SECURITIES EXCHANGE ACT OF 1934

```
For the quarterly period ended February 28, 1998
```

OR
TRANSITION REPORT PURSUANT TO SECTION 13 OR $15(\mathrm{~d})$ OF THE SECURITIES EXCHANGE ACT OF 1934

For the transition period from $\qquad$ to $\qquad$ Commission file number 1-6403

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

## IOWA

(State or other jurisdiction of incorporation or organization)
P. O. Box 152, Forest City, Iowa (Address of principal executive offices)

42-0803978
(I.R.S. Employer Identification No.)

Registrant's telephone number, including area code: (515) 582-3535
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 $X$ No $\qquad$ -

There were $23,608,958$ shares of $\$ .50$ par value common stock outstanding on April 9, 1998.

WINNEBAGO INDUSTRIES, INC. AND SUBSIDIARIES
INDEX TO REPORT ON FORM 10-Q

Page Number
PART I. FINANCIAL INFORMATION: (Interim period information unaudited)
Consolidated Balance Sheets
Unaudited Consolidated Statements of Operations
Unaudited Consolidated Condensed Statements of Cash Flows

Unaudited Condensed Notes to Consolidated Financial Statements

| Management's Discussion and Analysis of Financial Condition |
| :--- |
| $\quad$ and Results of Operations |

PART II. OTHER INFORMATION

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WINNEBAGO INDUSTRIES, INC. AND SUBSIDIARIES
    CONSOLIDATED BALANCE SHEETS
```

Dollars in thousands

## ASSETS

| ASSETS | $\begin{gathered} \text { FEBRUARY } 28, \\ 1998 \end{gathered}$ | $\begin{gathered} \text { AUGUST } 30, \\ 1997 \end{gathered}$ |
| :---: | :---: | :---: |
|  | (Unaudited) |  |
| CURRENT ASSETS |  |  |
| Cash and cash equivalents | \$ 43,369 | \$ 32,130 |
| Receivables, less allowance for doubtful accounts ( $\$ 1,305$ and $\$ 1,429$, respectively) | 26,604 | 31,322 |
| Dealer financing receivables less allowance for doubtful accounts (\$179 and \$155, respectively) | 16,831 | 13,336 |
| Inventories | 53,531 | 53,584 |
| Prepaid expenses | 8,675 | 5,872 |
| Deferred income taxes | 4,917 | 4,917 |
| Total current assets | 153,927 | 141,161 |
| PROPERTY AND EQUIPMENT, at cost |  |  |
| Land | 1,163 | 1,167 |
| Buildings | 38,568 | 42,455 |
| Machinery and equipment | 67,041 | 66,142 |
| Transportation equipment | 5,099 | 5,004 |
|  | 111,871 | 114,768 |
| Less accumulated depreciation | 79,522 | 81,175 |
| Total property and equipment, net | 32,349 | 33,593 |
| LONG-TERM NOTES RECEIVABLE, less allowances (\$1,485 and \$1,465, respectively) | 5,842 | 5,692 |
| INVESTMENT IN LIFE INSURANCE AND |  |  |
| OTHER LONG-TERM INVESTMENTS | 20,432 | 17,641 |
| DEFERRED INCOME TAXES, NET | 14,900 | 14,900 |
| OTHER ASSETS | 487 | 488 |
| TOTAL ASSETS | \$227,937 | \$213,475 |

Dollars in thousands

| LIABILITIES AND STOCKHOLDERS' EQUITY | $\begin{gathered} \text { FEBRUARY } 28, \\ 1998 \end{gathered}$ | AUGUST 30, 1997 |
| :---: | :---: | :---: |
|  | (Unaudited) |  |
| CURRENT LIABILITIES |  |  |
| Current maturities of long-term debt | \$ --- | \$ 695 |
| Accounts payable, trade | 23,997 | 20,471 |
| Income tax payable | 16,343 | -- |
| Accrued expenses: |  |  |
| Insurance | 3,178 | 2,687 |
| Product warranties | 4,135 | 3,329 |
| Vacation liability | 3,271 | 3,012 |
| Promotional | 3,882 | 2,508 |
| Other | 9,508 | 8,524 |
| Total current liabilities | 64,314 | 41,226 |
| POSTRETIREMENT HEALTH CARE AND DEFERRED COMPENSATION BENEFITS | 49,981 | 48,367 |
| STOCKHOLDERS' EQUITY |  |  |
| Capital stock, common, par value \$.50; authorized 60,000,000 shares | 12,930 | 12,927 |
| Additional paid-in capital | 23,034 | 23,109 |
| Reinvested earnings | 99,319 | 92,179 |
|  | 135,283 | 128,215 |
| Less treasury stock, at cost | 21,641 | 4,333 |
| Total stockholders' equity | 113,642 | 123,882 |
| TOTAL LIABILITIES AND STOCKHOLDERS' EQUITY | \$227,937 | \$213,475 |


|  | THIRTEEN WEEKS ENDED |  |  |  | TWENTY-SIX WEEKS ENDED |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | $\begin{aligned} & \text { bruary } 28, \\ & 1998 \end{aligned}$ |  | $\begin{gathered} \text { March 1, } \\ 1997 \end{gathered}$ |  | $\begin{aligned} & \text { ruary } 28, \\ & 1998 \end{aligned}$ |  | $\begin{gathered} \text { March 1, } \\ 1997 \end{gathered}$ |
| Net revenues |  | 118,709 | \$ | 105,702 | \$ | 244,605 |  | 219,594 |
| Cost of goods sold |  | 104,354 |  | 95,503 |  | 211,827 |  | 194,316 |
| Gross profit |  | 14,355 |  | 10,199 |  | 32,778 |  | 25,278 |
| Operating expenses: |  |  |  |  |  |  |  |  |
| Selling and delivery |  | 4,190 |  | 6,663 |  | 9,919 |  | 13,001 |
| General and administrative |  | 4,446 |  | 6,866 |  | 9,712 |  | 11,751 |
| Total operating expenses |  | 8,636 |  | 13,529 |  | 19,631 |  | 24,752 |
| Operating income (loss) |  | 5,719 |  | $(3,330)$ |  | 13,147 |  | 526 |
| Financial income |  | 771 |  | 745 |  | 1,384 |  | 1,114 |
| Pre-tax income (loss) from continuing operations |  | 6,490 |  | $(2,585)$ |  | 14,531 |  | 1,640 |
| Provision for taxes |  | 2,140 |  | 1,089 |  | 4,843 |  | 2,608 |
| Income (loss) from continuing operations |  | 4,350 |  | $(3,674)$ |  | 9,688 |  | (968) |
| ```Discontinued operations: Gain from sale of discontinued Cycle-Sat subsidiary (includes a loss on operations of $160 net of applicable income tax credits of $123 and a gain on disposal of $16,632 net of income taxes of $13,462)``` |  |  |  |  |  |  |  |  |
| Net income (loss) | \$ | 4,350 | \$ | $(3,674)$ | \$ | 9,688 | \$ | 15,504 |
| Earnings (loss) per share - basic (Note 7) : |  |  |  |  |  |  |  |  |
| Income (loss) from continuing operations | \$ | . 18 | \$ | (.15) | \$ | . 39 | \$ | (.04) |
| Net income (loss) |  | . 18 | \$ | (.15) |  | . 39 | \$ | . 61 |
| Earnings (loss) per share - assuming dilution (Note 7) : |  |  |  |  |  |  |  |  |
| Income (loss) from continuing operations |  | . 18 | \$ | (.15) | \$ | . 39 | \$ | (.04) |
| Net income (loss) |  | . 18 | \$ | (.15) | \$ | . 39 | \$ | . 61 |

[^0]Dollars in thousands
Increase (decrease) in cash and cash equivalents

## Cash flows from operating activities:

Net income

Adjustments to reconcile net income
to net cash from operating activities:
Pre-tax gain on sale of Cycle-Sat subsidiary
Depreciation and amortization
Realized and unrealized gains on investments, net
Proceeds from sale of trading securities
Other
Change in assets and liabilities:
Decrease (increase) in accounts receivable
Decrease in inventories
Increase in accounts payable and accrued expenses
Increase in postretirement benefits
Other

Net cash provided by operating activities

Cash flows provided (used) by investing activities:
Gross proceeds from the sale of Cycle-Sat subsidiary
Payments to minority shareholder from sale of Cycle-Sat
Purchases of property and equipment
Investments in dealer receivables
Collections of dealer receivables
Other
Net cash (used) provided by investing activities

Cash flows used by financing activities and capital transactions:
Payments for purchase of common stock
Payment of long-term debt of discontinued operations
Payments of long-term debt and capital leases
Payment of cash dividends
Other

Net cash used by financing activities and capital transactions

Net increase in cash and cash equivalents
Cash and cash equivalents - beginning of period
Cash and cash equivalents - end of period

TWENTY-SIX WEEKS ENDED

| $\begin{gathered} \text { February } 28, \\ 1998 \end{gathered}$ | $\begin{gathered} \text { March 1, } \\ 1997 \end{gathered}$ |
| :---: | :---: |
| \$ 9,688 | \$ 15,504 |
| - - | $(29,811)$ |
| 2,754 | 3,826 |
| - - - | (137) |
| - - - | 4,453 |
| 529 | 1,616 |
| 1,956 | $(7,533)$ |
| 53 | 15,354 |
| 23,783 | 4,950 |
| 1,554 | 694 |
| - - - | $(2,194)$ |
| 40,317 | 6,722 |
| - - - | 55,883 |
| - - - | $(7,160)$ |
| $(2,086)$ | $(2,039)$ |
| $(25,939)$ | $(21,695)$ |
| 22,420 | 20,078 |
| $(2,850)$ | (440) |
| $(8,455)$ | 44,627 |
| $(17,600)$ | - |
| - - - | $(13,220)$ |
| (695) | $(1,908)$ |
| $(2,548)$ | $(2,542)$ |
| 220 | 434 |
| $(20,623)$ | $(17,236)$ |
| 11,239 | 34,113 |
| 32,130 | 797 |
| \$ 43,369 | \$ 34,910 |

Inventories are valued at the lower of cost or market, with cost being determined under the last-in, first-out (LIFO) method and market defined as net realizable value

Inventories are composed of the following (dollars in thousands):

|  | $\begin{gathered} \text { February } 28, \\ 1998 \end{gathered}$ |  | $\begin{gathered} \text { August } 30 \text {, } \\ 1997 \end{gathered}$ |  |
| :---: | :---: | :---: | :---: | :---: |
| Finished goods. | \$ | 26,546 | \$ | 27,577 |
| Work in process |  | 14,268 |  | 13,842 |
| Raw materials. |  | 30,833 |  | 29,907 |
| LIFO reserve |  | $71,647$ |  | $71,326$ |
|  |  | $(18,116)$ |  | $(17,742)$ |
|  | \$ | 53,531 | \$ | 53,584 |

Since March 1992, the Company has had a financing and security agreement with NationsCredit Corporation (NationsCredit). Terms of the agreement limit borrowings to the lesser of $\$ 30,000,000$ or 75 percent of eligible inventory (fully manufactured recreation vehicles and motor home chassis and related components). Borrowings are secured by the Company's receivables and inventory. Borrowings under the agreement bear interest at the prime rate, as defined in the agreement, plus 50 basis points. The line of credit is available and continues during successive one-year periods unless either party provides at least 90 -days' notice prior to the end of the one-year period to the other party that they wish to terminate the line of credit. The agreement also contains certain restrictive covenants including maintenance of minimum net worth, working capital and current ratio. As of February 28, 1998, the Company was in compliance with these covenants. There were no outstanding borrowings under the line of credit at February 28, 1998 or August 30, 1997.
. It is customary practice for companies in the recreation vehicle industry to enter into repurchase agreements with lending institutions which have provided wholesale floor plan financing to dealers. The Company's agreements provide for the repurchase of its products from the financing institution in the event of repossession upon a dealer's default. The Company was contingently liable for approximately $\$ 155,824,000$ and $\$ 115,637,000$ under repurchase agreements with lending institutions as of February 28, 1998 and August 30, 1997, respectively. Included in these contingent liabilities as of February 28, 1998 and August 30, 1997 are approximately $\$ 25,133,000$ and $\$ 24,868,000$, respectively, of certain dealer receivables subject to recourse agreements with NationsCredit and Green Tree Financial Corporation.
5. For the periods indicated, the Company paid cash for the following (dollars in thousands):

6. On December 29, 1997, the Company repurchased $1,920,600$ shares of Common Stock from the Estate of John K. Hanson. The shares were repurchased for an aggregate purchase price of $\$ 17,000,000$ (\$8.85125 per share).
7. Effective December 15, 1997, the Company adopted Statement of Financial Accounting Standards No. 128, "EARNINGS PER SHARE" (SFAS No. 128). Earnings per share amounts presented for the 13 and 26 weeks ended March 1, 1997 have been restated for the adoption of SFAS No. 128. The following table reflects the calculation of basic and diluted earnings per share.
IN THOUSANDS EXCEPT PER SHARE DATA

EARNINGS (LOSS) PER SHARE - BASIC
Income (loss) from continuing operations

Weighted average shares outstanding
Net income (loss) per share - basic

EARNINGS (LOSS) PER SHARE - ASSUMING DILUTION Income (loss) from continuing operations

Weighted average shares outstanding
Dilutive impact of options outstanding
Weighted average shares \& potential dilutive shares outstanding

Income (loss) per share from continuing operations - assuming dilution


|  | $\begin{aligned} & \text { RUARY 28, } \\ & 1998 \end{aligned}$ |  | $\begin{aligned} & H 1, \\ & 97 \end{aligned}$ |
| :---: | :---: | :---: | :---: |
| \$ | 9,688 | \$ | (968) |
|  | 24,830 |  | , 405 |
| \$ | . 39 | \$ | (. 04 ) |
| \$ | 9,688 | \$ | (968) |
|  | 24,830 |  | , 405 |
|  | 159 |  | - - |
|  | 24,989 |  | , 405 |
| \$ | . 39 | \$ | (. 04 ) |

Options to purchase 10,000 shares of common stock at a price of $\$ 10.00$ per share were outstanding during the 13 weeks ended February 28, 1998 but were not included in the computation of diluted earnings per share because the options' exercise price was greater than the average market price of the common shares. Options to purchase 381,000 shares of common stock at a range of $\$ 4.31$ to $\$ 7.19$ were outstanding during the 13 weeks ended March 1, 1997 but were not included in the computation of diluted earnings per share because of the anti-dilutive impact on the loss per share.

Thirteen Weeks Ended February 28, 1998 compared to Thirteen Weeks Ended March 1, 1997

Net revenues for the 13 weeks ended February 28, 1998 were $\$ 118,709,000$, an increase of $\$ 13,007,000$, or 12.3 percent from the 13 week period ended March 1 , 1997. Motor home shipments (Class A and C) were 2,009 units, an increase of 181 units, or 9.9 percent, during the second quarter of fiscal 1998 compared to the second quarter of fiscal 1997. Industry demand for motorized recreation vehicles remained strong during the 13 weeks ended February 28,1998 and the Company's 1998 products continue to be received well by dealers and retail customers. Orders for the Company's motor homes continue to run considerably ahead of last year.

Gross profit, as a percent of net revenues, was 12.1 percent for the 13 weeks ended February 28, 1998 compared to 9.6 percent for the 13 weeks ended March 1, 1997. The increase in gross profit percentage during the 13 weeks ended February 28, 1998 was due primarily to increased production and sales of motor homes. During the 13 weeks ended March 1, 1997, the Company incurred significant discounts granted to encourage motor home sales and a reduction in valuations of finished goods and parts inventories at the Company's former subsidiary, Winnebago Industries Europe GmbH (WIE).

Selling and delivery expenses were $\$ 4,190,000$ or 3.5 percent of net revenues during the second quarter of fiscal 1998 compared to $\$ 6,663,000$ or 6.3 percent of net revenues during the second quarter of fiscal 1997. The decreases in dollars and percentage can be attributed primarily to significant decreases in promotional programs during the second quarter of fiscal 1998 when compared to the second quarter of fiscal 1997. The Company's sale of WIE, during fiscal 1997, also contributed to the reduction in dollars when comparing the two periods. Increased sales volume, during the second quarter of fiscal 1998, also contributed to the decrease in percentage.

General and administrative expenses decreased by $\$ 2,420,000$ to $\$ 4,446,000$ comparing the 13 weeks ended February 28, 1998 to the 13 weeks ended March 1, 1997 and decreased as a percentage of net revenues to 3.7 percent from 6.5 percent. The Company's sale of WIE, during fiscal 1997, was the primary factor contributing to the decreases in dollars and percentage. Increased sales volume, during the second quarter of fiscal 1998, also contributed to the decrease in percentage.

The Company had net financial income of $\$ 771,000$ for the second quarter of fiscal 1998 compared to net financial income of $\$ 745,000$ for the comparable quarter of fiscal 1997. During the 13 weeks ended February 28, 1998, the Company recorded $\$ 711,000$ of interest income and gains of $\$ 60,000$ in foreign currency transactions. During the 13 weeks ended March 1, 1997, the Company recorded $\$ 636,000$ of interest income, gains of $\$ 93,000$ in foreign currency transactions and $\$ 16,000$ of realized and unrealized gains in its trading securities portfolio.

For the 13 weeks ended February 28, 1998, the Company had income before taxes of $\$ 6,490,000$ and a provision for taxes of $\$ 2,140,000$ resulting in net income of $\$ 4,350,000$ or $\$ .18$ per share. For the 13 weeks ended March 1, 1997, the Company had pre-tax income from operations (other than WIE) of $\$ 3,115,000$ and a pre-tax loss from WIE of $\$ 5,700,000$, due to the sale in fiscal 1997. The $\$ 5,700,000$ pre-tax loss of WIE was considered an operating loss of a foreign subsidiary that does not qualify for a tax deduction, therefore, the company was required to record a provision for taxes of $\$ 1,089,000$ resulting in a consolidated net loss of $\$ 3,674,000$ or $\$ .15$ per share for the 13 weeks ended March 1 , 1997.

Twenty-Six Weeks Ended February 28, 1998 Compared to Twenty-Six Weeks Ended March 1, 1997

Net revenues for the 26 weeks ended February 28, 1998 were $\$ 244,605,000$, an increase of $\$ 25,011,000$, or 11.4 percent from the 26 week period ended March 1, 1997. Motor home shipments (Class A and C) were 4,071 units, an increase of 285 units, or 7.5 percent, during the 26 weeks ended February 28, 1998 when compared to the 26 weeks ended March 1, 1997. Industry demand for motorized recreation vehicles remained strong during the 26 weeks ended February 28, 1998 and the Company's 1998 products continue to be received well by dealers and retail customers.

Gross profit, as a percent of net revenues, was 13.4 percent for the 26 weeks ended February 28, 1998 compared to 11.5 percent for the 26 weeks ended March 1, 1997. The increase in gross profit percentage during the 26 weeks ended February 28, 1998 was due primarily to increased production and sales of motor homes. During the 26 weeks ended March 1, 1997, the Company incurred significant discounts granted to encourage motor home sales and a reduction in valuations of finished goods and parts inventories at WIE.

Selling and delivery expenses were $\$ 9,919,000$ or 4.1 percent of net revenues during the first half of fiscal 1998 compared to $\$ 13,001,000$ or 5.9 percent of net revenues during the first half of fiscal 1997. The decreases in dollars and percentage can be attributed primarily to significant decreases in promotional programs during the first half of fiscal 1998 when compared to the first half of fiscal 1997. The Company's sale of WIE, also contributed to the decreases when comparing the two periods. Increased sales volume, during the first half of fiscal 1998, also contributed to the decrease in percentage.

General and administrative expenses decreased by $\$ 2,039,000$ to $\$ 9,712,000$ comparing the first half of fiscal 1998 to the first half of fiscal 1997 and decreased as a percentage of net revenues to 4.0 percent from 5.4 percent. The Company's sale of WIE, during fiscal 1997, was the primary factor contributing to the decreases in dollars and percentage. Partially offsetting this decrease was an increase in the Company's product liability costs, during the first half of fiscal 1998. Increased sales volume, during the first half of fiscal 1998, also contributed to the decrease in percentage.

The Company had net financial income of $\$ 1,384,000$ for the first half of fiscal 1998 compared to net financial income of $\$ 1,114,000$ for the comparable period of fiscal 1997. During the first half of fiscal 1998, the Company recorded $\$ 1,371,000$ of interest income and gains of $\$ 13,000$ in foreign currency transactions. During the first half of fiscal 1997, the Company recorded $\$ 945,000$ of interest income, gains of $\$ 32,000$ in foreign currency transactions and $\$ 137,000$ of realized and unrealized gains in its trading securities portfolio.

For the 26 weeks ended February 28, 1998, the Company had pre-tax income from continuing operations of $\$ 14,531,000$ and a provision for taxes of $\$ 4,843,000$ resulting in income from continuing operations of $\$ 9,688,000$ or $\$ .39$ per share. For the 26 weeks ended March 1, 1997, the Company had pre-tax income from continuing operations of $\$ 7,440,000$ and a pre-tax loss from WIE of $\$ 5,800,000$ due to the sale in fiscal 1997. The $\$ 5,800,000$ pre-tax loss of WIE was considered an operating loss of a foreign subsidiary that does not qualify for a tax deduction, therefore, the Company was required to record a provision for taxes of $\$ 2,608,000$ resulting in a loss from continuing operations of $\$ 968,000$ or $\$ .04$ per share for the 26 weeks ended March 1, 1997.

For the 26 weeks ended March 1, 1997, the Company recorded a gain from the sale of the discontinued Cycle-Sat subsidiary of $\$ 16,472,000$ (net of income taxes of $\$ 13,339,000)$, or $\$ .65$ per share.

During the 26 weeks ended February 28, 1998, the Company had net income of $\$ 9,688,000$, or $\$ .39$ per share, compared to $\$ 15,504,000$, or $\$ .61$ per share for the 26 weeks ended March 1, 1997.

The Company meets its working capital and capital equipment requirements and cash requirements of subsidiaries with funds generated internally and borrowings under agreements with financial institutions.

At February 28, 1998, working capital was $\$ 89,613,000$, a decrease of $\$ 10,322,000$ from the amount at August 30, 1997. The Company's principal use of cash during the 26 weeks ended February 28, 1998 was $\$ 17,600,000$ for the purchase of shares of the Company's Common Stock. The Company's principal sources and uses of cash during the 26 weeks ended February 28, 1998 are set forth in the unaudited consolidated condensed statement of cash flows for that period.

Principal known demands at February 28, 1998 on the Company's liquid assets for the remainder of fiscal 1998 include approximately $\$ 2,500,000$ of capital expenditures (primarily equipment replacement) and $\$ 2,300,000$ of cash dividends declared by the Board of Directors on March 19, 1998 (payable on July 6, 1998 to shareholders of record as of June 5, 1998). On December 29, 1997, the Company's Board of Directors authorized the repurchase of outstanding shares of the Company's Common Stock. As of February 28, 1998, approximately $\$ 18,900,000$ remained under this authorization and may be used by the Company from time to time to repurchase additional shares.

Management currently expects its cash on hand, funds from operations and borrowings available under existing credit facilities to be sufficient to cover both short-term and long-term operating requirements.

RECENTLY ADOPTED ACCOUNTING STANDARDS
Statement of Financial Accounting Standards ("SFAS") No. 128, "Earnings Per Share," was issued in February, 1997 and adopted by the Company in the second quarter of fiscal 1998. The adoption of SFAS No. 128 did not have a significant impact on the calculation of earnings per share.

## FORWARD LOOKING INFORMATION

Except for the historical information contained herein, certain of the matters discussed in this report are "forward looking statements" as defined in the Private Securities Litigation Reform Act of 1995, which involve risks and uncertainties, including, but not limited to demand from customers, effects of competition, the general state of the economy, interest rates, consumer confidence, changes in the product or customer mix or revenues and in the level of operating expenses and other factors which may be disclosed throughout this Form 10-Q. Any forecasts and projections in this report are "forward-looking statements," and are based on management's current expectations of the Company's near-term results, based on current information available pertaining to the Company, including the aforementioned risk factors. Actual results could differ materially.

## MILLENNIUM CHANGE

The Company has conducted a comprehensive review of its computer systems to identify the systems that could be affected by the "Year 2000" issue and began an implementation plan in September, 1996 to resolve this issue. It is anticipated that all reprogramming efforts will be completed by end of fiscal 1998. The remainder of calendar year 1998 is planned to be used for testing. The Company's Purchasing and Information Systems areas have prepared a survey of its active vendors requesting the status of their "Year 2000" initiatives. The Company plans on a follow-up to this survey before the end of the 1998 fiscal year to monitor their status.

The Company presently estimates that the planned modifications to existing systems, the "Year 2000" compliance issue will cost approximately $\$ 200,000$.

Item 4 Submission of Matters to a Vote of Security Holders
(a) The annual meeting of shareholders was held December 17, 1997.
(b) The breakdown of votes for the election of ten directors was as follows*:

| VOTES CAST FOR | AUTHORITY WITHHELD |
| :---: | :---: |
| ----------- | 890,217 |
| $20,383,904$ | 580,665 |
| $20,693,456$ | 954,962 |
| $20,319,159$ | 898,176 |
| $20,375,945$ | 903,254 |
| $20,370,867$ | 581,465 |
| $20,692,656$ | 603,558 |
| $20,670,563$ | 581,915 |
| $20,692,206$ | 584,314 |
| $20,689,807$ | 585,079 |
| $20,689,042$ |  |
| non-votes. |  |

(c) At the annual meeting of shareholders, the Winnebago

Industries, Inc. 1997 Stock Option Plan was approved.
Breakdown of votes was as follows:
For - 13,876,013;
Against - 2,806,032;
Abstained - 580,366, and
Broker Non-Votes - 4,011,710.
Item 6 Exhibits and Reports on Form 8-K
(a) No exhibits are being filed as a part of this report.
(b) The Company did not file any reports on Form 8-K during the period covered by this report.

## SIGNATURES

Pursuant to the requirements of the Securities Exchange Act of 1934, the registrant has duly caused this report to be signed on its behalf by the undersigned thereunto duly authorized.

WINNEBAGO INDUSTRIES, INC.
(Registrant)

## Date April 9, 1998

## ----------------

Date April 9, 1998
------------------
/s/ Bruce D. Hertzke
Bruce D. Hertzke
Chairman of the Board and Chief
Executive Officer
/s/ Edwin F. Barker
Edwin F. Barker
Vice President - Chief Financial Officer

$$
\begin{aligned}
& \text { AUG-29-1998 } \\
& \text { FEB-28-1998 } \\
& \text { 43,369 } \\
& \text { 44,919 } \\
& \text { 1,484 } \\
& \text { 53,531 } \\
& \text { 153,927 } \\
& \text { 111,871 } \\
& \text { 227,937 } \\
& \text { 64,314 } \\
& 12,930 \\
& 0 \\
& \text {, } \\
& 0 \\
& 227,937 \\
& 100,712 \\
& \text { 227,937 } \\
& 118,709 \\
& \text { 104,354 } \\
& \text { 104,354 } \\
& \text { 8,636 } \\
& \text { (771) } \\
& \text { 6,490 } \\
& 4,350 \\
& 0^{0} \\
& 0 \\
& \text { 4,350 } \\
& \begin{array}{r}
.18 \\
.18
\end{array}
\end{aligned}
$$


[^0]:    See Unaudited Condensed Notes to Consolidated Financial Statements.

