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(Mark One)
X QUARTERLY REPORT UNDER SECTION 13 OR 15 (d) OF THE SECURITIES EXCHANGE
    ACT OF 1934
For the quarterly period ended October 27, 1996
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OR
TRANSITION REPORT PURSUANT TO SECTION 13 OR 15 (d) OF THE SECURITIES
EXCHANGE ACT OF 1934
For the transition period from to
Commission file number 1-724
PHILLIPS-VAN HEUSEN CORPORATION
(Exact name of registrant as specified in its charter)
(State or other jurisdiction of
1290 Avenue of the Americas New York, New York 10104
(Address of principal executive offices) (Zip Code)
Registrant's telephone number (212) 541-5200
Indicate by check mark whether 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 registrant was
required to file such reports), and (2) has been subject to such filing
requirement for the past 90 days.
Yes X No
The number of outstanding shares of common stock, par value $\$ 1.00$ per
share, of Phillips-Van Heusen Corporation as of December 2, 1996: 27,034,037
shares.
PHILLIPS-VAN HEUSEN CORPORATION
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Stockholders and Board of Directors
Phillips-Van Heusen Corporation
We have reviewed the accompanying condensed consolidated balance sheet of Phillips-Van Heusen Corporation as of October 27, 1996, and the related condensed consolidated statements of operations for the thirteen and thirtynine week periods ended October 27, 1996 and October 29, 1995, and the related condensed consolidated statements of cash flows for the thirty-nine week periods ended October 27, 1996 and October 29, 1995. These financial statements are the responsibility of the Company's management.

We conducted our reviews in accordance with standards established by the American Institute of Certified Public Accountants. A review of interim financial information consists principally of applying analytical procedures to financial data, and making inquiries of persons responsible for financial and accounting matters. It is substantially less in scope than an audit conducted in accordance with generally accepted auditing standards, which will be performed for the full year with the objective of expressing an opinion regarding the financial statements taken as a whole. Accordingly, we do not express such an opinion.

Based on our reviews, we are not aware of any material modifications that should be made to the accompanying condensed consolidated financial statements referred to above for them to be in conformity with generally accepted accounting principles.

We have previously audited, in accordance with generally accepted auditing standards, the consolidated balance sheet of Phillips-Van Heusen Corporation as of January 28, 1996, and the related consolidated statements of income, stockholders' equity, and cash flows for the year then ended (not presented herein) and in our report dated March 12, 1996, we expressed an unqualified opinion on those consolidated financial statements. In our opinion, the information set forth in the accompanying condensed consolidated balance sheet as of January 28, 1996, is fairly stated, in all material respects, in relation to the consolidated balance sheet from which it has been derived.

ERNST \& YOUNG LLP

New York, New York
November 19, 1996
UNAUDITED AUDITED
October 27, January 28,
19961996

| ASSETS |  |  |
| :---: | :---: | :---: |
| Current Assets: |  |  |
| Cash, including cash equivalents of \$12,352 and \$8,474 | \$ 23,204 | \$ 17,533 |
| Trade receivables, less allowances of \$4,918 and \$5,514 | 128,774 | 109,866 |
| Income tax refund receivable | - | 16,987 |
| Inventories | 299,121 | 276,773 |
| Other, including deferred taxes of \$9,801 | 24,039 | 23,505 |
| Total Current Assets | 475,138 | 444,664 |
| Property, Plant and Equipment | 138,605 | 143,398 |
| Goodwill | 117,546 | 119,914 |
| Other Assets, including deferred taxes of \$22,113 | 39,503 | 41,079 |
|  | \$770,792 | \$749,055 |
| LIABILITIES AND STOCKHOLDERS' EQUITY |  |  |
| Current Liabilities: |  |  |
| Notes payable | \$ 74,000 | \$ 61,590 |
| Accounts payable | 43,719 | 38,796 |
| Accrued expenses | 74,792 | 72,603 |
| Current portion of long-term debt | 10,157 | 10,137 |
| Total Current Liabilities | 202,668 | 183,126 |
| Long-Term Debt, less current portion | 229,253 | 229,548 |
| Other Liabilities | 56,740 | 61,089 |
| Stockholders' Equity: |  |  |
| Preferred Stock, par value $\$ 100$ per share; 150,000 <br> shares authorized, no shares outstanding <br> Common Stock, par value $\$ 1$ per share; $100,000,000$ shares authorized; shares issued 27,030,720 and 26,979,352 | 27,031 | 26,979 |
| Additional Capital | 116,207 | 115,977 |
| Retained Earnings | 138,893 | 132,336 |
| Total Stockholders' Equity | 282,131 | 275,292 |
|  | \$770,792 | \$749,055 |

[^0]Phillips-Van Heusen Corporation
Condensed Consolidated Statements of Operations
Unaudited
(In thousands, except per share data)

|  | Thirteen We October 27, 1996 | eeks Ended October 29, 1995 | Thirty-Nine October 27, 1996 | Weeks Ended October 29, 1995 |
| :---: | :---: | :---: | :---: | :---: |
| Net sales | \$391,245 | \$448, 007 | \$978,712 | \$1,080,487 |
| Cost of goods sold | 261,536 | 308,952 | 650,581 | 724,431 |
| Gross profit | 129,709 | 139,055 | 328,131 | 356,056 |
| Selling, general and administrative expenses | 102,817 | 116,749 | 295,538 | 322,209 |
| Plant, store closing and restructuring expenses | - | 25,000 | - | 25,000 |
| Income (loss) before interest and taxes | 26,892 | $(2,694)$ | 32,593 | 8,847 |
| Interest expense, net | 5,958 | 6,559 | 18,029 | 17,281 |
| Income (loss) before taxes | 20,934 | $(9,253)$ | 14,564 | $(8,434)$ |
| Income tax expense (benefit) | 5,899 | $(4,879)$ | 3,957 | $(4,594)$ |
| Net income (loss) | \$ 15,035 | \$ (4, 374) | \$ 10,607 | \$ $(3,840)$ |
| Average shares outstanding | 27,005 | 26,762 | 26,994 | 26,693 |
| Net income (loss) per share | \$ 0.56 | \$ (0.16) | \$ 0.39 | \$ (0.14) |
| Cash dividends per share | \$ 0.0375 | \$ 0.0375 | \$ 0.1125 | \$ 0.1125 |

See accompanying notes.


See accompanying notes.

## PHILLIPS-VAN HEUSEN CORPORATION

NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS
(IN THOUSANDS, EXCEPT PER SHARE DATA)

## GENERAL

The accompanying unaudited condensed consolidated financial statements have been prepared in accordance with generally accepted accounting principles for interim financial information. Accordingly, they do not contain all disclosures required by generally accepted accounting principles for complete financial statements. Reference should be made to the annual financial statements, including the footnotes thereto, included in the Company's Annual Report to Stockholders for the year ended January 28, 1996.

The preparation of the financial statements in conformity with generally accepted accounting principles requires management to make estimates and assumptions that affect the amounts reported in the financial statements and accompanying notes. Actual results could differ from the estimates.

The results of operations for the thirteen and thirty-nine weeks ended October 27, 1996 and October 29, 1995 are not necessarily indicative of those for a full fiscal year due, in part, to seasonal factors. The data contained in these financial statements are unaudited and are subject to year-end adjustments; however, in the opinion of management, all known adjustments (which consist only of normal recurring accruals) have been made to present fairly the consolidated operating results for the unaudited periods.

Certain reclassifications have been made to the condensed consolidated financial statements for the thirteen and thirty-nine weeks ended October 29, 1995 to present that information on a basis consistent with the thirteen and thirty-nine weeks ended October 27, 1996.

INVENTORIES
Inventories are summarized as follows:

|  | October 27, <br> 1996 | January 28, <br> 1996 |
| :--- | ---: | ---: |
| Raw materials |  |  |
| Work in process | $\$ 13,784$ | $\$ 14,194$ |
| Finished goods | 16,474 | 13,145 |
| Total | 268,863 | 249,434 |

Inventories are stated at the lower of cost or market. Cost for the apparel segment is determined principally using the last-in, first-out method (LIFO), except for certain sportswear inventories which are determined using the first-in, first-out method (FIFO). Cost for the footwear segment is determined using FIFO. Inventories would have been $\$ 14,027$ and $\$ 12,923$ higher than reported at October 27,1996 and January 28 , 1996, respectively, if the FIFO method of inventory accounting had been used for the entire apparel business.

The final determination of cost of sales and inventories under the LIFO method can only be made at the end of each fiscal year based on inventory cost and quantities on hand. Interim LIFO determinations are based on management's estimates of expected year-end inventory levels and costs. Such estimates are subject to revision at the end of each quarter. Since estimates of future inventory levels and costs are subject to external factors, interim financial results are subject to year-end LIFO inventory adjustments.

## SEGMENT DATA

The Company operates in two industry segments: (i) apparel - the manufacture, procurement for sale and marketing of a broad range of men's, women's and children's apparel to traditional wholesale accounts as well as through Company-owned retail stores, and (ii) footwear - the manufacture, procurement for sale and marketing of a broad range of men's, women's and children's shoes to traditional wholesale accounts as well as through Company-owned retail stores.

Operating income represents net sales less operating expenses. Excluded from operating results of the segments are interest expense, net, corporate expenses and income taxes.

|  | Thirteen $W$ October 27, 1996 | ks Ended October 29, 1995 | Thirty-Nine October 27, 1996 | Weeks Ended October 29, 1995 |
| :---: | :---: | :---: | :---: | :---: |
| Net sales-apparel | \$291, 222 | \$343, 625 | \$714,647 | \$ 804,560 |
| Net sales-footwear | 100,023 | 104,382 | 264,065 | 275,927 |
| Total net sales | \$391, 245 | \$448,007 | \$978,712 | \$1,080,487 |
| Operating income (loss)-apparel* | * \$ 20,333 | \$ (2,624) | \$ 21,518 | \$ 2,379 |
| Operating income-footwear* | 10,780 | 4,704 | 21,110 | 16,496 |
| Total operating income* | 31,113 | 2,080 | 42,628 | 18,875 |
| Corporate expenses | $(4,221)$ | $(4,774)$ | $(10,035)$ | $(10,028)$ |
| Interest expense, net | $(5,958)$ | $(6,559)$ | $(18,029)$ | $(17,281)$ |
| Income (loss) before taxes | \$ 20,934 | \$ (9,253) | \$ 14,564 | \$ $(8,434)$ |

* Operating income for the thirteen and thirty-nine weeks ended October 29, 1995, includes a $\$ 25,000$ pre-tax charge, of which $\$ 23,000$ and $\$ 2,000$ relate to the Company's apparel and footwear businesses, respectively. These charges relate to plant, store closing and restructuring expenses as described in the accompanying footnote.


## ACQUISITION

On February 17, 1995, the Company completed the acquisition of the Apparel Group of Crystal Brands, Inc. (Gant and Izod) for $\$ 114,503$ in cash, net of cash acquired, and subject to certain adjustments. This acquisition was accounted for as a purchase. The acquired operations are included in the Company's consolidated financial statements since February 17, 1995.

PLANT, STORE CLOSING AND RESTRUCTURING EXPENSES
In 1995, the Company adopted and began to implement a plan designed to reduce costs and realign the product distribution mix primarily within the Company's apparel segment. Significant components of the plan included the closure of three domestic apparel manufacturing facilities before the end of fiscal year 1995 and the closing of approximately 300 less profitable retail outlet stores. As a result, the Company recorded a pre-tax charge of $\$ 25,000$ and $\$ 2,000$ in the third and fourth quarters of 1995 , respectively, which the Company expects to utilize fully by the end of its current fiscal year.

As part of its ongoing expense and cost reduction initiatives, the Company continues to evaluate its operating structure.

OTHER

The Company is a party to certain litigation which, in management's judgement based in part on the opinion of legal counsel, will not have a material adverse effect on the Company's financial position.

Thirteen Weeks Ended October 27, 1996 Compared to Thirteen Weeks Ended October 29, 1995

## APPAREL

Net sales of the Company's apparel segment in the third quarter were $\$ 291.2$ million in 1996 and $\$ 343.6$ million last year, a decrease of $15.3 \%$. This decrease was expected, given the absence of clearance sales associated with the acquisition of the Apparel Group of Crystal Brands Inc., the planned elimination of the Company's private label retail formats, the planned reduction of low margin private label sales at the wholesale level and the closure of factory outlet stores as part of the Company's continuing strategic initiative to downsize its factory outlet business. The effect of these changes more than offset sales gains made this year in the Company's branded product lines at the wholesale level.

Gross profit on apparel sales was $31.7 \%$ in the third quarter of 1996 compared to $30.0 \%$ last year. The improvement in gross profit comes largely from the elimination of certain of the less profitable businesses described above.

Selling, general and administrative expenses as a percentage of apparel sales in the third quarter was $24.8 \%$ in 1996 and $24.0 \%$ in 1995. The increased expense level is attributable principally to current year start-up costs associated with the new Gant and Izod outlet stores.

## FOOTWEAR

Net sales of the Company's footwear segment were $\$ 100.0$ million in the third quarter of 1996 and $\$ 104.4$ million last year, a decrease of $4.2 \%$. The decrease was due principally to the closure of factory outlet stores described above.

Gross profit on footwear sales was $37.2 \%$ in the third quarter of 1996 compared to $34.6 \%$ last year. The improvement in gross profit results principally from a significant reduction in promotional selling as footwear enjoyed a strong back to school season.

Selling, general and administrative expenses as a percentage of footwear sales in the third quarter was $26.4 \%$ in 1996 and $28.2 \%$ in 1995. The decrease in expenses results from the closure of underperforming factory outlet stores described above.

INTEREST EXPENSE
Net interest expense was $\$ 6.0$ million in the third quarter of 1996 compared with $\$ 6.6$ million last year.

## INCOME TAXES

Income tax expense was estimated at a rate of $28.2 \%$ for the third quarter of 1996 compared to last year's rate of $27.4 \%$ (before the effect of the nonrecurring restructuring charge). The tax rates reflect the relationship of U.S. income taxed at normal rates versus tax exempted income from operations in Puerto Rico.

## CORPORATE EXPENSES

Corporate expenses were $\$ 4.2$ million in the third quarter of 1996 compared to $\$ 4.8$ million in 1995. The decrease is due solely to timing.

Thirty-Nine Weeks Ended October 27, 1996 Compared to Thirty-Nine Weeks Ended October 29, 1995

## APPAREL

Net sales of the Company's apparel segment were $\$ 714.7$ million in the first nine months of 1996 , a decrease of $11.2 \%$ from the prior year's $\$ 804.6$ million. This decrease was expected, given the absence of clearance sales associated with the acquisition of Crystal Brands, the planned elimination of the Company's private label retail formats, the planned reduction of low margin private label sales at the wholesale level and the closure of factory outlet stores as part of the Company's continuing strategic initiative to downsize its factory outlet business. The effect of these changes more than offset sales gains made this year in the Company's branded product lines at the wholesale level.

Gross profit on apparel sales was $32.1 \%$ in the first nine months of 1996 compared to $31.5 \%$ last year. The improvement in gross profit comes largely from the elimination of certain of the less profitable businesses described above.

Selling, general and administrative expenses as a percentage of apparel sales in the first nine months was 29.1\% in 1996 and $28.4 \%$ in 1995. The increased expense level is attributable principally to current year start-up costs associated with the new Gant and Izod outlet stores.

## FOOTWEAR

Net sales of the Company's footwear segment in the first nine months were $\$ 264.1$ million compared to last year's $\$ 275.9$ million, a decrease of $4.3 \%$. The decrease was due principally to the closure of factory outlet stores described above.

Gross profit on footwear sales was $37.2 \%$ in the first nine months of 1996 and 1995.

Selling, general and administrative expenses as a percentage of footwear sales in the first nine months was $29.3 \%$ in 1996 and $30.5 \%$ in 1995. The decrease in expenses results from the closure of underperforming factory outlet stores described above.
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Net interest expense was $\$ 18.0$ million in the first nine months of 1996 compared with $\$ 17.3$ million last year. The increase in interest expense is directly related to the timing of the Gant and Izod acquisition and the funding of the cash portion of the Company's prior year restructuring initiatives.

## INCOME TAXES

Income tax expense was estimated at a rate of $27.2 \%$ for the first nine months of 1996 compared with last year's rate of $28.3 \%$ (before the effect of the nonrecurring restructuring charge). The tax rates reflect the relationship of U.S. income taxed at normal rates versus tax exempted income from operations in Puerto Rico.

## CORPORATE EXPENSES

Corporate expenses were $\$ 10.0$ million in the first nine months of 1996 and 1995.

## SEASONALITY

The Company's business is seasonal, with higher sales and income during its third and fourth quarters, which coincide with the Company's two peak retail selling seasons: the first running from the start of the back to school and fall selling seasons beginning in August and continuing through September; the second being the Christmas selling season beginning with the weekend following Thanksgiving and continuing through the week after Christmas.

Also contributing to the strength of the third quarter is the high volume of fall shipments to wholesale customers which are generally more profitable than spring shipments. The slower spring selling season at wholesale combined with retail seasonality make the first quarter particularly weak.

## LIQUIDITY AND CAPITAL RESOURCES

The seasonal nature of the Company's business typically requires the use of cash to fund a build-up in the Company's inventory in the first half of each fiscal year. During the third and fourth quarters, the Company's higher level of sales tends to reduce its inventory and generate cash from operations.

Cash provided (used) by operations in the first nine months totalled \$10.6 million in 1996 compared with $\$(101.1)$ million last year. The improvement comes principally from the normalization of working capital requirements in 1996 compared to the increased requirements in 1995 due to the acquisition of the Apparel Group of Crystal Brands, Inc. In addition, there is a reduction in working capital requirements due to the downsizing of the Company's retail business.

Capital spending was $\$ 16.3$ million in the first nine months of 1996 as compared with $\$ 25.0$ million last year. The decrease is in line with the Company's planned capital spending reduction.
-10-

The Company has a credit agreement which includes a revolving credit facility under which the Company may, at its option, borrow and repay amounts within certain limits. The credit agreement also includes a letter of credit facility. The total amount available to the Company under each of the revolving credit and the letter of credit facility is $\$ 250$ million provided, however, that the aggregate maximum amount outstanding at any time under both facilities is $\$ 400$ million. The Company believes that its borrowing capacity under this facility is adequate for its 1996 peak seasonal needs. At the end of the current and prior year's third quarters, the Company estimated that $\$ 70$ million of the outstanding borrowings under this facility were non-current. The Company's long-term debt (net of invested cash) as a percentage of total capital is $43.5 \%$ at the end of the current quarter compared with $45.9 \%$ at the end of last year's third quarter.

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(a) The following exhibits are included herein:
3.1 Certificate of Incorporation (incorporated by reference to Exhibit 5 to the Company's Annual Report on Form $10-\mathrm{K}$ for the fiscal year ended January 29, 1977).
3.2 Amendment to Certificate of Incorporation, filed June 27, 1984
(incorporated by reference to Exhibit $3 B$ to the Company's Annual
Report on Form 10-K for the fiscal year ended February 3, 1985).
3.3 Certificate of Designation of Series A Cumulative Participating Preferred Stock, filed June 10, 1986 (incorporated by reference to Exhibit A of the document filed as Exhibit 3 to the Company's Quarterly Report as filed on Form 10-Q for the period ended May 4, 1986).
3.4 Amendment to Certificate of Incorporation, filed June 2, 1987
(incorporated by reference to Exhibit 3(c) to the Company's Annual
Report on Form 10-K for the fiscal year ended January 31, 1988).
3.5 Amendment to Certificate of Incorporation, filed June 1, 1993 (incorporated by reference to Exhibit 3.5 to the Company's Annual Report on Form 10-K for the fiscal year ended January 30, 1994).
3.6 Amendment to Certificate of Incorporation, filed June 20, 1996 (incorporated by reference to Exhibit 3.1 to the Company's Report on Form 10-Q for the period ended July 28, 1996).
3.7 By-Laws of Phillips-Van Heusen Corporation, as amended through June 18, 1996 (incorporated by reference to Exhibit 3.2 to the Company's Report on Form 10-Q for the period ended July 28, 1996).
4.1 Specimen of Common Stock certificate (incorporated by reference to Exhibit 4 to the Company's Annual Report on Form $10-\mathrm{K}$ for the fiscal year ended January 31, 1981).
4.2 Preferred Stock Purchase Rights Agreement (the "Rights Agreement"), dated June 10, 1986 between PVH and The Chase Manhattan Bank, N.A. (incorporated by reference to Exhibit 3 to the Company's Quarterly Report as filed on Form 10-Q for the period ended May 4, 1986).
4.3 Amendment to the Rights Agreement, dated March 31, 1987 between PVH and The Chase Manhattan Bank, N.A. (incorporated by reference to Exhibit 4(c) to the Company's Annual Report on Form 10-K for the year ended February 2, 1987).
4.4 Supplemental Rights Agreement and Second Amendment to the Rights Agreement, dated as of July 30, 1987, between PVH and The Chase Manhattan Bank, N.A. (incorporated by reference to Exhibit (c) (4) to the Company's Schedule 13E-4, Issuer Tender Offer Statement, dated July 31, 1987).
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4.5 Notice of extension of the Rights Agreement, dated June 5, 1996, from Phillips-Van Heusen Corporation to The Bank of New York (incorporated by reference to Exhibit 4.13 to the Company's report on Form 10-Q for the period ended April 28, 1996).
4.6 Credit Agreement, dated as of December 16, 1993, among PVH, Bankers Trust Company, The Chase Manhattan Bank, N.A., Citibank, N.A., The Bank of New York, Chemical Bank and Philadelphia National Bank, and Bankers Trust Company, as agent (incorporated by reference to Exhibit 4.5 to the Company's Annual Report on Form 10-K for the fiscal year ended January 30, 1994).
4.7 First Amendment, dated as of February 13, 1995, to the Credit Agreement dated as of December 16, 1993 (incorporated by reference to Exhibit 4.6 to the Company's Annual Report on Form $10-\mathrm{K}$ for the fiscal year ended January 29, 1995).
4.8 Second Amendment, dated as of July 17, 1995, to the Credit Agreement dated as of December 16, 1993 (incorporated by reference to Exhibit 4.7 to the Company's report on Form 10-Q for the period ending October 29, 1995).
4.9 Third Amendment, dated as of September 27, 1995, to the Credit Agreement dated as of December 16,1993 (incorporated by reference to Exhibit 4.8 to the Company's report on Form 10-Q for the period ending October 29, 1995).
4.10 Fourth Amendment, dated as of September 28, 1995, to the Credit Agreement dated as of December 16, 1993 (incorporated by reference to Exhibit 4.9 to the Company's report on Form 10-Q for the period ending October 29, 1995).
4.11 Fifth Amendment, dated as of April 1, 1996, to the Credit Agreement dated as of December 16, 1993 (incorporated by reference to Exhibit 4.10 to the Company's Annual Report on Form $10-\mathrm{K}$ for the fiscal year ended January 28, 1996).
4.12 Note Agreement, dated October 1, 1992, among PVH, The Equitable Life Assurance Society of the United States, Equitable Variable Life Insurance Company, Unum Life Insurance Company of America, Nationwide Life Insurance Company, Employers Life Insurance Company of Wausau and Lutheran Brotherhood (incorporated by reference to Exhibit 4.21 to the Company's Annual Report on Form $10-\mathrm{K}$ for the fiscal year ended January 31, 1993).
4.13 First Amendment Agreement, dated as of June 24, 1996, to the Note Agreement, dated as of October 1, 1992 (incorporated by reference to Exhibit 4.14 to the Company's report on Form 10-Q for the period ended July 28, 1996).
4.14 Indenture, dated as of November 1, 1993, between PVH and The Bank of New York, as Trustee (incorporated by reference to Exhibit 4.01 to the Company's Registration Statement on Form S-3 (Reg. No. 3350751) filed on October 26, 1993).

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-13-
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| 10.1 | 1987 Stock Option Plan, including all amendments through June 13, |
| :--- | :--- |
|  | 1995 (incorporated by reference to Exhibit 10.1 to the Company's |
|  | report on Form 10-Q for the period ended October 29, 1995). |

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-14-
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10.12 Phillips-Van Heusen Corporation (Crystal Brands Division) Associates Investment Plan, dated as of November 1, 1985, as amended and restated as of July 1, 1995 (incorporated by reference to Exhibit 10.17 to the Company's report on Form 10-Q for the period ended April 28, 1996).
10.13 Agreement, dated as of April 28, 1993, between Bruce J. Klatsky, Lawrence S. Phillips and the Company (incorporated by reference to Exhibit 10.11 to the Company's Annual Report on Form 10-K for the fiscal year ended January 29, 1995).
10.14 Amendment, dated December 6, 1993, to the Agreement, dated April 28, 1993, between Bruce J. Klatsky, Lawrence S. Phillips and the Company (incorporated by reference to Exhibit 10.13 to the Company's Annual Report on Form 10-K for the fiscal year ended January 29, 1995).
10.15 Non-Incentive Stock Option Agreement, dated as of April 28, 1993, between the Company and Bruce J. Klatsky. Non-Incentive Stock Option Agreement, dated as of December 3, 1993, between the Company and Bruce J. Klatsky (reload of April 28, 1993 Non-Incentive Stock Option Agreement) (incorporated by reference to Exhibit 10.12 to the Company's Annual Report on Form 10-K for the fiscal year ended January 29, 1995).
10.16 Consulting and non-competition agreement, dated February 14, 1995, between the Company and Lawrence S. Phillips (incorporated by reference to Exhibit 10.14 to the Company's Annual Report on Form 10-K for the fiscal year ended January 29, 1995).
15. Acknowledgement of Independent Accountants.
27. Financial Data Schedule
(b) Reports on Form 8-K

No reports have been filed on Form $8-K$ during the quarter covered by this report.

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.

# PHILLIPS-VAN HEUSEN CORPORATION 

Registrant
/s/ Emanuel Chirico
Emanuel Chirico, Controller
Vice President and
Chief Accounting Officer

Stockholders and Board of Directors
Phillips-Van Heusen Corporation
We are aware of the incorporation by reference in
(i) Post-Effective Amendment No. 2 to the Registration Statement (Form S-8, No. 2-73803), which relates to the Phillips-Van Heusen Corporation Employee Savings and Retirement Plan,
(ii) Registration Statement (Form S-8, No. 33-50841) and Registration Statement (Form S-8, No. 33-59602), each of which relate to the Phillips-Van Heusen Corporation Associates Investment Plan for Residents of the Commonwealth of Puerto Rico,
(iii) Registration Statement (Form S-8, No. 33-59101), which relates to the Voluntary Investment Plan of Phillips-Van Heusen Corporation (Crystal Brands Division),
(iv) Post-Effective Amendment No. 4 to Registration Statement (Form S-8, No. 2-72959), Post Effective Amendment No. 6 to Registration Statement (Form S-8, No. 2-64564), and Post Effective Amendment No. 13 to Registration Statement (Form S-8, No. 2-47910), each of which relate to the 1973 Employee's Stock Option Plan of Phillips-Van Heusen Corporation, and
(v) Registration Statement (Form S-8, No. 33-38698), Post-Effective Amendment No. 1 to Registration Statement (Form S-8, No. 33-24057) and Registration Statement (Form S-8, No. 33-60793), each of which relate to the Phillips-Van Heusen Corporation 1987 Stock Option Plan,
of our report dated November 19, 1996 relating to the unaudited condensed consolidated interim financial statements of Phillips-Van Heusen Corporation which are included in its Form 10-Q for the three month period ended October 27, 1996.

Pursuant to Rule 436(c) of the Securities Act of 1933, our report is not a part of the registration statements or post-effective amendments prepared or certified by accountants within the meaning of Section 7 or 11 of the Securities Act of 1933.

THIS SCHEDULE CONTAINS SUMMARY FINANCIAL INFORMATION EXTRACTED FROM THE PHILLIPS-VAN HEUSEN CORPORATION FINANCIAL STATEMENTS INCLUDED IN ITS 10-Q REPORT FOR THE QUARTER ENDED OCTOBER 27, 1996 AND IS QUALIFIED IN ITS ENTIRETY BY REFERENCE TO SUCH FINANCIAL STATEMENTS.

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9-MOS
            FEB-02-1997
            OCT-27-1996
                        23,204
                    0
            133,692
                                4,918
                        299,121
            475,138
                                    138,605
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                770,792
            202,668
                                    0
            0
                    0
                    27,031
                            255,100
770,792
                                    978,712
            978,712
                                    650,581
                    650,581
            295,538
                            0
            18,029
                14,564
                    3,957
                10,607
                    0
                    0
                                    0
            10,607
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Property, plant and equipment is presented net of accumulated depreciation. Provision for doubtful accounts is included in other costs and expenses.


[^0]:    See accompanying notes.

