

USANA HEALTH SCIENCES INC
Form 10-Q
May 10, 2012
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UNITED STATES
SECURITIES AND EXCHANGE COMMISSION

Washington, D.C. 20549

FORM 10-Q

(Mark One)

QUARTERLY REPORT PURSUANT TO SECTION 13 OR 15(d) OF THE SECURITIES EXCHANGE ACT OF 1934

For the quarterly period ended March 31, 2012

OR

TRANSITION REPORT PURSUANT TO SECTION 13 OR 15(d) OF THE SECURITIES EXCHANGE ACT OF 1934

For the transition period from _____ to _____

Commission file number: 0-21116

USANA HEALTH SCIENCES, INC.

(Exact name of registrant as specified in its charter)

Utah
(State or other jurisdiction
of incorporation or organization)

87-0500306
(I.R.S. Employer
Identification No.)

3838 West Parkway Blvd., Salt Lake City, Utah 84120

(Address of principal executive offices, Zip Code)

(801) 954-7100

(Registrant's telephone number, including area code)

Indicate by check mark whether the registrant (1) has filed all reports required to be filed by Section 13 or 15(d) of the Securities Exchange Act of 1934 during the preceding 12 months (or for such shorter period that the registrant was required to file such reports), and (2) has been subject to such filing requirements for the past 90 days. Yes No

Indicate by check mark whether the registrant has submitted electronically and posted on its corporate Web site, if any, every Interactive Data File required to be submitted and posted pursuant to Rule 405 of Regulation S-T (§232.405 of this chapter) during the preceding 12 months (or for such shorter period that the registrant was required to submit and post such files). Yes No

Indicate by check mark whether the registrant is a large accelerated filer, an accelerated filer, a non-accelerated filer, or a smaller reporting company. See the definitions of "large accelerated filer," "accelerated filer" and "smaller reporting company" in Rule 12b-2 of the Exchange Act.

Large accelerated filer

Accelerated filer

Non-accelerated filer

Smaller reporting company

Indicate by check mark whether the registrant is a shell company (as defined in Rule 12b-2 of the Exchange Act). Yes No

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The number of shares outstanding of the registrant's common stock as of May 4, 2012 was 14,857,757.

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USANA HEALTH SCIENCES, INC.

FORM 10-Q

For the Quarterly Period Ended March 31, 2012

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Table of Contents**PART I. FINANCIAL INFORMATION****Item 1. Financial Statements****USANA HEALTH SCIENCES, INC. AND SUBSIDIARIES****CONSOLIDATED BALANCE SHEETS**

(in thousands)

	As of December 31, 2011	As of March 31, 2012 (unaudited)
ASSETS		
Current assets		
Cash and cash equivalents	\$ 50,353	\$ 71,164
Inventories	36,968	35,286
Prepaid expenses and other current assets	18,738	18,884
Total current assets	106,059	125,334
Property and equipment, net	60,754	61,188
Goodwill	17,740	17,776
Intangible assets, net	42,637	42,495
Deferred tax assets	11,033	11,248
Other assets	6,273	6,471
	\$ 244,496	\$ 264,512
LIABILITIES AND STOCKHOLDERS' EQUITY		
Current liabilities		
Accounts payable	\$ 7,952	\$ 7,572
Other current liabilities	51,744	54,817
Total current liabilities	59,696	62,389
Deferred tax liabilities	9,948	10,160
Other long-term liabilities	942	901
Stockholders' equity		
Common stock, \$0.001 par value; Authorized 50,000 shares, issued and outstanding 14,940 as of December 31, 2011 and 14,991 as of March 31, 2012	15	15
Additional paid-in capital	49,257	52,258
Retained earnings	118,799	132,550
Accumulated other comprehensive income	5,839	6,239

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Total stockholders' equity		173,910		191,062
	\$	244,496	\$	264,512

The accompanying notes are an integral part of these statements.

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USANA HEALTH SCIENCES, INC. AND SUBSIDIARIES

CONSOLIDATED STATEMENTS OF COMPREHENSIVE INCOME

(in thousands, except per share data)

(unaudited)

	Three Months Ended	
	April 2, 2011	March 31, 2012
Net sales	\$ 143,566	\$ 154,120
Cost of sales	25,662	27,217
Gross profit	117,904	126,903
Operating expenses:		
Associate incentives	64,807	68,009
Selling, general and administrative	35,870	38,032
Total operating expenses	100,677	106,041
Earnings from operations	17,227	20,862
Other income (expense):		
Interest income	50	38
Interest expense	(6)	
Other, net	57	94
Other income, net	101	132
Earnings before income taxes	17,328	20,994
Income taxes	5,978	7,243
Net earnings	\$ 11,350	\$ 13,751