# 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 FEBRUARY 29, 1996
OR
/ / TRANSITION REPORT PURSUANT TO SECTION 13 OR 15 (d) OF THE SECURITIES EXCHANGE ACT OF 1934

For the transition period from $\qquad$ to

Commission File No. 0-209

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

## Virginia

(State or other jurisdiction
54-0135270
(I.R.S. Employer Identification No.) of incorporation or organization)
(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(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 .

At February 29, 1996, 13,580, 253 shares of common stock of the Registrant were outstanding.

|  | THREE MONTHS ENDED FEBRUARY 29 (28), |  |
| :---: | :---: | :---: |
|  | 1996 | 1995 |
| Net sales | \$111, 951, 020 | \$123, 550, 551 |
| Costs and expenses |  |  |
| Cost of sales | 94,183,120 | 102,928,562 |
| Selling, general and administrative | 15,487,133 | 16, 016,344 |
|  | 109,670, 253 | 118,944,906 |
| Income from operations | 2,280,767 | 4,605,645 |
| Other income, net | 4,043,194 | 2,313,201 |
| Income before income taxes | 6,323,961 | 6,918,846 |
| Income taxes | 1,610,000 | 2,022,500 |
| NET INCOME | 4,713,961 | 4,896,346 |
| Retained earnings - beginning of period | 225,718,704 | 221, 949, 817 |
|  | 230,432,665 | 226,846,163 |
| Cash dividends | $(2,716,550)$ | $(2,817,363)$ |
| Purchase and retirement of common stock | $(1,428,396)$ | -0- |
| Retained earnings - end of period | \$226, 287,719 | \$224, 028,800 |
| NET INCOME PER SHARE | \$ . 35 | \$ . 35 |
| DIVIDENDS PER SHARE | \$ . 20 | \$ . 20 |

The accompanying note is an integral part of the condensed financial statements.
Current Assets
Cash and cash equivalents
Trade accounts receivable, less allowanc
for doubtful accounts and discounts
Inventories:
Finished goods
Work in process
Raw materials and supplies
Less LIFO adjustment
Prepaid expenses
Deferred income taxes
Cost
Less allowances for depreciation
Investment in securities
Investment in affiliated companies
Other

## 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
Dividend from affiliated company
Other

## FINANCING ACTIVITIES

Cash dividends
Purchase and retirement of common stock

CHANGE IN CASH AND CASH EQUIVALENTS
CASH AND CASH EQUIVALENTS - beginning of period

CASH AND CASH EQUIVALENTS - end of period


| $7,886,426$ | $(2,378,258)$ |
| :---: | ---: |
| $(799,458)$ | $(3,038,893)$ |
| 70,635 | 40,000 |
| $-0-$ | 272,376 |
| 162,144 | 419,034 |
| $----\cdots-\cdots$ |  |
| $7,319,747$ | $(4,685,741)$ |

(2,716,550)
$(2,817,363)$
$(1,821,896)$ $\qquad$
$(2,817,363)$
$(1,628,316)$
42,314, 957
\$40,686,641
\$65,344, 100
$=========$
I. Per share amounts are based on $13,614,639$ and $14,086,815$ weighted average number of shares outstanding at February 29 (28), 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:


## NET SALES

Net sales for the 1996 first quarter compared to prior years:

|  | 1996 | 1995 | 1994 |
| :--- | ---: | ---: | ---: |
|  | --- | --- | --- |
| Net sales (thousands) | $\$ 111,951$ | $\$ 123,551$ | $\$ 121,664$ |
| Percentage change from prior year | $(9.4) \%$ | $1.6 \%$ | $1.1 \%$ |

Retail furniture sales, which showed some signs of recovery in the latter part of last year's fourth quarter, slipped in December and January, with February showing some improvement. The overall slowdown in retail furniture sales in the first quarter was caused, in part, by declining consumer confidence. The January consumer confidence index sank to its lowest level in two years. This decline in retail furniture sales caused net sales for the quarter to fall $\$ 11,600,000$ compared to 1995 . Shipments decreased in 1996 in all Divisions except Bedding which had a small increase.

## COSTS AND EXPENSES

Cost of sales increased 82 basis points in the 1996 first quarter over 1995. This increase follows an increase of approximately 90 basis points in the full fiscal year 1995 over 1994. This decline in margins has been caused primarily by the inability to increase sales prices across all product lines 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:

|  |  | er Ending |  |
| :---: | :---: | :---: | :---: |
|  | 1996 | 1995 | 1994 |
| Materials | 50.04\% | 49.39\% | 49.66\% |
| Labor | 21.29 | 21.54 | 21.41 |
| Overhead | 12.80 | 12.38 | 12.63 |
|  | 84.13\% | 83.31\% | 83.70\% |

The deterioration in the overhead percentage was mainly due to reduced production schedules which had to be reduced during the quarter to adjust to the declining backlog. However, total overhead costs declined by almost \$1,000,000 in 1996 from 1995.

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

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

|  | First Quarter Ending February |  |  |
| :---: | :---: | :---: | :---: |
|  | 1996 | 1995 | 1994 |
| Equity in unremitted income of affiliated cos. | \$1,101 | \$1, 021 | \$ 953 |
| Dividends | 438 | 543 | 543 |
| Interest (principally tax exempt) | 573 | 550 | 417 |
| Gains from sales of investment securities | 2,115 | (30) | 159 |
| Other | (184) | 229 | 255 |
|  | \$4, 043 | \$2,313 | \$2,327 |

## INCOME TAXES

The effective income tax rate has declined in 1996 because of the decline in operating income and the increase in not-fully-taxed other income:

|  | First Quarter Ending February |  |  |
| :---: | :---: | :---: | :---: |
|  | 1996 | 1995 | 1994 |
| Effective Income Tax Rate | 25.5\% | 29.2\% | 29.3\% |

LIQUIDITY AND CAPITAL RESOURCES:
Cash provided by operating activities:

|  | First Quarter Ending February |  |  |
| :---: | :---: | :---: | :---: |
|  | 1996 | 1995 | 1994 |
| Cash provided by operating activities (thousands) | \$11, 232 | \$5,875 | \$5,210 |

The increase in 1996 was caused by the decline in net current assets, exclusive of cash and cash equivalents.

The Company continued its program of purchase and retirement of its Common Stock in the first quarter of 1996 acquiring 78,700 shares at an average cost of $\$ 23.15$ for a total expenditure of $\$ 1,822,000$. 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 6.74 to 1 at February 29, 1996 and 5.79 to 1 at November 30, 1995. Working capital increased to $\$ 176$ million at February 29, 1996, up from \$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 February 29, 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.

PART II - OTHER INFORMATION
BASSETT FURNITURE INDUSTRIES, INCORPORATED AND SUBSIDIARIES

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

## /s/ ROBERT H. SPILMAN

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

Date: April 12, 1996

## /s/ PHILIP E. BOOKER

Philip E. Booker, Vice President, Controller (Chief Accounting Officer)

## SECURITIES AND EXCHANGE COMMISSION

## FORM 10-Q

QUARTERLY REPORT

# BASSETT FURNITURE INDUSTRIES, INCORPORATED 

EXHIBIT INDEX


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3-MOS
NOV-30-1996
DEC-1-1995
FEB-29-1996
$32,417^{65,344}$
32,417
61,850
76,233
206,956
212,540
160, 789
341,776
30,724
0

> 0
> 67,901
> 230,643

341,776

> | 111,951 |  |
| :---: | :---: |
| 115,994 |  |
| 109,670 |  |
| 0 |  |
| 182 |  |
| 1,452 |  |
| 6,324 |  |
| 1,610 |  |
| 4,714 |  |
| 0 |  |
| 0 | 0 |
| 4,714 |  |
| .35 |  |
| 0 |  |

