

UNITED STATES  
SECURITIES AND EXCHANGE COMMISSION  
WASHINGTON, D.C. 20549

FORM 10-Q

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

FOR THE QUARTERLY PERIOD ENDED MARCH 31, 2001

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: 001-14429

SKECHERS U.S.A., INC.  
(Exact name of registrant as specified in its charter)

DELAWARE 95-4376145  
(State or other jurisdiction of (I.R.S. Employer  
incorporation or organization) Identification No.)

228 MANHATTAN BEACH BLVD.  
MANHATTAN BEACH, CALIFORNIA 90266  
(Address of Principal Executive Offices) (Zip Code)

REGISTRANT'S TELEPHONE NUMBER, INCLUDING AREA CODE: (310) 318-3100  
SECURITIES REGISTERED PURSUANT TO SECTION 12(b) OF THE ACT:

Title of each class	Name of each exchange
Class A Common Stock \$0.001 par value	on which registered
	New York Stock Exchange

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

THE NUMBER OF SHARES OF CLASS A COMMON STOCK OUTSTANDING AS OF MAY 10,  
2001: 13,015,192

THE NUMBER OF SHARES OF CLASS B COMMON STOCK OUTSTANDING AS OF MAY 10,  
2001: 23,312,951

SKECHERS U.S.A., INC. AND SUBSIDIARIES

FORM 10-Q

FOR THE QUARTER ENDED MARCH 31, 2001

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SKECHERS U.S.A., INC. AND SUBSIDIARIES  
CONDENSED CONSOLIDATED BALANCE SHEETS

(Unaudited)  
(In thousands)

ASSETS

<TABLE>  
<CAPTION>

	MARCH 31, 2001	DECEMBER 31, 2000		
	-----	-----		
	<C>	<C>		
<b>Current Assets:</b>				
Cash	\$ 10,458	\$ 8,781		
Trade accounts receivable, less allowance for bad debts and returns of \$7,752 in 2001 and \$5,152 in 2000		128,449	96,628	
Due from officers and employees		390	540	
Other receivables	1,319	1,016		
Inventories	104,083	111,708		
Prepaid expenses and other current assets		12,545	6,457	
Deferred tax assets	4,414	4,414		
	-----	-----		
Total current assets	261,658	229,544		
	-----	-----		
Property and equipment, at cost, less accumulated depreciation and amortization		76,725	70,405	
Intangible assets, at cost, less applicable amortization		534	559	
Other assets, at cost	2,606	2,892		
	-----	-----		
	\$341,523	\$303,400		
	=====	=====		

LIABILITIES AND STOCKHOLDERS' EQUITY

<b>Current Liabilities:</b>				
Short-term borrowings	\$ 71,577	\$ 49,754		
Current installments of long-term borrowings		2,563	2,452	
Accounts payable	63,016	72,865		
Accrued expenses	14,295	11,168		
	-----	-----		
Total current liabilities	151,451	136,239		
	-----	-----		
Long-term borrowings, excluding current installments		32,455	33,115	
	-----	-----		
Commitments and contingencies				
Stockholders' equity:				
Preferred Stock, \$.001 par value; 10,000 authorized; none issued				

and outstanding	--	--
Class A Common Stock, \$.001 par value; 100,000 shares authorized; 12,557 shares and 10,789 issued and outstanding at March 31, 2001 and December 31, 2000, respectively	13	10
Class B Common Stock, \$.001 par value; 60,000 shares authorized; 23,500 and 24,805 shares issued and outstanding at March 31, 2001 and December 31, 2000, respectively	23	25
Additional paid-in capital	80,713	74,243
Retained earnings	76,868	59,768
	-----	-----
Total stockholders' equity	157,617	134,046
	-----	-----
	\$341,523	\$303,400
	=====	=====

</TABLE>

See accompanying notes to unaudited condensed consolidated financial statements.

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SKECHERS U.S.A., INC. AND SUBSIDIARIES  
CONDENSED CONSOLIDATED STATEMENTS OF EARNINGS

(Unaudited)  
(In thousands, except per share data)

<TABLE>  
<CAPTION>

	THREE-MONTHS ENDED MARCH 31,	
	2001	2000
	-----	-----
<S>	<C>	<C>
Net sales	\$ 227,494	\$ 133,344
Cost of sales	128,180	79,709
	-----	-----
Gross profit	99,314	53,635
Royalty income, net	217	5
	-----	-----
	99,531	53,640
	-----	-----
Operating expenses:		
Selling expenses	20,842	14,671
General and administrative expenses	47,389	26,094
	-----	-----
	68,231	40,765
	-----	-----
Earnings from operations	31,300	12,875
	-----	-----
Other income (expense):		
Interest, net	(3,758)	(1,799)
Other, net	491	--
	-----	-----
	(3,267)	(1,799)
	-----	-----
Earnings before income taxes	28,033	11,076
Income taxes	10,933	4,342
	-----	-----
Net earnings	\$ 17,100	\$ 6,734
	=====	=====
Net earnings per share:		
Basic	\$ 0.48	\$ 0.19
	=====	=====
Diluted	\$ 0.45	\$ 0.19
	=====	=====
Weighted average shares:		
Basic	35,871	34,905

Diluted	=====	=====
	38,127	35,658
	=====	=====

</TABLE>

See accompanying notes to unaudited condensed consolidated financial statements.

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SKECHERS U.S.A., INC. AND SUBSIDIARIES  
STATEMENTS OF CONDENSED CONSOLIDATED CASH FLOWS

(Unaudited)  
(In thousands)

<TABLE>  
<CAPTION>

	THREE-MONTHS ENDED MARCH 31,	
	-----	-----
	2001	2000
	-----	-----
<S>	<C>	<C>
Cash flows from operating activities:		
Net earnings	\$ 17,100	\$ 6,734
Adjustments to reconcile net earnings to net cash used in operating activities:		
Depreciation and amortization of property and equipment		2,755
Amortization of intangible assets		26
Provision for bad debts and returns	2,092	825
Loss on disposal of equipment	341	29
Tax effect of non-qualified stock options		3,414
		1,166
(Increase) decrease in assets:		
Receivables	(34,066)	(20,151)
Inventories	7,625	5,477
Prepaid expenses and other current assets		(6,088)
Other assets	286	59
		(1,615)
Increase (decrease) in liabilities:		
Accounts payable	(9,849)	(10,707)
Accrued expenses	3,127	(1,483)
	-----	-----
Net cash used in operating activities		(13,238)
		(19,640)
Cash flows used in investing activities - capital expenditures		(9,416)
		(3,125)
Cash flows from financing activities:		
Net proceeds from short-term borrowings		21,823
Proceeds from the exercise of stock options		3,057
Proceeds from long terms borrowings		2,605
Payments on long-term borrowings	(549)	(250)
	-----	-----
Net cash provided by financing activities		24,331
		13,651
Net increase (decrease) in cash	1,677	(9,114)
Cash at beginning of period	8,781	10,836
	-----	-----
Cash at end of period	\$ 10,458	\$ 1,722
	=====	=====
Supplemental disclosures of cash flow information: Cash paid during the period for:		
Interest	\$ 3,287	\$ 1,756
Income taxes	1,006	945
	=====	=====

</TABLE>

See accompanying notes to unaudited condensed consolidated financial statements.

SKECHERS U.S.A., INC. AND SUBSIDIARIES

NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS

(Unaudited)

(1) GENERAL

The unaudited condensed consolidated financial statements have been prepared on the same basis as the audited consolidated financial statements and, in the opinion of management, reflect all adjustments (consisting of normal recurring adjustments) necessary for a fair presentation for each of the periods presented. The results of operations for interim periods are not necessarily indicative of results to be achieved for full fiscal years.

As contemplated by the Securities and Exchange Commission (SEC) under Rule 10-01 of Regulation S-X, the accompanying condensed consolidated financial statements and related footnotes have been condensed and do not contain certain information that will be included in the Company's annual consolidated financial statements and footnotes thereto. For further information, refer to the consolidated financial statements and related footnotes for the year ended December 31, 2000 included in the Company's Annual Report on Form 10-K.

(2) EARNINGS PER SHARE

Basic earnings per share represents net earnings divided by the weighted average number of common shares outstanding for the period. Diluted earnings per share reflects the potential dilution that could occur if options to issue common stock were exercised or converted into common stock.

The reconciliation of basic to diluted weighted average shares is as follows (in thousands):

<TABLE>  
<CAPTION>

	THREE-MONTHS ENDED MARCH 31,	
	2001	2000
<S>	<C>	<C>
Weighted average shares used in basic computation	35,871	34,905
Dilutive effect of stock options	2,256	753
Weighted average shares used in diluted computation	<u>38,127</u>	<u>35,658</u>

</TABLE>

Options to purchase 1,217,136 and 7,500 shares of common stock at prices ranging from \$7.06 to \$11.00 and \$27.28 were outstanding at March 31, 2000 and 2001, respectively, but not included in the computation of diluted earnings per share because the options' exercise price was greater than the average market price of the common shares.

(3) INCOME TAXES

Income taxes for the interim periods were computed using the effective tax rate estimated to be applicable for the full fiscal year, which is subject to ongoing

review and evaluation by management.

#### (4) SHORT-TERM BORROWINGS

The Company has available a secured line of credit permitting borrowings of up to \$120.0 million based upon eligible accounts receivable and inventories. The agreement expires on December 31, 2002. As amended on June 1, 2000, borrowings bear interest at the prime rate (8.0% at March 31, 2001) minus 0.50%. The agreement provides for the issuance of letters of credit up to a maximum of \$36.0 million of which 50% decreases the amount available for borrowings under the agreement. Outstanding letters of credit at March 31, 2001 were \$10.3 million and outstanding borrowings were \$71.6 million. Available borrowings under the line of credit at March 31, 2001 were \$43.2 million. The Company pays an unused line of credit fee of .25% annually. The Company is required to maintain certain financial covenants including specified minimum tangible net worth, working capital and leverage ratios as well as limit the payment of dividends if it is in default of any provision of the agreement. The Company was in compliance with these covenants at March 31, 2001.

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#### (5) LITIGATION

In December 1999 and January 2000, the Company and two officers/directors were named as defendants in four purported class-action lawsuits. Two of the lawsuits also named the underwriters of the Company's initial public offering as defendants. All of the complaints seek damages and rescission on behalf of a class of persons who purchased securities in, or traceable to, the Company's initial public offering or thereafter on the open market prior to July 6, 1999. All four actions were subsequently consolidated into one matter and a consolidated complaint was filed on June 1, 2000. The consolidated complaint named as defendants the Company, two officers of the Company, and the underwriters of the Company's Offering. The class, as currently alleged in the consolidated complaint now on file, consists of all persons who purchased securities in, or traceable to, the Company's June 9, 1999 Offering or thereafter on the open market prior to June 15, 1999.

In response to the consolidated complaint, the Company filed a motion to dismiss the entire case. On September 25, 2000, the Court issued a tentative order to dismiss the consolidated complaint in its entirety, with leave to amend. As of March 31, 2001, the Court had not issued a final order. Thus, as these matters are in still in the pleading stage and no discovery has been conducted, neither the Company nor Company's counsel are able to conclude as to the potential likelihood of an unfavorable outcome. In any event, the Company is vigorously defending the claims and believes that its defenses are meritorious. The Company also maintains insurance that it believes covers all the matters alleged in the consolidated complaint as currently pled. Accordingly, the Company has not provided for any potential losses associated with these lawsuits.

The Company is involved in other litigation arising from the ordinary course of business. Management does not believe that the disposition of these matters will have a material effect on the Company's financial position or results of operations.

#### (6) STOCKHOLDERS' EQUITY

During the three months ended March 31, 2001, certain Class B stockholders converted 1,305,000 shares of Class B common stock to Class A common stock.

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ITEM 2

MANAGEMENT'S DISCUSSION AND ANALYSIS OF

## FINANCIAL CONDITION AND RESULTS OF OPERATIONS

The following discussion should be read in conjunction with the Company's Condensed Consolidated Financial Statements and Notes thereto appearing elsewhere in this document.

This Form 10-Q contains forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995, including statements with regards to the Company's revenues, earnings, spending, margins, cash flow, orders, inventory, products, actions, plans, strategies and objectives.

Forward-looking statements include, without limitation, any statement that may predict, forecast, indicate or simply state future results, performance or achievements, and may contain the words "believe," "anticipate," "expect," "estimate," "intend," "plan," "project," "will be," "will continue," "will result," "could," "may," "might," or any variations of such words with similar meanings. Any such statements are subject to risks and uncertainties that could cause the Company's actual results to differ materially from those which are management's current expectations or forecasts. Such information is subject to the risk that such expectations or forecasts, or the assumptions underlying such exceptions or forecasts, become inaccurate.

Risks and uncertainties that could affect the Company's actual results and could cause such results to differ materially from those forward-looking statements made by or on behalf of the Company are included under the "Risk Factors" on pages 12 through 18 in the Company's Form 10-K for the year ended December 31, 2000.

### OVERVIEW

Skechers designs and markets branded contemporary casual, active rugged and lifestyle footwear for men, women and children. The Company's objective is to become a leading source of contemporary casual and active footwear while ensuring the longevity of both the Company and Skechers brand name through controlled, well managed growth. The Company strives to achieve this objective by developing and offering a balanced assortment of basic and fashionable merchandise across a wide spectrum of product categories and styles, while maintaining a diversified, low-cost sourcing base and controlling the growth of its distribution channels. The Company sells its products to department stores such as Nordstrom, Dillard's, Robinsons-May, JC Penney and specialty retailers such as Footlocker, Famous Footwear, Genesco's Journeys and Jarman chains, and FootAction U.S.A. The Company also sells its products internationally in over 100 countries and territories through major international distributors, with the exception of France and Germany where the Company sells directly, and directly to consumers through Company owned stores and via mail order and e-commerce.

### RESULTS OF OPERATIONS

The following table sets forth for the periods indicated, selected information from the Company's results of operations as a percentage of net sales.

<TABLE>  
<CAPTION>

THREE-MONTHS ENDED MARCH 31,				
	2001		2000	
<S>	<C>	<C>	<C>	<C>
Net sales	\$ 227,494	100.0%	\$ 133,344	100.0%
Cost of sales	128,180	56.3%	79,709	59.8%
Gross profit	99,314	43.7%	53,635	40.2%
Royalty income, net	217	0.1%	5	0.0%
	99,531	43.8%	53,640	40.2%
Operating expenses:				
Selling	20,842	9.2%	14,671	11.0%
General and administrative	47,389	20.8%	26,094	19.6%
	68,231	30.0%	40,765	30.6%

Earnings from operations	31,300	13.8%	12,875	9.6%
Interest expense, net	(3,758)	(1.7%)	(1,799)	(1.3%)
Other, net	491	0.2%	--	0.0%
	-----	-----	-----	-----
Earnings before income taxes	28,033	12.3%	11,076	8.3%
Income taxes	10,933	4.8%	4,342	3.3%
	-----	-----	-----	-----
Net earnings	\$ 17,100	7.5%	\$ 6,734	5.0%
	=====	=====	=====	=====

</TABLE>

#### Net Sales

Net sales for the three months ended March 31, 2001, were \$227.5 million, an increase of \$94.2 million or 70.6% over sales of \$133.3 million for the period ending March 31, 2000. The significant increase in net sales is primarily due to the increase in wholesale revenues, which continued to benefit from a strong demand for the company's product offerings. Wholesale revenues realized increases in each of the men's, women's and kid's categories in the three months ended March 31, 2001, compared to the same period in 2000. International wholesale sales increased during the three months ended March 31, 2001, compared to the same period last year, due to increased brand awareness and increased marketing efforts in the international marketplace. Retail sales increased during the period ended March 31, 2001, over the same period last year due primarily to the increase in the number of retail stores. In addition, during March 2001, we opened two international retail stores, in Germany and the United Kingdom, and expect to open another international retail store in Paris, France during the second quarter of fiscal 2001. Mail order sales decreased during the three months ended March 31, 2001, compared to the same three-month period last year, due to the timing of catalog mailings, which took place later in the quarter during the current year.

#### Gross Profit

Gross profit for the three months ended March 31, 2001 was \$99.3 million, an increase of \$45.7 million or 85.2% over gross profit of \$53.6 million for the three months ended March 31, 2000. Gross profit as a percentage of net sales increased to 43.7% during the current quarter compared to 40.2% in the same quarter last year. The increase in gross profit as a percentage of sales during the three months ended March 31, 2001 was due to continued sales increases in the women's footwear lines, which have a higher gross margin as a percent of sales than other categories, and reduced inbound freight costs.

#### Selling Expenses

Selling expenses for the three months ended March 31, 2001 were \$20.8 million, an increase of \$6.2 million over selling expenses of \$14.7 million in the same period last year. However, as a percentage of net sales, selling expenses decreased to 9.2% in the current year from 11.0% in the same period last year. Selling expenses for the three months ended March 31, 2001, increased primarily due to increased sales commissions, which are sales driven, and increased television advertising and promotional costs.

Management is committed to the overall marketing strategy that is largely responsible for the increase in our market presence, product visibility and product demand. The Company has increased its advertising budget consistent with projected sales, which has included such avenues as magazine, television, trade show, and billboards. The Company endeavors to spend approximately 8% to 10% of annual net sales in the marketing of Skechers footwear through advertising, promotions, public relations, trade shows and other marketing efforts. Marketing expense as a percentage of net sales may vary from quarter to quarter. In the three-months ended March 31, 2001, total advertising expenses increased to \$15.7 million or 6.9% of net sales from \$11.8 million or 8.9% of net sales for the same period in 2000.

#### General and Administrative Expenses



General and administrative expenses were \$47.4 million for the three months ended March 31, 2001, an increase of \$21.3 million over general and administrative expenses of \$26.1 million for the period ended March 31, 2000. General and administrative expenses, as a percentage of net sales, for the three months ended March 31, 2001 were 20.8%, compared to 19.6% for the same period last year. The increase in general and administrative expenses during the current year were due to start up costs associated with our international operations that were not incurred last year, pre-opening costs incurred in connection with the opening of our first international retail stores in March 2001, and increased salaries and overtime costs associated with our distribution facilities to handle the increase in sales volume. Depreciation expense also increased during the three months ended March 31, 2001, over the same period last year, due primarily to the increase in the number of retail stores and additional material handling equipment utilized at the distribution center.

#### Interest Expense

Interest expense for the period ending March 31, 2001 was \$3.8 million compared to \$1.8 million for the same period last year. The increase in interest expense is due to the increase in short term borrowings to support our working capital requirements and capital additions added during the fourth quarter of fiscal 2000.

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#### Other, Net

Other, net consists of rental income from the leasing of offices located in the administrative building acquired during the fourth quarter of 2000 and a legal settlement, offset partially by the loss on the disposal of fixed assets.

#### Income Taxes

Income taxes for the interim periods were computed using the effective tax rate estimated to be applicable for the full fiscal year, which is subject to ongoing review and evaluation by management.

#### LIQUIDITY AND CAPITAL RESOURCES

Our capital needs are derived primarily from working capital requirements and the continued growth of the business. Our working capital at March 31, 2001 was \$110.2 million, an increase of \$16.9 million over working capital of \$93.3 million at December 31, 2000. The increase in working capital was primarily due to the increase in accounts receivable and reductions in accounts payable, partially offset by increases in short term borrowings and accrued expenses.

Net cash used in operating activities for the three months ended March 31, 2001 was \$13.2 million, compared to cash used in operating activities of \$19.6 million for the same period last year. The decrease in cash used in operating activities was due to increased net earnings, depreciation, and the tax effect of non-qualified stock options, partially offset by increases in accounts receivable, and prepaid expenses and other current assets.

Net cash used in investing activities was \$9.4 million for the three months ended March 31, 2001, an increase of \$6.3 million over the three months ended March 31, 2000. The increase in cash used in investing activities is due to increased capital expenditures related to new store openings and the acquisition of three adjacent properties in Manhattan Beach. We plan on building administrative offices on these properties.

Net cash provided by financing activities for the three months ended March 31, 2001 was \$24.3 million, compared to \$13.7 million in the three months ended March 31, 2000. The cash provided by financing activities was derived primarily from our short-term credit facilities, and, to a lesser extent, proceeds from the exercise of stock options, partially offset by reductions in long term debt.

Our credit facility provides for borrowing under a revolving line of credit of

up to \$120.0 million and a term loan, with actual borrowings limited to available collateral and certain limitations on total indebtedness (approximately \$48.4 million of availability as of March 31, 2001) with the CIT Group, as agents for the lenders. At March 31, 2001, there was approximately \$71.6 million outstanding under the revolving line of credit. The revolving line of credit bears interest at prime rate (8.0% at March 31, 2001) minus .5%. Interest on the line of credit is payable monthly in arrears. The revolving line of credit expires on December 31, 2002. The revolving line of credit provides a sub-limit for letters of credit of up to \$36.0 million to finance our foreign purchases of merchandise inventory. As of March 31, 2001, we had approximately \$10.3 million of letters of credit under the revolving line of credit. The term loan component of the credit facility, which has a principal balance of \$2.0 million as of March 31, 2001, bears interest at the prime rate plus 1.0% and is due in monthly installments with a final balloon payment December 2002. The proceeds from this note were used to purchase equipment for one of our distribution centers in Ontario, California and the note is secured by such equipment. The credit facility contains certain financial covenants that require us to maintain minimum tangible net worth, working capital, and specified leverage ratios and limits our ability to pay dividends if we are in default of any provisions of the credit facility. We were in compliance with these covenants as of March 31, 2001.

We believe that anticipated cash flows from operations, available borrowings under our revolving line of credit, cash on hand and our financing arrangements will be sufficient to provide us with the liquidity necessary to fund our anticipated working capital and capital requirements through fiscal 2001. However, in connection with our growth strategy, we will incur significant working capital requirements and capital expenditures. Our future capital requirements will depend on many factors, including, but not limited to, the levels at which we maintain inventory, the market acceptance of our footwear, the levels of promotion and advertising required to promote our footwear, the extent to which we invest in new product design and improvements to our existing product design and the number and timing of new store openings. To the extent that available funds are insufficient to fund our future activities, we may need to raise additional funds through public or private financing. We cannot assure you that additional financing will be available or that, if available, it can be obtained on terms favorable to us and our stockholders. Failure to obtain such financing could delay or prevent our planned expansion, which could adversely affect our business, financial condition and results of operations. In addition, if additional capital is raised through the sale of additional equity or convertible securities, dilution to our stockholders could occur.

#### QUARTERLY RESULTS AND SEASONALITY

While sales of footwear products have historically been somewhat seasonal in nature with the strongest sales generally occurring in the third and fourth quarters, we believe that changes in our product offerings have somewhat mitigated the effect of this seasonality and, consequently, our sales are not necessarily as subjected to seasonal trends as that of our past or our competitors in the footwear industry.

We have experienced, and expect to continue to experience, variability in our net sales and operating results on a quarterly basis. Our domestic customers generally assume responsibility for scheduling pickup and delivery of purchased products. Any delay in scheduling or pickup which is beyond our control could materially negatively impact our net sales and results of operations for any given quarter. We believe the factors which influence this variability include (i) the timing of our introduction of new footwear products, (ii) the level of consumer acceptance of new and existing products, (iii) general economic and industry conditions that affect consumer spending and retail purchasing, (iv) the timing of the placement, cancellation or pickup of customer orders, (v) increases in the number of employees and overhead to support growth, (vi) the timing of expenditures in anticipation of increased sales and customer delivery requirements, (vii) the number and timing of our new retail store openings and (viii) actions by competitors. Due to these and other factors, the operating results for any particular quarter are not necessarily indicative of the results for the full year.

## INFLATION

We do not believe that the relatively moderate rates of inflation experienced in the United States of America over the last three years has had a significant effect on our net sales or profitability. However, we cannot accurately predict the effect of inflation on future operating results. Although higher rates of inflation have been experienced in a number of foreign countries in which our products are manufactured, we do not believe that inflation has had a material effect on our net sales or profitability. In the past, we have been able to offset our foreign product cost increases by increasing prices or changing suppliers, although no assurance can be given that we will be able to continue to make such increases or changes in the future.

## EXCHANGE RATES

We receive U.S. Dollars for substantially all of our product sales and our royalty income. Inventory purchases from offshore contract manufacturers are primarily denominated in U.S. Dollars; however, purchase prices for our products may be impacted by fluctuations in the exchange rate between the U.S. Dollar and the local currencies of the contract manufacturers, which may have the effect of increasing our cost of goods in the future. During the fiscal year ending December 31, 2000 and for the three months ended March 31, 2001, exchange rate fluctuations did not have a material impact on our inventory costs. We do not engage in hedging activities with respect to such exchange rate risk.

## ITEM 3. QUANTITATIVE AND QUALITATIVE DISCLOSURES ABOUT MARKET RISK

The Company does not hold any derivative securities or other market rate sensitive instruments.

At March 31, 2001, approximately 29% of the Company's total indebtedness contained fixed rates of interest ranging from 7.66% to 7.89%. Substantially all of the Company's remaining indebtedness is at variable rates of interest and, accordingly, while changes in interest rates would not impact the fair value of these financial instruments, such changes would impact net earnings in future periods. It is estimated that a change in interest rates of 1% would result in an annual impact on interest expense of approximately \$736,000.

## PART II. OTHER INFORMATION

### ITEM 6. EXHIBITS AND REPORTS ON FORM 8-K --

#### (a) Exhibits

None

#### (b) Reports on Form 8-K

During the three-month period ending March 31, 2001, the Company filed one current report on Form 8-K on March 27, 2001 under Item 5 - Other Events, regarding members of the Greenberg family each entering into an individual written plan for the purposes of trading shares of the Company's common stock and establishing an affirmative defense to insider trading liability pursuant to Rule 10b5-1 as promulgated under the Securities Exchange Act of 1934, as amended.

## 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.

Dated: May 14, 2001

/s/ David Weinberg

-----  
David Weinberg  
Executive Vice President and  
Chief Financial Officer