

Edgar Filing: USANA HEALTH SCIENCES INC - Form 8-K

USANA HEALTH SCIENCES INC  
Form 8-K  
April 15, 2003

UNITED STATES  
SECURITIES AND EXCHANGE COMMISSION

WASHINGTON, D.C. 20549

-----  
FORM 8-K  
-----

CURRENT REPORT

Pursuant to Section 13 or 15(d) of  
The Securities Exchange Act of 1934

Date of Report (Date of Earliest Event Reported):

April 14, 2003

USANA HEALTH SCIENCES, INC.

(Exact name of registrant as specified in its charter)

Commission File No. 0-21116

Utah  
(State or other jurisdiction of  
incorporation)

87-0500306  
(IRS Employer Identification  
Number)

3838 West Parkway Boulevard  
Salt Lake City, Utah 84120  
(Address of principal executive offices, Zip Code)

(801) 954-7100  
(Registrant's telephone number, including area code)

Former name or former address, if changed since last report: Not Applicable

Item 5. Other Events and Regulation FD Disclosure

In our Form 10-K filed on March 27, 2003, we changed the methodology of how we calculate the number of customers who have purchased products from USANA Health Sciences, Inc. (hereinafter "USANA"). Under this new method, we only count as active customers those Associates and Preferred Customers who have made a purchase from USANA at any time during the most recent three-month period. Prior to fiscal year 2002, we defined our customers as those Associates and Preferred Customers who purchased product from USANA at any time during the most recent 12-month period. We have adopted the three-month methodology, because we believe it is a more meaningful measurement of our network marketing system. The change in this measure has no impact on our financial condition or results of

Edgar Filing: USANA HEALTH SCIENCES INC - Form 8-K

operations.

The following tables summarize the number of active customers by market for the eight quarters during fiscal years 2001 and 2002 as of the dates provided using this newly adopted methodology:

Active Associates by Market						
Market	31-Mar-01	30-Jun-01	29-Sep-01	29-Dec-01	30-Mar-02	29-Jun-02
United States	29,000	29,000	30,000	28,000	27,000	27,000
Canada	14,000	14,000	14,000	15,000	15,000	16,000
Australia-New Zealand	10,000	9,000	9,000	9,000	9,000	9,000
Hong Kong	4,000	3,000	3,000	3,000	3,000	3,000
Japan	-	-	-	1,000	1,000	2,000
Taiwan	-	-	-	-	-	-
Total	57,000	55,000	56,000	56,000	55,000	57,000

Active Preferred Customers by Market						
Market	31-Mar-01	30-Jun-01	29-Sep-01	29-Dec-01	30-Mar-02	29-Jun-02
United States	25,000	25,000	25,000	24,000	25,000	26,000
Canada	11,000	11,000	11,000	12,000	12,000	13,000
Australia-New Zealand	5,000	5,000	5,000	4,000	4,000	4,000
Hong Kong	**	**	1,000	1,000	**	**
Japan	-	-	-	**	**	**
Taiwan	-	-	-	-	-	-
Total	41,000	41,000	42,000	41,000	41,000	43,000

Total Active Customers by Market						
Market	31-Mar-01	30-Jun-01	29-Sep-01	29-Dec-01	30-Mar-02	29-Jun-02
United States	54,000	54,000	55,000	52,000	52,000	53,000
Canada	25,000	25,000	25,000	27,000	27,000	29,000
Australia-New Zealand	15,000	14,000	14,000	13,000	13,000	13,000
Hong Kong	4,000	3,000	4,000	4,000	3,000	3,000
Japan	-	-	-	1,000	1,000	2,000

Edgar Filing: USANA HEALTH SCIENCES INC - Form 8-K

Taiwan	-	-	-	-	-	-
Total	98,000	96,000	98,000	97,000	96,000	100,000

\*\* Active customer count is less than 500.

SIGNATURES

Pursuant to the requirements of the Securities Exchange Act of 1934, the registrant has duly caused this report to be signed on its behalf by the undersigned thereunto duly authorized.

USANA HEALTH SCIENCES, INC.

Date: April 15, 2003

/s/ GILBERT A. FULLER

-----  
Gilbert A. Fuller  
Chief Financial Officer