(in thousands $US)

**2001 2002 2003**

Net Sales 210,000 227,000 250,000

Cost of Goods Sold 106,000 111,000 120,000

Gross Profit 104,000 116,000 130,000

Depreciation 6,000 6,500 7,000

Selling Expenses 35,700 39,725 45,000

General and Administrative 25,000 28,000 29,000

Total Operating Expenses 66,700 74,225 81,000

**Operating Income 37,300 41,775 49,000**

Interest Expense 30 33 35

Income Before Taxes 37,270 41,742 48,965

Income Taxes 14,908 16,697 19,586

**Net Income 22,392 25,078 29,414**