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%	

1999 Estimate

(Dollars in Millions)

	1998 Actual	1999 Budget	1999 Estimate	99 Estimate/98 Actual Variation
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%	

Lowered Inventories

(Dollars in Millions)

	1998 Actual	1999 Budget	1999 Outlook
Raw Materials	$ 10.7	$ 11.3	$ 14.8
Work-in-Process	17.4	15	19.8
Finished Goods	43.6	47.4	36.6
Total Inventories	$ 71.7	$ 73.7	$ 71.2

Controlled Costs

(Dollars in Millions)

	1998 Actual	1999 Budget	1999 Estimate
SGA	$ 64.6	$ 69.6	$ 64.3
% Net Sales	16.7%		16.1%

1999 Estimate vs. 1998 Actual

General & Administrative $2.2MM Favorable
Variable Expense $1.5MM Unfavorable
Bad Debt $0.5MM Unfavorable
Marketing, Other Selling Expense $1.5MM Unfavorable

Working Capital Focus

(Dollars in Millions)

	1998 Actual	1999 Budget	1999 Estimate
Accounts Receivable, net	$ 63.0	$ 58.9	$ 58.0
Inventories	71.7	73.7	71.2
Accounts Payable	28.2	28.2	35.0
Days Sales Outstanding	53	49	47
Days in Inventory	100	102	96
Days Payables Outstanding	48	43	48

	Quarterly Working Capital			
Actual	**3/31**	**6/30**	**9/30**	**12/31**
Current Year 1999	161.8	142.4	125.5	92.2 **
Prior Year 1998	181.4	164.3	147.4	111.1

Note: Working Capital excludes cash and current maturities of long-term debt.

** Estimate

Working Capital Incentive Plan

(Dollars in Millions)

	Second Quarter-2002	
	Actual	**Goal**
Accounts Receivable, net*	$ 87.9	$ 91.0
Inventories	101.4	100.9
Accounts Payable	(34.8)	(27.8)
Net	**$ 154.5**	**$ 164.1**

*Accounts Receivable, net excludes the Cash Discount Accrual and the Allowance for Customer Underpayments Accrual of $1.6m.