

Additional Company Background Information

Key Personnel

Principal(s): JOHN Q CONSUMER, PRESIDENT

Operating Information

Primary SIC Code: PREPACKAGED COMPUTER SOFTWARE – 7372

Number of Employees: 950

Sales: \$1,155,420,000

Standard and Poor's Information

Balance sheet for fiscal year ending: DEC 31 Data current through: 09/13/2004 (\$ Thousands)

	2003	2002	2001
Cash and equivalent	140,129	90,751	84,693
Receivables – net	46,252	35,735	32,948
Inventory	146,678	151,431	133,885
Other current assets	14,737	8,600	7,483
Total current assets	347,796	286,517	259,009
Fixed assets – net	44,821	22,280	18,735
Investments	2,921	1,946	1,677
Other assets	51,421	59,294	70,487
Total assets	446,959	370,037	349,908
Debt due in 1 year	14,060	15,260	16,460
Notes payable	0	10,000	15,000
Accounts payable	35,119	32,335	32,549
Taxes payable	1,063	480	519
Other current liabilities	75,018	70,455	69,805
Total current liabilities	125,260	128,530	134,333
Long term debt	20,000	34,000	50,000
Other liabilities	15,755	11,946	10,577
Net worth	285,944	195,561	154,998
Total liab. and net worth	446,959	370,037	349,908

Operating statement for fiscal year ending: DEC 31 Data current through: 09/13/2004 (\$ Thousands)

	2003	2002	2001
Net Sales	1,155,420	1,124,894	1,099,158
Cost of goods sold	592,563	568,860	555,776
Gross income on sales	562,857	556,034	543,382
Expenses	447,225	469,586	458,785
Pre-tax income	115,632	86,448	84,597
Taxes	25,249	35,885	40,606
After tax income	90,383	50,563	43,991
Extraord. inc. & discount'd ops	0	0	0
Net income	90,383	50,563	43,991