

FINANCIAL HIGHLIGHTS

(DOLLARS IN THOUSANDS EXCEPT PER SHARE AMOUNTS) Years ended July 31, 2000 through 2010	2001	2002	2003 ²	2004 ²	2005	2006
OPERATING DATA						
Net Sales	\$545,944	\$516,962	\$554,866	\$671,219	\$816,447	\$1,018,436
Sales Growth %	-0.9%	-5.3%	7.3%	21.0%	21.6%	24.7%
Cost of product sold	257,313	256,186	275,717	325,858	383,171	492,681
Gross Margin	288,631	260,776	279,149	345,361	433,276	525,755
Gross Margin %	52.9%	50.4%	50.3%	51.5%	53.1%	51.6%
Operating expenses:						
Research and development	20,329	17,271	18,873	23,028	25,078	30,443
Selling, general and administrative	214,220	199,282	219,861	248,171	285,746	338,796
Restructuring charge - net	9,560	2,720	9,589	3,181	—	—
Total operating expenses	244,109	219,273	248,323	274,380	310,824	369,239
Operating income	44,522	41,503	30,826	70,981	122,452	156,516
% of Sales	8.2%	8.0%	5.6%	10.6%	15.0%	15.4%
Other income and (expense):						
Investment and other income - net	686	1,714	1,750	577	1,369	2,403
Interest expense	(418)	(82)	(121)	(1,231)	(8,403)	(14,231)
Net other income (expense)	268	1,632	1,629	(654)	(7,034)	(11,828)
Income before income taxes	44,790	43,135	32,455	70,327	115,418	144,688
Income taxes	17,244	14,882	11,035	19,456	33,471	40,513
Net income	\$27,546	\$28,253	\$21,420	\$50,871	\$81,947	\$104,175
% of Sales	5.0%	5.5%	3.9%	7.6%	10.0%	10.2%
Net income per Common Share (Diluted):¹						
Class A Nonvoting	\$0.59	\$0.60	\$0.46	\$1.07	\$1.64	\$2.07
Class B Voting	\$0.58	\$0.59	\$0.44	\$1.05	\$1.63	\$2.05
Cash dividends on:¹						
Class A Common Stock	\$0.36	\$0.38	\$0.40	\$0.42	\$0.44	\$0.52
Class B Common Stock	\$0.35	\$0.37	\$0.39	\$0.40	\$0.42	\$0.50
Balance Sheet (at July 31):						
Working Capital	\$123,830	\$135,764	\$123,878	\$131,706	\$141,560	\$240,537
Total Assets	393,592	420,525	449,519	697,900	850,147	1,365,186
Long-term Obligations, Less Current Maturities	4,144	3,751	568	150,019	150,026	350,018
Stockholders' Investment	302,579	324,242	338,961	403,315	497,274	746,046

¹ Restated for 100% stock dividend effective December 31, 2004.

² Certain 2003 and 2004 items have been reclassified to conform with 2005 presentation.

FINANCIAL HIGHLIGHTS (CONTINUED)

(DOLLARS IN THOUSANDS EXCEPT PER SHARE AMOUNTS) Years ended July 31, 2000 through 2010	2007	2008	2009	2010	2011
OPERATING DATA					
Net Sales	\$1,362,631	\$1,523,016	\$1,208,702	\$1,259,096	\$1,339,597
Sales Growth %	33.8%	11.8%	-20.6%	4.2%	6.4%
Cost of product sold	705,587	778,821	631,119	635,799	683,401
Gross Margin	657,044	744,195	577,583	623,297	656,196
Gross Margin %	48.2%	48.9%	47.8%	49.5%	49.0%
Operating expenses:					
Research and development	35,954	40,607	34,181	42,621	43,001
Selling, general and administrative	449,103	495,904	397,180	435,906	441,815
Restructuring charge - net	—	—	25,849	15,314	9,118
Total operating expenses	485,057	536,511	457,210	493,841	494,004
Operating income	171,987	207,684	120,373	129,456	162,192
% of Sales	12.6%	13.6%	10.0%	10.3%	12.9%
Other income and (expense):					
Investment and other income - net	2,875	4,888	1,800	1,168	3,990
Interest expense	(22,934)	(26,385)	(24,901)	(21,222)	(22,124)
Net other income (expense)	(20,059)	(21,497)	(23,101)	(20,054)	(18,134)
Income before income taxes	151,928	186,187	97,272	109,402	144,058
Income taxes	42,540	53,999	27,150	27,446	35,406
Net income	\$109,388	\$132,188	\$70,122	\$81,956	\$108,652
% of Sales	8.0%	8.7%	5.8%	6.5%	8.1%
Net income per Common Share (Diluted):¹					
Class A Nonvoting	\$2.00	\$2.41	\$1.32	\$1.55	\$2.04
Class B Voting	\$1.98	\$2.39	\$1.31	\$1.53	\$2.03
Cash dividends on:¹					
Class A Common Stock	\$0.56	\$0.60	\$0.68	\$0.70	\$0.72
Class B Common Stock	\$0.54	\$0.58	\$0.66	\$0.68	\$0.70
Balance Sheet (at July 31):					
Working Capital	\$303,359	\$390,524	\$286,955	\$375,184	\$456,406
Total Assets	1,698,857	1,850,513	1,583,267	1,746,531	1,861,505
Long-term Obligations, Less Current Maturities	478,575	457,143	346,457	382,940	331,914
Stockholders' Investment	891,012	1,021,808	951,092	1,005,027	1,156,192