SECURITIES AND EXCHANGE COMMISSION

Washington, D.C. 20549

(X) QUARTERLY REPORT PURSUANT TO SECTION 13 OR 15(d) OF THE SECURITIES EXCHANGE ACT OF 1934

FOR THE QUARTERLY PERIOD ENDED AUGUST 31, 1996
OR
/ / TRANSITION REPORT PURSUANT TO SECTION 13 OR 15(d) OF THE SECURITIES EXCHANGE ACT OF 1934

For the transition period from to

Commission File No. 0-209

BASSETT FURNITURE INDUSTRIES, INCORPORATED
(Exact name of Registrant as specified in its charter)

## Virginia

(State or other jurisdiction
of incorporation or organization)

54-0135270
--
(I.R.S. Employer Identification No.)

Bassett, Virginia 24055
(Address of principal executive offices) (Zip Code)
(540) 629-6000
(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 $15(\mathrm{~d})$ of the Securities Exchange Act of 1934 during the preceding 12 months, and (2) has been subject to such filing requirements for the past 90 days. Yes $X$ No $\qquad$

At August $31,1996,13,142,895$ shares of common stock of the Registrant were outstanding.

|  | NINE MONTHS ENDED AUGUST 31, |  | THREE MONTHS ENDED AUGUST 31, |  |
| :---: | :---: | :---: | :---: | :---: |
|  | 1996 | 1995 | 1996 | 1995 |
| Net sales | \$332, 231, 880 | \$361, 752, 321 | \$109, 007, 706 | \$ 119,183, 765 |
| Costs and expenses |  |  |  |  |
| Cost of sales | 278, 966,630 | 301, 097, 044 | 91,225,424 | 98,472, 087 |
| Selling, general and administrative | 46,139,446 | 48, 839,196 | 14,816,183 | 16,332,759 |
|  | 325,106, 076 | 349,936, 240 | 106,041,607 | 114, 804, 846 |
| Other Income from operations | $7,125,804$ | 11,816, 081 | 2,966, 099 | 4,378,919 |
| Other income, net | $11,546,097$ | $10,295,806$ | 3,224,632 | 3,796, 872 |
| Income before income taxes | 18,671,901 | 22,111, 887 | 6,190,731 | 8,175,791 |
| Income taxes | $(4,140,000)$ | $(6,457,500)$ | $(1,365,000)$ | $(2,394,500)$ |
| NET INCOME |  |  |  |  |
| Retained earnings - beginning of period | $225,718,704$ | $221,949,817$ | $223,672,342$ | $226,188,020$ |
|  | $240,250,605$ | $237,604,204$ |  | $231,969,311$ |
| Cash dividends <br> Purchase and retirement of common stock | $\begin{array}{r} \left(\begin{array}{r} 8,021,311) \\ (10,005,208) \end{array}\right. \end{array}$ | $\begin{array}{r} (8,444,424) \\ (777,743) \end{array}$ | $\begin{aligned} & (2,626,753) \\ & (3,647,234) \end{aligned}$ | $\begin{array}{r} (2,809,531) \\ (777,743) \end{array}$ |
| Retained earnings - end of period | ----------- | ----------- | ------------ | ------------- |
| NET INCOME PER SHARE | \$ 1.08 | \$ 1.11 | \$ . 36 | \$ . 41 |
| DIVIDENDS PER SHARE | \$ . 60 | \$ . 60 | \$ . 20 | \$ . 20 |

The accompanying note is an integral part of the condensed consolidated financial statements.
CONDENSED CONSOLIDATED BALANCE SHEET - UNAUDITED

## ASSETS

Current Assets
Cash and cash equivalents
Trade accounts receivable，less allowance for doubtful accounts
Inventories：
Finished goods
Work in process
Raw materials and supplies

Less LIFO adjustment

Prepaid expenses
Deferred income taxes

Property，Plant and Equipment
Cost
Less allowances for depreciation

Other Assets
Investment in securities
Investment in affiliated companies
Other

## LIABILITIES AND STOCKHOLDERS＇EOUITY

Current Liabilities
Accounts payable
Accrued compensation
Income taxes

Deferrals
Deferred liabilities
Deferred income taxes

Stockholders＇Equity
Common stock
Retained earnings
Unrealized holding gains，net of tax

AUGUST 31， 1996
\＄58，380， 561
64，375，558
46，689， 718
15，321， 383
38，540， 788
－－－－－－－－－－
28，001， 000
----------9
$72,550,889$
2，184，567
1，988， 000
----------9
$199,479,575$
217，630， 416
164，801， 755
$52,828,661$
27，487， 801
44，173， 184
$11,139,533$
82，800，518
$\$ 335,108,754$
＝＝＝ニ＝＝ニ＝＝＝＝＝

| $\begin{array}{r} \$ 28,491,559 \\ 3,717,724 \\ 789,703 \end{array}$ |
| :---: |
| 32，998，986 |
| $\begin{array}{r} 10,669,207 \\ 1,082,000 \end{array}$ |
| 11，751， 207 |
| 65，714，475 |
| 222，224， 086 |
| 2，420， 000 |
| 290，358， 561 |
| \＄335，108， 754 |

NOVEMBER 30， 1995
\＄51，331， 119
$68,591,514$
46，490， 589
16，231， 269
$45,305,749$

108，027， 607 26，801， 000

81，226， 607
1，757，658
2，008，000
204，914， 898

211，790， 217
158，665， 871
$53,124,346$
39，055， 319
40，398， 574
9，227， 317
88，681， 210
－$\$ 346,720,454$
＝＝＝＝＝＝＝＝＝＝＝＝
\＄29，710， 299 4，778，966 902， 476
$35,391,741$

10，296， 244
2，129， 000
$12,425,244$

68，294， 765
225，718，704 4，890， 000

298，903， 469
\＄346，720， 45
－＝＝ー＝＝＝＝

The accompanying note is an integral part of the condensed consolidated financial statements．

PART I - FINANCIAL INFORMATION - CONTINUED
BASSETT FURNITURE INDUSTRIES, INCORPORATED AND SUBSIDIARIES CONDENSED CONSOLIDATED STATEMENT OF CASH FLOWS - UNAUDITED

NET CASH PROVIDED BY OPERATING ACTIVITIES
INVESTING ACTIVITIES
Net change in cost of investment securities
Purchases of property, plant and equipment
Proceeds from sale of property, plant and equipment
Dividends from affiliated company
Increase in cash surrender value of life insurance
Other
FINANCING ACTIVITIES
Issuance of common stock
Purchase and retirement of common stock
Cash dividends
CHANGE IN CASH AND CASH EQUIVALENTS
CASH AND CASH EQUIVALENTS - beginning of period
CASH AND CASH EQUIVALENTS - end of period
Per share amounts are based on $13,431,163$ and 14,082, 213 weighted average
number of shares outstanding at August 31,1996 and 1995, respectively. number of shares outstanding at August 31, 1996 and 1995, respectively.


## BASIS OF PRESENTATION

The accompanying unaudited condensed consolidated financial statements have been prepared in accordance with the instructions to Form 10-Q and do not include all of the information and footnotes required by generally accepted accounting principles for complete financial statements. In the opinion of management, all adjustments (consisting of normal recurring accruals) considered necessary for a fair presentation have been included.

MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION AND RESULTS OF OPERATIONS

RESULTS OF OPERATIONS:
Major components of net income expressed as a percentage of net sales:

| 1996 | 1995 | 1994 |
| :---: | :---: | :---: |
| 83.97\% | 83.23\% | 82.39\% |
| 13.89 | 13.50 | 12.95 |
| 2.14 | 3.27 | 4.66 |
| 3.48 | 2.84 | 1.74 |
| 5.62 | 6.11 | 6.40 |
| 1.25 | 1.78 | 1.94 |
| -0- | -0- | . 13 |
| 4.37 | 4.33 | 4.33 |

NET SALES
Net sales for the current two periods compared to prior years

|  | Nine Months Ended August 31, |  |  |
| :---: | :---: | :---: | :---: |
|  | 1996 | 1995 | 1994 |
| Net sales (thousands) | \$332, 232 | \$361, 752 | \$381, 271 |
| \% change from prior year | (8.2)\% | (5.1)\% | 2.9\% |

Net sales in the Casegoods Division in the third quarter reflect an increase over the same quarter in 1995; other Divisions were flat or down in comparison to the prior year. For the nine month period, the Motion and Upholstery Divisions accounted for the majority of decreased sales

COSTS AND EXPENSES
Cost of sales for the 1996 third quarter (83.69\%) improved over the second ( $84.08 \%$ ) and first ( $84.13 \%$ ) quarters. The gross profit margin for the nine month period has fallen 74 basis points compared to 1995. The decrease in gross profit margin follows a decrease of approximately 90 basis points for the full fiscal year 1995 from 1994. This decline in margins is the result of the continuing inability to increase sales prices to compensate for incurred raw material cost increases. This is shown by a comparison of the cost components comprising cost of sales as a percentage of net sales:

|  | Nine Months Ended August 31, |  |  | Three Months Ended August 31, |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 1996 | 1995 | 1994 | 1996 | 1995 | 1994 |
| Materials | 49.96\% | 49.51\% | 48.81\% | 50.22\% | 49.82\% | 49.36\% |
| Labor | 21.23 | 21.33 | 21.57 | 20.96 | 20.83 | 21.49 |
| Overhead | 12.78 | 12.39 | 12.01 | 12.51 | 11.97 | 11.94 |
|  | 83.97\% | 83.23\% | 82.39\% | 83.69\% | 82.62\% | 82.79\% |

MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION AND RESULTS OF OPERATIONS - CONTINUED

COSTS AND EXPENSES - continued
The increase in the overhead component percentage is a result of decreased sales volume. Total overhead costs declined approximately $\$ 2.4$ million in the 1996 nine month period and $\$ 625$ thousand in the 1996 third quarter, compared to 1995 periods.

The increase in SG\&A expenses as a percentage of net sales is also a result of the decline in net sales. Total dollars, including variable costs (primarily sales commissions), decreased in each period; and, in addition, the fixed cost components of SG\&A also declined during the periods reported.

OTHER INCOME, NET
Components of other income (in thousands):

|  | Nine Months Ended August 31, |  |  | Three Months Ended August 31, |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 1996 | 1995 | 1994 | 1996 | 1995 | 1994 |
| Equity in unremitted income |  |  |  |  |  |  |
| of affiliated companies | \$3,775 | \$3,566 | \$3, 078 | \$1,256 | \$1,125 | \$1, 011 |
| Interest (principally tax exempt) | 1,755 | 1,756 | 1,231 | 637 | 633 | 419 |
| Dividends | 1,219 | 1,736 | 1,700 | 318 | 526 | 533 |
| Gains from sales of investment securities | 5,370 | 2,676 | 357 | 1,221 | 1,312 | (5) |
| Other | (573) | 562 | 241 | (207) | 201 | 5 |
|  | \$11,546 | \$10,296 | \$6,607 | \$3,225 | \$3,797 | \$1,963 |

INCOME TAXES
The effective income tax rate has declined in 1996 due to the decline in operating income and the increase in tax-exempt other income.

LIQUIDITY AND CAPITAL RESOURCES:
Cash provided by operating activities:

|  | Nine | Ended | st 31, |
| :---: | :---: | :---: | :---: |
|  | 1996 | 1995 | 1994 |
| Cash provided by operating activities (thousands) | \$22,859 | \$25,809 | \$12, 268 |

The Company continued to purchase and retire its Common Stock during the first nine months of 1996, acquiring 517, 043 shares at an average cost of $\$ 24.39$, for a total expenditure of $\$ 12,611,000$. In fiscal years 1995 and 1994, 429,701 shares and 361,386 shares were acquired for a total cost of $\$ 10,125,000$ and \$9,546,000 respectively.

The current ratio was 6.05 to 1 at August 31, 1996 and 5.79 to 1 at November 30, 1995. Working capital was $\$ 166$ million at August 31, 1996, compared to $\$ 170$ million at November 30, 1995.

Cash provided by operating activities is expected to be adequate for normal future operating requirements.

There were no material commitments for capital expenditures at August 31, 1996. Capital expenditures that will be made in the future for normal expansion or other operating purposes will be made from funds on hand or those generated from operations.

# ITEM 6. EXHIBITS AND REPORTS ON FORM 8-K 

a. Exhibits
(27) Financial Data Schedule

## 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.

BASSETT FURNITURE INDUSTRIES, INCORPORATED

Robert H. Spilman, Chairman of the Board, and Chief Executive Officer

DATE: $\qquad$

[^0]DATE: $\qquad$

# SECURITIES AND EXCHANGE COMMISSION 

Washington, D.C. 20549

FORM 10-Q
QUARTERLY REPORT

For the quarter ended August 31, 1996

Commission File Number 0-209

BASSETT FURNITURE INDUSTRIES, INCORPORATED EXHIBIT INDEX

| Exhibit No. | Exhibit Description | Page No. |
| :--- | :--- | :--- |
| 27 | Financial Data Schedule |  |

## 9-MOS

NOV-30-1996
DEC-01-1995
AUG-31-1996
58,381
27,488
64,376
72, ${ }^{\circ} 51$
199,480
217,630
164, 802
335, 109
32,999
0
0
65,714
335,109

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[^0]:    Philip E. Booker, Vice President, Controller (Chief Accounting Officer)

