

## Sales by Markets



MASLAND CARPETS/MASLAND CONTRACT
Making fine carpets since 1866, Masland continues to enhance its reputation as a preeminent manufacturer of designdriven specialty carpets and rugs for the residential and commercial marketplace. Its high-style products are marketed through interior designers, specifiers and specialty floorcovering showrooms.

## FABRICA INTERNATIONAL

Fabrica International focuses on providing its customers the most luxurious residential carpets and custom rugs available. Much of Fabrica's sales are made through high-end retailers with its remaining sales made through specialty segments such as interior designers, luxury yachts, furniture stores and the upscale home building market.

BRETLIN
Bretlin produces residential indoor/outdoor floorcoverings, industrial fabrics marketed as CROSSPOINT Fabrics, and carpet pads. Its Alliance Mills brand targets floorcovering specialty retailers with a value-added carpet program delivered by selected distributors.

## GLOBALTEX CARPETS

Globaltex "Simply...The Best" offers an array of high fashion, trendsetting, broadloom residential products and indoor/outdoor flooring items sold through the top home center/mass merchant retailers. Globaltex focuses on providing its customers with product differentiation and industry leading service.

## CARRIAGE CARPETS

Carriage manufactures tufted broadloom carpets with innovative styling for customers in the factory-built housing, recreational vehicle, and exposition trade show industries. Carriage is known for its ability to provide its customers with floorcovering solutions and outstanding service.

## C A N DLEWICK YARNS

Candlewick is one of the nation's largest manufacturers of high-end quality yarns for residential and commercial carpet, bath and decorative accent rugs, and automotive floorcovering. The company produces a complex variety of extruded filament and spun yarns. Much of its production goes into the making of Dixie Group products.

## Financial Highlights

(dollars in thousands, except per share data)

|  | Year Ended |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \text { December 30, } \\ 2000 \\ \hline \end{gathered}$ |  | $\begin{gathered} \text { December 25, } \\ 1999 \\ \hline \end{gathered}$ |  | December 26, 1998 |  |
| For the Year |  |  |  |  |  |  |
| Net sales | \$ | 568,081 | \$ | 597,869 | \$ | 510,962 |
| Income (loss) from continuing operations |  | $(10,150)$ |  | 12,399 |  | 9,108 |
| Income (loss) from continuing operations per share: |  |  |  |  |  |  |
| Basic | \$ | (0.88) | \$ | 1.09 | \$ | 0.81 |
| Diluted |  | (0.88) |  | 1.06 |  | 0.77 |
| Weighted average shares outstanding: |  |  |  |  |  |  |
| Basic |  | 1,473,210 |  | 11,355,175 |  | 1,267,418 |
| Diluted |  | 1,473,210 |  | 11,681,650 |  | 1,809,281 |
| At Year-End |  |  |  |  |  |  |
| Total assets | \$ | 423,206 | \$ | 391,901 | \$ | 374,646 |
| Long-term debt: |  |  |  |  |  |  |
| Senior indebtedness |  | 112,286 |  | 60,961 |  | 64,466 |
| Subordinated notes |  | 40,476 |  | 45,238 |  | 50,000 |
| Convertible subordinated debentures |  | 34,737 |  | 37,237 |  | 39,737 |
| Stockholders' equity | \$ | 108,291 | \$ | 117,910 | \$ | 99,990 |
| Shares outstanding: |  |  |  |  |  |  |
| Common Stock |  | 0,706,537 |  | 10,752,448 |  | ,628,729 |
| Class B Common Stock |  | 795,970 |  | 795,970 |  | 735,228 |
| Total shares outstanding |  | 1,502,507 |  | 11,548,418 |  | 1,363,957 |

## Letter to Shareholders

Fellow Shareholders and Associates:

The year 2000 was one of intensive restructuring and consolidation. Accomplishing these tasks was critical to becoming more cost effective and maintaining our strong market positions. We began the year with a comprehensive plan to restructure and expand our Candlewick extrusion and yarn facilities. Later in the year, we consolidated our North Georgia operations to service the growing home center business more efficiently and to better utilize the capacity being created by the slowdown in the factory-built housing market.

Consolidating the North Georgia operations included:

- Eliminating several less efficient distribution points and constructing a fully integrated distribution complex near our manufacturing facilities;
- Integrating operations into a common, more advanced computer system;
- Restructuring Candlewick's extrusion and yarn operations, shifting products and machinery among plants in several states; and
- Training and realigning manufacturing personnel to create better efficiencies and bring more value and focus to each of our markets.

This restructuring and consolidation was a monumental task that affected nearly 65 percent of the Company. Concurrently, the slowing economy had an adverse impact on our operations. Remarkably, throughout all of these challenges, our associates maintained service levels to our customers. These issues are now substantially behind us. Although we are faced with an uncertain economy, we expect to return to profitability in the second quarter.

## Letter to Shareholders

We continue to bring our costs in line with anticipated revenues. In addition to consolidating the North Georgia tufted manufacturing operations, we are aggressively reducing non-essential costs. We closed an inefficient dyeing operation, sold certain non-critical assets, and are evaluating options for other non-strategic assets. Since July 2000, we have eliminated 455 positions, including 120 salaried personnel in the North Georgia operations.

The Dixie Group has been reshaped to reduce costs substantially, lower debt, enhance its competitive position, and improve value to our shareholders.

Our focus for 2001 will be to continue to grow the high-end business, generate increased cash flow, and improve the Company's balance sheet. We are requiring that all associates actively pursue a renewed discipline toward keeping costs under control. This ongoing cost reduction plan includes:

- Better utilization of assets through the North Georgia restructuring and consolidation;
- Reduced capital expenditures;
- Aggressively identifying and cutting non-essential costs;
- Selling non-critical assets and evaluating options for other non-strategic assets; and
- Operationally, focusing on improving costs and quality while reducing and more efficiently managing inventories.

In 2001, we will keep capital expenditures to less than $\$ 15$ million, focusing on our high-end business at Masland and Fabrica, which continues to grow in sales and

## Letter to Shareholders

profitability. Our acquisition of Fabrica in July 2000 should boost high-end sales in 2001 to about 35 percent of our business.

The depressed factory-built housing industry continues to have a negative impact on our business at Carriage, which is turning to new markets that may benefit from its strengths. The home center business served by Globaltex continues to be affected by the slowdown in the economy, but we are maintaining a strong position in that market. Economic conditions are also having an adverse impact on the retail specialty flooring operations under Bretlin, but it remains a strong supplier in its markets.

We begin 2001 renewed. Many of the barriers to profitability have been removed. We continue to maintain market share by making our customers more successful.

Pat Brock is retiring from The Dixie Group's Board of Directors. Since 1983, he has helped guide us and develop our strategies for the future. We are appreciative of Pat's input, counsel, and support and will greatly miss his wisdom and insight.

The measures we have taken this past year and the principles that will continue to guide us in the future should restore us to profitability. We thank our shareholders for their continued confidence and our associates for their hard work and dedication.


Daniel K. Frierson
Chairman and Chief Executive Officer
March 27, 2001

## Financial Review

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# Management's Discussion and Analysis of Results of Operations and Financial Condition 

RESULTS OF OPERATIONS

During the three-year period ended December 30, 2000, the Company completed the acquisition of the stock of Fabrica International, together with a $50 \%$ interest in Chroma Systems Partners, the acquisition of the assets of Multitex Corporation of America, Inc., Ideal Fibers, Inc., and Graphic Tec, Inc. The Company discontinued its textile products operations in 1998 and completed the sale of all significant textile-related assets in 1999. The Company's business now consists of manufacturing, selling, and distributing finished carpets and rugs and carpet yarns.

The Company's floorcovering businesses are segmented between carpet manufacturing and floorcovering base materials. Its carpet manufacturing operations supply carpet and rugs to higher-end residential and commercial customers serviced by Masland Carpets and Fabrica International. Its North Georgia carpet manufacturing operations supply tufted and needlebond floorcovering products to the factory-built housing, recreational vehicle and exposition tradeshow markets through Carriage Carpets and to consumers through major retailers under the Bretlin, Globaltex, and Alliance Mills names. Its floorcovering base material operations supply extruded, plied and heat-set filament, and spun yarns to the Company's carpet manufacturing segment and, to a lesser extent, to specialty carpet yarn markets through Candlewick Yarns.

2000 Compared to 1999 - During the fourth quarter of 2000, the Company amended its accounting policy in accordance with a recent accounting pronouncement to classify freight expenses previously deducted from sales and costs related to finished product handling previously included in selling and administrative expenses in cost of sales. Such costs have been reclassified for all periods presented in the Company's financial statements.

Sales decreased $5 \%$ to $\$ 568.1$ million in 2000, compared to 1999 . Sales improved $\$ 19.3$ million or $4.1 \%$ in the Company's carpet manufacturing segment and declined $\$ 48.9$ million or $40 \%$ in the Company's floorcovering base material operations. The improved carpet manufacturing sales reflect the acquisition of Fabrica International on July 1, 2000, which added $\$ 26.0$ million in revenue, as well as growth in both the Company's high-end and home center markets. These additional sales more than offset the effect of significant weakness in the factory-built housing market, which began in 1999 and continued throughout the year 2000.

During 2000 and 1999, sales to The Home Depot amounted to approximately $\$ 89.0$ million and $\$ 59.0$ million, $16 \%$ and $10 \%$ of consolidated net sales. No single customer's net sales exceeded $10 \%$ of the Company's consolidated net sales in 1998. The loss of The Home Depot business could have a material adverse effect on the Company's operations.

The decrease in floorcovering base material sales to external customers in 2000 resulted from a greater utilization of the Company's yarn production by its carpet manufacturing operations and changes in a number of the Company's carpet yarn sales programs to a conversion basis in which the customer supplies fiber for yarn processing. During 2000, approximately 70\% of Candlewick Yarns' production was utilized by the Company's carpet manufacturing operations.

The year 2000 was a year of intensive restructuring and consolidation designed to improve the cost effectiveness of the Company's operations. Except for Masland and Fabrica, nearly all of the Company's operations were affected by the restructuring and consolidation. Early in the year, the Company's yarn operations were re-aligned and its yarn and extrusion capacity expanded. In the third quarter, the Company began consolidating its North Georgia carpet operations to support its growing home center business and utilize excess capacity created by the slowdown in the factory-built housing industry. The costs of the restructurings and consolidations, high distribution costs and asset writedowns had a negative impact on year 2000 results. Additionally, the Company experienced higher raw

## Management's Discussion and Analysis of Results of Operations and Financial Condition

- continued -
material and energy costs in 2000. Significant weakness in the factory-built housing market and softness in the Company's other markets during the latter part of the fourth quarter 2000 caused sales to decline well below the Company's expectations. Production in the fourth quarter was lower than anticipated due to the declining sales and the Company's efforts to reduce inventory levels. These issues caused gross margins to be $2 \%$ below the prior year despite the improved margin effect of the Masland and Fabrica businesses. In response to these issues, the Company acted to bring costs in line with the softness in revenues. In addition to consolidating the Company's North Georgia tufted manufacturing operations, which is now substantially complete, the Company is aggressively reducing non-essential costs and in January 2001 reduced salaried personnel in the North Georgia operations and corporate office by approximately $15 \%$. Severance costs relating to the personnel reduction will be recorded in the first quarter 2001.

The profit performance measure of the Company's business segments is internal EBIT (earnings before interest, taxes, cost of the Company's accounts receivable securitization program and other non-segment items). Internal EBIT for 2000 was $\$ .7$ million, or $.1 \%$ of sales for carpet manufacturing and a $\$ 1.9$ million loss for floorcovering base materials. The comparable 1999 internal EBIT was $\$ 30.0$ million, or $6.3 \%$ of sales for carpet manufacturing and $\$ 3.5$ million, or $2.8 \%$ of sales for floorcovering base materials.

For the year 2000, selling and administrative expenses, as a percentage of sales, increased 3.7 percentage points over the 1999 levels. The increase in these expenses is principally attributable to the acquisition of Fabrica International, which added $\$ 7.4$ million to selling and administrative expenses in 2000, the cost of new product introductions in the Company's distributor and home center businesses, and higher selling and administrative costs associated with growth in our high-end and home center businesses.

Other (income) expense - net improved to $\$ .2$ million of income in 2000 from a $\$ 2.1$ million expense in 1999 principally as a result of gains from the sale of non-strategic assets and the equity earnings from an investment in an affiliate.

Interest expense increased in 2000 due to the higher level of borrowings and higher interest rates.

The Company's effective income tax rate was $36.1 \%$ for 2000 and $39.1 \%$ for 1999. The decrease in the effective tax rate for the 2000 tax benefit is principally the result of state net operating losses that cannot be carried back to prior years.

Although the Company has operations in areas of the country that have experienced energy shortages, such shortages did not have a material effect on operations during 2000.

1999 Compared to 1998 - Sales increased $17 \%$ to $\$ 597.9$ million in 1999 compared to 1998. The significant increase in sales is principally attributable to the January 1999 acquisition of the assets of Multitex Corporation of America, Inc., expansion into extruded filament yarn in late 1998 and increased sales volume of residential and commercial products at Masland and Bretlin. These improvements more than offset a 5\% decline in Carriage's sales. Carriage sales declined due to softness in the factory-built housing market. Sales to external customers increased $13 \%$ for carpet manufacturing and $29 \%$ for floorcovering base materials.

As a percentage of sales, 1999 gross margins increased 0.7 percentage points to $19.2 \%$ and selling expenses increased 0.3 percentage points to $13.3 \%$ compared with 1998 . These increases were principally attributable to growth in the Company's home center and high-end residential businesses and the higher costs required to service these markets.

Internal EBIT for 1999 was $\$ 30.0$ million, or $6.3 \%$ of sales for carpet manufacturing and $\$ 3.5$ million, or $2.8 \%$ of sales for floorcovering base materials. The comparable 1998 internal EBIT was $\$ 24.5$ million, or $5.9 \%$ of sales for carpet manufacturing and $\$ 3.1$ million, or $3.3 \%$ of sales for floorcovering

## Management's Discussion and Analysis of Results of Operations and Financial Condition

continued -

base materials. The improved carpet manufacturing internal EBIT is principally attributable to sales growth and manufacturing cost reductions. During the last half of 1999, floorcovering base materials began a significant expansion and re-alignment of its facilities to increase yarn processing capacity and lower cost. Costs associated with floorcovering base materials expansion and re-alignment of facilities negatively impacted margins of this business.

The decrease in "Other expenses - net" in 1999 was due primarily to interest income related to a note received in connection with the sale of the Company's textile specialty yarn business.

Interest expense increased $\$ 2.8$ million in 1999 compared with 1998 due to higher average debt.
The effective income tax rate increased to $39.1 \%$ in 1999 from $38.0 \%$ in 1998 as a result of the phase out of the benefit of lower tax brackets for corporations with pre-tax income in excess of $\$ 10.0$ million.

## LIQUIDITY AND CAPITAL RESOURCES

During the three-year period ended December 30, 2000, cash flows generated from operating activities were $\$ 71.0$ million. These funds were supplemented by $\$ 85.2$ million from asset sales and $\$ 79.4$ million from borrowings under the Company's senior credit facilities. Funds were used to finance the Company's operations, $\$ 133.2$ million of capital expenditures, $\$ 55.5$ million of business acquisitions and retire $\$ 44.4$ million of debt.

The Company may be required to pay an additional $\$ 50.0$ million of contingent consideration in 2003 with respect to the acquisition of Fabrica International if Fabrica's cumulative gross sales for the thirtynine month period beginning April 1, 2000 exceed certain levels. The agreement also provides for an additional contingent amount of up to $\$ 2.5$ million to be paid in April 2005 based upon Fabrica's cumulative earnings before interest and taxes for the five-year period beginning January 1, 2000. Goodwill that may result from payment of contingent consideration will be amortized over future periods on a straight-line basis. The acquisition of the Company's interest in Chroma Systems Partners in 2000 is subject to adjustment generally equal to the Company's share of Chroma's income or loss for the three years ending June 30, 2003, less $\$ 1.8$ million. The Company's investment in Fabrica and Chroma secures the seller's right to contingent consideration.

At December 30, 2000, the Company's debt consisted of $\$ 37.2$ million of convertible subordinated debentures, $\$ 45.2$ million of subordinated notes, $\$ 119.0$ million of senior indebtedness, principally under the Company's senior credit agreement. Annual payments for the convertible subordinated debentures, the subordinated notes and the senior term loan will be approximately $\$ 14.0$ million in 2001 and 2002, $\$ 105.0$ million in 2003, and will average approximately $\$ 7.3$ million for each succeeding two years.

The Company's senior credit arrangement was amended on November 2, 2000 to adjust financial covenants to reflect the Company's expected future results and financial structure. The credit agreement provides revolving credit of up to $\$ 100.0$ million through March 2003, a $\$ 28.5$ million term loan, and $\$ 5.0$ million of short-term credit. The term loan is payable in quarterly installments of $\$ 1.6$ million through December 31, 2002 with a final installment of $\$ 15.4$ million in March 2003. Interest rates available under the credit agreement may be selected by the Company from a number of options, which effectively allows for borrowing at rates equal to LIBOR plus 1.75\% to 2.50\%. Commitment fees, ranging from $.25 \%$ to $.50 \%$ per annum are payable on the average unused balance of the revolving credit facility. At December 30, 2000, available unused borrowing capacity under the Company's credit agreements (including amounts available under short-term credit lines) was $\$ 15.7$ million.

The Company's long-term debt and credit agreements contain financial covenants relating to minimum net worth, the ratio of debt to capitalization, senior and total debt to earnings before interest, taxes, depre-

## Management's Discussion and Analysis of Results of Operations and Financial Condition

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}
ciation and amortization, payment of dividends and certain other financial ratios. The financial covenants under the Company's debt arrangements currently do not permit the payment of dividends.

In June 2000, the Company replaced its $\$ 45.0$ million accounts receivable securitization program with a new one-year program that provides for up to $\$ 60.0$ million of funding. At December 30, 2000, amounts funded under the arrangement were $\$ 40.4$ million. The new program is designed to be extended annually and the Company anticipates such an extension in June 2001.

On August 15, 2000, the Company sold machinery and equipment used in its operations for approximately $\$ 15.0$ million. The assets were leased back from the purchaser under an operating lease for a period of four years at an annual lease cost of approximately $\$ 2.9$ million.

Capital expenditures for the year 2001 are expected to be approximately $\$ 15.0$ million, including $\$ 6.0$ million of commitments at December 30, 2000 for the purchase of machinery and equipment and real property. Depreciation and amortization for the year 2001 is expected to be approximately $\$ 25.5$ million. Certain capital expenditures are expected to be financed by machinery manufacturers and the Company's operating cash flows. Capital expenditures in 2001 will be focused primarily on expanding the Company's high-end residential and commercial business.

Availability under the Company's existing debt arrangements, the anticipated extension of the accounts receivable securitization program and operating cash flows are expected to be adequate to finance the Company's normal liquidity requirements. However, significant additional cash expenditures beyond normal requirements could require the supplementation or replacement of the Company's credit facilities. There can be no assurance that any such additional credit will be available on terms as favorable as the Company's current credit facilities.

The Company's balance sheet contains approximately $\$ 50.9$ million of unamortized goodwill representing $12.0 \%$ of total assets and $47.0 \%$ of total equity. All goodwill is the result of acquisitions made in connection with the Company's floorcovering business. The Company's analysis of goodwill did not identify factors related to the estimated future cash flows of the businesses acquired that would appear to limit the life of the goodwill which is being amortized over 40 years in accordance with Accounting Principles Board Opinion No. 17: Intangible Assets.

## FORWARD-LOOKING INFORMATION

This Annual Report to Shareholders may contain certain statements that may be considered forwardlooking statements within the meaning of Section 27A of the Securities Act of 1933, as amended and Section 21E of the Securities Exchange Act of 1934, as amended. These forward-looking statements are identified by their use of terms or phrases such as "expects," "estimated," "projects," "believes," "anticipates," "intends," and similar terms and phrases. Such terms or phrases relate to, among other matters, the Company's future financial performance, business prospects, growth, strategies or liquidity. Forwardlooking statements involve a number of risks and uncertainties. The following important factors may affect the future results of the Company and could cause those results to differ materially from its historical results or those expressed in or implied by the forward-looking statements. These risks include, among others, the cost and availability of capital, raw material and transportation costs related to petroleum price levels, the cost and availability of energy supplies, the loss of a significant customer or group of customers, materially adverse changes in economic conditions generally in carpet, rug and floorcovering markets served by the Company and other risks detailed from time to time in the Company's filings with the Securities and Exchange Commission.

## Report of Independent Auditors

Board of Directors
The Dixie Group, Inc.

We have audited the accompanying consolidated balance sheets of The Dixie Group, Inc. as of December 30, 2000 and December 25, 1999, and the related consolidated statements of operations, stockholders' equity, and cash flows for each of the three years in the period ended December 30, 2000. These financial statements are the responsibility of the Company's management. Our responsibility is to express an opinion on these financial statements based on our audits.

We conducted our audits in accordance with auditing standards generally accepted in the United States. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free of material misstatement. An audit includes examining on a test basis, evidence supporting the amounts and disclosures in the financial statements. An audit also includes assessing the accounting principles used and significant estimates made by management, as well as evaluating the overall financial statement presentation. We believe that our audits provide a reasonable basis for our opinion.

In our opinion, the consolidated financial statements referred to above present fairly, in all material respects, the consolidated financial position of The Dixie Group, Inc. at December 30, 2000 and December 25, 1999, and the consolidated results of their operations and cash flows for each of the three years in the period ended December 30, 2000, in conformity with accounting principles generally accepted in the United States.

As discussed in Note N to the consolidated financial statements, the Company changed its method of inventory valuation for certain inventories in 2000.

Chattanooga, Tennessee


February 14, 2001

## Consolidated Balance Sheets

(dollars in thousands, except per share data)

|  | $\begin{gathered} \text { December 30, } \\ 2000 \end{gathered}$ | $\begin{gathered} \text { December 25, } \\ 1999 \end{gathered}$ |  |
| :---: | :---: | :---: | :---: |
| ASSETS |  |  |  |
| CURRENT ASSETS |  |  |  |
| Cash and cash equivalents | \$ 2,591 | \$ | 12,541 |
| Accounts receivable (less allowance for doubtful accounts of $\$ 2,164$ for 2000 and $\$ 1,831$ for 1999) | 11,998 |  | 19,454 |
| Inventories | 114,944 |  | 104,042 |
| Assets held for sale | 68 |  | 457 |
| Other | 20,348 |  | 14,471 |
| TOTAL CURRENT ASSETS | 149,949 |  | 150,965 |
| PROPERTY, PLANT AND EQUIPMENT |  |  |  |
| Land and improvements | 6,675 |  | 5,829 |
| Buildings and improvements | 81,405 |  | 68,885 |
| Machinery and equipment | 251,695 |  | 233,052 |
|  | 339,775 |  | 307,766 |
| Less accumulated amortization and depreciation | $(147,583)$ |  | $(134,180)$ |
| NET PROPERTY, PLANT AND EQUIPMENT | 192,192 |  | 173,586 |
| INTANGIBLE ASSETS (less accumulated amortization of |  |  |  |
| \$7,659 for 2000 and \$6,190 for 1999) | 50,895 |  | 52,460 |
| INVESTMENT IN AFFILIATE | 11,678 |  | - |
| OTHER ASSETS | 18,492 |  | 14,890 |
| TOTAL ASSETS | \$ 423,206 | \$ | 391,901 |

LIABILITIES AND STOCKHOLDERS' EQUITY
CURRENT LIABILITIES

| Accounts payable | $\$$ | 49,361 | $\$$ |
| :--- | ---: | ---: | ---: |
| Accrued expenses | 23,645 | 26,590 |  |
| Accrued liabilities of discontinued operations | 1,630 | 3,461 |  |
| Current portion of long-term debt | $\mathbf{1 4 , 0 1 8}$ | 13,460 |  |
|  | TOTAL CURRENT LIABILITIES | $\mathbf{8 8 , 6 5 4}$ | 96,752 |

LONG-TERM DEBT
Senior indebted
Subordinated notes
Convertible subordinated debentures
TOTAL LONG-TERM DEBT
OTHER LIABILITIES
DEFERRED INCOME TAXES
STOCKHOLDERS' EQUITY
Common Stock (\$3 par value per share): Authorized $80,000,000$ shares, issued - 14,226,315 shares for 2000 $14,264,277$ shares for 1999
Class B Common Stock (\$3 par value per share): Authorized 16,000,000 shares, issued $-795,970$ shares for 2000 and 1999
Common Stock subscribed - 791,786 shares for 2000 and 620,516 shares for 1999
Additional paid-in capital
Stock subscriptions receivable
Unearned stock compensation
Accumulated deficit
Accumulated other comprehensive income
Less Common Stock in treasury at cost - 3,519,778
shares for 2000 and $3,511,829$ share for 1999
TOTAL STOCKHOLDERS' EQUITY
Commitments - Note L
TOTAL LIABILITIES AND STOCKHOLDERS' EQUITY

| 112,286 | 60,961 |
| ---: | ---: |
| 40,476 | 45,238 |
| 34,737 | 37,237 |
| 187,499 | 143,436 |
| 11,208 | 10,295 |
| 27,554 | 23,508 |
|  |  |
|  |  |
| 42,679 | 42,793 |
|  |  |
| 2,388 | 2,388 |
|  | 12,375 |
| 135,116 | 136,144 |
| $(5,341)$ | $(5,456)$ |
| $(93)$ | $(2,699)$ |
| $(11,985)$ | $(545)$ |
| 164,594 | 174,170 |
|  | $(56,303)$ |
| 108,291 | $(56,260)$ |
| $\$$ | 117,910 |

## Consolidated Statements of Operations

(dollars in thousands, except per share data)

|  | Year Ended |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \text { December 30, } \\ 2000 \end{gathered}$ |  | $\begin{gathered} \text { December 25, } \\ 1999 \end{gathered}$ |  | $\begin{gathered} \hline \text { December 26, } \\ 1998 \\ \hline \end{gathered}$ |  |
| NET SALES | \$ | 568,081 | \$ | 597,869 | \$ | 510,962 |
| Cost of sales |  | 470,437 |  | 483,098 |  | 416,441 |
| GROSS PROFIT |  | 97,644 |  | 114,771 |  | 94,521 |
| Selling and administrative expenses |  | 96,471 |  | 79,269 |  | 66,201 |
| Other (income) expenses - net |  | (161) |  | 2,081 |  | 3,357 |
| INCOME BEFORE INTEREST AND TAXES |  | 1,334 |  | 33,421 |  | 24,963 |
| Interest expense |  | 17,211 |  | 13,051 |  | 10,263 |
| INCOME (LOSS) BEFORE INCOME TAXES |  | $(15,877)$ |  | 20,370 |  | 14,700 |
| Income tax provision (benefit) |  | $(5,727)$ |  | 7,971 |  | 5,592 |
| INCOME (LOSS) FROM CONTINUING |  |  |  |  |  |  |
| OPERATIONS |  | $(10,150)$ |  | 12,399 |  | 9,108 |
| LOSS FROM DISCONTINUED OPERATIONS |  | - |  | - |  | $(1,853)$ |
| INCOME (LOSS) ON DISPOSAL OF |  |  |  |  |  |  |
| DISCONTINUED OPERATIONS |  | 824 |  | 4,792 |  | $(28,257)$ |
| NET INCOME (LOSS) | \$ | $(9,326)$ | \$ | 17,191 | \$ | $(21,002)$ |
| BASIC EARNINGS (LOSS) PER SHARE: |  |  |  |  |  |  |
| Income (loss) from continuing operations | \$ | (0.88) | \$ | 1.09 | \$ | 0.81 |
| Loss from discontinued operations |  | - |  | - |  | (0.16) |
| Income (loss) on disposal of discontinued operations |  | 0.07 |  | 0.42 |  | (2.51) |
| Net income (loss) | \$ | (0.81) | \$ | 1.51 | \$ | (1.86) |
| DILUTED EARNINGS (LOSS) PER SHARE: |  |  |  |  |  |  |
| Income (loss) from continuing operations | \$ | (0.88) | \$ | 1.06 | \$ | 0.77 |
| Loss from discontinued operations |  | - |  | - |  | (0.16) |
| Income (loss) on disposal of discontinued operations |  | 0.07 |  | 0.41 |  | (2.39) |
| Net income (loss) | \$ | (0.81) | \$ | 1.47 | \$ | (1.78) |

DIVIDENDS PER SHARE:

| Common Stock | - | - | \$ |
| :--- | :--- | :--- | :--- |
| Class B Common Stock | - | - | 0.15 |

## Consolidated Statements of Cash Flows <br> (dollars in thousands)

|  | Year Ended |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \text { December 30, } \\ 2000 \end{gathered}$ | $\begin{gathered} \text { December 25, } \\ 1999 \end{gathered}$ |  | $\begin{gathered} \text { December 26, } \\ 1998 \\ \hline \end{gathered}$ |  |
| CASH FLOWS FROM OPERATING ACTIVITIES |  |  |  |  |  |
| Income (loss) from continuing operations \$ | \$ (10,150) | \$ | 12,399 | \$ | 9,108 |
| Income (loss) from discontinued operations | 824 |  | 4,792 |  | $(30,110)$ |
| Net income (loss) | $(9,326)$ |  | 17,191 |  | $(21,002)$ |
| Adjustments to reconcile net income (loss) to net cash provided by operating activities: |  |  |  |  |  |
| Depreciation and amortization: |  |  |  |  |  |
| Continuing operations | 23,440 |  | 22,330 |  | 18,701 |
| Discontinued operations | - |  | - |  | 6,272 |
| Provision (benefit) for deferred income taxes | 3,647 |  | 2,045 |  | $(7,900)$ |
| Long-lived asset losses - discontinued operations | - |  | - |  | 19,992 |
| Gain on property, plant and equipment disposals | $(2,661)$ |  | (160) |  | (56) |
| Changes in operating assets and liabilities, net of effects of business combinations: |  |  |  |  |  |
| Accounts receivable | 12,653 |  | 23,739 |  | $(6,017)$ |
| Inventories | $(5,122)$ |  | $(12,685)$ |  | 2,196 |
| Other current assets | $(2,286)$ |  | $(1,122)$ |  | 21 |
| Other assets | $(3,564)$ |  | $(6,129)$ |  | $(1,518)$ |
| Accounts payable and accrued expenses | $(14,962)$ |  | 1,831 |  | 6,939 |
| Accrued losses of discontinued operations | $(1,831)$ |  | $(9,188)$ |  | 12,649 |
| Other liabilities | (150) |  | $(1,114)$ |  | 4,167 |
| NET CASH (USED IN) PROVIDED BY |  |  |  |  |  |
| OPERATING ACTIVITIES | (162) |  | 36,738 |  | 34,444 |
| CASH FLOWS FROM INVESTING ACTIVITIES |  |  |  |  |  |
| Net proceeds from sales of property, plant and equipment | 20,008 |  | 52,097 |  | 13,078 |
| Purchase of property, plant and equipment: |  |  |  |  |  |
| Continuing operations | $(50,664)$ |  | $(35,327)$ |  | $(33,363)$ |
| Discontinued operations | - |  | $(4,385)$ |  | $(9,482)$ |
| Cash payments in connection with |  |  |  |  |  |
| Investment in affiliate | $(11,894)$ |  | - |  | - |
| NET CASH (USED IN) INVESTING ACTIVITIES | $(53,473)$ |  | $(20,329)$ |  | $(29,767)$ |
| CASH FLOWS FROM FINANCING ACTIVITIES |  |  |  |  |  |
| Net increase in credit line borrowings | 59,104 |  | 16,073 |  | 4,176 |
| Payments under term loan facility | $(7,814)$ |  | $(20,654)$ |  | $(3,625)$ |
| Payments on subordinated indebtedness | $(7,262)$ |  | $(2,500)$ |  | $(2,545)$ |
| Dividends paid | - |  | - |  | $(1,701)$ |
| Other | (343) |  | 398 |  | (15) |
| NET CASH (USED IN) PROVIDED BY |  |  |  |  |  |
| FINANCING ACTIVITIES | 43,685 |  | $(6,683)$ |  | $(3,710)$ |
| INCREASE (DECREASE) IN CASH AND CASH |  |  |  |  |  |
| EQUIVALENTS | $(9,950)$ |  | 9,726 |  | 967 |
| CASH AND CASH EQUIVALENTS AT |  |  |  |  |  |
| BEGINNING OF YEAR | 12,541 |  | 2,815 |  | 1,848 |
| CASH AND CASH EQUIVALENTS AT |  |  |  |  |  |
| END OF YEAR \$ | \$ 2,591 | \$ | 12,541 | \$ | 2,815 |

# Consolidated Statements of Stockholders' Equity 

(dollars in thousands, except per share data)

|  | Common <br> Stock and Class B Common Stock | Common Stock Subscribed | Additional Paid-In Capital | Other | Retained Earnings (Deficit) | Accumulated Other Comprehensive Income | Common Stock In Treasury | Total Stockholders' Equity |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| BALANCE AT DECEMBER 27, 1997 | \$44,321 | \$ 1,537 | \$ 134,151 | \$ (4,026) | \$ 2,853 | \$ $(1,839)$ | \$ $(55,753)$ | \$ 121,244 |
| Common Stock acquired for treasury 2,901 shares |  |  |  |  |  |  | (34) | (34) |
| Common Stock sold under stock option and restricted stock grant plan 22,759 shares | 68 |  | 93 |  |  |  |  | 161 |
| Common Stock issued upon conversion of convertible subordinated debentures 1,552 shares | - 5 |  | 45 |  |  |  |  | 50 |
| Common Stock subscribed 60,986 shares |  | 183 | 405 | (588) |  |  |  | - |
| Restricted stock grants - 9,000 shares | 27 |  | 26 | (53) |  |  |  | - |
| Amortization of restricted stock grants |  |  |  | 232 |  |  |  | 232 |
| Net loss for the year |  |  |  |  | $(21,002)$ |  |  | $(21,002)$ |
| Other comprehensive income Change in additional minimum pension liability, net of tax of \$533 |  |  |  |  |  | 1,040 |  | 1,040 |
| Comprehensive income (loss) |  |  |  |  |  |  |  | $(19,962)$ |
| Dividends - Common Stock and Class B Common Stock $\$ .15$ per share |  |  |  |  | $(1,701)$ |  |  | $(1,701)$ |
| BALANCE AT DECEMBER 26, 1998 | \$44,421 | \$ 1,720 | \$134,720 | \$ $(4,435)$ | \$(19,850) | \$ (799) | \$ $(55,787)$ | \$ 99,990 |
| Common Stock acquired for treasury 68,929 shares |  |  |  |  |  |  | (473) | (473) |
| Common Stock sold under stock option and Employees' Stock Purchase Plan 89,993 shares | 270 |  | 318 |  |  |  |  | 588 |
| Common Stock subscribed 562,751 shares |  | 1,688 | 3,184 | $(4,872)$ |  |  |  | - |
| Stock subscriptions settled 515,698 shares | 490 | $(1,547)$ | $(2,078)$ | 3,135 |  |  |  | - |
| Amortization of restricted stock grants |  |  |  | 227 |  |  |  | 227 |
| Net income for the year |  |  |  |  | 17,191 |  |  | 17,191 |
| Other comprehensive income Change in additional minimum pension liability, net of tax of \$247 |  |  |  |  |  | 387 |  | 387 |
| Comprehensive income |  |  |  |  |  |  |  | 17,578 |
| BALANCE AT DECEMBER 25, 1999 | \$45,181 | \$ 1,861 | \$ 136,144 | \$ $(5,945)$ | \$ $(2,659)$ | \$ (412) | \$ 56,260$)$ | \$ 117,910 |
| Common Stock acquired for treasury 7,949 shares |  |  |  |  |  |  | (43) | (43) |
| Common Stock sold under stock option Plan - 2,038 shares | 6 |  | 2 |  |  |  |  | 8 |
| Common Stock subscribed 355,389 shares |  | 1,066 | 474 | $(1,540)$ |  |  |  | - |
| Stock subscriptions cancelled 184,119 shares |  | (552) | $(1,104)$ | 1,656 |  |  |  | - |
| Amortization of restricted stock grants |  |  |  | 190 |  |  |  | 190 |
| Restricted stock grants cancelled 40,000 shares | (120) |  | (400) | 205 |  |  |  | (315) |
| Net loss for the year |  |  |  |  | $(9,326)$ |  |  | $(9,326)$ |
| Other comprehensive income (loss) change in additional minimum pension liability net of tax of \$85 <br> Comprehensive income (loss) |  |  |  |  |  | (133) |  | $\begin{array}{r} (133) \\ (9,459) \\ \hline \end{array}$ |
| BALANCE AT DECEMBER 30, 2000 | \$45,067 | \$ 2,375 | \$ 135,116 | \$ $(5,434)$ | \$(11,985) | \$ (545) | \$ (56,303) | \$ 108,291 |

# Notes to Consolidated Financial Statements 

(dollars in thousands, except per share data)

## NOTE A - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

Principles of Consolidation: The consolidated financial statements include the accounts of The Dixie Group, Inc. and its subsidiaries (the "Company"), except for the Company's special purpose accounts receivable financing subsidiary (see Note D). Significant intercompany accounts and transactions have been eliminated in consolidation. The Company's $50 \%$ interest in Chroma Systems Partners is accounted for on the equity method.

Use of Estimates in the Preparation of Financial Statements: The preparation of financial statements in conformity with generally accepted accounting principles requires management to make estimates and assumptions that affect the amounts reported in the financial statements and accompanying notes. Actual results could differ from those estimates.

Discontinued Operations: The financial statements separately report discontinued operations and the results of continuing operations. Disclosures included herein pertain to the Company's continuing operations unless noted otherwise. A portion of interest cost is allocated to discontinued operations based on the ratio of net assets discontinued to the sum of consolidated net assets plus consolidated debt (exclusive of debt attributable to specific operations).

Cash and Cash Equivalents: Cash and highly liquid investments with original maturities of three months or less when purchased are reported as cash equivalents.

Credit and Market Risk: The Company sells floorcovering products and, prior to July 1999, sold textile/apparel products to a wide variety of manufacturers and retailers located primarily throughout the United States. The Company performs ongoing credit evaluations of its customers and generally does not require collateral. An allowance for doubtful accounts is maintained at a level which management believes is sufficient to cover potential credit losses including potential losses on receivables sold (see Note D). The Company invests its excess cash in short-term investments and has not experienced any losses on those investments.

Inventories: Inventories are stated at the lower of cost or market. The last-in, first-out (LIFO) cost method was used to determine cost for substantially all inventories at December 30, 2000. Inventories resulting from a business combination in 1999 comprised $21 \%$ of total inventories at December 25, 1999. Such inventories are valued using the first-in first-out (FIFO) method in 1999 and using the LIFO method in 2000 (see Note N).

Inventories are summarized as follows:

|  | 2000 |  |  | 1999 |
| :--- | ---: | ---: | ---: | ---: |
| Raw materials | $\$$ | 33,541 | $\$$ | 32,320 |
| Work-in-process |  | 16,559 | 18,852 |  |
| Finished goods |  | 62,908 | 50,995 |  |
| Supplies, repair parts and other |  | 1,936 | 1,875 |  |
|  | $\$ 114,944$ | $\$$ | 104,042 |  |

Property, Plant and Equipment: Property, plant and equipment is stated at the lower of cost or impaired value. Provision for depreciation and amortization of property, plant and equipment has been computed for financial reporting purposes using the straight-line method over the estimated useful lives of the related assets, ranging from 10 to 40 years for buildings and improvements, and 3 to 10 years for machinery and equipment. Applicable statutory recovery methods are used for

# Notes to Consolidated Financial Statements 

(dollars in thousands, except per share data) - continued -

income tax purposes. Depreciation and amortization of property, plant and equipment for financial reporting purposes totaled $\$ 21,223$ in 2000, $\$ 20,482$ in 1999 and $\$ 16,888$ in 1998.

Intangible Assets: Intangible assets represent the excess of the purchase price over the fair market value of identifiable net assets acquired in business combinations and are being amortized using the straight-line method over 40 years. The carrying value of goodwill will be reviewed if facts and circumstances suggest that it may be impaired. Impairment will be measured, and goodwill reduced, for any deficiency of estimated undiscounted cash flows during the amortization period related to the business acquired.

Impairment of Assets: Impairment losses are recognized when expected future cash flows are less than the assets' carrying value. In such circumstances, property, plant, and equipment and related intangibles are adjusted to their fair values based on the operating performance and estimated future discounted cash flows of the underlying business.

Stock Based Compensation: As permitted under Statement of Financial Accounting Standards No. 123, "Accounting for Stock-Based Compensation", the Company accounts for stock based compensation in accordance with Accounting Principles Board Opinion No. 25, "Accounting for Stock Issued to Employees".

Revenue Recognition: The Company recognizes revenue for goods sold at the time title passes to the customer which is normally at the time of shipment.

Shipping and Handling Costs: Shipping and handling costs are charged to cost of sales in the Company's financial statements.

Reclassifications: Certain amounts for 1999 and 1998 have been reclassified to conform with 2000 presentation.

Transfers of Financial Assets: The Company will be required to adopt Statement of Financial Accounting Standards No. 140 "Accounting for Transfers and Servicing of Financial Assets and Extinguishments of Liabilities" in 2001. The Statement provides consistent standards for distinguishing transfers of financial assets that are sales from transfers that are secured borrowings. Adoption of the statement is not expected to have a material effect on the consolidated results of operations or financial position of the Company.

Derivatives and Hedging Activities: In June 1998, the Financial Accounting Standards Board issued Statement of Financial Accounting Standards No. 133 "Accounting for Derivative Instruments and Hedging Activities", which was amended by Statement of Financial Accounting Standards Nos. 137 and 138 and is now required to be adopted by the Company effective January 1, 2001. Because of the Company's minimal use of derivatives, Management does not anticipate that the adoption of the new statement will have a significant impact on the Company's earnings or financial position.

## NOTE B - BUSINESS COMBINATIONS AND INVESTMENT IN AFFILIATE

On July 1, 2000, the Company acquired $90 \%$ of the capital stock of Fabrica International ("Fabrica"), a privately held California corporation. On September 8, 2000, the Company acquired the remaining $10 \%$ of the capital stock of Fabrica. Fabrica produces and sells higher-end carpet and rugs to carpet retailers, interior designers, luxury yacht manufacturers, furniture stores and other markets.

# Notes to Consolidated Financial Statements 

(dollars in thousands, except per share data)<br>- continued -

The Company acquired the stock of Fabrica for $\$ 9,000$ in cash. The agreement provides for the payment of contingent consideration of $\$ 50,000$ in 2003 if Fabrica's cumulative gross sales for the period of April 1, 2000 through June 30, 2003 exceed certain levels. The agreement also provides for an additional contingent amount of up to $\$ 2,500$ to be paid in April 2005 if Fabrica's cumulative earnings before interest and taxes for the five-year period beginning January 1, 2000 exceed specified levels. The Company's investment in Fabrica secures the seller's right to any contingent consideration that becomes due. Any contingent amounts that may become payable under the agreement will be treated as an additional cost of the acquisition.

In early 1999, the Company acquired the assets and assumed certain liabilities of Multitex Corporation of America, Inc. ("Multitex"), a Dalton, Georgia carpet and carpet yarn producer, for approximately $\$ 30,964$ cash, plus future payments keyed to revenue growth.

The acquisitions of Fabrica and Multitex were accounted for under the purchase method of accounting for business combinations and accordingly, the results of operations of Multitex subsequent to January 8, 1999, and Fabrica subsequent to June 30, 2000, are included in the Company's consolidated financial statements. The purchase price of each acquisition was allocated to the net assets acquired based on their estimated fair market values.

A summary of net assets acquired is as follows:

|  | Fabrica |  | MULtitex |  |
| :--- | ---: | ---: | ---: | ---: |
| Current assets | $\$$ | 11,947 | $\$$ | 18,462 |
| Property, plant, and equipment |  | 6,406 | 21,459 |  |
| Other non-current assets |  | 291 | 430 |  |
| Current liabilities |  | $(7,957)$ | $(9,387)$ |  |
| Deferred taxes | $(708)$ | - |  |  |
| Long-term debt |  | $(733)$ | - |  |
| Net assets acquired | $\$$ | 9,246 | $\$$ | 30,964 |

The following unaudited pro forma summary presents the consolidated results of operations as if the acquisition of Fabrica had occurred at the beginning of the periods presented after giving effect to certain adjustments, including interest expense on debt to finance the acquisition, depreciation expense on adjusted fixed asset values and related income taxes. The pro forma results are presented for comparative purposes only and do not purport to be indicative of future results or the results that would have occurred had the acquisition taken place at the beginning of the periods presented.

|  | 2000 |  | 1999 |
| :--- | :---: | :---: | :---: |
| Net sales | $\$$ | 593,890 | $\$$ |
| Net income (loss) | $(7,525)$ | 20,608 |  |
|  |  |  |  |
| Net income (loss) per share: |  |  |  |
| $\quad$ Basic | $(0.66)$ | 1.81 |  |
| Diluted | $(0.66)$ | 1.76 |  |

In the first quarter of 1999, the Company acquired Graphic Tec, Inc., a carpet producer, for approximately $\$ 1,750$ cash. In the fourth quarter of 1998 , the Company acquired the assets of Ideal Fibers, a fiber extrusion business, for approximately $\$ 4,061$ cash. These acquisitions were accounted for as purchases, and accordingly, the results of operations of the acquired companies subsequent to the dates of acquisitions are included in the Company's consolidated financial statements.

# Notes to Consolidated Financial Statements 

(dollars in thousands, except per share data)<br>- continued -

On July 1, 2000, the Company acquired a one-third interest in Chroma Systems Partners ("Chroma"). Chroma performs dyeing and finishing processes on a contract basis for Fabrica and other carpet businesses. The initial investment in Chroma was $\$ 11,000$ paid in cash on July 3, 2000. The agreement provides for an adjustment to the amount paid, which will increase or decrease the Company's investment when due, by an amount generally equal to the Company's share of Chroma's income or loss for the three years ending June 30, 2003 less $\$ 1,800$. Such adjustment paid in 2000 was $\$ 786$. The Company's investment in Chroma secures the seller's right to any contingent consideration that becomes due. Upon withdrawal of another partner from Chroma on September 30, 2000, the Company's interest in Chroma increased to $50 \%$, without further investment. At December 30, 2000, the carrying value of the Chroma investment is approximately $\$ 9,591$ greater than the Company's $50 \%$ interest in Chroma's reported net assets. Such difference is being amortized on a straight-line basis over the estimated average economic life of the underlying assets (approximately 19 years) as a reduction to income from the investment. In 2000, the Company's equity in the earnings and distributions received from Chroma were $\$ 617$ and $\$ 1,086$, respectively.

Fabrica's purchases from Chroma were $\$ 2,611$ in 2000.

## NOTE C - DISCONTINUED OPERATIONS

In 1998, the Company discontinued its textile products operations and completed the sale of the related assets in June 1999. Cash proceeds from disposal of the Company's textile products operations were approximately $\$ 11,025$ in 1998 and $\$ 47,396$ in 1999, excluding accounts receivable, accounts payable and accrued expenses retained by the Company. Additionally, the Company received an $\$ 8,000$ face value note as part of the consideration from one of the purchasers in 1999. The note matures in 2003, has a stated interest rate of $10.5 \%$ and is subordinated to the maker's senior indebtedness. The value of the note included in the proceeds was estimated to be $\$ 5,049$ with an effective discount rate of $25 \%$.

Following is summary financial information for the Company's discontinued textile products operations:


The gains on disposal in 2000 and 1999 resulted from favorable adjustments to amounts accrued as of the end of the preceding year for exit costs and estimated future operating results. The textile products operations had operating income of \$1,622 (net of tax) from the beginning of 1999 through the disposal date, versus a previously accrued estimated loss for such period of $\$ 1,586$ (net of tax).

The loss on disposal in 1998 includes the write-off of intangible assets of $\$ 8,877$ and estimated operating losses subsequent to the decision to discontinue the textile products operations to the anticipated disposal date of $\$ 944$ (net of tax). The effect of liquidating inventories carried at lower costs prevailing

# Notes to Consolidated Financial Statements 

(dollars in thousands, except per share data)<br>- continued -

in prior years under the LIFO method was to reduce the loss on disposal by approximately $\$ 5,461$ in 1998. Interest cost charged to discontinued operations was $\$ 3,325$ for 1998 . Interest cost for periods subsequent to the decision to discontinue the textile products operations included in the loss on disposal was $\$ 1,996$.

At December 30, 2000 and December 25, 1999, the remaining liabilities of the textile products operations consisted of accrued exit costs of $\$ 1,630$ and $\$ 3,461$ respectively, and no significant assets were remaining.

## NOTE D - SALE OF ACCOUNTS RECEIVABLE

In June 2000, the Company replaced its existing \$45,000 accounts receivable securitization program with a new one-year program which provides for up to $\$ 60,000$ of funding. Under the agreement, a significant portion of the Company's accounts receivable is sold, on a revolving basis, to a special purpose wholly-owned subsidiary, which assigns such receivables to an independent issuer of receiv-ables-backed commercial paper as security for amounts borrowed by the special purpose subsidiary.

The transaction is accounted for as a sale of accounts receivable. Accordingly, the undivided interest in receivables sold under the agreement is excluded from the Company's balance sheet. Amounts sold under this arrangement and the previous program were $\$ 40,400$ at December 30, 2000 and $\$ 45,000$ at December 25, 1999. The Company's retained interest in the accounts receivable is stated at the estimated amount to be received upon the collection of the receivables and is included in the balance sheet as accounts receivable, a portion of which is classified as other assets.

Proceeds from the sale of accounts receivable are less than the face amount of the accounts receivable sold by an amount which approximates the variable financing cost of receivables-backed commercial paper plus administrative fees typical in such transactions. Costs of the previous program were fixed at $6.08 \%$ per annum on the amount of the interest sold plus administrative fees typical in such transactions. The Company continues to service the receivables and maintains an allowance for doubtful accounts based upon the expected collectibility of all of the accounts receivable generated by the Company.

These costs which were approximately $\$ 3,479$ for $2000, \$ 2,900$ for 1999 and $\$ 2,935$ for 1998 , are included in other expense - net.

At December 30, 2000, $\$ 5,165$ of the Company's accounts receivable were factored without recourse to financial institutions.

NOTE E - ACCRUED EXPENSES

Accrued expenses include the following:

|  |  | 2000 |  | 1999 |  | 1998 |
| :--- | :--- | :--- | :--- | :--- | :--- | :--- |
| Compensation and benefits | $\$$ | 10,866 | $\$$ | 13,934 | $\$$ | 8,910 |

# Notes to Consolidated Financial Statements 

(dollars in thousands, except per share data)

- continued -


## NOTE F - LONG-TERM DEBT AND CREDIT ARRANGEMENTS

Long-term debt consists of the following:

|  | 2000 |  | 1999 |
| :--- | ---: | ---: | ---: |
| Senior indebtedness: |  |  |  |
| $\quad$ Credit line borrowings | $\$ 82,177$ | $\$$ | 23,073 |
| Term loan | 28,532 | 36,346 |  |
| Other | 8,333 | 7,740 |  |
| Total senior indebtedness | 119,042 | 67,159 |  |
| Subordinated notes | 45,238 | 50,000 |  |
| Convertible subordinated debentures | 37,237 | 39,737 |  |
| long-term debt | 201,517 | 156,896 |  |
| Less current portion | $\mathbf{1 4 , 0 1 8 )}$ | $(13,460)$ |  |
| Total long-term debt (less current portion) | $\mathbf{\$ 1 8 7 , 4 9 9}$ | $\$$ | 143,436 |

The Company's senior credit arrangement was amended on November 2, 2000 to provide the lender with a security interest in substantially all of the Company's assets not otherwise pledged (see Note B), and to adjust covenants to reflect expected future results and the Company's current financial structure. The credit agreement provides revolving credit of up to $\$ 100,000$ through March 2003, a $\$ 28,500$ term loan, and $\$ 5,000$ of short-term credit. The term loan is payable in quarterly installments of approximately $\$ 1,600$ through December 31, 2002 with a final installment of $\$ 15,400$ in March, 2003. Interest rates under the credit agreement effectively allow for borrowing at rates equal to LIBOR plus $1.75 \%$ to $2.75 \%$. Commitment fees, ranging from $.25 \%$ to $.50 \%$ per annum on the revolving credit line are payable on the average daily unused balance of the revolving credit facility. The effective annual interest rate on borrowings under the revolving credit and term loan agreement was $7.67 \%$ for 2000 and $6.31 \%$ for 1999 . The average interest rate on debt outstanding under this agreement was $9.14 \%$ at December 30, 2000 and $5.92 \%$ at December 25, 1999.

The Company's subordinated notes are unsecured, bear interest at $9.96 \%$ to $10.61 \%$ payable semiannually, and are due in semi-annual installments of $\$ 2,381$ which commenced February 1, 2000.

The Company's convertible subordinated debentures bear interest at 7\% payable semi-annually, are due in 2012, and are convertible by the holder into shares of Common Stock of the Company at an effective conversion price of $\$ 32.20$ per share, subject to adjustment under certain circumstances. Mandatory sinking fund payments, which commenced May 15, 1998, will retire $\$ 2,500$ principal amount of the debentures annually and approximately $70 \%$ of the debentures prior to maturity. The convertible debentures are subordinated in right of payment to all other indebtedness of the Company.

On April 2, 1998, the Company completed an agreement with the Development Authority of Lafayette, Georgia (the "Authority") to borrow $\$ 7,000$ from the Authority under a development bond issuance. Amounts received by the Company are secured by a letter of credit issued by the Company's lead lender in favor of the Authority. The value of the letter of credit reduces the Company's availability under its revolving credit and term-loan facility. The proceeds were used to finance the real property and machinery and equipment needs of the Company's synthetic materials recycling center in Lafayette, Georgia.

Approximate maturities of long-term debt for each of the five years succeeding December 30, 2000 are $\$ 14,018$ in 2001, $\$ 14,013$ in 2002, $\$ 105,021$ in 2003, $\$ 7,294$ in 2004, and $\$ 7,299$ in 2005.

# Notes to Consolidated Financial Statements 

(dollars in thousands, except per share data)<br>- continued -

Interest payments for continuing and discontinued operations were $\$ 17,447$ in 2000, $\$ 14,095$ in 1999, and \$12,918 in 1998.

At December 30, 2000, the Company is party to an interest rate swap agreement, with a notional amount of $\$ 70,000$, to reduce the impact of changes in interest rates on its floating rate long-term debt. Under the agreement, the Company pays a fixed rate of $6.75 \%$ and receives a variable rate, which was $6.58 \%$ at December 30, 2000. Any interest rate differential realized is recognized as an adjustment to interest expense over the life of the swap agreement.

The Company's long-term debt and credit agreements contain financial covenants relating to minimum net worth, the ratio of debt to capitalization and senior and total debt to earnings before interest, taxes, depreciation and amortization, payment of dividends and certain other financial ratios. The financial covenants under the Company's debt arrangements currently do not permit the payment of dividends.

As of December 30, 2000, the Company's borrowing capacity under its credit arrangements was \$15,697 (including amounts available under short-term credit lines).

## NOTE G - FAIR VALUE OF FINANCIAL INSTRUMENTS

All of the Company's financial instruments are held or issued for purposes other than trading. The carrying amounts and estimated fair values of the Company's financial instruments are summarized as follows:

|  | 2000 |  | 1999 |  |
| :---: | :---: | :---: | :---: | :---: |
|  | CARRYING |  | CARrying |  |
|  | AMOUNT | fair value | Amount | Fair value |
| Financial assets |  |  |  |  |
| Cash and cash equivalents | \$ 2,591 | \$ 2,591 | \$ 12,541 | \$ 12,541 |
| Notes receivable (including current portion) | 6,860 | 6,860 | 6,865 | 6,865 |
| Escrow funds | 253 | 253 | 640 | 640 |
| Financial liabilities |  |  |  |  |
| Long-term debt (including current portion) | 201,517 | 190,102 | 156,896 | 145,324 |
| Off balance sheet |  |  |  |  |
| Interest rate swap | - | $(1,485)$ | - | 1,383 |

The fair values of the Company's financial assets approximate their carrying amounts due to their short-term nature or for notes receivable, adjustable interest rate provisions, and discounting previously recorded. The fair values of the Company's long-term debt were estimated using discounted cash flow analysis based on incremental borrowing rates for similar types of borrowing arrangements.

# Notes to Consolidated Financial Statements 

(dollars in thousands, except per share data)<br>- continued -

## NOTE H - PENSION PLANS

Information about the benefit obligation, assets and funded status of the Company's defined benefit pension plans is as follows:

|  | 2000 |  | 1999 |  |
| :---: | :---: | :---: | :---: | :---: |
| Change in benefit obligation: |  |  |  |  |
| Benefit obligation at beginning of year | \$ | 6,999 | \$ | 18,225 |
| Service cost |  | 92 |  | 100 |
| Interest cost |  | 437 |  | 945 |
| Actuarial (gain) loss |  | 230 |  | $(1,804)$ |
| Benefits paid |  | $(1,152)$ |  | $(10,588)$ |
| Change in plan provisions |  | - |  | 120 |
| Benefit obligation at end of year |  | 6,606 |  | 6,998 |
| Change in plan assets: |  |  |  |  |
| Fair value of plan assets at beginning of year |  | 4,070 |  | 12,550 |
| Actual return on plan assets |  | (259) |  | 11 |
| Employer contribution |  | 324 |  | 2,097 |
| Benefits paid |  | $(1,151)$ |  | $(10,588)$ |
| Fair value of plan assets at end of year |  | 2,984 |  | 4,070 |
| Funded status |  | $(3,622)$ |  | $(2,928)$ |
| Unrecognized actuarial loss |  | 893 |  | 674 |
| Net amount recognized | \$ | $(2,729)$ | \$ | $(2,254)$ |

Amounts recognized in the statement of financial
position consist of:
Accrued liability
Accumulated other comprehensive income
Net amount recognized

| $\$$ | $(3,622)$ | $\$$ | $(2,928)$ |
| :---: | :---: | :---: | :---: |
|  | 893 |  | 674 |
| $\$$ | $(2,729)$ | $\$$ | $(2,254)$ |

Weighted-average assumptions as of year-end:

| Discount rate | $6.06 \%$ | $6.27 \%$ |
| :--- | :--- | :--- |
| Expected return on plan assets | $8.50 \%$ | $8.50 \%$ |

There were no shares of the Company's Common Stock included in plan assets at December 30, 2000 or December 25, 1999.

Costs charged to continuing operations for all pension plans are summarized as follows:

|  | 2000 |  |  | 1999 | 1998 |
| :--- | :---: | :---: | :---: | :---: | :---: |
| Components of net periodic pension costs: |  |  |  |  |  |
| Defined benefit plans | $\$$ | 92 | $\$$ | 100 | $\$$ |
| $\quad$ Service cost |  | 436 | 222 | 51 |  |
| Interest cost | $(357)$ | $(244)$ | 331 |  |  |
| Expected return on plan assets | 10 | 110 | 25 |  |  |
| Recognized net actuarial loss | 75 | 64 | 59 |  |  |
| Settlement loss |  | 256 | 252 | 91 |  |
|  |  | 3,006 | 3,889 | 3,811 |  |
| Defined contribution plans | $\$$ | 3,262 | $\$$ | 4,141 | $\$$ |
| Net pension cost |  |  |  | 3,902 |  |

# Notes to Consolidated Financial Statements 

(dollars in thousands, except per share data)

- continued -

Portions of the cost of the defined contribution plans are based on the Company's operating results and the level of associates' contributions to their accounts.

## NOTE I - INCOME TAXES

The provision (benefit) for income taxes on income (loss) from continuing operations consists of the following:

|  | 2000 |  |  | 1999 |  |  |  | 1998 |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Current |  | fferred | Current |  | Deferred |  | Current |  | Deferred |  |
| Federal | \$ $(10,575)$ | \$ | 5,589 | \$ | 5,366 | \$ | 1,940 | \$ | 1,748 | \$ | 3,525 |
| State | (788) |  | 47 |  | 747 |  | (82) |  | 97 |  | 222 |
| Total | \$ $(11,363)$ | \$ | 5,636 | \$ | 6,113 | \$ | 1,858 | \$ | 1,845 | \$ | 3,747 |

Deferred income taxes reflect the net tax effects of temporary differences between the carrying amounts of assets and liabilities for financial reporting purposes and the tax bases of those assets and liabilities. Significant components of the Company's deferred tax liabilities and assets are as follows:

| Deferred Tax Liabilities: | 2000 |  | 1999 |  |
| :---: | :---: | :---: | :---: | :---: |
| Property, plant and equipment | \$ | 31,799 | \$ | 23,035 |
| Inventories |  | - |  | 267 |
| Intangible assets |  | 522 |  | 2,176 |
| Other |  | 4,085 |  | 3,702 |
| Total deferred tax liabilities | \$ | 36,406 | , | 29,180 |
| Deferred Tax Assets: |  |  |  |  |
| Inventories |  | 525 |  | - |
| Post-retirement benefits |  | 4,996 |  | 4,350 |
| Other employee benefits |  | 1,721 |  | 2,695 |
| Losses from discontinued operations |  | 214 |  | 529 |
| Alternative minimum tax |  | 3,240 |  | - |
| Allowances for bad debts, claims and discounts |  | 2,281 |  | 2,332 |
| Other |  | 761 |  | 1,236 |
| Total deferred tax assets |  | 13,738 |  | 11,142 |
| Net deferred tax liabilities | \$ | 22,668 | \$ | 18,038 |

Differences between the provision for income taxes and the amount computed by applying the statutory Federal income tax rate to income from continuing operations are reconciled as follows:

|  | 2000 |  | 1999 |  | 1998 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Statutory rate applied to income from continuing operations | \$ | $(5,557)$ | \$ | 7,132 | \$ | 4,998 |
| Plus state income taxes net of federal tax effect |  | (482) |  | 432 |  | 210 |
| Total statutory provision (benefit) | \$ | $(6,039)$ | \$ | 7,564 | \$ | 5,208 |
| Increase (decrease) attributable to: |  |  |  |  |  |  |
| Nondeductible amortization of and impairment adjustments to intangible assets |  | 193 |  | 242 |  | 201 |
| Nondeductible portion of travel and entertainment |  | 246 |  | 246 |  | 251 |
| Net operating loss carryback benefit |  | - |  | - |  | - |
| Other items |  | (127) |  | (81) |  | (68) |
| Total tax provision (benefit) | \$ | $(5,727)$ | \$ | 7,971 | \$ | 5,592 |

# Notes to Consolidated Financial Statements 

(dollars in thousands, except per share data) - continued -

Income tax refunds received, net of income tax payments, for continuing and discontinued operations were $\$ 5,348$ in 2000. Income tax payments, net of income tax refunds received, for continuing and discontinued operations were $\$ 10,545$ and $\$ 2,156$ in 1999 and 1998 , respectively.

At December 30, 2000, the Company had income tax refunds receivable of \$9,642 included in other current assets.

## NOTE J - COMMON STOCK AND EARNINGS PER SHARE

Holders of Class B Common Stock have the right to twenty votes per share on matters that are submitted to Shareholders for approval and to dividends in an amount not greater than dividends declared and paid on Common Stock. Class B Common Stock is restricted as to transferability and may be converted into Common Stock on a one share for one share basis. The Company's Charter also authorizes 200,000,000 shares of Class C Common Stock, $\$ 3$ par value per share, and $16,000,000$ shares of Preferred Stock. No shares of Class C Common Stock or Preferred Stock have been issued.

The following table sets forth the computation of basic and diluted earnings per share from continuing operations:

|  | 2000 | 1999 |  | 1998 |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Income (loss) from continuing operations ${ }^{(1)}$ | (\$10,150) | \$ | 12,399 | \$ | 9,108 |
| Denominator for calculation of basic earnings per share - weighted average shares ${ }^{(2)}$ | 11,473 |  | 11,355 |  | 11,267 |
| Effect of dilutive securities: |  |  |  |  |  |
| Stock options ${ }^{(2)}$ | - |  | 206 |  | 348 |
| Stock subscriptions ${ }^{(2)}$ | - |  | 121 |  | 194 |
| Denominator for calculation of diluted earnings per share weighted average shares adjusted for potential dilution ${ }^{(2)(3)}$ | 11,473 |  | 11,682 |  | 11,809 |
| Earnings per share: |  |  |  |  |  |
| Basic | (\$0.88) | \$ | 1.09 | \$ | 0.81 |
| Diluted | (\$0.88) | \$ | 1.06 | \$ | 0.77 |

${ }^{(1)}$ No adjustments needed in the numerator for diluted calculations.
${ }^{(2)}$ Includes Common and Class B Common shares in thousands.
${ }^{(3)}$ Because their effects are anti-dilutive, excludes shares issuable under stock option, stock subscription, and restricted stock plans whose grant price was greater than the average market price of Common Shares outstanding and the assumed conversion of subordinated debentures into shares of Common Stock as follows: 3,687 shares in 2000, 2,835 shares in 1999, and 2,065 shares in 1998.

## NOTE K - STOCK PLANS

The Company's 2000 Incentive Stock Plan reserved 436,500 shares of Common Stock for sale or award to key associates or to the outside directors of the Company under stock options, stock appreciation rights, restricted stock performance grants, or other awards. Outstanding options are generally exercisable at a cumulative rate of $25 \%$ per year after the second year from the date the options are granted and generally expire after ten years from the date of grant. Options outstanding were granted at prices at or above market price on the date of grant.

## Notes to Consolidated Financial Statements

(dollars in thousands, except per share data)

- continued -

In 1993, the Company issued options for the purchase of 83,044 shares of Common Stock, which were immediately exercisable at prices ranging from $\$ 3.19$ - $\$ 5.27$ per share, in connection with the acquisition of Carriage Industries, Inc. As of December 30, 2000, options for 13,756 of these shares remain outstanding.

A summary of the option activity for the three years ended December 30, 2000:

|  | $\begin{aligned} & \text { number } \\ & \text { of Shares } \\ & \hline \end{aligned}$ | $\begin{gathered} \text { WEIGHTED - } \\ \text { AVERAGE } \\ \text { EXERCISE } \\ \text { PRICE } \\ \hline \end{gathered}$ | WEIGHTED AVERAGE FAIR VALUE OF OPTIONS GRANTED DURING THE YEAR |
| :---: | :---: | :---: | :---: |
| Outstanding at December 27, 1997 | 1,668,267 | \$ 7.65 |  |
| Granted at market price | 287,250 | 8.53 | \$ 3.95 |
| Granted above market price | 20,000 | 9.35 | 3.69 |
| Exercised | $(12,250)$ | 5.73 |  |
| Forfeited | $(35,750)$ | 6.21 |  |
| Expired | $(1,019)$ | 3.43 |  |
| Outstanding at December 26, 1998 | 1,926,498 | 7.84 |  |
| Granted at market price | 128,500 | 8.11 | 3.95 |
| Exercised | $(103,147)$ | 7.58 |  |
| Forfeited | $(237,250)$ | 6.93 |  |
| Outstanding at December 25, 1999 | 1,714,601 | 7.92 |  |
| Granted at market price | 290,500 | 4.13 | 2.10 |
| Exercised | $(1,019)$ | 4.29 |  |
| Forfeited | $(297,019)$ | 7.59 |  |
| Expired | $(3,057)$ | 4.29 |  |
| Outstanding at December 30, 2000 | 1,704,006 | 7.38 |  |

Options exercisable at:
$\begin{array}{lrl}\text { December 26, 1998 } & 497,561 & 6.90 \\ \text { December 25, 1999 } & 603,914 & 7.76 \\ \text { December 30, 2000 } & 1,180,007 & 8.34\end{array}$

The following table summarizes information about stock options at December 30, 2000:

| RANGE OF <br> EXERCISE PRICES | OPTIONS OUTSTANDING |  |  |
| :---: | :---: | :---: | :---: |
| $\$ 3.875-\$ 5.27$ | 349,006 | WEIGHTED-AVERAGE <br> REMAINING CONTRACTUAL LIFE | WEIGHTED - AVERAGE <br> EXERCISE PRICE |
| $5.75-$ | 8.81 | $1,110,000$ | 8.4 years |
| $9.25-$ | 14.30 | 245,000 | 5.5 years |


|  | Options exercisable |  |  |
| :---: | ---: | :---: | :---: |
| Range of exercise prices | number of shares | weighted-Average exercise price |  |
| $\$ 3.875-\$ 5.27$ | 64,381 | $\$ 4.95$ |  |
| $5.75-$ | 8.81 | 837,876 | 7.23 |
| $9.25-$ | 14.30 | 277,750 | 12.48 |
| $\$ 3.875-\$ 14.30$ | $1,180,007$ | $\$ 8.34$ |  |

## Notes to Consolidated Financial Statements

(dollars in thousands, except per share data)<br>- continued -

The fair value of each option grant was estimated on the date of grant using the Black-Scholes option-pricing model with the following weighted - average assumptions:

|  | 2000 GRANTS | 1999 GRANTS | 1998 GRANTS |
| :--- | :---: | :---: | :---: |
| Expected life | 5 years | 5 years | 5 years |
| Expected volatility | $49.5 \%$ | $50.1 \%$ | $44.2 \%$ |
| Risk-free interest rate | $6.37 \%$ | $5.60 \%$ | $5.56 \%$ |
| Dividend yield | $0.0 \%$ | $0.0 \%$ | $0.0 \%$ |

The following pro forma summary presents the Company's net income (loss) and earnings (loss) per share which would have been reported had the Company determined stock compensation cost using the alternative fair value method of accounting set forth under Statement of Financial Accounting Standards No. 123, "Accounting for Stock-Based Compensation". The pro forma impact on net income (loss) shown below may not be representative of future effects.

|  | 2000 |  | 1999 | 1998 |  |
| :--- | :---: | ---: | :---: | :---: | :---: |
| Pro forma: | $\$$ | $(10,213)$ | $\$$ | 16,271 | $\$$ |
| Net income (loss) |  |  |  |  |  |
| Earnings (loss) per share: |  | $(0.89)$ | 1.43 | $(1.93)$ |  |
| $\quad$ Basic | $(0.89)$ | 1.39 | $(1.84)$ |  |  |

In August 1996, the Company's Board of Directors adopted a stock ownership plan applicable to the senior management of the Company for the purpose of encouraging each participant to make a significant investment in the Company's Common Stock. Pursuant to the plan, at December 30, 2000, 791,786 shares were subscribed at a weighted average price of $\$ 6.74$ per share, at December 25, $1999,620,516$ shares were subscribed at a weighted average price of $\$ 8.79$ per share, and at December 26, 1998, 573,463 shares were subscribed at a weighted average price of $\$ 6.49$ per share

The Company also has a stock purchase plan which authorizes 108,000 shares of Common Stock for purchase by supervisory associates at the market price prevailing at the time of purchase. At December 30, 2000, 27,480 shares remained available for issue. Shares sold under this plan are held in escrow until paid for and are subject to repurchase agreements which give the Company the right of first refusal at the prevailing market price at the time of sale. The numbers of shares sold under the plan were 9,100 in 1999. No shares were sold in the other periods presented.

## NOTE L - COMMITMENTS

The Company had commitments for purchases of machinery and equipment, building construction and information systems of approximately \$5,970 at December 30, 2000.

The Company leases buildings, machinery and equipment under operating leases. Commitments for minimum rentals under non-cancelable leases are as follows:

| 2001 | $\$$ | 7,870 |
| :--- | ---: | ---: |
| 2002 | 7,493 |  |
| 2003 | 6,806 |  |
| 2004 | 4,659 |  |
| 2005 | 1,760 |  |
| Thereafter | 909 |  |
| Total | $\$$ | 29,497 |

# Notes to Consolidated Financial Statements 

(dollars in thousands, except per share data) - continued -

During 2000, the Company participated in related party non-cancelable operating leases for certain manufacturing facilities. Rent paid to related parties during 2000 was approximately $\$ 736$.

Rental expense in 2000 and 1999 amounted to approximately $\$ 7,127$ and $\$ 2,855$, respectively, and for 1998 was not material.

## NOTE M - SEGMENT INFORMATION

The Company has two reportable segments in its continuing operations: Carpet Manufacturing and Floorcovering Base Materials. Each reportable segment is organized around product similarities. The Carpet Manufacturing segment contains three operating businesses that manufacture and sell finished carpet and rugs. The Floorcovering Base Materials segment manufactures and sells yarn to external customers and transfers a significant portion of its unit volumes to the Company's Carpet Manufacturing segment.

The profit performance measure for the Company's segments is defined as Internal EBIT (earnings before interest, taxes, cost of the Company's accounts receivable securitization program and other non-segment items). The aggregate of Internal EBIT for the reportable segments differs from the Company's consolidated earnings before interest and taxes by costs associated with the Company's accounts receivable under the Company's accounts receivable securitization program and sundry amounts that are deemed to be non-operating in nature. Assets measured in each reportable segment include long-lived assets and goodwill, inventories at current cost, and accounts receivables (without reductions for receivables sold under the Company's accounts receivable securitization program).

Allocations of corporate general and administrative expenses are used in the determination of segment profit performance; however, assets of the corporate departments are not used in the segment asset performance measurement. All expenses incurred for the amortization of goodwill are recognized in segment profit performance measurement; however, only selected intangible assets are included in the asset performance measurement.

|  | Net Sales - External customers |  |  | Profit performance |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2000 | 1999 | 1998 | 2000 | 1999 | 1998 |
| Reportable Segments: |  |  |  |  |  |  |
| Carpet Manufacturing | \$493,709 | \$474,552 | \$415,619 | \$ 725 | \$ 30,056 | \$24,454 |
| Floorcovering Base Materials | 74,372 | 123,317 | 95,343 | $(1,934)$ | 3,466 | 3,108 |
| Intersegment eliminations |  |  |  | - | - | 7 |
| Segment total | \$568,081 | \$597,869 | \$510,962 | \$ (1,209) | \$ 33,522 | \$27,569 |
| Interest expense |  |  |  | 17,211 | 13,051 | 10,263 |
| Cost of accounts receivable |  |  |  |  |  |  |
| securitization program |  |  |  | 3,479 | 2,900 | 2,900 |
| Other non-segment (income) |  |  |  | $(6,022)$ | $(2,799)$ | (294) |

Consolidated income (loss)
from continuing operations
before income taxes $\quad \$(15,877) \$ 20,370 \quad \$ 14,700$

|  | Capital expenditures |  |  |  | Depreciation and amortization |  |  |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
|  | 2000 |  | 1999 | 1998 | 2000 | 1999 | 1998 |
| Reportable Segments: |  |  |  |  |  |  |  |
| $\quad$ Carpet Manufacturing | $\$ 25,433$ | $\$ 21,161$ | $\$ 23,099$ | $\$ 14,225$ | $\$ 15,398$ | $\$ 14,542$ |  |
| Floorcovering Base Materials | 18,478 | 13,671 | 10,219 | 6,788 | 6,328 | 3,359 |  |
| Corporate and Shared Services | 6,753 | 495 | 45 | 2,427 | 604 | 800 |  |
|  | $\$ 50,664$ | $\$ 35,327$ | $\$ 33,363$ | $\$ 23,440$ | $\$ 22,330$ | $\$ 18,701$ |  |

# Notes to Consolidated Financial Statements 

(dollars in thousands, except per share data)<br>- continued -

|  | ASSETS USED in <br>  <br>  <br>  <br> PERFORMANCE MEASUREMENT |  |  |  |
| :--- | ---: | ---: | ---: | ---: |
| Reportable Segments: | 2000 | 1999 | 1998 |  |
| Carpet Manufacturing | $\$ 325,486$ | $\$$ | 292,889 | $\$ 229,937$ |
| Floorcovering Base Materials | 73,621 | 76,051 | 54,463 |  |
| Assets in Performance Measurement | 399,107 | 368,940 | 284,400 |  |
| Assets Not in Segment Measurements: |  |  |  |  |
| Other operating assets | 24,031 | 22,504 | 22,738 |  |
| Assets of discontinued operations | 68 | 457 | 67,508 |  |
| Total consolidated assets | $\$ 423,206$ | $\$ 391,901$ | $\$ 374,646$ |  |

During 2000 and 1999, sales to The Home Depot amounted to approximately \$89,000 and $\$ 59,000,16 \%$ and $10 \%$ of consolidated net sales. No single customer's net sales exceeded $10 \%$ of the Company's consolidated net sales in 1998. The loss of The Home Depot business could have a material adverse effect on the Company's operations. Substantially, all of the Company's sales were to domestic customers and all substantial assets were domestically based for the periods presented. A substantial majority of the unit production volume of the Company's Floorcovering Base Materials segment is directed into the Carpet Manufacturing segment. A significant portion of the units are processed by the Base Materials group on a conversion basis only (costs to manufacture) and are recorded in intersegment sales at the conversion value. The remaining transfers are recorded on a full-package basis (raw materials plus conversion costs) with either cost or an arms-length price as the transfer value, depending on the product. Intersegment sales from the Company's Floorcovering Base Materials group to the Company's Carpet Manufacturing group were $\$ 137,328$ in 2000, $\$ 103,669$ in 1999 and $\$ 62,545$ in 1998.

## NOTE N - CHANGE IN ACCOUNTING METHOD FOR CERTAIN INVENTORIES

In connection with combining the manufacturing processes of its Globaltex and Carriage operations, the Company changed the valuation method used for Globaltex inventories from the first-in, firstout (FIFO) method to the last in, last-out (LIFO) method effective January 1, 2000. Management believes the new method more appropriately matches current costs with current revenues, and the change results in substantially all of the Company's inventories being accounted for on the LIFO method. The effect of the change in 2000 was to increase the net loss by approximately $\$ 192$ (\$0.02 per share). The change had no material effect on prior periods.

## NOTE O - OTHER (INCOME) EXPENSE

Gains on the sale of certain fixed assets of \$3,700 and write-downs of certain fixed assets of \$1,000 are included in other (income) expense for 2000.

## Historical Summary

(dollars in thousands, except per share data)

| fiscal years | $2000{ }^{(1)}$ |  | $1999^{(2)}$ |  | 1998 |  | $1997^{(3)}$ |  | 1996 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| OPERATIONS |  |  |  |  |  |  |  |  |  |  |
| Net sales | \$ | 568,081 | \$ | 597,869 | \$ | 510,962 | \$ | 444,520 | \$ | 373,222 |
| Income (loss) from continuing operations before income taxes |  | $(15,877)$ |  | 20,370 |  | 14,700 |  | 14,026 |  | 9,737 |
| Income tax provision (benefit) |  | $(5,727)$ |  | 7,971 |  | 5,592 |  | 5,214 |  | 4,036 |
| Income (loss) from continuing operations |  | $(10,150)$ |  | 12,399 |  | 9,108 |  | 8,812 |  | 5,701 |
| Depreciation and amortization ${ }^{(4)}$ |  | 23,440 |  | 22,330 |  | 18,701 |  | 15,809 |  | 14,731 |
| Dividends |  | - |  | - |  | 1,701 |  | - |  | - |
| Capital expenditures ${ }^{(4)}$ |  | 50,664 |  | 35,327 |  | 33,363 |  | 19,183 |  | 12,095 |

FINANCIAL POSITION
Assets

| $\$ 423,206$ | $\$$ | 391,901 | $\$$ | 374,646 | $\$ 386,614$ | $\$ 328,135$ |
| ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| 61,295 | 54,213 | 80,582 | 68,051 | 72,260 |  |  |
| 112,286 | 60,961 | 64,466 | 68,528 | 34,036 |  |  |
| 40,476 | 45,238 | 50,000 | 50,000 | 50,000 |  |  |
| 34,737 | 37,237 | 39,737 | 42,282 | 44,782 |  |  |
| 108,291 | 117,910 | 99,990 | 121,244 | 108,550 |  |  |

## PERCENT

Income (loss) from continuing operations to sales

| $(1.8 \%)$ | $2.1 \%$ | $1.8 \%$ | $2.0 \%$ | $1.5 \%$ |
| :---: | :---: | :---: | :---: | :---: |
| $(9.0 \%)$ | $11.0 \%$ | $8.1 \%$ | $7.7 \%$ | $4.9 \%$ |

Income (loss) from continuing operations to average equity

PER SHARE
Income (loss)from continuing operations:

|  |  |  |  |  |  |  |  |  |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| Basic | $\$$ | $(0.88)$ | $\$$ | 1.09 | $\$$ | 0.81 | $\$$ | 0.78 |
| Diluted |  | $(0.88)$ | 1.06 | 0.77 | 0.51 |  |  |  |
| ividends: |  |  |  |  | 0.75 | 0.51 |  |  |
| Common Stock |  | - | - | 0.15 |  | - | - |  |
| Class B Common Stock |  | - | - | 0.15 | - | - |  |  |
| ook value | 9.41 | 10.21 | 8.80 | 10.70 | 9.69 |  |  |  |

## GENERAL

Weighted average common shares outstanding:

| Basic | $11,473,210$ | $11,355,175$ | $11,267,418$ | $11,228,519$ | $11,200,403$ |
| :--- | ---: | ---: | ---: | ---: | ---: |
| Diluted | $11,473,210$ | $11,681,650$ | $11,809,281$ | $11,765,323$ | $11,200,403$ |
| Number of shareholders ${ }^{(5)}$ | 3,500 |  | 3,500 | 3,900 | 4,100 |
| Number of associates | 3,800 | 3,600 | 3,100 | 2,900 | 2,700 |

(1) Includes the results of operations of Fabrica subsequent to its acquisition on July 1, 2000.
(2) Includes the results of operations of Graphic Tec and Multitex subsequent to their acquisitions on January 21, 1999, and January 8, 1999, respectively.
(3) Includes the results of operations of Danube and GFI Dalton subsequent to their acquisitions on December 31, 1996, and October 2, 1997, respectively.
(4) Excludes discontinued operations.
(5) The approximate number of record holders of the Company's Common Stock for 1996 through 2000 includes Management's estimate of shareholders who held the Company's Common Stock in nominee names as follows: 1996 - 3,600 shareholders; 1997 - 3,100 shareholders; 1998 - 3,000 shareholders; 1999 $-2,500$ shareholders; $2000-2,500$ shareholders.

## Quarterly Financial Data, Dividends \& Price Range of Common Stock (Unaudited)

(dollars in thousands, except per share data)

| 2000 QUARTER | 1 ST |  | 2ND |  | 3 RD |  | 4 TH |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Net sales | \$ | 136,366 | \$ | 146,078 | \$ | 148,720 | \$ | 136,917 |
| Gross profit |  | 22,697 |  | 26,667 |  | 23,010 |  | 25,269 |
| Income (loss) from continuing operations |  | $(1,184)$ |  | 1,254 |  | $(3,676)$ |  | $(6,544)$ |
| Net income (loss) |  | $(1,184)$ |  | 1,254 |  | $(3,676)$ |  | $(5,720)$ |
| Basic earnings per share: |  |  |  |  |  |  |  |  |
| Income (loss) from continuing operations |  | (0.10) |  | 0.11 |  | (0.32) |  | (0.57) |
| Net income |  | (0.10) |  | 0.11 |  | (0.32) |  | (0.50) |
| Diluted earnings per share: |  |  |  |  |  |  |  |  |
| Income (loss) from continuing operations |  | (0.10) |  | 0.11 |  | (0.32) |  | (0.57) |
| Net income |  | (0.10) |  | 0.11 |  | (0.32) |  | (0.50) |
| Dividends: |  |  |  |  |  |  |  |  |
| Common Stock |  | - |  | - |  | - |  | - |
| Class B Common Stock |  | - |  | - |  | - |  | - |
| Common Stock Prices: |  |  |  |  |  |  |  |  |
| High |  | 7.44 |  | 5.56 |  | 5.72 |  | 3.75 |
| Low |  | 4.19 |  | 3.50 |  | 3.50 |  | 2.38 |
| 1999 QUARTER |  | 1 ST |  | 2ND |  | 3 RD |  | 4 TH |
| Net sales | \$ | 145,547 | \$ | 156,873 | \$ | 147,033 | \$ | 148,416 |
| Gross profit |  | 27,311 |  | 31,077 |  | 28,513 |  | 27,870 |
| Income from continuing operations |  | 2,580 |  | 4,060 |  | 3,069 |  | 2,690 |
| Net income |  | 2,580 |  | 8,479 |  | 3,069 |  | 3,063 |
| Basic earnings per share: |  |  |  |  |  |  |  |  |
| Income from continuing operations |  | 0.23 |  | 0.36 |  | 0.27 |  | 0.23 |
| Net income |  | 0.23 |  | 0.75 |  | 0.27 |  | 0.26 |
| Diluted earnings per share: |  |  |  |  |  |  |  |  |
| Income from continuing operations |  | 0.22 |  | 0.35 |  | 0.26 |  | 0.23 |
| Net income |  | 0.22 |  | 0.72 |  | 0.26 |  | 0.26 |
| Dividends: |  |  |  |  |  |  |  |  |
| Common Stock |  | - |  | - |  | - |  | - |
| Class B Common Stock |  | - |  | - |  | - |  | - |
| Common Stock Prices: |  |  |  |  |  |  |  |  |
| High |  | 9.19 |  | 9.38 |  | 9.38 |  | 8.13 |
| Low |  | 6.97 |  | 7.00 |  | 7.13 |  | 5.28 |

The total of quarterly earnings per share may not equal the annual earnings per share due primarily to Common Stock purchased and issued during the respective periods. Discontinued operations consist of textile products operations. The Company recorded after-tax gains resulting from favorable adjustments to amounts accrued for discontinued operations at the end of 1998 of $\$ 824$, or $\$ .07$ per diluted share in the fourth quarter 2000, $\$ 4,419$ or $\$ .37$ per diluted share in the second quarter of 1999 and $\$ 373$, or $\$ .03$ per diluted share in the fourth quarter of 1999 .

The discussion of restrictions on payment of dividends is included in Note F to the Consolidated Financial Statements included herein.

## Directors and Officers

## DIRECTORS

Daniel K. Frierson ${ }^{(1) \cdot(3)}$
Chairman of the Board
J. Don Brock, Ph.D. Chairman of the Board and Chief Executive Officer, Astec Industries, Inc.

Paul K. Brock ${ }^{(1),(2)}$
Retired Chairman, Brach \& Brock Confections, Inc.

Lovic A. Brooks, Jr. ${ }^{(2),(3)}$<br>Member, Constangy,<br>Brooks \& Smith, LLC<br>Paul K. Frierson ${ }^{(3)}$<br>Vice President and President, Candlewick Yarns

John W. Murrey, III ${ }^{(4)}$
Senior Member, Witt,
Gaither \& Whitaker, P.C.

Peter L. Smith ${ }^{(4)}$
Managing Director,
Lazard Fréres \& Co., LLC

## OFFICERS

Daniel K. Frierson<br>Chairman of the Board and Chief Executive Officer

Philip H. Barlow
Vice President and President,
North Georgia Operations

Kenneth L. Dempsey Gary A. Harmon
Vice President and President, Vice President and Masland Carpets

Paul K. Frierson
Vice President and President, Candlewick Yarns
W. Derek Davis

Vice President, Human Resources

Chief Financial Officer
D. Eugene Lasater Controller

Starr T. Klein
Secretary

Robert J. Sudderth, Jr., ${ }^{(1),(2),(3)}$ Chairman of the Board,
SunTrust Bank, Chattanooga, N.A.
${ }^{(1)}$ Member of Executive Committee
${ }^{(2)}$ Member of Compensation Committee
${ }^{(3)}$ Member of Retirement Plans Committee
${ }^{(4)}$ Member of Audit Committee

## Corporate Information



Bes
THE DIXIE GROUP

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