

1999 Estimate

(Dollars in Millions)

	1998	1999	1999	99 Estimate/98 Actual
	<u>Actual</u>	<u>Budget</u>	<u>Estimate</u>	<u>Variation</u>
Net Sales	\$ 385.8		\$ 400.6	\$ 14.8
Gross Profit	123.0		129.8	\$ 6.8
% Net Sales	31.9%	#DIV/0!	32.4%	
SG&A	64.6	69.6	64.3	\$ (0.3)
% Net Sales	16.7%	#DIV/0!	16.1%	
R&D	7.3	8.1	6.6	\$ (0.7)
% Net Sales	1.9%	#DIV/0!	1.6%	
EBIT	47.6	51.0	52.3	\$ 4.7
% Net Sales	12.3%	#DIV/0!	13.1%	
Net Income	17.2	20.5	23.2	\$ 6.0
% Net Sales	4.5%	#DIV/0!	5.8%	
EBITDA	64.2	70.0	73.5	\$ 9.3
% Net Sales	16.6%	#DIV/0!	18.3%	