6,422,000)	(2,332,000)
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Net cash used in investing activities	(68,349,000)	(26,667,000)
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Cash flows from financing activities:		
Increase in debt	42,275,000	4,121,000
Reduction of debt	(1,088,000)	(1,553,000)
Repurchase of common stock	(5,631,000)	-
Cash dividends paid or payable	(1,246,000)	(1,080,000)
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Net cash provided by financing activities	34,310,000	1,488,000
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Net increase in cash	1,602,000	3,123,000
Cash at beginning of period	5,330,000	4,054,000
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Cash at end of period	\$ 6,932,000	\$ 7,177,000
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Supplemental disclosure of cash flow information:		
Interest paid	\$ 1,391,000	\$ 1,321,000
Income taxes paid	7,360,000	8,271,000
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The accompanying notes are an integral part of these condensed financial statements.

NOTES TO CONDENSED FINANCIAL STATEMENTS

FOR THE TWENTY-SIX WEEKS ENDED FEBRUARY 27, 1999

1. These condensed financial statements have been prepared by the Company without audit, pursuant to the rules and regulations of the Securities and Exchange Commission. Certain information and footnote disclosures normally included in financial statements prepared in accordance with generally accepted accounting principles have been condensed or omitted pursuant to such rules and regulations; however, the Company believes that the information furnished reflects all adjustments which are, in the opinion of management, necessary to a fair statement of results for the interim period. It is suggested that these condensed financial statements should be read in conjunction with the financial statements and the notes thereto included in the Company's latest annual report on Form 10-K. Results for an interim period are not indicative of any future interim periods or for an entire fiscal year.
2. From time to time, the Company is subject to legal proceedings and claims arising from the conduct of its business operations, including legal proceedings and claims relating to personal injury, customer contract, employment and environmental matters. In the opinion of management, such proceedings and claims are not likely to result in losses which would have a material adverse effect upon the financial position or results of operations of the Company.
3. In the first quarter of fiscal 1999, the Company adopted Statement of Financial Accounting Standards (SFAS) No. 130, "Reporting Comprehensive Income". SFAS 130 established new rules for the reporting and display of comprehensive income and its components. The adoption of SFAS 130 had no impact on the Company's net income or shareholders' equity, but it requires the Company's foreign currency translation adjustment, which prior to adoption was reported separately in shareholders' equity, to be included in accumulated other comprehensive income. The components of comprehensive income for the thirteen and twenty-six week periods ended February 27, 1999 and February 28, 1998 were as follows:

	Twenty-six weeks ended February 27, 1999	Twenty-six weeks ended February 28, 1998	Thirteen weeks ended February 27, 1999	Thirteen weeks ended February 28, 1998
Net income	\$16,275,000	\$15,085,000	\$6,859,000	\$6,259,000
Other comprehensive income:				
Foreign currency translation adjustments	573,000	(446,000)	281,000	(118,000)
Comprehensive income	\$16,848,000	\$14,639,000	\$7,140,000	\$6,141,000

4. The Company has completed four acquisitions in fiscal 1999 to date. The purchase price for these acquisitions was allocated in accordance with Accounting Principles Board Opinion No. 16, "Business Combinations."

RESULTS OF OPERATIONS

Twenty-Six Weeks of Fiscal 1999 Compared with Twenty-Six Weeks of Fiscal 1998

REVENUES. Revenues for the first twenty-six weeks of fiscal 1999 increased \$14.7 million or 6.6% to \$236.4 million as compared with \$221.7 million for the first twenty-six weeks of fiscal 1998. This increase can be attributed to growth from existing operations (2.5%), acquisitions (3.1%) and price increases (1.0%). Growth from existing operations was from the conventional uniform rental business (2.6%), offset by slightly lower revenue from the nuclear garment services business (-0.1%). The increase in revenues from acquisitions resulted from two acquisitions made in fiscal 1998 (one in California in March 1998, and one in Alabama in June 1998) and four acquisitions made in fiscal 1999 (one in Wisconsin and one in Mississippi, both in October 1998, one in New England and North Carolina in December 1998 and one in Nevada in January 1999).

OPERATING COSTS. Operating costs increased to \$140.8 million for the first half of fiscal 1999 as compared with \$135.3 million for the same period of fiscal 1998 as a result of costs associated with increased revenues, but declined to 59.6% from 61.0% as a percentage of revenues for these periods. In July 1998, the Company changed the estimated service lives and related amortization periods for rental merchandise in service, from primarily 12 months to primarily 15 months. This was the primary reason for the improvement in operating costs as a percentage of revenues. This improvement was offset by the additional costs of consolidating the Company's regional distribution facilities into its centralized distribution center in Owensboro, KY.

SELLING AND ADMINISTRATIVE EXPENSES. The Company's selling and administrative expenses increased to \$52.9 million, or 22.4% of revenues, for the first twenty-six weeks of fiscal 1999 as compared with \$49.1 million, or 22.2% of revenues, for the same period in fiscal 1998. This increase was due primarily to increased sales personnel and other costs to support the Company's increased revenues, costs incurred to upgrade its information systems and increased costs for employee health insurance.

DEPRECIATION AND AMORTIZATION. The Company's depreciation and amortization expense increased to \$15.0 million, or 6.3% of revenues, for the first half of fiscal 1999 as compared with \$12.6 million, or 5.7% of revenues, for the same period in fiscal 1998. This increase was due primarily to increased capital expenditures for the Company's new distribution center in Owensboro, KY and information systems hardware and software to upgrade certain Company-wide systems.

NET INTEREST EXPENSE. Net interest expense was \$1.9 million, or 0.8% of revenues, for the first twenty-six weeks of fiscal 1999 as compared to \$1.2 million, or 0.5% of revenues, for the same period in fiscal 1998. The increase is primarily attributable to higher debt levels in the first half of fiscal 1999.

INCOME TAXES. The Company's effective income tax rate was 37.0% for the first half of fiscal 1999 and 36.0% for the same period in fiscal 1998. The increase is due primarily to reduced benefits from a corporate-owned life insurance program.

REVENUES. Fiscal 1999 second quarter revenues increased \$10.7 million or 9.8% to \$120.1 million as compared with \$109.3 million for the fiscal 1998 second quarter. This increase can be attributed to growth from existing operations (3.4%), acquisitions (5.4%) and price increases (1.0%). Growth from existing operations was primarily from the conventional uniform rental business (2.9%) and from the nuclear garment services business (0.5%). The increase in revenues from acquisitions resulted from two acquisitions made in fiscal 1998 (one in California in March 1998, and one in Alabama in June 1998) and four acquisitions made in fiscal 1999 (one in Wisconsin and one in Mississippi, both in October 1998, one in New England and North Carolina in December 1998 and one in Nevada in January 1999).

OPERATING COSTS. Operating costs increased to \$74.3 million for the second quarter of fiscal 1999 as compared with \$68.9 million for the same period of fiscal 1998 as a result of costs associated with increased revenues, but declined to 61.9% from 63.0% as a percentage of revenues for these periods. In July 1998, the Company changed the estimated service lives and related amortization periods for rental merchandise in service, from primarily 12 months to primarily 15 months. This was the primary reason for the improvement in operating costs as a percentage of revenues. This improvement was offset by the additional costs of consolidating the Company's regional distribution facilities into its centralized distribution center in Owensboro, KY.

SELLING AND ADMINISTRATIVE EXPENSES. The Company's selling and administrative expenses increased to \$25.9 million, or 21.5% of revenues, for the second quarter of fiscal 1999 as compared with \$23.8 million, or 21.7% of revenues for the same period in fiscal 1998. This increase was due primarily to increased sales personnel and other costs to support the Company's increased revenues, costs incurred to upgrade its information systems and increased costs for employee health insurance.

DEPRECIATION AND AMORTIZATION. The Company's depreciation and amortization expense increased to \$7.7 million, or 6.4% of revenues, for the second quarter of fiscal 1999 as compared with \$6.3 million, or 5.8% of revenues, for the same period in fiscal 1998. This increase was due primarily to increased capital expenditures for the Company's new distribution center in Owensboro, KY and information systems hardware and software to upgrade certain Company-wide systems.

NET INTEREST EXPENSE. Net interest expense was \$1.2 million, or 1.0% of revenues, for the second quarter of fiscal 1999 as compared with \$0.6 million, or 0.5% of revenues, for the same period in fiscal 1998. The increase is primarily attributable to higher debt levels in the fiscal 1999 quarter.

INCOME TAXES. The Company's effective income tax rate was 37.0% for the second quarter of fiscal 1999 and 36.0% for the same period in fiscal 1998. The increase is due primarily to reduced benefits from a corporate-owned life insurance program.

FORM 10-Q  
UNIFIRST CORPORATION AND SUBSIDIARIES

MANAGEMENT'S DISCUSSION AND ANALYSIS OF RESULTS  
OF OPERATIONS AND FINANCIAL CONDITION  
(continued)

FOR THE TWENTY-SIX WEEKS ENDED FEBRUARY 27, 1999

LIQUIDITY AND CAPITAL RESOURCES

Shareholders' equity at February 27, 1999 was \$261.7 million, or 74.6% of total capitalization.

During the twenty-six weeks ended February 27, 1999 net cash provided by operating activities (\$35.6 million) and additional borrowings (\$42.3 million) was primarily used for the acquisition of four businesses (\$42.9 million), capital expenditures (\$19.0 million), repurchase of common stock (\$5.6 million), dividends (\$1.2 million) and debt repayment (\$1.1 million).

The Company had \$6.9 million in cash and \$37.5 million available on its \$120 million unsecured line of credit with three banks as of February 27, 1999. The Company believes its generated cash from operations and the Company's borrowing capacity will adequately cover its foreseeable capital requirements.

#### SEASONALITY

Historically, the Company's revenues and operating results have varied from quarter to quarter and are expected to continue to fluctuate in the future. These fluctuations have been due to a number of factors, including: general economic conditions in the Company's markets; the timing of acquisitions and of commencing start-up operations and related costs; the effectiveness of integrating acquired businesses and start-up operations; the timing of nuclear plant outages; capital expenditures; seasonal rental and purchasing patterns of the Company's customers; and price changes in response to competitive factors. In addition, the Company's operating results historically have been lower during the second and fourth fiscal quarters than during the other quarters of the fiscal year. The operating results for any historical quarter are not necessarily indicative of the results to be expected for an entire fiscal year or any other interim periods.

#### INFORMATION SYSTEMS; YEAR 2000

The statements in this section include "Year 2000 readiness disclosures" within the meaning of S2392 RS, Year 2000 Information and Readiness Disclosure Act (September 17, 1998).

The Company has made a substantial investment in its information systems and intends to spend significant amounts on its information systems in the future. The Company has evaluated Year 2000 (Y2K) issues concerning the ability of systems to properly recognize date sensitive information when the year changes to 2000. Systems that do not properly recognize such information could generate erroneous data or cause complete system failures.

Based on an assessment conducted in early 1998, a Year 2000 Project leader was appointed on April 15, 1998. Utilizing internal resources and consultants, the Project leader manages the projects and reports weekly to the IS director and Y2K project team.

FORM 10-Q  
UNIFIRST CORPORATION AND SUBSIDIARIES  
MANAGEMENT'S DISCUSSION AND ANALYSIS OF RESULTS  
OF OPERATIONS AND FINANCIAL CONDITION  
(continued)  
FOR THE TWENTY-SIX WEEKS ENDED FEBRUARY 27, 1999

#### INFORMATION SYSTEMS; YEAR 2000 (continued)

STATE OF READINESS: The Company regularly reviews the status of their active Year 2000 projects. The Company believes that its recently developed account management system, which is used primarily for customer billing, accounts receivable and sales taxes, and the materials management and catalog sales systems which were installed at its Owensboro, KY facility are Y2K compliant. In February, 1999 the Company installed a new third party payroll and human resources system which has been represented to be Y2K compliant. The Company has grouped the rest of its information systems and technology into 3 categories for

its Y2K program: 1. Information Technology (computer hardware and software, including financial systems and electronic data interchange (EDI) interfaces); 2. Physical Plant (production equipment and facilities); 3. Extended Enterprise (suppliers and customers). The Company uses a five-step process to manage its Y2K program: 1. Inventory (identify items to be assessed for Y2K readiness); 2. Assessment (prioritize the inventoried items, assess and document their Y2K readiness and plan corrective actions); 3. Renovation/Upgrade (apply corrective actions); 4. Testing (verify corrective actions); 5. Implementation (implement new system). The Company has, at a minimum, reached the renovation/upgrade step on all projects. Many of the projects are currently being tested and more than half of the projects have been implemented. The Company expects that all projects will be completed by the end of August 1999, its fiscal year end.

COSTS: The Company expects that the total cost of its Y2K program will range from \$1.0 to \$1.5 million. As of February 27, 1999 the Company had spent approximately \$0.8 million. These costs do not include the account management, Owensboro, KY and new payroll and human resources systems discussed above.

RISKS OF Y2K ISSUES AND CONTINGENCY PLANS: Since the beginning of its Y2K program, the Company has focused its resources on the systems which are critical to its business operations. While the Company believes it is addressing the Y2K risks within its control, there are other risks, such as utilities and other suppliers, which are beyond the immediate control of the Company. Based on current information, the Company believes that the Y2K problem will not have a material adverse effect on the results of operations of the Company. There can, however, be no assurances that Y2K remediation by others, including suppliers, will be properly completed, and failure to do so could have a material adverse effect on the results of operations of the Company. To date our Extended Enterprise survey and review of key customers and suppliers has not revealed any Y2K risk. Contingency plans have been developed and are in the process of being reviewed for all Y2K projects which are critical to the Company's business operations. This plan focuses on mission critical systems and puts in place procedures and leverages resources to maintain our key business processes should any failures occur.

FORM 10-Q  
UNIFIRST CORPORATION AND SUBSIDIARIES

MANAGEMENT'S DISCUSSION AND ANALYSIS OF RESULTS  
OF OPERATIONS AND FINANCIAL CONDITION  
(continued)

FOR THE TWENTY-SIX WEEKS ENDED FEBRUARY 27, 1999

EFFECTS OF INFLATION  
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Inflation has had the effect of increasing the reported amounts of the Company's revenues and costs. The Company uses the last-in, first-out (LIFO) method to value a significant portion of inventories. This method tends to reduce the amount of income due to inflation included in the Company's results of operations. The Company believes that, through increases in its prices and productivity improvements, it has been able to recover increases in costs and expenses attributable to inflation.

SAFE HARBOR FOR FORWARD LOOKING STATEMENTS  
- - - - -

Forward looking statements contained in this quarterly report are subject to the safe harbor created by the Private Securities Litigation Reform Act of 1995 and are highly dependent upon a variety of important factors that could cause actual results to differ materially from those reflected in such forward looking statements. Such factors include those indicated in the section entitled "Risk Factors" in the Company's Prospectus, dated March 18, 1998, as well as the risks and uncertainties relating to the centralization of certain of the Company's operations at its Owensboro, KY distribution facility, the Company's handling of the Year 2000 issue, and the Company's ability to control manufacturing and operating costs. When used in this quarterly report, the words "intend,"

"anticipate," "believe," "estimate," and "expect" and similar expressions as they relate to the Company are included to identify such forward looking statements.

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TEM 3. QUANTITATIVE AND QUALITATIVE DISCLOSURES ABOUT MARKET RISK  
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For information regarding quantitative and qualitative disclosures about market risk, see the Company's discussion under Item 7A of its Annual Report on Form 10-K for the fiscal year ended August 29, 1998. Between August 29, 1998 and February 27, 1999, there were no material changes in the Company's market risk.

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PART II - OTHER INFORMATION  
  
FORM 10-Q  
UNIFIRST CORPORATION AND SUBSIDIARIES

Item 4. Submission of Matters to a Vote of Security Holders  
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The Company's Annual Meeting of Shareholders was held on January 12, 1999. Ronald D. Croatti and Donald J. Evans were reelected to the Board of Directors. With respect to Mr. Croatti, 8,489,315 shares of Common Stock and 10,292,464 shares of Class B Common Stock were voted for his election and 143,483 shares of Common Stock were voted against his election. With respect to Mr. Evans, 8,489,315 shares of Common Stock were voted for his election and 143,483 shares of Common Stock were voted against his election. The terms of office of Ms. Cynthia Croatti and Messrs. Reynold L. Hoover, Aldo Croatti and Albert Cohen continued after the meeting.

Item 6. Exhibits and Reports on Form 8-K  
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(a) Exhibits:

(27) Financial Data Schedule

(b) Reports on Form 8-K: None

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 of the undersigned thereunto duly authorized.

UNIFIRST CORPORATION

/s/ RONALD D. CROATTI  
-----

Ronald D. Croatti  
Vice Chairman, President and  
Chief Executive Officer

Date: April 13, 1999

/s/ JOHN B. BARTLETT  
-----

John B. Bartlett  
Senior Vice President  
and Chief Financial Officer



<ARTICLE> 5

<LEGEND>

THIS SCHEDULE CONTAINS SUMMARY FINANCIAL INFORMATION EXTRACTED FROM THE FINANCIAL STATEMENTS OF UNIFIRST CORPORATION FOR THE TWENTY-SIX WEEKS ENDED FEBRUARY 27, 1999, AND IS QUALIFIED IN ITS ENTIRETY BY REFERENCE TO SUCH FINANCIAL STATEMENTS.

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