## SECURITIES AND EXCHANGE COMMISSION

Washington, D.C. 20549

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\text { F O R M } 10-\mathrm{Q}
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(X) Quarterly Report Pursuant to Section 13 or 15(d) of The Securities Exchange Act of 1934

For the Quarterly Period Ended March 31, 1998
( ) Transition Report Pursuant to Section 13 or 15(d) of The Securities Exchange Act of 1934

For the Transition Period From $\qquad$ to $\qquad$

Commission file number 1-5057
BOISE CASCADE CORPORATION
(Exact name of registrant as specified in its charter)
Delaware
(State or other jurisdiction of
incorporation or organization)
1111 West Jefferson Street
P.O. Box 50

Boise, Idaho
(Address of principal executive offices)
(208) 384-6161
(Registrant's telephone number, including area code)
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 $\qquad$
Indicate the number of shares outstanding of each of the issuer's classes of common stock, as of the latest practicable date.

Class $\quad$ Shares Outstanding
Common stock, $\$ 2.50$ par value

$$
\text { as of April 30, } 1998
$$

## PART I - FINANCIAL INFORMATION

STATEMENTS OF LOSS
BOISE CASCADE CORPORATION AND SUBSIDIARIES (expressed in thousands, except per share data)

Item 1. Financial Statements
Revenues
Sales
Other income (expense), net
Costs and expenses
Materials, labor, and other operating expenses
Depreciation, amortization, and cost of
company timber harvested
Selling and distribution expenses
General and administrative expenses

| Three Months Ended <br> March 31 |
| :---: |
| 1998 (unaudited) |


| $\$ 1,489,500$ <br> $(320)$ | $\$ 1,273,610$ <br> $(270)$ |
| ---: | ---: |
| $1,489,180$ | $1,273,340$ |


| $1,172,920$ | $1,047,430$ |
| ---: | ---: |
| 71,460 | 60,460 |
| 161,700 | 128,600 |
| 36,590 | 31,490 |
| $1,442,670$ | $1,267,980$ |
| $(3,540)$ | 30 |


| Income from operations |  | 42,970 |  | 5,390 |
| :---: | :---: | :---: | :---: | :---: |
| Interest expense |  | $(40,100)$ |  | $(27,700)$ |
| Interest income |  | 600 |  | 2,090 |
| Foreign exchange loss |  | (50) |  | (10) |
|  |  | $(39,550)$ |  | $(25,620)$ |
| Income (loss) before income taxes and minority interest |  | 3,420 |  | $(20,230)$ |
| Income tax (provision) benefit |  | $(1,450)$ |  | 7,890 |
| Income (loss) before minority interest |  | 1,970 |  | $(12,340)$ |
| Minority interest, net of income tax |  | $(3,130)$ |  | $(2,870)$ |
| Net loss | \$ | $(1,160)$ | \$ | $(15,210)$ |
| Net loss per common share |  |  |  |  |
| Basic |  | \$ (.18) |  | \$ (.51) |
| Diluted |  | \$ (.18) |  | \$ (.51) |
| Dividends declared per common share |  | \$ . 15 |  | \$ . 15 |

The accompanying notes are an integral part of these Financial Statements.

SEGMENT INFORMATION
BOISE CASCADE CORPORATION AND SUBSIDIARIES
(expressed in thousands)


The accompanying notes are an integral part of these Financial Statements.

| ASSETS | March 31 |  |  |
| :---: | :---: | :---: | :---: |
|  |  |  | December 31 |
|  | 1998 | 1997 | 1997 |
|  | (una | dited) |  |
| Current |  |  |  |
| Cash | \$ 86,002 | \$ 70,913 | \$ 56,429 |
| Cash equivalents | 8,840 | 99,112 | 7,157 |
|  | 94,842 | 170,025 | 63,586 |
| Receivables, less allowances |  |  |  |
| Inventories | 614,772 | 512, 854 | 633,290 |
| Deferred income tax benefits | 59,459 | 57,402 | 54,312 |
| Other | 27,223 | 26,676 | 32, 061 |
|  | 1,426,744 | 1,272,472 | 1,353,673 |
| Property |  |  |  |
| Property and equipment |  |  |  |
| Land and land improvements | 55,445 | 40,174 | 57,260 |
| Buildings and improvements | 559, 732 | 470,570 | 554,712 |
| Machinery and equipment | 4,145,749 | 3,917, 249 | 4,055,065 |
|  | $4,760,926$ | $4,427,993$ | $4,667,037$ |
| Accumulated depreciation | $(2,130,519)$ | $(1,849,420)$ | $(2,037,352)$ |
|  | 2,630,407 | 2,578,573 | 2,629,685 |
| Timber, timberlands, and timber deposits | 276,670 | 293,678 | 273,001 |
|  | 2,907,077 | 2,872,251 | 2,902,686 |
| Goodwill, net of amortization |  |  |  |
| Investments in equity affiliates | 30,520 | 35,479 | 32,848 |
| Other assets | 238,826 | 230,686 | 234,995 |
| Total assets | $\overline{\$ 5,049,813}$ | $\overline{\$ 4,676,198}$ | $\overline{\$ 4,969,924}$ |

The accompanying notes are an integral part of these Financial Statements.

BOISE CASCADE CORPORATION AND SUBSIDIARIES
BALANCE SHEETS
(expressed in thousands, except share amounts)

| LIABILITIES AND SHAREHOLDERS' EQUITY | March 31 |  | December 31 |
| :---: | :---: | :---: | :---: |
|  | 1998 | 1997 | 1997 |
|  | (unaudited) |  |  |
| Current |  |  |  |
| Notes payable | \$ 211,900 | \$ 25,600 | \$ 94,800 |
| Current portion of long-term debt | 52,839 | 156,886 | 30,176 |
| Income taxes payable | - | 5,261 | 3,692 |
| Accounts payable | 495,831 | 421, 064 | 470,445 |
| Accrued liabilities |  |  |  |
| Compensation and benefits | 121, 001 | 118,240 | 126,780 |
| Interest payable | 35,526 | 26,880 | 39,141 |
| Other | 159,995 | 157,345 | 128,714 |
|  | 1,077,092 | 911,276 | 893,748 |
| Debt |  |  |  |
| Long-term debt, less current portion | 1,742,492 | 1,359,753 | 1,725,865 |
| Guarantee of ESOP debt | 176,823 | 196,116 | 176,823 |
|  | 1,919,315 | 1,555,869 | 1,902,688 |
| Other |  |  |  |
| Deferred income taxes | 234,557 | 239,665 | 230,840 |
| Other long-term liabilities | 223,971 | 242,601 | 224,663 |
|  | 458,528 | 482,266 | 455,503 |
| Minority interest | 109,462 | 85,862 | 105,445 |
| Shareholders' equity |  |  |  |
|  |  |  |  |
| 10,000,000 shares authorized; |  |  |  |
| Series D ESOP: \$.01 stated value; |  |  |  |
| 5,569,684 shares outstanding | 248, 465 | 256, 296 | 250, 636 |
| Deferred ESOP benefit | $(176,823)$ | $(196,116)$ | $(176,823)$ |
| Series F: $\$ .01$ stated value; 115,000 shares outstanding in 1997 | - | 111,043 | 111,043 |
| Series G: \$.01 stated value; 862,500 shares outstanding in 1997 | - | 176,404 | - |
| Common stock -- \$2.50 par value; |  |  |  |
| 200,000,000 shares authorized; |  |  |  |
| 56,223,923 shares outstanding | 140,695 | 121,328 | 140,560 |
| Additional paid-in capital | 418,316 | 233,846 | 416,691 |
| Retained earnings | 861,658 | 940,941 | 879,043 |
| Accumulated other comprehensive income (loss) | $(6,895)$ | $(2,817)$ | $(8,610)$ |
| Total shareholders' equity | 1,485,416 | 1,640,925 | 1,612,540 |
| Total liabilities and shareholders' equity | \$5,049,813 | \$4,676,198 | \$4,969,924 |

The accompanying notes are an integral part of these Financial Statements.

|  | Three Months Ended March 31 |  |
| :---: | :---: | :---: |
|  | 1998 | 1997 |
|  | (unaudited) |  |
| Cash provided by (used for) operations |  |  |
| Net loss | \$ (1,160) | \$ 15,210 ) |
| Items in net loss not using (providing) cash |  |  |
| Equity in net (income) loss of affiliates | 3,540 | (30) |
| Depreciation, amortization, and cost of company timber harvested | 71,460 | 60,460 |
| Deferred income tax benefit | $(2,261)$ | $(9,742)$ |
| Minority interest, net of income tax | 3,130 | 2,870 |
| Other | $(1,159)$ | 991 |
| Receivables | $(58,485)$ | $(26,644)$ |
| Inventories | 19,707 | 29,899 |
| Accounts payable and accrued liabilities | 35,463 | $(15,002)$ |
| Current and deferred income taxes | (955) | 1,172 |
| Other | 12,576 | 487 |
| Cash provided by operations | 81,856 | 29,251 |
| Cash used for investment |  |  |
| Expenditures for property and equipment | $(62,548)$ | $(80,294)$ |
| Expenditures for timber and timberlands | $(2,751)$ | $(1,797)$ |
| Investments in equity affiliates, net | - | $(16,014)$ |
| Purchases of facilities | $(4,042)$ | $(7,748)$ |
| Other | $(10,884)$ | $(11,168)$ |
| Cash used for investment | $(80,225)$ | $\overline{(117,021)}$ |
| Cash provided by (used for) financing |  |  |
| Cash dividends paid |  |  |
| Common stock | $(8,433)$ | $(7,271)$ |
| Preferred stock | $(3,722)$ | $(6,161)$ |
|  | $(12,155)$ | $(13,432)$ |
| Notes payable | 117,100 | $(11,100)$ |
| Additions to long-term debt | 90, 000 | 30,000 |
| Payments of long-term debt | $(50,246)$ | (676) |
| Series F Preferred Stock redemption | $(115,001)$ | - -7 |
| Other | (73) | $(7,848)$ |
| Cash provided by (used for) financing | 29,625 | $(3,056)$ |
| Increase (decrease) in cash and cash equivalents | 31,256 | $(90,826)$ |
| Balance at beginning of the year | 63,586 | 260, 851 |
| Balance at March 31 | \$ 94,842 | \$170, 025 |

The accompanying notes are an integral part of these Financial Statements.

Notes to Quarterly Financial Statements
(1) BASIS OF PRESENTATION. We have prepared the quarterly financial statements pursuant to the rules and regulations of the Securities and Exchange Commission. Certain information and footnote disclosures normally included in financial statements prepared in accordance with generally accepted accounting principles have been condensed or omitted pursuant to such rules and regulations. These statements should be read together with the statements and the accompanying notes included in our 1997 Annual Report.

The quarterly financial statements have not been audited by independent public accountants, but in the opinion of management, all adjustments necessary to present fairly the results for the periods have been included. The net loss for the three months ended March 31, 1998 and 1997, necessarily involved estimates and accruals. Except as may be disclosed within these "Notes to Quarterly Financial Statements," the adjustments made were of a normal, recurring nature. Quarterly results are not necessarily indicative of results that may be expected for the year.
(2) NET LOSS PER COMMON SHARE. Net loss per common share was determined by dividing net loss, as adjusted, by applicable shares outstanding. For the three months ended March 31, 1998 and 1997 , the computation of diluted net loss per share was antidilutive; therefore, amounts reported for basic and diluted loss were the same.

(1) Dividend attributable to our Series D convertible preferred stock held by our ESOP (Employee Stock Ownership Plan) is net of a tax benefit.
(2) First quarter loss per share included a negative seven cents related to the redemption of the Series F Preferred Stock. The loss for the quarter used in the calculation of loss per share was increased by the excess of the amount paid to redeem the preferred stock over its carrying value.
(3) COMPREHENSIVE INCOME (LOSS). Comprehensive income (loss) for the periods include the following:

|  | Three Months Ended March 31 |  |
| :---: | :---: | :---: |
|  | 1998 | 1997 |
|  | (expressed in | $\overline{\text { thousands) }}$ |
| Net loss | \$ $(1,160)$ | \$ $(15,210)$ |
| Other comprehensive income (loss) |  |  |
| Cumulative foreign currency translation adjustment, net of income taxes | 1,715 | $(1,471)$ |
| Comprehensive income (loss), net of income taxes | \$ 555 | \$(16, 681) |

Accumulated other comprehensive income (loss) for each period ended was as follows:
$\frac{\text { March } 31}{\frac{1998}{(\text { expressed in }} \frac{\text { December 31 }}{1997} \frac{1997}{\text { thousands })}}$

Balances at beginning of period
Minimum pension liability adjustment, net of income taxes $\quad \$(1,995) \quad \$(2,866) \quad \$(2,866)$ Cumulative foreign currency translation adjustment, net of income taxes

1,520
1,520
Changes within periods
Minimum pension liability adjustment, net of income taxes Cumulative foreign currency translation adjustment, net of income taxes

Balance at end of period
(4) INVENTORIES. Inventories include the following:

| March 31 |  | December 31 |
| :---: | :---: | :---: |
| 1998 | 1997 | 1997 |
| (expressed in thousands) |  |  |
| \$474, 285 | \$391, 133 | \$453, 268 |
| 66, 062 | 61, 567 | 107,625 |
| 152,198 | 141,229 | 149,870 |
| $(77,773)$ | $(81,075)$ | $(77,473)$ |
| \$614,772 | \$512, 854 | \$633,290 |

(5) DEFERRED SOFTWARE COSTS. We defer purchased and internally developed software and related installation costs for computer systems that are used in our businesses. Deferral of costs begins when technological feasibility of the project has been established and it is determined that the software will benefit future years. These costs are amortized on the straight-line method over a maximum of five years or the useful life of the product, whichever is less. If the useful life of the product is shortened, the amortization period is adjusted. "Other assets" in the Balance Sheets includes deferred software costs of $\$ 33.0$ million, $\$ 18.3$ million, and $\$ 31.1$ million at March 31, 1998 and 1997 and December 31, 1997.
(6) INCOME TAXES. The estimated tax provision rate for the first three months of 1998 was $42 \%$, compared with $39 \%$ used for the first three months of 1997. The actual annual 1997 tax benefit rate was $32 \%$.

For the three months ended March 31, 1998 and 1997, we paid income taxes, net of refunds received, of $\$ 2.4$ million and $\$ 1.1$ million.
(7) DEBT. At March 31, 1998, we had a revolving credit agreement with a group of banks that permitted us to borrow as much as $\$ 600$ million at variable interest rates based on customary indices. This agreement expires in June 2002. The revolving credit agreement contains financial covenants relating to minimum net worth, minimum interest coverage ratios, and ceiling ratios of debt to capitalization. Under this agreement, the payment of dividends is dependent upon the existence of and the amount of net worth in excess of the defined minimum. Our net worth at March 31, 1998, exceeded the defined minimum by $\$ 191$ million. At March 31, 1998, there were $\$ 185$ million of borrowings outstanding under this agreement.

Our majority-owned subsidiary, Boise Cascade Office Products Corporation ("BCOP"), has a $\$ 450$ million revolving credit agreement with a group of banks that expires in June 2001 and provides variable interest rates based on customary indices. The BCOP revolving credit facility contains customary restrictive financial and other covenants, including a negative pledge and covenants specifying a minimum fixed charge coverage ratio and a maximum leverage ratio. BCOP may, subject to the covenants contained in the credit agreement and to market conditions, raise additional funds through the agreement and through other external debt or equity financings in the future. Borrowings under BCOP's agreement were $\$ 290$ million at March 31, 1998.

Also at March 31, 1998, we had $\$ 138.1$ million of short-term borrowings outstanding and BCOP had $\$ 73.8$ million of short-term borrowings outstanding. At March 31, 1997, we had no short-term borrowings outstanding, while BCOP had $\$ 25.6$ million of short-term borrowings outstanding. The maximum amount of short-term borrowings outstanding during the three months ended March 31, 1998 and 1997, were $\$ 275.3$ million and $\$ 59.3$ million. The average amount of short-term borrowings outstanding during the three months ended March 31, 1998 and 1997, were $\$ 198.9$ million and $\$ 33.2$ million. The average interest rate for these borrowings was $5.9 \%$ for 1998 and $5.6 \%$ for 1997.
securities. The effective date of our filing was March 25, 1998. Our total shelf capacity was $\$ 489.4$ million at March 31, 1998.

BCOP filed a registration statement with the Securities and Exchange Commission to register $\$ 300$ million of shelf capacity for debt securities. The effective date of the filing was April 22, 1998. On May 12, 1998, BCOP issued $\$ 150.0$ million of $7.05 \%$ Notes under this registration statement. The Notes are due May 15, 2005. Proceeds from the issuance will be used to repay borrowings under BCOP's revolving credit agreement. BCOP has $\$ 150.0$ million of shelf capacity remaining under this registration statement. In December 1997, BCOP entered into agreements to hedge against a rise in Treasury rates. BCOP entered into the transactions in anticipation of their issuance of these debt securities. The hedge agreements had a notional amount of $\$ 70$ million. The settlement rate, based on the yield on 10 -year U.S. Treasury bonds, was less than the agreed upon initial rate and BCOP made a cash payment of $\$ 0.6$ million. The amount paid will be recognized as an increase in interest expense over the life of the debt securities issued.

Cash payments for interest, net of interest capitalized, were $\$ 43.7$ million and $\$ 32.4$ million for the three months ended March 31, 1998 and 1997.
(8) BOISE CASCADE OFFICE PRODUCTS CORPORATION. During the first three months of 1998, BCOP completed two acquisitions, and during the first three months of 1997, BCOP completed three acquisitions, all of which were accounted for under the purchase method of accounting. Accordingly, the purchase prices were allocated to the assets acquired and liabilities assumed based upon their estimated fair values. The initial purchase price allocations may be adjusted within one year of the date of purchase for changes in estimates of the fair values of assets and liabilities. Such adjustments are not expected to be significant to our results of operations or our financial position. The excess of the purchase price over the estimated fair value of the net assets acquired was recorded as goodwill and is being amortized over 40 years. The results of operations of the acquired businesses are included in our operations subsequent to the dates of acquisition.

On January 12, 1998, BCOP acquired the direct marketing business of Fidelity Direct, based in Minneapolis, Minnesota. On February 28, 1998, BCOP acquired the direct marketing business of Sistemas Kalamazoo, based in Madrid, Spain. These transactions were completed for cash of $\$ 4.0$ million, debt assumed of $\$ 0.2$ million, and the recording of $\$ 3.8$ million of acquisition liabilities.

On January 31 and February 28, 1997, BCOP acquired contract stationer businesses in Montana and Florida. Also in January 1997, BCOP completed a joint venture with Otto Versand to direct market office products in Europe. These transactions, including the joint venture, were completed for cash of $\$ 14.9$ million, $\$ 2.9$ million of BCOP's common stock, and the recording of $\$ 1.0$ million of acquisition liabilities.

Unaudited pro forma results of operations reflecting the acquisitions would have been as follows. If the 1998 acquisitions had occurred on January 1, 1998, sales for the first three months of 1998 would have increased by $\$ 0.8$ million, and net loss and basic and diluted loss per share would have been unchanged. If the 1998 and 1997 acquisitions had occurred on January 1, 1997, sales for the first three months of 1997 would have increased by $\$ 8.0$ million, net loss, and basic and diluted loss per share would have been unchanged. This unaudited pro forma financial information does not necessarily represent the actual results of operations that would have occurred if the acquisitions had taken place on the dates assumed.
(9) SHAREHOLDERS' EQUITY. We have a shareholder rights plan which was adopted in December 1988, amended in September 1990, and renewed in September 1997. The Renewed Rights Agreement becomes operative upon the expiration of the existing Rights Agreement.
(10) NEW ACCOUNTING STANDARDS. In 1997, the Financial Accounting Standards Board issued SFAS No. 131, "Disclosures About Segments of an Enterprise and Related Information," which establishes standards for the way public business enterprises report information about operating segments in annual financial statements and requires that those enterprises report selected information about operating segments in interim financial reports issued to shareholders. We will adopt the statement at year-end 1998. We are still evaluating what impact it will have on our reportable segments. Adoption of this statement will have no impact on net income.

In March 1998, the American Institute of Certified Public Accountants (AICPA), issued Statement of Position 98-1 (SOP 98-1), "Accounting for the Costs of Computer Software Developed or Obtained for Internal Use." This SOP is effective for financial statements for fiscal years beginning after December 15, 1998, with earlier application encouraged. We currently account for software costs generally in accordance with this SOP. In April 1998, the AICPA issued SOP 98-5, "Reporting on the Costs of

Start-Up Activities." This SOP provides guidance on the financial reporting of start-up costs and organization costs. It requires costs of start-up activities and organization costs to be expensed as incurred. This SOP is effective for financial statements for fiscal years beginning after December 15, 1998, with earlier application encouraged. Unamortized costs are required to be expensed at the time of adoption of the SOP. We are still evaluating when to implement this SOP. The unamortized balance of these costs was $\$ 12.9$ million at March 31, 1998.

Item 2. Management's Discussion and Analysis of Financial Condition and Results of Operations

Three Months Ended March 31, 1998, Compared With Three Months Ended March 31, 1997

Our net loss for the first quarter of 1998 was $\$ 1.2$ million, compared with a net loss of $\$ 15.2$ million for the first quarter of 1997. Basic loss and diluted loss per common share for the first quarter of 1998 were 18 cents. The first quarter 1998 loss per share included a negative seven cents related to the redemption of our Series F Preferred Stock, effective February 17, 1998. For the same quarter in 1997, basic loss and diluted loss per common share were 51 cents. Sales for the first quarter of 1998 were $\$ 1.5$ billion and $\$ 1.3$ billion in the first quarter of 1997.

Operating income in the office products segment in the first quarter of 1998 was $\$ 37.6$ million, compared to $\$ 28.5$ million in the first quarter 1997. Net sales in the first quarter of 1998 increased $27 \%$ to $\$ 759.8$ million, compared with $\$ 597.9$ million in the first quarter of 1997 . The growth in sales resulted from a combination of acquisitions and same-location sales growth. Same-location sales increased $13 \%$ in the first quarter of 1998, compared with sales in the first quarter of 1997. Gross margins were $25.7 \%$ in the first quarter of 1998, compared to $25.2 \%$ in the year-ago first quarter. The increase in the first quarter of 1998 was primarily due to increases in BCOP's U.S. contract stationer and direct marketing gross margins, offset slightly by lower margins in BCOP's other businesses. BCOP's operating expenses were $20.8 \%$ of net sales in the first quarter of 1998, compared with $20.5 \%$ in the first quarter of 1997. The increase in the first quarter of 1998 was due in part to BCOP's direct marketing business, which has both higher gross margins and higher operating expenses. Direct marketing acquisitions made in 1997 increased BCOP's cost average compared to the prior year. BCOP's operating margin was $4.9 \%$ in 1998 and $4.8 \%$ in 1997.

Building products operating income decreased to $\$ 0.8$ million in the first quarter of 1998, compared to $\$ 10.4$ million in the first quarter of 1997. Sales decreased $2 \%$ to $\$ 368.7$ million compared to $\$ 377.4$ million a year ago. Results declined as a result of lower average prices and sales volumes. Plywood prices decreased $6 \%$, while sales volumes decreased 3 million square feet. Lumber prices decreased $7 \%$, while sales volumes decreased 26 million board feet. I-joists prices decreased $3 \%$, while sales volumes increased 2 million equivalent lineal feet. Laminated veneer lumber prices were about flat, while sales volumes increased 100,000 cubic feet. Particleboard prices were down slightly, while sales volumes decreased 2 million square feet. The unfavorable sales prices and volume variances were partially offset by lower costs. Building products distribution sales were up $8 \%$ to $\$ 168$ million, compared to \$156 million for the first three months of 1997.

Our paper and paper products segment reported operating income of $\$ 21.0$ million in the first quarter of 1998, compared with an operating loss of $\$ 22.7$ million in the first quarter of 1997. Sales increased $24 \%$ to $\$ 458.3$ million in the first quarter of 1998 from $\$ 370.6$ million in the first quarter of 1997. The increase in results was caused by higher average prices for all of our paper grades in the first quarter of 1998, compared with the first quarter of 1997 . Uncoated free sheet prices increased $10 \%$, containerboard prices increased $22 \%$, newsprint prices increased $18 \%$, and pulp prices increased 5\%. Sales volumes for the first quarter of 1998 increased 18,000 tons to 652,000 tons, compared with 634,000 tons in the first quarter of 1997. Uncoated free sheet volumes increased 34,000 tons as our new worldclass uncoated free sheet paper machine in Jackson, Alabama, is now operating at close to rated capacity. Containerboard sales volumes increased 14,000 tons. These increases were offset by a 6,000 -ton sales volume reduction in newsprint and a 24,000-ton reduction in pulp sales volume reflecting our decreasing position in the market pulp business.

Paper segment manufacturing costs per ton in the first quarter of 1998 were $2 \%$ higher than in the comparison quarter. The increase from quarter to quarter was due primarily to higher wood costs and the replacement of market pulp with higher margin, higher cost uncoated free sheet paper from the new machine at the Jackson mill.

Interest expense was $\$ 40.1$ million in the first quarter of 1998, compared with $\$ 27.7$ million in the same period last year. Capitalized interest in the first quarter of 1998 was $\$ 68,000$, compared to $\$ 6.4$ million in the first quarter of 1997. With the start-up of the expansion of the Jackson pulp and paper mill in April 1997, the amount of interest capitalized has decreased significantly. The balance of the increase in interest expense was due to higher debt levels.

1998, compared with $\$ 1.7$ billion at March 31, 1997. Total long- and shortterm debt outstanding was $\$ 2.0$ billion at December 31, 1997.

## Financial Condition

At March 31, 1998, we had working capital of $\$ 349.7$ million. Working capital was $\$ 361.2$ million at March 31, 1997, and $\$ 459.9$ million at December 31, 1997. Cash provided by operations was $\$ 81.9$ million for the first three months of 1998, compared with $\$ 29.3$ million for the same period in 1997.

At March 31, 1998, we had a revolving credit agreement with a group of banks that permitted us to borrow as much as $\$ 600$ million at variable interest rates based on customary indices. This agreement expires in June 2002. The revolving credit agreement contains financial covenants relating to minimum net worth, minimum interest coverage ratios, and ceiling ratios of debt to capitalization. Under this agreement, the payment of dividends is dependent upon the existence of and the amount of net worth in excess of the defined minimum. Our net worth at March 31, 1998, exceeded the defined minimum by $\$ 191$ million. At March 31, 1998, there were $\$ 185$ million of borrowings outstanding under this agreement.

Our majority-owned subsidiary, Boise Cascade Office Products Corporation ("BCOP"), has a $\$ 450$ million revolving credit agreement with a group of banks that expires in June 2001 and provides variable interest rates based on customary indices. The BCOP revolving credit facility contains customary restrictive financial and other covenants, including a negative pledge and covenants specifying a minimum fixed charge coverage ratio and a maximum leverage ratio. BCOP may, subject to the covenants contained in the credit agreement and to market conditions, raise additional funds through the agreement and through other external debt or equity financings in the future. Borrowings under BCOP's agreement were \$290 million at March 31, 1998.

At March 31, 1998, we and BCOP met all of the financial covenants related to our debt.

Also at March 31, 1998, we had $\$ 138.1$ million of short-term borrowings outstanding and BCOP had $\$ 73.8$ million of short-term borrowings outstanding. At March 31, 1997, we had no short-term borrowings outstanding, while BCOP had $\$ 25.6$ million of short-term borrowings outstanding. The maximum amount of short-term borrowings outstanding during the three months ended March 31, 1998 and 1997 , were $\$ 275.3$ million and $\$ 59.3$ million. The average amount of shortterm borrowings outstanding during the three months ended March 31, 1998 and 1997, were $\$ 198.9$ million and $\$ 33.2$ million. The average interest rate for these borrowings was 5.9\% for 1998 and 5.6\% for 1997.

We filed a registration statement with the Securities and Exchange Commission for an additional $\$ 400$ million of shelf capacity for debt securities. The effective date of our filing was March 25, 1998. Our total shelf capacity was $\$ 489.4$ million at March 31, 1998.

BCOP filed a registration statement with the Securities and Exchange
Commission to register $\$ 300$ million of shelf capacity for debt securities. The effective date of the filing was April 22, 1998. On May 12, 1998, BCOP issued $\$ 150.0$ million of $7.05 \%$ Notes under this registration statement. The Notes are due May 15, 2005. Proceeds from the issuance will be used to repay borrowings under BCOP's revolving credit agreement. BCOP has $\$ 150.0$ million of shelf capacity remaining under this registration statement. In December 1997, BCOP entered into agreements to hedge against a rise in Treasury rates. BCOP entered into the transactions in anticipation of their issuance of these debt securities. The hedge agreements had a notional amount of $\$ 70$ million. The settlement rate, based on the yield on 10 -year U.S. Treasury bonds, was less than the agreed upon initial rate and BCOP made a cash payment of \$0.6 million. The amount paid will be recognized as an increase in interest expense over the life of the debt securities issued.

Capital expenditures for the first three months of 1998 and 1997 were $\$ 73.4$ million and $\$ 109.7$ million. Capital expenditures for the year ended December 31, 1997 , were $\$ 578.6$ million. The decrease in capital expenditures quarter to quarter is primarily due to the completion of the Jackson pulp and paper mill expansion in May 1997.

An expanded discussion and analysis of financial condition is presented on pages 18 and 19 of the Company's 1997 Annual Report under the captions
"Financial Condition" and "Capital Investment."

## Market Conditions

We expect BCOP sales to continue to grow at a healthy rate. Internal growth has been strong, and we continue to look for acquisitions that will strengthen our market position, both domestically and in Europe. Earnings should also continue to improve as infrastructure investments begin to pay off and our product line extensions accelerate their contributions to growth.

The outlook for our building products business this year continues to be mixed. On the one hand, North American lumber markets are currently hampered by excess supply due to weak net export demand, particularly in Japan. In structural panel markets, OSB capacity installed over the last few years has
yet to be fully absorbed. On the other hand, with low interest rates and strong housing starts, demand for wood products in North America continues to grow. In that environment, our wood products operations should improve in the remaining quarters of this year. The overall cost of wood delivered to our converting facilities in the Northwest and South should be comparable to last year. We expect increasing benefits from the investments we have made in LVL/I-joist and OSB capacity.

The near-term outlook for paper markets and our paper business has been clouded by the recent financial crisis in Asia. The positive momentum that was built in the last half of 1997 was largely lost in the first quarter of this year. Given currency devaluations and local economic contractions, U.S. imports of Asian paper are likely to be higher than last year and exports to Asia may decline until Asian economies stabilize. Whether that stability is reestablished in a few months or over a much longer period remains to be seen. We expect to see difficult market conditions for our paper business at least through the summer of this year. However, we are quite positive about the fundamental condition of the paper markets over the mid to longer term. Very little new capacity is scheduled to come on line in North America over the next few years, virtually none in uncoated free sheet after this quarter and only modest amounts in other grades. In Europe, the capacity forecast is equally modest. And in Asia, the same financial disruption that will increase net imports in the near term has already caused delays and outright cancellations of announced new capacity.

## New Accounting Standards

In 1997, the Financial Accounting Standards Board issued SFAS No. 131,
"Disclosures About Segments of an Enterprise and Related Information," which establishes standards for the way public business enterprises report information about operating segments in annual financial statements and requires that those enterprises report selected information about operating segments in interim financial reports issued to shareholders. We will adopt the statement at year-end 1998. We are still evaluating what impact it will have on our reportable segments. Adoption of this statement will have no impact on net income.

In March 1998, the American Institute of Certified Public Accountants (AICPA), issued Statement of Position 98-1 (SOP 98-1), "Accounting for the Costs of Computer Software Developed or Obtained for Internal Use." This SOP is effective for financial statements for fiscal years beginning after December 15, 1998, with earlier application encouraged. We currently account for software costs generally in accordance with this SOP. In April 1998, the AICPA issued SOP 98-5, "Reporting on the Costs of Start-Up Activities." This SOP provides guidance on the financial reporting of start-up costs and organization costs. It requires costs of start-up activities and organization costs to be expensed as incurred. This SOP is effective for financial statements for fiscal years beginning after December 15, 1998, with earlier application encouraged. Unamortized costs are required to be expensed at the time of adoption of the SOP. We are still evaluating when to implement this SOP. The unamortized balance of these costs was $\$ 12.9$ million at March 31, 1998.

Year 2000 Computer Issue
Many computer systems in use today were designed and developed using two digits, rather than four, to specify the year. As a result, such systems will recognize the year 2000 as "00." This could cause many computer applications to fail completely or to create erroneous results unless corrective measures are taken. We utilize software and related computer technologies that will be affected by this issue. We are currently implementing, or planning to implement, several computer system replacements or upgrades before the year 2000, all of which will be year 2000 compliant. Many of the costs associated with these replacements and upgrades have been and will be deferred. (See Note 5 in "Notes to Quarterly Financial Statements.") We are evaluating what actions will be necessary to make our remaining computer systems year 2000 compliant. Maintenance and modification costs not meeting the criteria for deferral are expensed as incurred. While we believe that our computer systems will be year 2000 compliant and that the costs required to achieve this will not materially impact our financial position, results of operations or cash flows, there can be no guarantee that all systems will be compliant by the year 2000 or that the systems of other companies on which we rely will be converted within the same timeframe.

## Forward-Looking Statements

This Management's Discussion and Analysis includes forward-looking statements. Because these forward-looking statements include risks and uncertainties, actual results may differ materially from those expressed in or implied by the statements. Factors that could cause actual results to differ include, among other things, increased domestic or foreign competition, increases in capacity through construction of new mills or conversion of older facilities to produce competitive products, variations in demand for our products, changes in our cost for or the availability of raw materials, particularly market pulp and wood, the cost of compliance with new environmental laws and regulations, the pace of acquisitions, same-location sales, cost structure improvements, the success of new initiatives, integration of systems, the success of computer-
based system enhancements, and general economic conditions.

## Item 3. Quantitative and Qualitative Disclosures About Market Risk

Changes in interest rates and currency rates expose us to financial market risk. Our debt is predominantly fixed-rate. We experience only modest changes in interest expense when market interest rates change. Most foreign currency transactions have been conducted in the local currency, limiting our exposure to changes in currency rates. Consequently, our market risksensitive instruments do not subject us to material market risk exposure. Changes in our debt and our continued international expansion could increase these risks. To manage volatility relating to these exposures, we may enter into various derivative transactions such as interest rate swaps, rate hedge agreements, and forward exchange contracts. Interest rate swaps and rate hedge agreements are used to hedge underlying debt obligations or anticipated transactions. For qualifying hedges, the interest rate differential is reflected as an adjustment to interest expense over the life of the swap or underlying debt. Gains and losses related to qualifying hedges of foreign currency firm commitments and anticipated transactions are deferred and are recognized in income or as adjustments of carrying amounts when the hedged transaction occurs. All other forward exchange contracts are marked to market, and unrealized gains and losses are included in current period net income. We had no material exposure to losses from derivative financial instruments held at March 31, 1998. We do not use derivative financial instruments for trading purposes.

PART II - OTHER INFORMATION
Item 1. Legal Proceedings
Reference is made to our annual report on Form $10-\mathrm{K}$ for the year ended December 31, 1997, for information concerning legal proceedings.

Item 2. Changes in Securities
The payment of dividends is dependent upon the existence of and the amount of net worth in excess of the defined minimum under our revolving credit agreement. Our net worth at March 31, 1998, exceeded the defined minimum by $\$ 191$ million. At March 31, 1998, there were $\$ 185$ million of borrowings outstanding under the agreement.

Item 3. Defaults Upon Senior Securities
At March 31, 1998, there were no existing defaults.
Item 4. Submission of Matters to a Vote of Security Holders
We held our annual shareholders meeting on April 17, 1998. A total of 61,783,187 shares of common and preferred stock were outstanding and entitled to vote at the meeting. Of the total outstanding, 54,244,160 shares were represented at the meeting.

Shareholders cast votes for election of the following directors whose terms expire in 2001:

|  | In Favor | Withheld | Not Voted |
| :--- | ---: | ---: | :---: |
| Anne L. Armstrong | $52,850,459$ | $1,393,701$ | - |
| Philip J. Carroll | $52,404,107$ | $1,840,053$ | - |
| Gary G. Michael | $53,277,064$ | 967,096 | - |
| A. William Reynolds | $52,959,245$ | $1,284,915$ | - |

Continuing in office are Edward E. Hagenlocker, George J. Harad, Donald S. Macdonald, Jane E. Shaw, and Edson W. Spencer, whose terms expire in 2000, and Robert K. Jaedicke, Paul J. Phoenix, Frank A. Shrontz, and Ward W. Woods, Jr., whose terms expire in 1999.

The shareholders also ratified the appointment of Arthur Anderson LLP, as our independent auditor for the year 1998 with $53,689,699$ votes cast for, 400,794 against, and 153,667 abstained.

Shareholders approved an amendment, adopted by the board of directors in December 1997, to our 1984 Key Executive Stock Option Plan (the "KESOP"). This amendment increased the number of shares available under the plan by $1,500,000$ shares. The shareholder votes were $49,661,932$ cast for, $3,886,548$ against, and 695,680 abstained.

Item 5. Other Information
Not applicable.
Item 6. Exhibits and Reports on Form 8-K
(a) Exhibits.

On February 23, 1998, we filed a Form 8-K to file our financial information as of December 31, 1997. This was included as an exhibit in our 1997 Form 10-K. No other Form 8-Ks were filed during the first quarter of 1998.

## 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.

BOISE CASCADE CORPORATION

As Duly Authorized Officer and Chief Accounting Officer:
/s/ Tom E. Carlile
Tom E. Carlile Vice President and Controller

Date: May 12, 1998

BOISE CASCADE CORPORATION
INDEX TO EXHIBITS
Filed With the Quarterly Report on Form 10-Q for the Quarter Ended March 31, 1998

Number Description
Page Number

|  | Three Months Ended March 31 |  |
| :---: | :---: | :---: |
|  | 1998 | 1997 |
|  | (expressed except per | thousands, are amounts |
| Net loss as reported | \$ (1, 160) | \$ (15, 210$)$ |
| Preferred dividends | $(5,061)$ | $(9,713)$ |
| Series F Preferred Stock redemption price over carrying value | $(3,958)$ | - |
| Basic loss | $(10,179)$ | $(24,923)$ |
| Preferred dividends eliminated | 3,620 | 7,010 |
| Supplemental ESOP contribution | $(3,094)$ | $(3,079)$ |
| Diluted loss | $\overline{\$(9,653)}$ | $\overline{\$(20,992)}$ |
| Average shares outstanding used to determine |  |  |
| basic loss per common share | 56,242 | 48,512 |
| Stock options, net | 242 | 382 |
| Series G conversion preferred stock | - | 6,908 |
| Series D convertible preferred stock | 4,461 | 4,625 |
| Average shares used to determine diluted |  |  |
| loss per common share | 60,945 | 60,427 |
| Net loss per common share |  |  |
| Basic | \$(.18) | \$(.51) |
| Diluted(1) | \$(.16) | \$(.35) |

(1) Because the computation of diluted loss per common share was antidilutive, the diluted loss per common share reported for the three months ended March 31, 1998 and 1997, was the same as basic loss per common share.

BOISE CASCADE CORPORATION AND SUBSIDIARIES
Ratio of Earnings to Fixed Charges

|  | Year Ended December 31 |  |  |  |  |  |  |  |  |  | Three Months <br> Ended March 31 |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | 1993 |  | 1994 |  | 1995 |  | 1996 |  | 1997 |  | 1997 |  | 1998 |
|  | (dollar amounts expressed in thousands) |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Interest costs |  | 172,170 | \$ | 169,170 | \$ | 154,469 | \$ | 146,234 |  | \$ 153,691 | \$ | 31,830 | \$ | 43,824 |
| Interest capitalized during the period |  | 2,036 |  | 1,630 |  | 3,549 |  | 17,778 |  | 10,575 |  | 6,362 |  | 68 |
| Interest factor related to noncapitalized leases(1) |  | 7,485 |  | 9,161 |  | 8,600 |  | 12,982 |  | 11,931 |  | 3,486 |  | 2,851 |
| Total fixed charges |  | 181,691 | \$ | 179,961 | \$ | 166,618 | \$ | 176,994 |  | \$ 176,197 |  | \$ 41,678 | \$ | 46,743 |
| Income (loss) before |  |  |  |  |  |  |  | 31,340 |  | \$(28, 930) |  | \$(20, 230) | \$ | 3,420 |
| Undistributed (earnings) losses of less than 50\% owned persons, net of distributions received |  | (922) |  | $(1,110)$ |  | $(36,861)$ |  | $(1,290)$ |  | 5,180 |  | (30) |  | 3,540 |
| Total fixed charges |  | 181, 691 |  | 179,961 |  | 166,618 |  | 176,994 |  | 176,197 |  | 41,678 |  | 46,743 |
| Less: Interest capitalized Guarantee of interest on ESOP debt |  | $\begin{array}{r} (2,036) \\ (22,208) \end{array}$ |  | $\begin{gathered} (1,630) \\ (20,717) \end{gathered}$ |  | $\begin{array}{r} (3,549) \\ (19,339) \end{array}$ |  | $\begin{aligned} & (17,778) \\ & (17,874) \end{aligned}$ |  | $(10,575)$ $(16,341)$ |  | $(6,362)$ $(4,130)$ |  | $(68)$ $(3,724)$ |
| Total earnings (losses) before fixed charges |  | 30,935 | \$ | 91,754 | \$ | 696,279 | \$ | 171,392 |  | \$ 125,531 |  | \$ 10,926 | \$ | 49,911 |
| Ratio of earnings to fixed charges(2) |  | - |  | - |  | 4.18 |  | - |  | - |  | - |  | 1.07 |

(1) Interest expense for operating leases with terms of one year or longer is based on an imputed interest rate for each lease.
(2) Earnings before fixed charges were inadequate to cover total fixed charges by $\$ 150,756,000$, $\$ 88,207,000$, $\$ 5,602,000$, and $\$ 50,666,000$ for the years ended December 31, 1993, 1994, 1996, and 1997 and $\$ 30,752,000$ for the three months ended March 31, 1997.

## EXHIBIT 27

The data schedule contains summary financial information extracted from Boise Cascade Corporation's Balance Sheet at March 31, 1998, and from its Statement of Loss for the three months ended March 31, 1998. The information presented is qualified in its entirety by reference to such financial statements.

1,000

> 3-Mos
> Dec-31-1998
> Mar-31-1998
> 86, 002
> 8,840
> 630,448
> 8,874
> 614,772
> 1,426,744
> 5, 037,596
> 2,130,519
> 5, 049, 813
> 1,077, 092
> 1,919,315
> 140,695
> 0
> 248,465
> 1,096,256
> 5,049, 813
> $1,489,500$
> 1,489,180
> 1,244,380
> 1,442,670
> 0
> 0
> 40, 100
> 3,420
> 1,450
> $(1,160)$
> 0
> 0
> $(1,160)$
> (.18)
> (.18)

