

1999 Actual - Sales & Earnings

(Dollars in Millions)

	1st QTR		2nd QTR		3rd QTR		4th QTR		99 Estimate		
	98	99	98	99	98	99	98	99 E	98	99	Change
Net Sales	\$ 90.2	\$ 91.6	\$ 92.1	\$ 96.2	\$ 116.2	\$ 124.9	\$ 87.3	\$ 87.9	\$ 385.8	\$ 400.6	\$ 14.8
Gross Profit	29.0	30.7	31.8	30.4	34.9	39.5	27.3	29.2	123.0	129.8	\$ 6.8
% Net Sales	32.2%	33.5%	34.5%	31.6%	30.0%	31.6%	31.3%	33.2%	31.9%	32.4%	
SG&A	15.4	16.8	15.8	15.1	16.0	16.8	17.4	15.6	64.6	64.3	\$ (0.3)
% Net Sales	17.1%	18.3%	17.2%	15.7%	13.8%	13.5%	19.9%	17.7%	16.7%	16.1%	
R&D	1.9	1.9	2.0	1.9	2.0	1.7	1.4	1.1	7.3	6.6	\$ (0.7)
% Net Sales	2.1%	2.1%	2.2%	2.0%	1.7%	1.4%	1.6%	1.3%	1.9%	1.6%	
Net Income	3.7	4.4	4.6	2.8	6.4	10.8	2.5	5.2	17.2	23.2	\$ 6.0
% Net Sales	4.1%	4.8%	5.0%	2.9%	5.5%	8.6%	2.9%	5.9%	4.5%	5.8%	
EBITDA	15.6	15.7	16.4	16.9	20.3	25.0	11.9	15.9	64.2	73.5	\$ 9.3
% Net Sales	17.3%	17.1%	17.8%	17.6%	17.5%	20.0%	13.6%	18.1%	16.6%	18.3%	