SECURITIES AND EXCHANGE COMMISSION WASHINGTON, D.C. 20549

> \_\_\_\_\_ FORM 10-K

ANNUAL REPORT PURSUANT TO SECTION 13 OR 15 (d) OF THE Х - ---- SECURITIES EXCHANGE ACT OF 1934

For the fiscal year ended August 27, 1994

Commission File Number 1-8504

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

Massachusetts (State of Incorporation)

04-2103460 (IRS Employer Identification Number)

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

Registrant's telephone number, including area code: (508) 658-8888 Securities registered pursuant to Section 12(b) of the Act:

Title of Class

Name of each exchange on which shares are traded

Common Stock, \$.10 par value per share

New York Stock Exchange

No

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.

\_\_\_\_ Indicate by check mark if disclosure of delinquent filers pursuant to Item 405 of Regulation S-K is not contained herein, and will not be contained, to the best of registrant's knowledge, in definintive proxy or information incorporated by reference in Part III of this Form 10-K or any amendment to this Form 10-K. [X]

Yes X

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The number of outstanding shares of UniFirst Corporation Common Stock and Class B Common Stock at November 14, 1994 were 7,884,644 and 12,625,964, respectively, and the aggregate market value of these shares held by non-affiliates of the Company on said date was \$111,955,339 (based upon the closing price of the Company's Common Stock on the New York Stock Exchange on said date and assuming the market value of a share of Class B Common Stock (which is generally non-transferable, but is convertible at any time into one share of Common Stock) is identical to the market value of the Common Stock).

### DOCUMENTS INCORPORATED BY REFERENCE

Portions of the Company's 1994 Annual Report to Shareholders and the Company's Proxy Statement for its 1995 Annual Meeting of Shareholders (which

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will be filed with the Securities and Exchange Commission within 120 days after the close of the 1994 fiscal year) are incorporated by reference into Parts II, III, and IV hereof.

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ITEM 1. BUSINESS

UniFirst is a leading company in the garment rental industry. The Company's services consist principally of renting, cleaning, and delivering a variety of industrial employment garments on a periodic basis, usually weekly. The Company also decontaminates and cleans garments which may have been exposed to radioactive materials. Customer billings are rendered and recorded as revenues when services are performed.

The Company's principal business, since its inception, has been the rental and servicing of industrial employment uniforms and protective clothing (such shirts, pants, jackets, coveralls, jumpsuits, lab coats, smocks and aprons) as well as industrial wiper towels, floor mats and other non-garment items. The Company services its customers by picking up the soiled items on a periodic basis, usually weekly, and delivering at the same time cleaned and processed items.

Through the Company's services, customers are provided with uniforms and protective work clothing for their employees without the necessity of investing working capital, which is particularly advantageous to customers whose worker turnover is high. The Company's centralized services, specialized equipment and economies of scale generally allow it to be more cost effective in providing garment services than the customers could be by themselves. In order to better service its customers, the Company maintains a relatively higher level of inventory of garments in stock than it believes customary in the industry. Customers are given a broad selection of styles, colors, sizes, fabrics and personalized emblems from which to choose. The Company's uniform program is intended not only to upgrade the image of the customers, but also to improve the effectiveness, morale, safety and satisfaction of their employees.

The Company services a wide variety of manufacturers, retailers and service companies, including automobile dealers and service stations, bakeries, transportation companies and agricultural processors. Substantially all of the Company's rental services are provided pursuant to written contracts, primarily for a term of three years. The Company services over 100,000 customer locations in 44 states and Canada from 99 service locations and distribution centers. For fiscal 1992, 1993 and 1994, the Company's garment rental operations produced approximately 64%, 65% and 66%, respectively, of its revenues, and non-garment rental items accounted for another 27%, 25% and 25%, respectively, of its revenues, with no single customer accounting for more than 1% of total revenues in any year.

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The Company manufactures work pants and shirts for its garment rental operations in its plants in Luquillo, Puerto Rico, and Cave City, Arkansas, respectively. These plants produced approximately 43% of all employment garments which the Company placed in service during both fiscal 1994 and 1993.

The Company is also in the specialized business of decontaminating and cleaning work clothes which may have been exposed to radioactive materials. The Company's customers in this market include the federal government, research and development laboratories and utilities operating nuclear reactors. The

Company maintains decontamination facilities at the site of a conventional cleaning plant in Massachusetts and has specialized facilities exclusively for its nuclear decontamination operations in Mississippi, New Mexico, California, Washington, Hawaii, Pennsylvania, South Carolina, Virginia, Georgia, Illinois and Iowa.

# MARKETING

The Company markets its services to potential customers through approximately 230 trained sales representatives whose sole function is to develop new sales by adding new accounts and who have no direct responsibility for servicing customer accounts. Potential customers are contacted by telephone and also through sales appointments. The Company has a separately-staffed telemarketing program of approximately 30 people, designed to provide broader and more efficient coverage by screening prospects for the sales representatives.

The Company believes that customer service is the most important element in developing and maintaining its market position. As of August 27, 1994, existing accounts were serviced by approximately 685 route salespersons and 410 service support people who together are responsible for providing prompt delivery service and ensuring expeditious handling of customer requirements regarding billings, adjustments, garment repairs and other matters. The Company's policy is to resolve all customer inquiries and problems within 24 hours.

The Company believes that its distinction between sales and service personnel, which allows the route salespersons to monitor and maximize existing customer satisfaction while others promote an ongoing new business effort, is an important part of its competitive strategy.

Customer service is enhanced by the Company's management information systems, which provide instantaneous access to information on the customer employees serviced by the Company. Available data includes the status of customer orders, inventory availability, shipping information and personal data regarding individual customer employees, including names, sizes, uniform styles and colors.

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The Company's emphasis on customer service is reflected throughout the Company's business. The Company believes that ownership of its own manufacturing facilities increases its ability to control the quality of its garments. The Company believes its industrial cleaning facilities are among the most modern in the industry.

Expansion by the Company into new market areas is achieved through an acquisition program and internal growth. Internal expansion normally results from extending sales routes into new market areas and then servicing the new accounts from one of the Company's existing facilities. Since internal expansion is thus limited to contiguous areas, the Company also has an acquisition program to permit it to expand more widely into new market areas. The Company believes that acquisitions are an effective manner of expanding its customer base and foresees this avenue as an important source of growth.

#### COMPETITION

The markets serviced by the Company are highly competitive. Although the Company is one of the larger companies engaged in the business of renting and cleaning employment garments, there are other firms in the industry which are larger and have greater financial resources than the Company. The principal methods of competition in the industry are quality of service and price. The Company believes that its ability to compete effectively is due primarily to the superior service and support systems which it provides to its customers.

## RAW MATERIALS

The Company obtained through its manufacturing operations approximately 43% of all garments which it placed in service during fiscal 1994, with other items and the balance of garments being purchased from a variety of suppliers. The Company has experienced no significant difficulty in obtaining any of its raw materials or supplies.

#### EMPLOYEES

The Company employs approximately 5,500 persons, about 6% of whom are represented by unions pursuant to 7 separate collective bargaining agreements. The Company considers its employee relations to be satisfactory.

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#### EXECUTIVE OFFICERS

The executive officers of the Company are as follows:

NAME	AGE	POSITION
Aldo A. Croatti	76	Chairman of the Board
Ronald D. Croatti	51	Vice Chairman of the Board and Chief Executive Officer
Anthony F. DiFillippo	67	President
Robert L. Croatti	58	Executive Vice President
John B. Bartlett	53	Senior Vice President and Chief Financial Officer
Cynthia Croatti Inello	39	Treasurer
Robert T. Citrano	50	Vice President, Support Services
Bruce P. Boynton	46	Vice President, Canadian Operations

Aldo A. Croatti has been Chairman of the Board since the Company's incorporation in 1950 and of certain of its predecessors since 1940.

Ronald D. Croatti has been Vice Chairman of the Board for more than the past five years and Chief Executive Officer since September 1, 1991. Prior to becoming CEO he was Chief Operating Officer for more than five years.

Anthony F. DiFillippo has been President for more than the past five years.

Robert L. Croatti has been Executive Vice President for more than the past five years.

John B. Bartlett has been Senior Vice President and Chief Financial Officer for more than the past five years.

Cynthia Croatti Inello has been Treasurer for more than the past five years.

Robert T. Citrano has been Vice President, Support Services for more than the past five years.

Bruce P. Boynton has been Vice President, Canadian Operations for more than the past five years.

Ronald D. Croatti, Anthony F. DiFillippo, Robert L. Croatti and Cynthia Croatti Inello are a son, brother-in-law, nephew and daughter, respectively, of Aldo A. Croatti.

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#### ENVIRONMENTAL MATTERS

All industrial laundries use and have to dispose of detergent waste water and/or dry cleaning residues. The Company is aware of the environmental concerns surrounding the disposal of these materials and has taken steps to avoid their improper disposal. Although from time to time the Company is subject to administrative and judicial proceedings involving environmental matters, the Company does not foresee a material effect on its earnings or competitive position in connection with such proceedings or its compliance with federal, state and local provisions regulating the environment. The Company's nuclear garment decontamination facilities are licensed by the Nuclear Regulatory Commission or, in certain instances, by the applicable state agency.

The Company and several other unaffiliated parties have been identified by the United States Environmental Protection Agency ("EPA") as having contributed to the presence of hazardous substances in the ground water in Woburn, Massachusetts. The Company has not incurred, and does not currently anticipate incurring, expenses in connection therewith which would have a material adverse effect on its financial position as a result thereof.

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ITEM 2. PROPERTIES

At August 27, 1994 the Company owned or occupied 115 facilities containing an aggregate of approximately 2.8 million square feet located in the United States, Canada and Puerto Rico. The Company owns 70 of these facilities containing approximately 2.3 million square feet.

The following chart summarizes certain information with respect to the principal properties currently owned or leased by the Company.

LOCATION	APPROXIMATE SQUARE FEET
Executive Office & Distribution Center Wilmington, MA	132,000
Rental Garment Servicing Facilities Pittsburgh, PA	96,000

Springfield, MA Washington, DC Dallas, TX Nashua, NH Stratford, CT Boston, MA Houston, TX Columbus, OH Odessa, TX	68,000 57,000 55,000 54,000 54,000 48,000 48,000 45,000
Richmond, VA Portland, ME	45,000 44,000
Harlingen, TX	42,000
Toronto, Ontario, Canada	41,000
Buffalo, NY	40,000
Lubbock, TX	40,000
Portland, OR	40,000
Tulsa, OK	40,000
Tampa, FL	39,000
Ocala, FL	38,000
Los Angeles, CA	37,000
Lebanon, NH	36,000
Uvalde, TX	36,000
Charlotte, NC	34,000
Corpus Christi, TX	34,000
Philadelphia, PA	34,000
San Antonio, TX	34,000
Albuquerque, NM	33,000
Amarillo, TX	33,000
Vancouver, British Columbia, Canada	33,000
Norfolk, VA	33,000
Cincinnati, OH	32,000
McAllen, TX	32,000
Baltimore, MD	30,000
Bangor, ME	30,000

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Garment Manufacturing Facilities Cave City, AR Luquillo, PR	62,000 44,000
Distribution Center & Emblem Mfg. Facility Macon, GA	34,000
Nuclear Garment Decontamination Facilities Royersford, PA Richland, WA	39,000 37,000

The Company owns all the machinery and equipment used in its operations. In the opinion of the Company, all of its facilities and its production, cleaning and decontamination equipment have been well maintained, are in good condition and are adequate for the Company's present needs.

The Company owns and leases a fleet of approximately 1,300 delivery vans, trucks and other vehicles. The Company believes that these vehicles are in good repair and are adequate for the Company's present needs.

ITEM 3. LEGAL PROCEEDINGS

From time to time the Company is subject to legal proceedings and claims arising from the conduct of its business operations, including personal injury, customer contract, employment claims and environmental matters as described in Item 1 above. The Company maintains insurance coverage providing indemnification against the majority of such claims and management does not expect that any material loss to the Company will be sustained as a result thereof.

ITEM 4. SUBMISSION OF MATTERS TO VOTE OF SECURITY HOLDERS

None

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PART II
ITEM 5. MARKET FOR THE REGISTRANT'S COMMON EQUITY AND RELATED
STOCKHOLDER MATTERS

See the section entitled "Common Stock Prices and Dividends Per Share" which is incorporated herein by reference, as part of the Company's 1994 Annual Report to Shareholders.

# ITEM 6. SELECTED FINANCIAL DATA

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See the section entitled "Ten Year Financial Summary" which is incorporated herein by reference, as part of the Company's 1994 Annual Report to Shareholders.

ITEM 7. MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION AND

RESULTS OF OPERATIONS

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See the section entitled "Management's Discussion and Analysis of Financial Condition and Results of Operations" which is incorporated herein by reference, as part of the Company's 1994 Annual Report to Shareholders.

# ITEM 8. FINANCIAL STATEMENTS AND SUPPLEMENTARY DATA

The financial statements and the accompanying notes, which are incorporated herein by reference to the Company's 1994 Annual Report to Shareholders, are indexed herein under Items 14(a)(1) and (2) of Part IV.

ITEM 9. DISAGREEMENTS ON ACCOUNTING AND FINANCIAL DISCLOSURES

Not applicable

# PART III

# ITEM 10. DIRECTORS AND EXECUTIVE OFFICERS OF THE COMPANY

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Incorporated by reference to the information provided under the caption "Election of Directors" in the Company's Proxy Statement for its 1995 Annual Meeting of Shareholders.

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Incorporated by reference to the information provided under the caption "Summary Compensation Table" in the Company's Proxy Statement for its 1995 Annual Meeting of Shareholders.

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ITEM 12. SECURITY OWNERSHIP OF CERTAIN BENEFICIAL OWNERS AND MANAGEMENT

Incorporated by reference to the information provided under the captions "Election of Directors" and "Principal Shareholders" in the Company's Proxy Statement for its 1995 Annual Meeting of Shareholders.

ITEM 13. CERTAIN RELATIONSHIPS AND RELATED TRANSACTIONS

Incorporated by reference to the information provided under the caption "Certain Transactions" in the Company's Proxy Statement for its 1995 Annual Meeting of Shareholders.

# PART IV

ITEM 14. EXHIBITS, FINANCIAL STATEMENT SCHEDULES AND REPORTS

ON FORM 8-K

(a) The financial statements listed below are filed as part of this report:

1. and 2. Financial Statements and Financial Statement Schedules.

The financial statements and financial statement schedules listed below are incorporated herein by reference to the Company's 1994 Annual Report to Shareholders.

Consolidated balance sheets as of August 27, 1994 and August 28, 1993

Consolidated statements of income for each of the three years in the period ended August 27, 1994

Consolidated statements of shareholders' equity for each of the three years in the period ended August 27, 1994

Consolidated statements of cash flows for each of the three years in the period ended August 27, 1994

Notes to consolidated financial statements

Report of independent public accountants

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The following additional schedules are filed herewith:

Report of independent public accountants on supplemental schedules to the consolidated financial statements.

Schedule II -

Note receivable from related party.

Schedule V -

Property, plant and equipment for each of the three years in the period ended August 27, 1994.

Schedule VI -

Accumulated depreciation and amortization for each of the three years in the period ended August 27, 1994.

Schedule VIII -

Valuation and qualifying accounts and reserves for each of the three years in the period ended August 27, 1994.

Schedule X -

Supplementary income statement information for each of the three years in the period ended August 27, 1994.

Separate financial statements of the Company have been omitted because the Company is primarily an operating company and all subsidiaries included in the consolidated financial statements are totally held.

All other schedules have been omitted since the required information is not present or not present in amounts sufficient to require submission of the schedule, or because the information required is included in the financial statements or the notes thereto.

3. Exhibits. The exhibits listed the accompanying Exhibit Index are filed as part of this report.

(b) During the three months ended August 27, 1994 the Company did not file any reports on Form 8-K with the Securities and Exchange Commission.

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#### SIGNATURES

Pursuant to the requirements of Section 13 or 15(d) 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.

UniFirst Corporation

By: Aldo A. Croatti

Aldo A. Croatti Chairman

Date: November 23, 1994

Pursuant to the requirements of the Securities Exchange Act of 1934, this report has been signed below by the following persons on behalf of the registrant and in the capacities and on the dates indicated.

NAME TITLE DATE Aldo A. Croatti Chairman and Director November 23, 1994 - - -----Aldo A. Croatti Principal Executive Ronald D. Croatti Officer and Director November 23, 1994 - - -----Ronald D. Croatti Principal Financial Officer and Principal John B. Bartlett Accounting Officer November 23, 1994 \_ \_ \_\_\_\_\_ John B. Bartlett Anthony F. DiFillippo Director November 23, 1994 - - -----Anthony F. DiFillippo Donald J. Evans Director November 23, 1994 \_ \_ \_\_\_\_\_ Donald J. Evans Reynold L. Hoover Director November 23, 1994 - - -----Reynold L. Hoover Albert Cohen Director November 23, 1994 - - -----

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Albert Cohen

REPORT OF INDEPENDENT PUBLIC ACCOUNTANTS ON SUPPLEMENTAL SCHEDULES TO THE CONSOLIDATED FINANCIAL STATEMENTS

To UniFirst Corporation:

We have audited, in accordance with generally accepted auditing

standards, the consolidated financial statements included in this Form 10-K, and have issued our report thereon dated November 1, 1994. Our report on the consolidated financial statements includes an explanatory paragraph with respect to the change in the method of accounting for income taxes, effective September 1, 1991, as discussed in Note 3 to the consolidated financial statements. Our audit was made for the purpose of forming an opinion on the basic consolidated financial statements taken as a whole. The supplemental schedules to the consolidated financial statements listed as Item 14(a)(2) in the Form 10-K are the responsibility of the Company's management and are presented for purposes of complying with the Securities and Exchange Commission's rules and are not part of the basic consolidated financial statements. These supplemental schedules have been subjected to the auditing procedures applied in the audit of the basic consolidated financial statements and, in our opinion, fairly state, in all material respects, the financial data required to be set forth therein, in relation to the basic consolidated financial statements taken as a whole.

ARTHUR ANDERSEN LLP

Boston, Massachusetts November 1, 1994

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Balance, Beginning of Period	Additions	Amounts Collected	Balance, End of Period
\$ 200,000 ======		\$ 200,000	
	\$ 200,000	-	\$ 200,000
	Beginning of Period	Beginning of Period Additions	Beginning Amounts of Period Additions Collected  \$ 200,000 \$ 200,000

There was no activity for the year ended August 29, 1992

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Classification	Balance, Beginning of Period		Sales, Retirements and Other	Balance, End of Period
For the year ended August 27, 1994				
Land, buildings and leasehold improvements Machinery and equipment Motor vehicles	86,165,000		\$ (808,000) (1,200,000) (855,000)	
			\$ (2,863,000)	
For the year ended August 28, 1993	_			
Land, buildings and leasehold improvements Machinery and equipment Motor vehicles	82,110,000 20,195,000	10,984,000 3,351,000	\$(1,222,000) (6,929,000) (1,647,000)	86,165,000
	\$191,136,000		\$(9,798,000)	\$201,411,000
For the year ended August 29, 1992				
Land, buildings and leasehold improvements Machinery and equipment Motor vehicles	77,775,000 18,918,000	11,635,000 2,838,000	\$ (250,000) (7,300,000) (1,561,000)	82,110,000 20,195,000
	\$179,704,000	\$20,543,000	\$(9,111,000)	\$191,136,000

UNIFIRST CORPORATION AND SUBSIDIARIES
SCHEDULE VI
ACCUMULATED DEPRECIATION AND AMORTIZATION FOR EACH OF
THE THREE YEARS IN THE PERIOD ENDED AUGUST 27, 1994

Classification	Balance, Beginning of Period	Additions Charged to Costs and Expenses	Sales, Retirements and Other	Balance, End of Period
For the year ended August 27, 1994				
Land, buildings and leasehold improvements Machinery and equipment Motor vehicles	\$18,409,000 43,625,000 13,583,000		\$ (296,000) (237,000) (568,000)	<i>i i</i>
	\$75,617,000	\$15,038,000	\$(1,101,000)	\$89,554,000
For the year ended August 28, 1993				
Land, buildings and leasehold improvements Machinery and equipment	\$16,228,000 41,724,000		\$ (508,000) (6,283,000)	\$18,409,000 43,625,000

Motor vehicles	12,505,000	2,725,000	(1,647,000)	13,583,000
	\$70,457,000	\$13,598,000	\$(8,438,000)	\$75,617,000
For the year ended August 29, 1992				
Land, buildings and leasehold improvements Machinery and equipment Motor vehicles	\$13,790,000 40,537,000 11,847,000	\$ 2,550,000 7,822,000 2,222,000	\$ (112,000) (6,635,000) (1,564,000)	\$16,228,000 41,724,000 12,505,000

\$66,174,000 \$12,594,000 \$(8,311,000)

\$70,457,000

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# UNIFIRST CORPORATION AND SUBSIDIARIES

SCHEDULE VIII

#### VALUATION AND QUALIFYING ACCOUNTS AND RESERVES FOR EACH

- - -----

OF THE THREE YEARS IN THE PERIOD ENDED AUGUST 27, 1994

Description		Costs and	Charges for Which Reserves Were Created	End of
For the year ended August 27, 1994				
Allowance for doubtful accounts	\$440,000	\$1,179,000	\$(1,037,000)	\$ 582,000
For the year ended August 28, 1993				
Allowance for doubtful accounts	\$348,000	\$1,030,000	\$ (938,000)	\$ 440,000
For the year ended August 29, 1992				
Allowance for doubtful accounts	\$500,000 	\$1,102,000	\$(1,254,000)	\$ 348,000

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Description	August 27, 1994	August 28, 1993	August 29, 1992
Maintenance and repairs	\$ 9,098,000	\$ 8,181,000	\$ 7,455,000
Depreciation and amortization of other assets	17,912,000	16,454,000	15,999,000
Taxes, other than payroll and income taxes	3,394,000	2,975,000	2,560,000

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# EXHIBIT INDEX

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# Description

# 3-A Restated Articles of Organization -- incorporated by reference to Exhibit 3-A to the Company's Registration Statement on Form S-1 (No. 2-83051) -- and the Articles of Amendment dated January 12, 1988, a copy of which was filed on an exhibit to the Company's Annual Report on Form 10-K for fiscal year ended August 27, 1988 -- and the Articles of Amendment dated January 21, 1993, a copy of which was filed on an exhibit to the Company's Quarterly Report on Form 10-Q for fiscal quarter ended February 27, 1993.

- 3-B By-laws -- incorporated by reference to Exhibit 3-B to the Company's Annual Report on Form 10-K for fiscal year ended August 31, 1991.
- 10-A UniFirst Corporation Profit Sharing Plan -- incorporated by reference to Exhibit 10-A to the Company's Annual Report on Form 10-K for fiscal year ended August 26, 1989.
- 10-C Metropolitan Life Insurance Company Loan Agreement covering issuance of \$15,000,000 9-1/4% Senior Notes -- incorporated by reference to Exhibit 10-F to the Company's Annual Report on Form 10-K for fiscal year ended August 29, 1987.
- 13 The Company's 1994 Annual Report to Shareholders (filed herewith to the extent expressly incorporated by reference herein).
- 22 List of subsidiaries of the Company:

Interstate Nuclear Services Corp. Interstate Uniform Manufacturing of Puerto Rico, Inc. Superior Products & Equipment Co., Inc. UniFirst Canada Ltd. Texas Industrial Services, Inc. U Two Corporation UR Corporation UniFirst Express, Inc. Modern Coverall - Uniform Supply, Inc.

- 23 Consent of Arthur Andersen LLP
- 27 Financial Data Schedule

Management's Discussion and Analysis of Financial Condition and Results of Operations

UniFirst Corporation and Subsidiaries

Fiscal 1994 Compared with Fiscal 1993

In 1994 revenues increased \$30.3 million or 10.5% over 1993. This increase can be attributed to internal growth and modest price increases (9.2%) and acquisitions (1.3%).

Income from operations increased to \$32.5 million in 1994 from \$30.7 million in 1993. As a percent of revenues, income from operations decreased to 10.2% in 1994 from 10.7% in 1993. The primary reasons for the decrease are unfavorable comparative contribution results from the nuclear garment decontamination business, start-up costs associated with a new emblem image process for our customers and higher uniform merchandise costs in 1994.

During 1994, net interest expense (interest expense less interest income) was \$2.5 million as compared to \$2.7 million in 1993. The decrease is primarily attributable to lower average interest rates in fiscal 1994.

The Company's provision for income taxes was 37.0% for both years. Although the rates were the same for both years, in 1994 the favorable impact of a new corporate-owned life insurance program was offset by higher state income taxes.

Fiscal 1993 Compared with Fiscal 1992

In 1993 revenues increased \$19.5 million or 7.3% over 1992. This increase was generated primarily by internal growth and modest price increases.

Income from operations increased to \$30.7 million in 1993 from \$26.0 million in 1992. As a percent of revenues, income from operations increased to 10.7% in 1993 from 9.7% in 1992. The primary reasons for the increase are the result of improved margin performances in 1993 from the core rental businesses and a \$1.2 million (.4%) charge to operations in 1992 for the closing of the Company's Pembroke, Ontario manufacturing plant.

During 1993, net interest expense (interest expense less interest income) was \$2.7 million as compared to \$4.1 million in 1992. The decrease is attributable to repayment of debt and lower interest rates in 1993.

The Company's provision for income taxes was 37.0% in 1993 and 34.5% in 1992. The increase is due primarily to an increase in the statutory federal income tax rate and higher state income taxes in 1993.

#### Liquidity and Capital Resources

The Company's balance sheet continued to strenghten in 1994. Net cash provided by operating activities was \$28.1 million in 1994 and totaled \$98.7 million for the three years ended August 27, 1994. These cash flows were used to fund \$61.5 million in capital expenditures to expand and update Company facilities. Additionally, \$19.6 million was used for acquisitions during this three year period.

Shareholders' equity as a percent of total capital has increased from 67.1% at August 31, 1991 to 78.2% at August 27, 1994, indicating the significant improvement in the overall strength of the Company's balance sheet.

The Company had \$4.1 million in cash and cash equivalents as well as a line of

credit to borrow an additional \$31.1 million as of August 27, 1994. The Company believes its ability to generate cash from operations will adequately cover its foreseeable capital requirements.

## Effects of Inflation

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, it has been able to recover increases in costs and expenses attributable to inflation.

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Ten-Year Financial Summary UniFirst Corporation and Subsidiaries

(in thousands, except ratios and per share amounts)	1994		1992		1990	1989	1988	1987	1986	1985
ummary of Operations										
levenues	\$318,039	\$287,728	\$268,190	\$250,432	\$226,682	\$212,731	\$196,296	\$159,900	\$114,235	\$104,780
income from										
operations, before										
depreciation and amortization	50,369	47,199	42,010	38,562	38,749	35,768	32,207	20 161	21,425	15 724
Depreciation and	50,509	47,100	42,010	50,502	50,745	55,700	32,207	20,101	21,423	10,754
amortization	17,912	16,454	15,999	14,229	12,422	12,309	12,298	10,494	5,890	4,550
Income from										
operations	32,457	30,745	26,011	24,333	26,327	23,459	19,909	17,667	15,535	11,184
Interest expense (income), net	2,513	2,669	4,098	4,320	3,513	4,880	5,965	4,622	225	310
(income), net								1,300		
Provision for								,		
income taxes	11,073	10,387	7,570	6,803	8,516	6,968	5,289	6,530	6,990	4,314
ncome before extra-										
ordinary item and accounting change	18,871	17,689	14,343	13,210	14,298	11,611	8,655	7,815	8,320	6,082
Convertible debt	10,0/1	11,009	14,040	10,210	14,290	11,011	0,000	1,010	0,520	0,002
retirement			(2,620)							
Accounting change			1,200							
let income	18,871	17,689	12,923	13,210	14,298	11,611	8,655	7,815	8,320	6,082
'inancial Position at Year End										
otal assets	\$250 160	6210 064	\$212,097	c201 200	C100 411	0170 200	\$171 010	C166 204	07 145	072 COE
ong-term obligations and	\$230,100	9219,004	\$212,037	9204,390	9109,411	9172,305	91/1,010	9100 <b>,</b> 904	997,140	97 <b>3,</b> 093
convertible subordinated debt	41,602	32,231	47,641	52,032	53,134	53,735	66,476	69,505	22,209	7,926
Shareholders' equity	149,472	132,723	117,329	105,888	93,739	80,249	69,127	60,681	53,637	46,325
inancial Ratios										
Income before extra-										
ordinary item and										
accounting change as a % of revenues	5 9%	6 18	5.3%	5 3%	6 3%	5 5%	4 4%	4 9%	7 3%	5.8%
Return on average	5.50	0.10	5.5%	5.50	0.58	5.50	1.10	4.20	/.50	5.00
shareholders' equity	13.4%	14.1%	12.9%	13.2%	16.4%	15.6%	13.3%	13.7%	16.6%	15.0%
Per Share Data										
Veighted average number of shares outstanding	20,506	20,453	20,451	20,426	20,431	20,353	20,168	20,158	20,158	20,158
or shares outstanding	20,000	20,400	20,401	20,420	20,431	20,000	20,100	20,100	20,100	20,100
levenues	\$15.51	\$14.07	\$13.11	\$12.26	\$11.09	\$10.45	\$9.73	\$7.93	\$5.67	\$5.20
Income from										
operations, before										
depreciation and	2.44	0 01	0.05	1 00	1	1.70	1 60	1 40	1 07	0 70
amortization income before extra-	2.46	2.31	2.05	1.89	1.90	1.76	1.60	1.40	1.07	0.78
ordinary item and										
accounting change										
Primary	0.92			0.65						0.31
Fully diluted	0.92	0.86	0.67	0.63	0.67	0.56	0.43	0.39		
let income	0.00	0.00	0.00	0.05	0.70	0.57	0 40	0.39	0.42	0.01
Primary Fully diluted	0.92	0.86				0.57				0.31
hareholders' equity	7.29									
Dividends										
Common stock Class B common stock	.10	.10	.06	.06	.06	.05	.05	.05	.05	.05

Per share amounts for all years have been restated to reflect a 2 for 1 stock split declared by the Board of Directors on November 18, 1993.

	August 27, 1994	August 28, 1993
Assets		
Current assets:	<u> </u>	à 0.656.000
Cash and cash equivalents	\$ 4,120,000	\$ 3,656,000
Receivables, less reserves of \$582,000 in 1994 and \$440,000 in 1993 Inventories	30,044,000 15,409,000	24,849,000 11,536,000
Rental merchandise in service	30,577,000	26,565,000
Prepaid expenses	109,000	115,000
Total current assets	80,259,000	66,721,000
Property and equipment:		
Land, buildings and leasehold improvements	101,374,000	93,347,000
Machinery and equipment	99,955,000	86,165,000
Motor vehicles	26,237,000	21,899,000
	227,566,000	201,411,000
Less - accumulated depreciation	89,554,000	75,617,000
		125,794,000
Other assets	31,889,000	26,549,000
	\$250,160,000	\$219,064,000
Liabilities and Shareholders' Equity		
Current liabilities:	\$ 6,874,000	¢ C 055 000
Current maturities of long-term obligations Notes payable	\$ 6,874,000 448,000	\$ 6,055,000 177,000
NOLES PAYADIE	448,000	177,000
Accounts payable	12,246,000	10,624,000
Accrued liabilities	27,265,000	25,225,000
Accrued and deferred income taxes	5,469,000	5,399,000
Total current liabilities	52,302,000	47,480,000
Long-term obligations, net of current maturities	34,728,000	26,176,000
Deferred income taxes	13,658,000	12,685,000
Shareholders' equity:		
Preferred stock, \$1.00 par value; 2,000,000 shares authorized; none issued		
Common stock, \$.10 par value; 30,000,000 shares authorized; issued and		
outstanding 7,884,644 shares in 1994 and 7,873,854 shares in 1993	788,000	787,000
Class B Common stock, \$.10 par value; 20,000,000 shares authorized; issued and outstanding 12,625,964 shares in 1994 and 12,627,954 in 1993	1,263,000	1,263,000
and outstanding 12,625,964 snares in 1994 and 12,627,954 in 1993 Capital surplus	7,042,000	7,008,000
Capital surplus Retained earnings	140,866,000	
Cumulative translation adjustment	(487,000)	
Total shareholders' equity	1/0 /72 000	
Total shareholders' equity	149,472,000	132,723,000 \$219,064,000

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

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Consolidated Statements of Income UniFirst Corporation and Subsidiaries

Year Ended	August 27, 1994	August 28, 1993	August 29, 1992
Revenues	\$318,039,000	\$287,728,000	\$268,190,000
Cost and expenses: Operating costs Selling and administrative expenses Depreciation and amortization	196,511,000 71,159,000 17,912,000	173,772,000 66,757,000 16,454,000	163,021,000 63,159,000 15,999,000
	285,582,000	256,983,000	242,179,000

Interest expense       2,722,000       2,889,000       4,331,000         Interest income       (213,000)       (220,000)       (233,000)         2,513,000       2,669,000       4,098,000         come before income taxes, extraordinary item and accounting change       29,944,000       28,076,000       21,913,000         rovision for income taxes       11,073,000       10,387,000       7,570,000         come before extraordinary item and accounting change       18,871,000       17,689,000       14,343,000         invertible debt retirement, net of tax         (2,620,000)         ifghted average number of shares outstanding:       20,505,837       20,453,414       20,450,624         righted average number of shares outstanding:       20,505,837       20,453,414       22,274,192         righted income taxes accounting change       \$0.92       \$0.86       \$0.70         Convertible debt retirement, net of tax         (0.13)         Deferred income taxes accounting change         0.06         Net income       \$0.92       \$0.86       \$0.70         Convertible debt retirement, net of tax         0.06         reshare - Fully diluted:         0.06 <th>Income from operations</th> <th>32,457,000</th> <th>30,745,000</th> <th>26,011,000</th>	Income from operations	32,457,000	30,745,000	26,011,000
Interest income       (213,000)       (220,000)       (233,000)         2,513,000       2,669,000       4,098,000         come before income taxes, extraordinary item and accounting change       29,944,000       28,076,000       21,913,000         come before extraordinary item and accounting change       10,073,000       10,387,000       7,570,000         come before extraordinary item and accounting change       18,871,000       17,689,000       14,343,000         referred income taxes accounting change          1,2620,000         it income       \$ 18,871,000       \$ 17,689,000       \$ 12,923,000         it income       \$ 0.92       \$ 0.453,414       20,450,624         Fully diluted       20,505,837       20,453,414       20,274,192         ir share - Primary:         -       (0.13)         nome before extraordinary item and accounting change         (0.13)         ir share - Fully diluted:         -       (0.16) <td>nterest expense (income):</td> <td></td> <td></td> <td></td>	nterest expense (income):			
2,513,000       2,669,000       4,098,000         come before income taxes, extraordinary item and accounting change       29,944,000       28,076,000       21,913,000         rovision for income taxes       11,073,000       10,387,000       7,570,000				
come before income taxes, extraordinary item and accounting change         29,944,000         28,076,000         21,913,000           covision for income taxes         11,073,000         10,387,000         7,570,000           come before extraordinary item and accounting change         18,871,000         17,689,000         14,343,000           invertible debt retirement, net of tax	Interest income	(213,000)	(220,000)	(233,000)
ovision for income taxes       11,073,000       10,387,000       7,570,000         iccome before extraordinary item and accounting change       18,871,000       17,689,000       14,343,000         inferred income taxes accounting change         (2,620,000         it income       \$ 18,871,000       \$ 17,689,000       \$ 12,923,000         it income       \$ 0,505,837       20,453,414       20,450,624         Fully diluted       20,505,837       20,453,414       20,450,624         rs share - Primary:         (0,13         Income before extraordinary item and accounting change       \$ 0.92       \$ 0.86       \$ 0.70         Convertible debt retirement, net of tax         (0,13         peferred income taxes accounting change       \$ 0.92       \$ 0.86       \$ 0.67         Net income       \$ 0.92       \$ 0.86       \$ 0.67         r share - Fully diluted:         -         Income before extraordinary item and accounting change<		2,513,000	2,669,000	4,098,000
ovision for income taxes       11,073,000       10,387,000       7,570,000         iccome before extraordinary item and accounting change       18,871,000       17,689,000       14,343,000         inferred income taxes accounting change         (2,620,000         it income       \$ 18,871,000       \$ 17,689,000       \$ 12,923,000         it income       \$ 0,505,837       20,453,414       20,450,624         Fully diluted       20,505,837       20,453,414       20,450,624         rs share - Primary:         (0,13         Income before extraordinary item and accounting change       \$ 0.92       \$ 0.86       \$ 0.70         Convertible debt retirement, net of tax         (0,13         peferred income taxes accounting change       \$ 0.92       \$ 0.86       \$ 0.67         Net income       \$ 0.92       \$ 0.86       \$ 0.67         r share - Fully diluted:         -         Income before extraordinary item and accounting change<				
accome before extraordinary item and accounting change       18,871,000       17,689,000       14,343,000         invertible debt retirement, net of tax         (2,620,000         iferred income taxes accounting change         1,200,000         it income       \$ 18,871,000       \$ 17,689,000       \$ 12,923,000         wighted average number of shares outstanding:       Primary       20,505,837       20,453,414       20,450,624         Fully diluted       20,505,837       20,453,414       20,450,624       20,505,837       20,453,414       22,274,192         wighted average number of shares outstanding:          (0,13)         restare - Primary:       1ncome before extraordinary item and accounting change       \$0.92       \$0.86       \$0.70         Convertible debt retirement, net of tax         (0,13)       10.66         Net income       \$0.92       \$0.86       \$0.63         (0,12)         Peferred income taxes accounting change          (0,12)         Income before extraordinary item and accounting change         (0,12)         Income before extraordinary item and accounting change	ncome before income taxes, extraordinary item and accounting change	29,944,000	28,076,000	21,913,000
Invertible debt retirement, net of tax         (2,620,000         iferred income taxes accounting change       5       18,871,000       \$17,689,000       \$12,923,000         it income       \$18,871,000       \$17,689,000       \$12,923,000         ighted average number of shares outstanding:       20,505,837       20,453,414       20,450,624         Primary       20,505,837       20,453,414       22,274,192         income before extraordinary item and accounting change       \$0.92       \$0.86       \$0.70         Convertible debt retirement, net of tax         0.06         Net income       \$0.92       \$0.86       \$0.63         er share - Fully diluted:         0.06         Income before extraordinary item and accounting change       \$0.92       \$0.86       \$0.67         Net income       \$0.92       \$0.86       \$0.67         Convertible debt retirement, net of tax         0.06         Primary         0.06         Convertible debt retirement, net of tax         0.06         Net income       \$0.92       \$0.86       \$0.61         Net income       \$0.92       \$0.86	rovision for income taxes	11,073,000	10,387,000	7,570,000
Invertible debt retirement, net of tax         (2,620,000         iferred income taxes accounting change       5       18,871,000       \$17,689,000       \$12,923,000         it income       \$18,871,000       \$17,689,000       \$12,923,000         ighted average number of shares outstanding:       20,505,837       20,453,414       20,450,624         Primary       20,505,837       20,453,414       22,274,192         income before extraordinary item and accounting change       \$0.92       \$0.86       \$0.70         Convertible debt retirement, net of tax         0.06         Net income       \$0.92       \$0.86       \$0.63         er share - Fully diluted:         0.06         Income before extraordinary item and accounting change       \$0.92       \$0.86       \$0.67         Net income       \$0.92       \$0.86       \$0.67         Convertible debt retirement, net of tax         0.06         Primary         0.06         Convertible debt retirement, net of tax         0.06         Net income       \$0.92       \$0.86       \$0.61         Net income       \$0.92       \$0.86				
inferred income taxes accounting change         1,200,000         income       \$ 18,871,000 \$ 17,689,000 \$ 12,923,000         sighted average number of shares outstanding:       20,505,837       20,453,414       20,450,624         Primary       20,505,837       20,453,414       20,450,624         Fully diluted       20,505,837       20,453,414       22,274,192         er share - Primary:       20,505,837       20,453,414       22,274,192         Income before extraordinary item and accounting change       \$0.92       \$0.86       \$0.70         Convertible debt retirement, net of tax         0.06         Deferred income taxes accounting change         0.06         Net income       \$0.92       \$0.86       \$0.67         Convertible debt retirement, net of tax         0.06         Primary item and accounting change         0.06         Convertible debt retirement, net of tax         0.06         Peferred income taxes accounting change         0.06         Net income       \$0.92       \$0.86       \$0.61         Vidends per share:       Common stock       \$0.10       \$0.10       \$0		18,871,000		
income       \$ 18,871,000 \$ 17,689,000 \$ 12,923,000         highted average number of shares outstanding:       20,505,837 20,453,414 20,450,624         Primary       20,505,837 20,453,414 22,274,192         fully diluted       20,505,837 20,453,414 22,274,192         per share - Primary:       20,505,837 20,453,414 22,274,192         Income before extraordinary item and accounting change       \$0.92 \$0.86 \$0.70         Convertible debt retirement, net of tax          Deferred income taxes accounting change          Net income       \$0.92 \$0.86 \$0.63         er share - Fully diluted:          Income before extraordinary item and accounting change          Output       \$0.92 \$0.86 \$0.63         er share - Fully diluted:          Income before extraordinary item and accounting change          Deferred income taxes accounting change          Deferred income taxes accounting change          Net income       \$0.92 \$0.86 \$0.61         Vidends per share:       \$0.92 \$0.86 \$0.61				
Arighted average number of shares outstanding: Primary 20,505,837 20,453,414 20,450,624 Pully diluted 20,505,837 20,453,414 22,274,192 Primary: Income before extraordinary item and accounting change \$0.92 \$0.86 \$0.70 Convertible debt retirement, net of tax 0.06 Net income \$0.92 \$0.86 \$0.63 Primary: Pr	eferred income taxes accounting change	 		1,200,000
righted average number of shares outstanding: Primary 20,505,837 20,453,414 20,450,624 20,505,837 20,453,414 22,274,192 20,505,837 20,453,414 20,50 20,505,837 20,453,414 20,50 2	et income			
Primary       20,505,837       20,453,414       20,450,624         Fully diluted       20,505,837       20,453,414       22,274,192         er share - Primary:       Income before extraordinary item and accounting change       \$0.92       \$0.86       \$0.70         Convertible debt retirement, net of tax         (0.13)         Deferred income taxes accounting change       \$0.92       \$0.86       \$0.63         Net income       \$0.92       \$0.86       \$0.63         er share - Fully diluted:         0.06         Convertible debt retirement, net of tax         0.06         er share - Fully diluted:         0.06       \$0.67         Convertible debt retirement, net of tax         0.06       \$0.67         Peferred income taxes accounting change         0.06       \$0.67         Net income       \$0.92       \$0.86       \$0.67       \$0.67         Vidends per share:         0.06       \$0.10       \$0.10				
Fully diluted       20,505,837       20,453,414       22,274,192         or share - Primary:       Income before extraordinary item and accounting change       \$0.92       \$0.86       \$0.70         Convertible debt retirement, net of tax         (0.13)         Deferred income taxes accounting change         0.06         Net income       \$0.92       \$0.86       \$0.63)         er share - Fully diluted:         (0.12)         Deferred income taxes accounting change       \$0.92       \$0.86       \$0.63)         er share - Fully diluted:         (0.12)         Deferred income taxes accounting change         (0.12)         Deferred income taxes accounting change         (0.12)         Net income       \$0.92       \$0.86       \$0.61	eighted average number of shares outstanding:			
Pr share - Primary:       Income before extraordinary item and accounting change       \$0.92       \$0.86       \$0.70         Convertible debt retirement, net of tax         (0.13)         Deferred income taxes accounting change         0.06         Net income       \$0.92       \$0.86       \$0.63         Pr share - Fully diluted:         (0.12)         Income before extraordinary item and accounting change       \$0.92       \$0.86       \$0.67         Convertible debt retirement, net of tax         (0.12)         Deferred income taxes accounting change         (0.12)         Deferred income taxes accounting change         0.06           0.06            0.06         0.06           0.06       \$0.92       \$0.86       \$0.61           0.06         0.06           0.06       \$0.92       \$0.86       \$0.61           0.06       \$0.92       \$0.86       \$0.61				
er share - Primary: Income before extraordinary item and accounting change \$0.92 \$0.86 \$0.70 Convertible debt retirement, net of tax (0.13 Deferred income taxes accounting change 0.06 Present share - Fully diluted: Income before extraordinary item and accounting change \$0.92 \$0.86 \$0.63 Convertible debt retirement, net of tax (0.12 Deferred income taxes accounting change 0.06 Net income \$0.92 \$0.86 \$0.67 Net income taxes accounting change 0.06 		20,505,837	20,453,414	22,274,192
Income before extraordinary item and accounting change       \$0.92       \$0.86       \$0.70         Convertible debt retirement, net of tax         (0.13         Deferred income taxes accounting change         0.06         Net income       \$0.92       \$0.86       \$0.63         Income before extraordinary item and accounting change       \$0.92       \$0.86       \$0.63         Convertible debt retirement, net of tax         (0.12         Deferred income taxes accounting change       \$0.92       \$0.86       \$0.67         Convertible debt retirement, net of tax         (0.12         Deferred income taxes accounting change         0.06         Vidends per share:       \$0.92       \$0.86       \$0.61         vidends per share:       \$0.10       \$0.10       \$0.06				
Convertible debt retirement, net of tax          (0.13         Deferred income taxes accounting change         0.06         Net income       \$0.92       \$0.86       \$0.63         er share - Fully diluted:         (0.12         Income before extraordinary item and accounting change       \$0.92       \$0.86       \$0.67         Convertible debt retirement, net of tax         (0.12         Deferred income taxes accounting change         0.06         Net income       \$0.92       \$0.86       \$0.61         vidends per share:       Common stock       \$0.10       \$0.10       \$0.06	er share - Primary:			
Deferred income taxes accounting change         0.06         Net income       \$0.92       \$0.86       \$0.63         income before extraordinary item and accounting change       \$0.92       \$0.86       \$0.67         Convertible debt retirement, net of tax         (0.12         Deferred income taxes accounting change         0.06         Net income       \$0.92       \$0.86       \$0.67         Vidends per share:         0.06         \$0.10       \$0.10       \$0.10       \$0.10		\$0.92	\$0.86	
Net income       \$0.92       \$0.86       \$0.63         er share - Fully diluted:       Income before extraordinary item and accounting change       \$0.92       \$0.86       \$0.67         Convertible debt retirement, net of tax         (0.12         Deferred income taxes accounting change         0.06         Net income       \$0.92       \$0.86       \$0.61         vidends per share:       Common stock       \$0.10       \$0.10				
er share - Fully diluted: Income before extraordinary item and accounting change \$0.92 \$0.86 \$0.67 Convertible debt retirement, net of tax (0.12 Deferred income taxes accounting change 0.06 Net income \$0.92 \$0.86 \$0.61 	Deferred income taxes accounting change			0.06
er share - Fully diluted:       \$0.92       \$0.86       \$0.67         Convertible debt retirement, net of tax         (0.12         Deferred income taxes accounting change         0.06         Net income       \$0.92       \$0.86       \$0.61         vidends per share:       Common stock       \$0.10       \$0.10       \$0.06	Net income	\$0.92	\$0.86	\$0.63
Income before extraordinary item and accounting change \$0.92 \$0.86 \$0.67 Convertible debt retirement, net of tax (0.12 Deferred income taxes accounting change 0.06 Net income \$0.92 \$0.86 \$0.61 				
Convertible debt retirement, net of tax           (0.12           Deferred income taxes accounting change           0.06           Net income         \$0.92         \$0.86         \$0.61           vidends per share:         \$0.10         \$0.10         \$0.06	er share - Fully diluted:			
Deferred income taxes accounting change          0.06           Net income         \$0.92         \$0.86         \$0.61           vidends per share:         Common stock         \$0.10         \$0.10         \$0.06		\$0.92	\$0.86	
Net income         \$0.92         \$0.86         \$0.61           .vidends per share:         \$0.10         \$0.10         \$0.06				(0.12)
vidends per share: Common stock \$0.10 \$0.10 \$0.06	Deferred income taxes accounting change			0.06
Common stock \$0.10 \$0.10 \$0.06	Net income	\$0.92	\$0.86	\$0.61
Common stock \$0.10 \$0.10 \$0.06				
	ividends per share:			
Class B common stock \$0.08 \$0.04	Common stock			\$0.06
	Class B common stock	\$0.08	\$0.04	

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

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Consolidated Statements of Shareholders' Equity UniFirst Corporation and Subsidiaries

	Common Shares	Class B Common Shares	Common Stock	Class B Common Stock	Capital Surplus		Translation Adjustment
Balance, August 31, 1991 Net income Dividends Stock options exercised Translation adjustment	20,341,008   34,000 	   	\$2,034,000  4,000 	   	\$6,199,000  214,000 	\$ 96,323,000 12,923,000 (1,222,000  	
Balance, August 29, 1992 Net income Dividends Stock options exercised Exchange offer Translation adjustment	20,375,008  126,800 (12,627,954) 	   12,627,954 	2,038,000  12,000 (1,263,000) 		6,413,000  595,000 	108,024,000 17,689,000 (1,920,000 	
Balance, August 28, 1993 Net income Dividends Stock options exercised Shares converted Translation adjustment	7,873,854  8,800 1,990 	12,627,954   (1,990) 	787,000	1,263,000	7,008,000	123,793,000 18,871,000 (1,798,000 	
Balance, August 27, 1994	7,884,644	12,625,964	\$ 788,000	\$1,263,000	\$7,042,000	\$140,866,000	\$ (487,000)

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

### 6 Consolidated Statements of Cash Flows UniFirst Corporation and Subsidiaries

Year ended	August 27, 1994	August 28, 1993	August 29, 1992
Cash flows from operating activities:			
Net income	\$ 18,871,000	\$ 17,689,000	\$ 12,923,000
Adjustments:			
Convertible debt retirement, net of tax			2,620,000
Depreciation	15,038,000	13,598,000	12,594,000
Amortization of other assets	2,874,000	2,856,000	3,405,000
Receivables	(5,246,000)	(2,558,000)	(2,572,000)
Inventories	(3,904,000)	726,000	1,059,000
Rental merchandise in service	(4,061,000)	(2,927,000)	114,000
Prepaid expenses	6,000	62,000	576,000
Accounts payable	1,417,000	1,965,000	(1,235,000)
Accrued liabilities	2,075,000	8,000,000	3,920,000
Accrued and deferred income taxes	82,000	(1,677,000)	(2,134,000)
Deferred income taxes	987,000	(42,000)	1,622,000
Net cash provided by operating activities	28,139,000	37,692,000	32,892,000
Cash flows from investing activities:			
Acquisition of businesses, net of working capital acquired	(9,815,000)	(1,124,000)	(8,648,000)
Capital expenditures	(24, 730, 000)	(19,328,000)	(17,396,000)
Other assets, net	(1,016,000)	604,000	(1,018,000)
Net cash used in investing activities	(35,561,000)	(19,848,000)	(27,062,000)
Cash flows from financing activities:			
Convertible debt retirement and prepayment premium			(24,000,000)
Proceeds from debt financing			20,874,000
Increase (reduction) in debt		(16,151,000)	(5,195,000)
Proceeds from exercise of stock options	35,000	607,000	
Cash dividends paid or payable	(1,798,000)	(1,920,000)	(1,222,000)
Net cash provided by (used in) financing activities	7,886,000	(17,464,000)	(9,325,000)
Net increase (decrease) in cash and cash equivalents	464,000	380,000	(3,495,000)
Cash and cash equivalents at beginning of year		3,276,000	
Cash and cash equivalents at end of year	\$ 4,120,000	\$ 3,656,000	
Supplemental disclosure of cash flow information:			
Interest paid	\$ 2,775,000	\$ 2,959,000	\$ 4,446,000
Income taxes paid	\$ 10,030,000	\$ 12,168,000	\$ 6,914,000

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

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Notes to Consolidated Financial Statements UniFirst Corporation and Subsidiaries

### 1. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

## Principles of Consolidation and Other

The consolidated financial statements include the accounts of the Company and its subsidiaries, all of which are wholly-owned. Intercompany balances and transactions are eliminated in consolidation. The Company recognizes revenues when the actual services are provided to customers.

#### Inventories

Inventories are stated at the lower of cost or market value. The Company uses the last-in, first-out (LIFO) method to value a significant portion of its inventories. Inventory valued on the LIFO method approximates \$12,257,000 and \$8,492,000 at August 27, 1994 and August 28, 1993, respectively. The remaining inventories are priced at the lower of first-in, first-out (FIFO) cost or market. Had the Company used the FIFO accounting method, inventories would have been approximately \$816,000 and \$776,000 higher at August 27, 1994 and August 28, 1993, respectively. Rental Merchandise in Service Rental merchandise in service, stated at cost less amortization, is being amortized on a straight-line basis over the estimated service lives (primarily 12 months) of the merchandise.

Property and Equipment The Company provides for depreciation on the straight-line method based upon the following estimated useful lives:

Buildings	30-40	years
Leasehold improvements	Term of	lease
Machinery and equipment	3-10	years
Motor vehicles	3-7	years

#### Other Assets

Covenants are amortized over the terms of the respective non-competition agreements, which range from five to fifteen years. Customer contracts are amortized over periods of up to seventeen years. Goodwill is amortized over periods of up to forty years.

#### Net Income Per Common Share

Net income per common share is calculated on a primary basis using the weighted average number of common and common equivalent shares outstanding during the year. Common equivalent shares include the number of shares issuable under the Company's stock option plan. Prior to the convertible debt retirement in the fourth quarter of 1992, net income per share on a fully diluted basis also assumed the conversion of the Company's convertible subordinated debt and the elimination of the related interest expense, net of tax.

## Cash Flow Disclosures Cash and cash equivalents include cash in banks and bank short-term repurchase agreements with maturities of less than ninety days.

### 2. ACQUISITIONS

During fiscal 1994, the Company acquired three industrial laundry businesses for cash and notes amounting to \$9,815,000. During fiscal 1993, the Company acquired an industrial laundry business for \$1,124,000. These acquisitions have been accounted for as purchases and, accordingly, have been included on the Company's consolidated statements of income since their respective acquisition dates.

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Notes to Consolidated Financial Statements UniFirst Corporation and Subsidiaries

#### 3. INCOME TAXES

The provision for income taxes consists of the following:

Year ended	August 27,	August 28,	August 29,
	1994	1993	1992
Current:			
Federal and Canada	\$ 8,479,000	\$10,896,000	\$6,464,000
State	1,609,000	2,322,000	403,000
	10,088,000	13,218,000	6,867,000

Federal and Canada State	828,000 157,000	(1,799,000) (1,032,000)	534,000 169,000
	985,000	(2,831,000)	703,000
	\$11,073,000	\$10,387,000	\$7,570,000

Deferred income taxes, resulting from timing differences between financial and taxable income, consist of the following:

Year ended	August 27,	August 28,	August 29,
	1994	1993	1992
Rental merchandise in service	\$1,743,000	\$ 1,150,000	\$ (95,000)
Tax in excess of book depreciation	757,000	732,000	1,001,000
Accruals and other	(1,515,000)	(4,713,000)	(203,000)
	\$ 985,000	\$(2,831,000)	\$ 703,000

The following table reconciles the statutory federal income tax rate to the effective overall income tax rate:

Year ended	August 27, 1994	August 28, 1993	August 29, 1992
Statutory federal income tax rate Increase (decrease) from statutory rate resulting	35.0%	34.7%	34.0%
Puerto Rico exempt income	(1.9)	(1.7)	(1.5)
Corporate-Owned Life Insurance	(1.2)		
State income taxes	3.5	2.7	1.6
Canadian income taxes	0.4	0.6	0.2
Federal income tax rate change on			
cumulative temporary differences		1.5	
Other	1.2	(0.8)	0.2
	37.0%	37.0%	34.5%

Notes to Consolidated Financial Statements Unfirst Corporation and Subsidiaries

# 3. INCOME TAXES (continued)

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The Company has negotiated a tax exemption grant for its Puerto Rico subsidiary under which the subsidiary is tax-exempt on 90% of its income through 2001. The Company provides for anticipated tollgate taxes on the repatriation of the subsidiary's accumulated earnings.

During the second quarter of fiscal 1992 the Company adopted Statement of Financial Accounting Standards No. 109 (SFAS 109), "Accounting for Income Taxes", retroactive to September 1, 1991. The cumulative effect of this change was an increase to net income of \$1,200,000. The Company has elected not to restate prior years' financial statements for the effects of this change.

	August 27,	August 28,	August 29,
	1994	1993	1992
Rental merchandise in service	\$12,274,000	\$10,766,000	\$ 9,657,000
Tax in excess of book depreciation	12,494,000	11,887,000	12,742,000
Accruals and other	(5,654,000)	(5,450,000)	(1,201,000)
	\$19,114,000	\$17,203,000	\$21,198,000

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Notes to Consolidated Financial Statements UniFirst Corporation and Subsidiaries

#### 4. LONG-TERM OBLIGATIONS

Long-term obligations outstanding on the accompanying consolidated balance sheets are shown in the following table:

	August 27, 1994	August 28, 1993
Revolving credit agreement with two banks, interest rates of 5.25% and 3.5% at August 27, 1994 and August 28, 1993 respectively	\$18,925,000	\$11,150,000
Unsecured notes payable to an insurance company, average interest rate of 9.0%, payments of \$3,000,000 due semi-annually thru February, 1997	15,000,000	21,000,000
Notes payable, interest from 7.0% - 7.25%, payable in various installments thru 2004	4,286,000	
Restrictive covenants and other, payable in various installments thru 2002	3,391,000	81,000
	41,602,000	32,231,000
Less - current maturities	6,874,000	6,055,000
	\$34,728,000	\$26,176,000

Aggregate current maturities of long-term obligations for each of the next five years are \$6,874,000, \$6,700,000, \$22,640,000, \$731,000 and \$749,000 respectively. At August 27, 1994 and August 28, 1993, the fair value of the Company's outstanding debt approximates its carrying value.

The Company's revolving credit agreement runs through 1997. As of August 27, 1994, the maximum line of credit was \$50,000,000.

In 1993 the Company entered into an interest rate swap agreement with a bank, notional amount \$10,000,000, maturing October 31, 1994. The Company pays a fixed rate of 4.9% and receives a variable rate tied to the LIBOR rate. As of August 27, 1994 the variable rate was 4.8125%.

On June 3, 1992 the Company exercised its option to retire \$20,000,000 in outstanding convertible debt and paid a prepayment premium. This amount, \$2,620,000, net of tax, was recorded as an extraordinary item.

Certain of the long-term obligations contain among other things, provisions regarding net worth, working capital and dividends. Under the most restrictive of these provisions, the Company is required to maintain minimum consolidated tangible net worth of \$96,347,000 as of August 27, 1994. Additionally, retained earnings available for the payment of dividends was \$98,424,000 at August 27, 1994. Certain notes payable arising from acquisitions are secured by assets of the acquired company.

## 5. EMPLOYEE BENEFIT PLANS

The Company has combined 401(k) and profit sharing plans for all eligible employees not under collective bargaining agreements. The amount of the Company's contribution is determined at the discretion of the Company. Contributions charged to income under the plan were \$3,200,000 in 1994, \$3,000,000 in 1993, and \$2,800,000 in 1992.

Some employees under collective bargaining agreements are covered by union-sponsored multi-employer pension plans. Company contributions, generally based upon hours worked, are in accordance with negotiated labor contracts. Payments to the plans amounted to \$176,000 in 1994, \$280,000 in 1993, and \$208,000 in 1992. Information is not readily available for the Company to determine its share of unfunded vested benefits, if any, under these plans.

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Notes to Consolidated Financial Statements UniFirst Corporation and Subsidiaries

#### 6. OTHER ASSETS

Other assets on the accompanying consolidated balance sheets are shown in the following table:

	August 27, 1994	August 28, 1993
Customer contracts, covenants and other		
assets arising from acquisitions	\$19,705,000	\$17,624,000
Goodwill	10,308,000	7,622,000
Other	1,876,000	1,303,000
	\$31,889,000	\$26,549,000

#### 7. ACCRUED LIABILITIES

Accrued liabilities on the accompanying consolidated balance sheets are shown in the following table:

	August 27, 1994	August 28, 1993
Insurance Payroll related Other	\$11,457,000 10,236,000 5,572,000	\$10,146,000 9,674,000 5,405,000
	\$27,265,000	\$25,225,000

#### 8. COMMITMENTS AND CONTINGENCIES

Lease Commitments The Company leases certain buildings from independent parties. Total rent expense on all leases was \$1,581,000 in 1994, \$1,637,000 in 1993 and \$1,711,000 in 1992.

Annual minimum lease commitments for all years subsequent to August 27, 1994 are \$1,401,000 in 1995, \$930,000 in 1996, \$602,000 in 1997, \$428,000 in 1998 and \$242,000 in 1999.

#### Contingencies

The Company and its subsidiaries are subject to legal proceedings and claims arising from the conduct of their business operations, including personal injury, customer contract, employment claims 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 Company.

As security for certain agreements, the Company had standby irrevocable bank commercial letters of credit and mortgages of approximately \$12,695,000 and \$14,952,000 outstanding as of August 27, 1994 and August 28, 1993, respectively.

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Notes to Consolidated Financial Statements UniFirst Corporation and Subsidiaries

#### 9. COMMON STOCK OPTIONS

The Company had adopted an incentive stock option plan in April, 1983 and reserved 800,000 shares of common stock for issue under the plan. Options granted under the plan were at a price of not less than 100% of the fair market value on the date of grant and expired ten years after the grant date. Options for 250,000 shares at \$3.50 per share and 168,000 shares at \$3.64 per share were granted in 1983 and 1984, respectively. During 1993 the plan expired.

#### 10. SHAREHOLDERS' EQUITY

On November 18, 1993 the Company's Board of Directors declared a two-for-one stock split, to be effected in the form of a stock dividend, on the Company's Common Stock and Class B Common Stock. The stock dividend was paid on January 19, 1994 to shareholders of record on January 5, 1994. All references to average number of shares outstanding and per share data in these financial statements reflect the effect of the two-for-one split.

During 1993 the Company's shareholders voted to amend its Articles of Organization to increase the number of authorized common shares from 20,000,000 to 30,000,000, and to authorize a new Class B common stock with 20,000,000 authorized shares. The offer to exchange, on a share-for-share basis, shares of Class B common stock for shares of common stock resulted in 12,627,954 shares of common stock being exchanged for shares of Class B common stock.

The significant attributes of each type of stock are as follows:

Common stock -- Each share is entitled to one vote and is freely transferable. Each share of common stock is entitled to a cash dividend equal to 125% of any cash dividend paid on each share of Class B common stock.

Class B common stock -- Each share is entitled to ten votes and can be converted to common stock on a share-for-share basis. Until converted to common stock, however, Class B shares are not freely transferable. Substantially all shares of Class B common stock are held by officers of the Company. To the Board of Directors and Shareholders of UniFirst Corporation:

We have audited the accompanying consolidated balance sheets of UniFirst Corporation (a Massachusetts corporation) and subsidiaries as of August 27, 1994 and August 28, 1993 and the related consolidated statements of income, shareholders' equity and cash flows for each of the three years in the period ended August 27, 1994. These consolidated financial statements are the responsibility of the Company's management. Our responsibility is to express an opinion on these consolidated financial statements based on our audits.

We conducted our audits in accordance with generally accepted auditing standards. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the consolidated financial statements are free of material misstatement. An audit includes examining, on a test basis, evidence supporting the amounts and disclosures in the financial statements. An audit also includes assessing the accounting principles used and significant estimates made by management, as well as evaluating the overall financial statement presentation. We believe that our audits provide a reasonable basis for our opinion.

In our opinion, the consolidated financial statements referred to above present fairly, in all material respects, the consolidated financial position of UniFirst Corporation and subsidiaries as of August 27, 1994 and August 28, 1993 and the results of their operations and their cash flows for each of the three years in the period ended August 27, 1994, in conformity with generally accepted accounting principles.

As explained in Note 3 to the consolidated financial statements, effective September 1, 1991, the Company changed its method of accounting for income taxes.

ARTHUR ANDERSEN LLP

Boston, Massachusetts November 1, 1994

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Quarterly Financial Data (Unaudited) UniFirst Corporation and Subsidiaries

The following is a summary of the results of operations for each of the quarters within the years ended August 27, 1994 and August 28, 1993.

(In thousands, except per share data)

1994	First Quarter	Second Quarter	Third Quarter	Fourth Quarter	
Revenues	\$78,107	\$76,094	\$83,106	\$80,732	
Income before income taxes	9,114	6,089	7,571	7,170	
Net income	5,742	3,836	4,770	4,523	
Weighted average shares outstanding	20,509	20,509	20,509	20,511	
Net income per share	\$0.28	\$0.19	\$0.23	\$0.22	

	First	Second	Third	Fourth	
1993	Quarter	Quarter	Quarter	Quarter	
					-

Revenues	\$71,708	\$69,637	\$74,238	\$72,145
Income before income taxes	7,617	5,271	7,861	7,327
Net income	4,951	3,426	5,110	4,202
Weighted average shares outstanding	20,458	20,442	20,494	20,508
Net income per share	\$0.24	\$0.17	\$0.25	\$0.20

Common Stock Prices and Dividends Per Share For the Years Ended August 27, 1994 and August 28, 1993

	Price P		Dividends Pe Class B	er Share
1994	High	Low Comm	non Stock Com	nmon Stock
First Quarter	\$17 1/4	\$15 3/8	\$0.020	\$0.025
Second Quarter	17 3/8	15 1/4	0.020	0.025
Third Quarter	17	14 1/8	0.020	0.025
Fourth Quarter	16 3/8	11 5/8	0.020	0.025

	Price Pe		Dividends Per lass B	Share
1993	High	Low Commo	on Stock Comm	ion Stock
First Quarter	\$12 7/8	\$11 1/8		\$0.025
Second Quarter	14 3/4	12 1/4		0.025
Third Quarter	14 3/4	13 3/8	\$0.020	0.025
Fourth Quarter	16 3/4	13 1/4	0.020	0.025
				=======

The Company's common shares are traded on the New York Stock Exchange (NYSE Symbol: UNF).

The approximate number of shareholders of record of the Company's common stock and Class B common stock as of November 1, 1994 were 207 and 22 respectively.

EXHIBIT 23

#### CONSENT OF INDEPENDENT PUBLIC ACCOUNTANTS

As independent public accountants, we hereby consent to the incorporation of our reports dated November 1, 1994 incorporated by reference or included in this Form 10-K, into the Company's previously filed Registration Statement File No. 33-13377.

ARTHUR ANDERSEN LLP

Boston, Massachusetts November 23, 1994 <ARTICLE> 5 <LEGEND> THIS SCHEDULE CONTAINS SUMMARY FINANCIAL INFORMATION EXTRACTED FROM THE FINANCIAL STATEMENTS OF UNIFIRST CORPORATION FOR THE FISCAL YEAR ENDED AUGUST 27, 1994, AND IS QUALIFIED IN ITS ENTIRETY BY REFERENCE TO SUCH FINANCIAL STATEMENTS. </LEGEND> <MULTIPLIER> 1,000 <CURRENCY> U.S. DOLLARS

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