

(in thousands \$US)

	<b>2001</b>	<b>2002</b>	<b>2003</b>
Net Sales	210,000	227,000	250,000
Cost of Goods Sold	<u>106,000</u>	<u>111,000</u>	<u>120,000</u>
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
<b>Operating Income</b>	<b>37,300</b>	<b>41,775</b>	<b>49,000</b>
Interest Expense	30	33	35
Income Before Taxes	37,270	41,742	48,965
Income Taxes	14,908	16,697	19,586
<b>Net Income</b>	<b>22,392</b>	<b>25,078</b>	<b>29,414</b>