# 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, 1997
OR
[ ] 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 No. 0-209

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

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

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Bassett, Virginia 24055
--------------------------------------------
(Address of principal executive offices) (Zip Code)
(540) 629-6000
(Registrant's telephone number, including area code)
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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

At August $31,1997,13,017,883$ shares of common stock of the Registrant were outstanding.

|  | NINE MONTHS ENDED AUGUST 31, |  | THREE MONTHS ENDED AUGUST 31, |  |
| :---: | :---: | :---: | :---: | :---: |
|  | 1997 | 1996 | 1997 | 1996 |
| Net sales | \$333, 256, 205 | \$332, 231, 880 | \$110, 251,770 | \$109, 007, 706 |
| Cost of sales | 291, 314, 809 | 278, 966,630 | 98,383,949 | 91, 225,424 |
| Selling, general and administrative | 58,189, 261 | 46,139,446 | 16,710,405 | 14, 816,183 |
| Non-recurring charges | 24,006,000 | -0- | 10,077,000 | -0- |
|  | 373,510, 070 | 325,106, 076 | 125,171,354 | 106, 041,607 |
| Income (loss) from operations | $(40,253,865)$ | 7,125,804 | $(14,919,584)$ | 2,966,099 |
| Other income, net | 9,926,833 | 11,546,097 | 4,485,468 | 3,224,632 |
| Income (loss) before income taxes | $(30,327,032)$ |  |  |  |
| Income taxes | $14,663,000$ | $(4,140,000)$ | $5,362,000$ | $(1,365,000)$ |
| NET INCOME (LOSS) | $(15,664,032)$ | 14,531,901 | $(5,072,116)$ | 4,825,731 |
| Retained earnings - beginning of period | 222,417,127 | 225,718,704 | 202,985,437 | 223,672,342 |
|  | 206, 753, 095 | 240,250,605 | 197, 913, 321 | 228, 498, 073 |
| Cash dividends | $(10,437,391)$ | ( 8, 021,311) | $(2,603,576)$ | ( 2, 626,753) |
| Purchase and retirement of common stock | $(1,005,959)$ | ( 10, 005, 208) | -0- | ( 3, 647, 234 ) |
| Retained earnings - end of period | \$195, 309,745 | \$222, 224, 086 | \$195, 309, 745 | \$222, 224, 086 |
| NET INCOME (LOSS) PER SHARE | \$ (1.20) | \$ 1.08 | \$ ( . 39) | \$ . 36 |
| DIVIDENDS PER SHARE | \$ . 80 | \$ . 60 | \$ . 20 | \$ . 20 |

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

PART I - FINANCIAL INFORMATION - CONTINUED
BASSETT FURNITURE INDUSTRIES, INCORPORATED AND SUBSIDIARIES CONDENSED CONSOLIDATED BALANCE SHEET - UNAUDITED

| ASSETS | AUGUST 31, 1997 | NOVEMBER 30, 1996 |
| :---: | :---: | :---: |
| Current Assets |  |  |
| Cash and cash equivalents | \$ 73,537,452 | \$ 57, 285,005 |
| Trade accounts receivable, less allowances for doubtful accounts | 59,913,921 | 65,416,910 |
| Inventories: |  |  |
| Finished goods | 30,073,935 | 42,593,966 |
| Work in process | 8,988, 621 | 14, 008, 754 |
| Raw materials and supplies | 28,027,799 | 38,275,770 |
|  | 67,090,355 | 94,878,490 |
| Less LIFO adjustment | 21, 916,000 | 27,796,000 |
|  | 45,174,355 | 67,082,490 |
| Prepaid expenses | 2,187,639 | 1,492,506 |
| Prepaid income taxes | 1,019,937 | 844,737 |
| Deferred income taxes | 12,513, 000 | 2,597,000 |
|  | 194,346,304 | 194,718,648 |
| Property, Plant and Equipment |  |  |
| Cost | 167,003,691 | 218,528,425 |
| Less allowances for depreciation | 123,931,679 | 162,149,761 |
|  | 43,072,012 | 56,378,664 |
| Other Assets |  |  |
| Investment in securities | 31, 088, 075 | 29,625,435 |
| Investment in affiliated companies | 28,694,735 | 45, 820, 750 |
| Assets to be disposed of | 5,514,591 | -0- |
| Deferred taxes | 1,441,000 | -0- |
| Other | 13,130,423 | 8,621,947 |
|  | 79,868,824 | 84, 068,132 |
|  | \$317, 287,140 | \$335, 165, 444 |
|  | =========== | =========== |
| LIABILITIES AND STOCKHOLDERS' EQUITY |  |  |
| Current Liabilities |  |  |
| Accounts payable | \$ 15, 889, 902 | \$ 20,541, 014 |
| Accrued compensation | 3, 910, 485 | 3,716, 206 |
| Other accrued liabilities | 20,735,994 | 6,088,381 |
|  | 40,536,381 | 30,345,601 |
| Deferrals |  |  |
| Deferred liabilities | 11,069,599 | 10,834,741 |
| Deferred income taxes | -0- | 2,504,000 |
|  | 11,069,599 | 13,338,741 |
| Stockholders' Equity |  |  |
| Common stock | 65,089,415 | 65,377,975 |
| Retained earnings | 195,309, 745 | 222,417,127 |
| Unrealized holding gains, net of tax | 5,282,000 | 3,686,000 |
|  | 265,681,160 | 291, 481,102 |
|  | \$317, 287,140 | \$335, 165, 444 |

The accompanying notes are an integral part of the condensed financial statements.

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

| NINE MONTHS ENDED AUGUST 31, |  |
| :---: | ---: |
| 1997 | 1996 |
| .- | $-\ldots-$. |


| NET CASH PROVIDED BY OPERATING ACTIVITIES | \$ 11, 987,432 | \$22, 858, 665 |
| :---: | :---: | :---: |
| INVESTING ACTIVITIES |  |  |
| Net change in cost of investment securities | 2,873, 121 | 12, 952, 008 |
| Purchases of property, plant and equipment | $(7,208,755)$ | $(6,192,249)$ |
| Proceeds from sale of property, plant and equipment | 1,876,715 | 83,635 |
| Dividends from affiliated company | 21, 245,347 | $(1,915,038)$ |
| Other | $(2,789,503)$ | $(130,770)$ |
|  | 15,996, 925 | 4,797,586 |
| FINANCING ACTIVITIES |  |  |
| Issuance of common stock | 55,481 | 25,364 |
| Purchase and retirement of common stock | $(1,350,000)$ | $(12,610,862)$ |
| Cash dividends | $(10,437,391)$ | $(8,021,311)$ |
|  | $(11,731,910)$ | ---------- |
| CHANGE IN CASH AND CASH EQUIVALENTS | 16,252,447 | 7,049,442 |
| CASH AND CASH EQUIVALENTS - beginning of period | 57, 285, 005 | 51, 331, 119 |
| CASH AND CASH EQUIVALENTS - end of period | \$ 73, 537,452 | \$ 58,380, 561 |

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

Note A. SECOND QUARTER 1997 NON-RECURRING AND OTHER CHARGES (thousands)
On May 21, 1997, the Company announced that it would record pre-tax charges totaling $\$ 30,479$ ( $\$ 18,897$ net of taxes, or $\$ 1.45$ per share). These charges related to the elimination of the Impact product line and the closing of the Impact plants, discontinuance of certain National/Mt. Airy products and assimilation of the Mt. Airy plant into the Bassett Casegoods Division, the closing of the W. M. Bassett plant and redeployment of products within the other Bassett Casegoods plants, and other related costs. Of this amount, \$22,374 was recorded in the second quarter with $\$ 8,105$ to be recorded in subsequent periods. The components of the non-recurring and other charges, and the remaining reserve balances are as follows:

|  | Inventory write downs | Accts receivable write-downs | Impairment of assets | Restructuring \& other | Total |
| :---: | :---: | :---: | :---: | :---: | :---: |
| 2nd quarter charges | \$6,195 | \$2,250 | \$11,180 | \$2,749 | \$22,374 |
| Amounts utilized during 3rd quarter | 4,957 | 119 | -0- | 780 | 5,856 |
| Remaining reserve at August 31 | \$1,238 | \$2,131 | \$11,180 | \$1,969 | \$16,518 |

Of the $\$ 8,105$ in additional expenses projected to be incurred subsequent to May
31, 1997, the Company incurred $\$ 2,529$ in the third quarter, leaving an estimated \$5,576 for subsequent periods.

On July 7, 1997, a major customer of the Company filed for protection from creditors under Chapter 11 of the U.S. Bankruptcy Code. As a result of this action, the Company recorded a pre-tax charge as of May 31, 1997 of $\$ 6,000$, \$3,700 after-tax ( $\$ .28$ per share) .

Note B. NON-RECURRING AND OTHER CHARGES (thousands)
On October 14, 1997, the Company announced that it would record pre-tax charges totaling \$19,381 (\$12,016 net of taxes, or $\$ .92$ per share). The charges relate to the closing of three plants (in addition to the plant closings announced in the second quarter), continuing the Company's focus on its core business and further rationalizing its manufacturing capacity, the direct cost of a customer rebate program related to the Bedding Division, the write-down of obsolete inventories and other charges.

The components of the pre-tax charges are:

|  | 3rd Quarter |  | Subsequent Quarters |  | Total |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Charges included in cost of sales |  |  |  |  |  |  |
| -Inventory write-downs | \$ | 5,125 | \$ | -0- | \$ | 5,125 |
| Miscellaneous charges included in SG\&A | \$ | 300 | \$ | -0- | \$ | 300 |
| Non-recurring charges |  |  |  |  |  |  |
| - Impairment of assets | \$ | 800 | \$ | -0- | \$ | 800 |
| -Restructuring and other charges | \$ | 9,037 | \$ | 4,119 | \$ | 13,156 |
| Total | \$ | 15,262 | \$ | 4,119 | \$ | 19,381 |

The write-downs of inventories are a result of the discontinuation of certain suites and the elimination of SKU's in the company's continuing efforts to focus its product offering. Miscellaneous charges included in SG\&A relate primarily to the termination of factoring customer accounts. The asset impairment losses of $\$ 800$ consist of the write-downs of operating assets at the Statesville crib plant and Burkeville veneer plant, and result from the evaluation of the Company's ability to recover asset costs given current market conditions.

The restructuring and other charges of $\$ 13,156$ relate to the transfer of leather upholstery production to the Company's Newton, NC plant and the closing of the existing leather upholstery plant, the Statesville plant and the Burkeville plant and reflects continuing costs until disposal of the latter two plants, the cost to maintain the leather upholstery plant and the transition costs related to the transfer of production from the leather upholstery plant and Statesville plant to other plants owned by the Company. The amounts included in subsequent quarters in the table above are estimates of period costs to be incurred in the future relating to the closed plants. Also included in restructuring and other charges are reserves for severance pay related to the consolidation of all customer service operations and sales management to the headquarters location in Bassett, VA, regulatory issues related to the boiler operations at one of the plants in Bassett, and certain expenses related to the Bedding Division marketing issues. Also included in restructuring and other charges is a reserve related to the Bedding Division. As announced in June of this year, the Company's management has learned that certain mattresses and box springs manufactured by a subsidiary, E. B. Malone Corporation, for sale to two major retail customers were made with different specifications than those originally manufactured for sale by those retailers. To remedy this situation, the Company intends to implement a program under which consumers who purchased these products can obtain a rebate directly from the Company. Consequently, the Company has recorded a charge for the third quarter of fiscal 1997 of $\$ 2,500$, to pay for the direct cost of a customer rebate program.

## Note C. CONTINGENCY

In a matter related to the Bedding Division issues described in note B, on June 18, 1997, a suit was filed in the Superior Court of the State of California for the County of Los Angeles (the "Superior Court") against the Company, two major retailers and certain current and former employees of the Company seeking certification of a class consisting of all consumers who purchased these products from the two major retailers. The suit alleges various causes of action, including negligent misrepresentation, breach of warranty and fraud, and seeks compensatory damages of $\$ 100$ million and punitive damages. The Company filed a demurrer seeking to dismiss several of the causes of action and on September 12, 1997, the Superior Court sustained the demurrer but granted the plaintiffs leave to amend certain of their claims. Although it is impossible to predict the outcome of this litigation, the Company intends to vigorously defend this suit because it believes that the damages sought are unjustified and because certification of a class of consumers is unnecessary and inappropriate in this case. Because the Company believes that the two major retailers were unaware of the changes in product specifications, the Company has agreed to indemnify the two major retailers with respect to the above and any other claims arising out of the sale of the affected products.

Note D. EARNINGS PER SHARE
Per share amounts are based on 13,047,457 and 13,431,163 weighted average number of shares outstanding at August 31, 1997 and 1996 respectively.

PART I - FINANCIAL INFORMATION - CONTINUED
BASSETT FURNITURE INDUSTRIES, INCORPORATED AND SUBSIDIARIES

## BASIS OF PRESENTATION

The accompanying unaudited condensed consolidated financial statements have been prepared in accordance with the instructions to Form $10-\mathrm{Q}$ 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

ALL DISCUSSION OF RESULTS OF OPERATIONS THAT FOLLOWS IS PRESENTED EXCLUDING THE AFFECTS OF THE NON-RECURRING AND OTHER CHARGES DISCUSSED IN NOTES A AND B OF THE NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS INCLUDED HEREIN.

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

|  | Nine Months Ended August 31, |  |  |
| :---: | :---: | :---: | :---: |
|  | 1997 | 1996 | 1995 |
| Cost of sales | 83.32\% | 83.97\% | 83.23\% |
| Selling, general and admin. | 14.84 | 13.89 | 13.50 |
| Income from operations | 1.85 | 2.14 | 3.27 |
| Other income, net | 2.98 | 3.48 | 2.84 |
| Income before income taxes | 4.82 | 5.62 | 6.11 |
| Income taxes | . 60 | 1.25 | 1.78 |
| Net income | 4.22 | 4.37 | 4.33 |

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

|  | Nine Months Ended August 31, |  |  |
| :---: | :---: | :---: | :---: |
|  | 1997 | 1996 | 1995 |
| Net sales (thousands) | \$333, 256 | \$332, 232 | \$361, 752 |
| \% change from prior year | . $3 \%$ | (8.2)\% | (5.1)\% |

The changes discussed in Notes $A$ and $B$ are expected to reduce annualized net sales approximately $10 \%$.

COSTS AND EXPENSES
Cost of sales for the third quarter (82.47\%) was down 160 basis points from the 1997 second quarter (84.07\%), and was 122 basis points down from the 1996 third quarter (83.69\%). The gross profit margin for the nine month period has improved 65 basis points compared to 1996.

|  | Nine Months Ended August 31, |  |  |
| :---: | :---: | :---: | :---: |
|  | 1997 | 1996 | 1995 |
|  | --- | --- | --- |
| Materials | 49.51\% | 49.96\% | 49.51\% |
| Labor | 22.12 | 21.23 | 21.33 |
| Overhead | 11.69 | 12.78 | 12.39 |
|  | 83.32 | 83.97\% | 83.23\% |

Selling, general and administrative expenses have increased primarily in categories associated with product promotion, customer service and expansion of the Bassett Furniture Direct ("BFD") and Bassett Gallery Programs.

PART I - FINANCIAL INFORMATION - CONTINUED
BASSETT FURNITURE INDUSTRIES, INCORPORATED AND SUBSIDIARIES

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

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


| 1997 | 1996 | 1995 |
| :---: | :---: | :---: |
| \$1,364 | \$1,256 | \$1,125 |
| 916 | 637 | 633 |
| 216 | 318 | 526 |
| 1,527 | 1,221 | 1,312 |
| 355 | 8 | 30 |
| 107 | (215) | 171 |
| \$4,485 | \$3,225 | \$3,797 |
| ===== | ===== | ====== |

INCOME TAXES
The effective income tax rate is less than the statutory rates because of the effect of non-taxable income in each period presented.

OPERATING INCOME
Operating income for the third quarter was up in the core businesses of Casegoods, Tables and Upholstery. However, operating income was down in the Bedding Division and Weiman Divisions.

LIQUIDITY AND CAPITAL RESOURCES:
Cash provided by operating activities

| Nine Months Ended August 31, |  |  |
| :---: | :---: | :---: |
| 1997 | 1996 | 1995 |
| ---- |  | --- |
| $\$ 11,987$ | $\$ 22,859$ | $\$ 25,809$ |

The current ratio was 4.79 to 1 at August 31, 1997 and 6.42 to 1 at November 30 1996. Working capital was $\$ 154$ million at August 31, 1997, compared to \$164 million at November 30, 1996.

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, 1997. 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.

BASSETT FURNITURE INDUSTRIES, INCORPORATED AND SUBSIDIARIES
ITEM 5. OTHER INFORMATION.
Bassett Furniture Industries, Inc., announces third quarter operating earnings increased 5.1\% (excluding the effect of restructuring and non-recurring and other charges) over the same period in the prior year on a sales increase of $1.1 \%$. The Company also announced it was taking a pre-tax, non-recurring charge of $\$ 19.38$ million ( $\$ 12.02$ million net of taxes, or $\$ .92$ per share) related to the closing of three additional plants and other charges. Of the total, \$15.26 million will be recorded in the third quarter and the remainder in subsequent quarters, as incurred. This is a continuation of the Company's focus on its core business and further rationalization of its manufacturing capacity.

Sales for the third quarter were $\$ 110.25$ million, up from $\$ 109.01$ million in the prior year. Earnings from furniture operations for the quarter, excluding non-recurring and other charges, increased to $\$ 3.12$ million in 1997 from $\$ 2.97$ million in 1996.

Robert H. Spilman, Jr., President and COO, said the improvement in operating earnings is encouraging. "Bassett will continue its efforts to focus on its core business. We will be able to better utilize our manufacturing capacity with the closing of these additional plants and consolidating production of two of these plants into existing facilities."

Bassett had previously announced the closing of its Statesville, NC crib plant and the transfer of crib production to its Chair Plant in Bassett, VA, and the Company's exit from the veneer business with the closing of its plant in Burkeville, VA. In addition, Bassett is closing its stand-alone leather upholstery plant in Conover, NC and transferring production to its major upholstery complex in Newton, NC to improve capacity utilization at those plants.

The $\$ 19.38$ million pre-tax charge includes $\$ 7.60$ million in costs, including inventory writedowns, related to these plant closings. The Company is also taking a $\$ 4.56$ million one-time charge related to obsolete inventory from discontinued suites resulting from the further elimination of SKU's in its efforts to focus its product offering. In addition, Bassett is reserving \$2.50 million to cover the direct cost of a consumer rebate program to be initiated in response to the product specification issue at the Bassett Bedding Division that was announced by the Company in June. The remainder of the charge is for other expenses such as severance pay related to the consolidation of all customer service operations and sales management to the headquarters location in Bassett, regulatory issues related to the boiler operations at one of the plants in Bassett and certain expenses related to the Bedding Division marketing issues.

Chairman and CEO, Paul Fulton, stated, "The third quarter charge addresses certain issues we have been focusing on since my arrival in early July. We are placing primary emphasis on improving our operations and profitability through aggressive reviews of our capital allocation and return on assets, and focusing on our core businesses and areas where we have the potential for acceptable returns. In addition, I want to take a proactive approach to resolving the issues that surfaced at our Bedding Division earlier this year. These and other changes that have taken place since the end of our second quarter place the Company in a better position for future growth and profitability."

The condensed and consolidated statement of operations (unaudited) for the nine months and three months ended August 31, 1997, is shown on page 2 of 12 of this Form.

|  | NINE MONTHS ENDED AUGUST 31, |
| :--- | :--- | :--- |

(BSET) is a full-1ine manufacturer of household furniture and markets its products under the Bassett, and various other brand names. The Company currently operates 34 plants in 16 states. Its common stock is traded on the NASDAQ market.

This other information contains certain forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995 with respect to the financial condition, results of operations and business of Bassett Furniture Industries, Inc. These forward-looking statements involve certain risks and uncertainties. No assurance can be given that any such matters will be realized. Factors that may cause actual results to differ materially from those contemplated by such forward-looking statements include, among others, the following possibilities: (I) competitive conditions in the industry in which Bassett operates; and (II) general economic conditions that are less favorable than expected.

ITEM 6. EXHIBITS AND REPORTS ON FORM 8-K
a. Exhibits
(27)

Financial Data Schedule
b. Reports on Form 8-K:

No reports were filed on Form 8-K during the quarter. However, Item 5 on
this Form 10-Q, contains information not previously reported in a report on
Form 8-K, with respect to which information is not called for by this form.

## 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, Jr., President and Chief Operating Officer

DATE: October 14, 1997

Douglas W. Miller, Vice President and Chief Financial Officer
DATE: October 14, 1997

FORM 10-Q
QUARTERLY REPORT


27

## Exhibit Description

Financial Data Schedule

Page No.
page 12

YEAR
NOV-30-1997
DEC-01-1996
AUG-31-1997
1, 000
$31,088^{73,537}$
59,
59,914
45,174
194, 346
167,004
123,932
317,287
40,536

0
0
65, 089
317, 287
200, 592
346, 892 333, 256

349,504 291,315
349,504
7,157
5,249
$(30,327)$
$(14,663)$
$(16,248)$
$(24,006)$
0
$(15,664)$
(1.20)

