## 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 MAY 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 $\qquad$

Commission File No. ©-209

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

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Virginia
54-0135270
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(State or other jurisdiction
(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 $15(d)$ 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 May $31,1996,13,337,538$ shares of common stock of the Registrant were outstanding.

|  | SIX MONTHS ENDED MAY 31, |  | THREE MONTHS ENDED MAY 31, |  |
| :---: | :---: | :---: | :---: | :---: |
|  | 1996 | 1995 | 1996 | 1995 |
| Net sales | \$223, 224,174 | \$242,568,556 | \$111, 273,154 | \$119, 018, 005 |
| Costs and expenses |  |  |  |  |
| Cost of sales | 187,741,206 | 202,624,957 | 93,558, 086 | 99,696,395 |
| Selling, general and administrative | 31,323,263 | 32,506,437 | 15,836,130 | 16,490,093 |
|  | 219, 064,469 | 235,131, 394 | 109,394, 216 | 116,186,488 |
| Other income, net Income from operations | 4,159,705 | 7,437,162 | 1,878,938 | 2,831, 517 |
|  | 8,321,465 | 6,498,934 | 4,278,271 | 4,185,733 |
| Income taxes Income before income taxes | 12,481,170 | 13, 936, 096 | 6,157,209 | 7,017,250 |
|  | $(2,775,000)$ | $(4,063,000)$ | $(1,165,000)$ | (2,040,500) |
| NET INCOME | 9,706,170 | 9,873,096 | 4,992,209 | 4,976,750 |
| Retained earnings - beginning of period | 225,718,704 | 221,949, 817 | 226,287,719 | 224, 028,800 |
|  | 235, 424, 874 | 231, 822,913 | 231,279,928 | 229, 005,550 |
| Cash dividends | $(5,394,558)$ | $(5,634,893)$ | $(2,678,008)$ | (2,817,530) |
| Purchase and retirement of common stock | $(6,357,974)$ | -0- | $(4,929,578)$ | -0- |
| Retained earnings - end of period | \$223, 672,342 | \$226,188, 020 | \$223, 672,342 | \$226,188, 020 |
| NET INCOME PER SHARE | \$ . 72 | \$ . 70 | \$ . 37 | \$ . 35 |
| DIVIDENDS PER SHARE | \$ . 40 | \$ . 40 | \$ . 20 | \$ . 20 |

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

| Current Assets |  |  |
| :---: | :---: | :---: |
| Cash and cash equivalents | \$ 69,686,579 | \$ 51, 331,119 |
| Trade accounts receivable, less allowances for doubtful accounts | 58,376,422 | 68,591,514 |
| Inventories: |  |  |
| Finished goods | 47, 808, 655 | 46,490,589 |
| Work in process | 14,831,977 | 16,231,269 |
| Raw materials and supplies | 39,188, 822 | 45,305,749 |
|  | 101,829,454 | 108,027,607 |
| Less LIFO adjustment | 27,601,000 | 26,801, 000 |
|  | 74,228,454 | 81,226,607 |
| Prepaid expenses | 508,243 | 1,757,658 |
| Deferred income taxes | 1,804,000 | 2,008,000 |
|  | 204,603,698 | 204,914,898 |
| Property, Plant and Equipment |  |  |
| Cost | 214,581,336 | 211, 790, 217 |
| Less allowances for depreciation | 162,724,380 | 158,665,871 |
|  | 51,856,956 | 53,124,346 |
| Other Assets |  |  |
| Investment in securities | 28,939,889 | 39, 055,319 |
| Investment in affiliated companies | 42, 917, 981 | 40,398,574 |
| Other | 8,206,292 | 9,227,317 |
|  | 80,064,162 | 88,681,210 |
|  | \$336,524, 816 | \$346, 720,454 |
| LIABILITIES AND STOCKHOLDERS' EQUITY |  |  |
| Current Liabilities |  |  |
| Accounts payable | \$ 26,239,086 | \$ 29,710, 299 |
| Accrued compensation | 4,509,949 | 4,778,966 |
| Income taxes | 64,247 | 902,476 |
|  | 30,813,282 | 35,391,741 |
| Deferrals |  |  |
| Deferred liabilities | 10,591,502 | 10,296,244 |
| Deferred income taxes | 1,509,000 | 2,129,000 |
|  | 12,100,502 | 12,425,244 |
| Stockholders' Equity |  |  |
| Common stock | 66,687,690 | 68,294,765 |
| Retained earnings | 223,672,342 | 225,718,704 |
| Unrealized holding gains, net of tax | 3,251, 000 | 4,890,000 |
|  | 293,611, 032 | 298,903,469 |
|  | \$336, 524, 816 | \$346, 720, 454 |

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

# SIX MONTHS ENDED MAY 31, 

| 1996 | 1995 |
| :---: | :---: |
|  |  |
| \$22,885,290 | \$16,920,923 |
| 11, 618, 801 | 1, 010,153 |
| $(3,084,172)$ | $(5,323,407)$ |
| 76,635 | 50, 000 |
| -0- | 544,753 |
| 218,513 | 450, 592 |
| 8,829,777 | $(3,267,909)$ |
| 25,364 | 48,733 |
| $(7,990,413)$ | $(26,000)$ |
| $(5,394,558)$ | $(5,634,893)$ |
| $(13,359,607)$ | $(5,612,160)$ |
| 18, 355,460 | 8, 040, 854 |
| 51, 331, 119 | 42, 314, 957 |
| \$69,686,579 | \$50, 355, 811 |

## NOTE TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS

I. Per share amounts are based on $13,519,393$ and $14,087,540$ weighted average number of shares outstanding at May 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:


| Cost of sales | $84.11 \%$ | $83.53 \%$ | $82.20 \%$ |
| :--- | :---: | :---: | :---: |
| Selling, general and admin. | 14.03 | 13.40 | 12.73 |
| Income from operations | 1.86 | 3.07 | 5.07 |
| Other income, net | 3.73 | 2.67 | 1.81 |
| Income before income taxes | 5.59 | 5.74 | 6.88 |
| Income taxes | 1.24 | 1.67 | 2.04 |
| Accounting change | $-0-$ | $-0-$ | .20 |
| Net income | 4.35 | 4.07 | 4.64 |

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

|  | Six Months Ended May 31, |  |  |
| :---: | :---: | :---: | :---: |
|  | 1996 | 1995 | 1994 |
| Net sales (thousands) | \$223, 224 | \$242,569 | \$256, 304 |
| \% change from prior year | (8.0)\% | (5.4)\% | 2.9\% |

In the 1996 six month period, net sales increased in the Bedding Division, but were flat or decreased at other Divisions of the Company. The percentage change in net sales for the Company in the second quarter of 1996 ( (6.5\%) ) improved over the change in the first quarter ( $9.4 \%$ ) ).

## COSTS AND EXPENSES

Cost of sales for the second quarter (84.08\%) remained even with the 1996 first quarter ( $84.13 \%$ ), however this is still up from the 1995 second quarter (83.76\%). The gross profit margin for the six month period has fallen 58 basis points compared to 1995. The decrease in gross profit margins follows a decrease of approximately 90 basis points for the full fiscal year 1995 from 1994. The 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:

|  | Six Months Ended May 31, |  |  |
| :---: | :---: | :---: | :---: |
|  | 1996 | 1995 | 1994 |
| Materials | 49.83\% | 49.36\% | 48.55\% |
| Labor | 21.36 | 21.57 | 21.60 |
| Overhead | 12.92 | 12.60 | 12.05 |
|  | 84.11\% | 83.53\% | 82.20\% |



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

 OPERATIONS - CONTINUEDCOSTS AND EXPENSES - continued
The increase in the overhead component percentage is a result of decreased sales volume. Total overhead costs declined approximately $\$ 2$ million in the 1996 six month period from 1995.

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 costs also declined during the periods reported.

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

|  | Six Months Ended May 31, |  |  | Three Months Ended May 31, |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 1996 | 1995 | 1994 | 1996 | 1995 | 1994 |
| Equity in unremitted income |  |  |  |  |  |  |
| of affiliated companies | \$2,519 | \$2,441 | \$2, 067 | \$1,418 | \$1,420 | \$1,114 |
| Interest (principally tax exempt) | 1,118 | 1,123 | 812 | 545 | 573 | 395 |
| Dividends | 901 | 1,210 | 1,167 | 463 | 667 | 624 |
| Gains from sales of investment securities | 4,149 | 1,364 | 362 | 2,034 | 1,394 | 203 |
| Other | (366) | 361 | 236 | (182) | 132 | (19) |
|  | \$8,321 | \$6,499 | \$4, 644 | \$4,278 | \$4, 186 | \$2,317 |

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:

|  | Six Months Ended May 31, |  |  |
| :---: | :---: | :---: | :---: |
|  | 1996 | 1995 | 1994 |
| Cash provided by operating activities (thousands) | \$22,885 | \$16, 921 | \$6,624 |

The increase in 1996 was due to the decline in net current assets, exclusive of cash and cash equivalents

The Company continued to purchase and retire its Common Stock in the first six months of 1996, acquiring 322,400 shares at an average cost of $\$ 24.78$, for a total expenditure of $\$ 7,990,000$. 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 6.64 to 1 at May 31,1996 and 5.79 to 1 at November 30, 1995. Working capital increased to $\$ 174$ million at May 31,1996 , 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 May 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
/s/ ROBERT H. SPILMAN
Robert H. Spilman, Chairman of the Board, and Chief Executive Officer

DATE: 7/3/96
/s/ PHILIP E. BOOKER
Philip E. Booker, Vice President, Controller (Chief Accounting Officer)

DATE: 7/3/96

SECURITIES AND EXCHANGE COMMISSION Washington, D.C. 20549

FORM 10-Q
QUARTERLY REPORT

| For the quarter ended | Commission File Number |
| :--- | ---: |
| May 31, 1996 | $0-209$ |

BASSETT FURNITURE INDUSTRIES, INCORPORATED EXHIBIT INDEX

## Exhibit No.

27

Exhibit Description
Page No.
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## 6-MOS

NOV-30-1996
DEC-01-1995 MAY-31-1996
$28,940^{69,687}$
58,376
74,228
204, 604
162,724
336, 525
30, 813
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66688
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66,688
336,525
226, 923
223, 224
231,546 187,741
219, 064
0
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12, 481
2,775
9,706
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9,706
.72

