

Geographic Segment Data as of and for the fiscal year ended January 31 (*in thousands*):

	Net Sales			Long-Lived Assets		
	2001	2000	1999	2001	2000	1999
Domestic	\$288,443	\$267,160	\$245,865	\$18,483	\$16,534	\$17,222
International	218,379	209,217	199,060	14,423	11,059	5,776
Elimination ⁽³⁾	(185,981)	(181,310)	(167,089)	—	—	—
Consolidated total	\$320,841	\$295,067	\$277,836	\$32,906	\$27,593	\$22,998

	Income (Loss) before Taxes		
	2001	2000	1999
Domestic	\$ 4,647	\$(8,987)	\$ 2,096
International	26,399	23,780	25,501
Elimination ⁽³⁾	(3,357)	356	(359)
Consolidated total	\$27,689	\$ 15,149	\$27,238

⁽¹⁾ Elimination of inter-segment management fees.

⁽²⁾ Corporate assets include cash.

⁽³⁾ Elimination of intercompany sales between domestic and international units.