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USANA HEALTH SCIENCES INC
Form 8-K
April 15, 2003

UNITED STATES
SECURITIES AND EXCHANGE COMMISSION

WASHINGTON, D.C. 20549

FORM 8-K

CURRENT REPORT

Pursuant to Section 13 or 15(d) of
The Securities Exchange Act of 1934

Date of Report (Date of Earliest Event Reported):

April 14, 2003

USANA HEALTH SCIENCES, INC.

(Exact name of registrant as specified in its charter)

Commission File No. 0-21116

Utah
(State or other jurisdiction of
incorporation)

87-0500306
(IRS Employer Identification
Number)

3838 West Parkway Boulevard
Salt Lake City, Utah 84120
(Address of principal executive offices, Zip Code)

(801) 954-7100
(Registrant's telephone number, including area code)

Former name or former address, if changed since last report: Not Applicable

Item 5. Other Events and Regulation FD Disclosure

In our Form 10-K filed on March 27, 2003, we changed the methodology of how we calculate the number of customers who have purchased products from USANA Health Sciences, Inc. (hereinafter "USANA"). Under this new method, we only count as active customers those Associates and Preferred Customers who have made a purchase from USANA at any time during the most recent three-month period. Prior to fiscal year 2002, we defined our customers as those Associates and Preferred Customers who purchased product from USANA at any time during the most recent 12-month period. We have adopted the three-month methodology, because we believe it is a more meaningful measurement of our network marketing system. The change in this measure has no impact on our financial condition or results of

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operations.

The following tables summarize the number of active customers by market for the eight quarters during fiscal years 2001 and 2002 as of the dates provided using this newly adopted methodology:

| Active Associates by Market | | | | | | |
|-----------------------------|-----------|-----------|-----------|-----------|-----------|-----------|
| Market | 31-Mar-01 | 30-Jun-01 | 29-Sep-01 | 29-Dec-01 | 30-Mar-02 | 29-Jun-02 |
| United States | 29,000 | 29,000 | 30,000 | 28,000 | 27,000 | 27,000 |
| Canada | 14,000 | 14,000 | 14,000 | 15,000 | 15,000 | 16,000 |
| Australia-New Zealand | 10,000 | 9,000 | 9,000 | 9,000 | 9,000 | 9,000 |
| Hong Kong | 4,000 | 3,000 | 3,000 | 3,000 | 3,000 | 3,000 |
| Japan | - | - | - | 1,000 | 1,000 | 2,000 |
| Taiwan | - | - | - | - | - | - |
| Total | 57,000 | 55,000 | 56,000 | 56,000 | 55,000 | 57,000 |

| Active Preferred Customers by Market | | | | | | |
|--------------------------------------|-----------|-----------|-----------|-----------|-----------|-----------|
| Market | 31-Mar-01 | 30-Jun-01 | 29-Sep-01 | 29-Dec-01 | 30-Mar-02 | 29-Jun-02 |
| United States | 25,000 | 25,000 | 25,000 | 24,000 | 25,000 | 26,000 |
| Canada | 11,000 | 11,000 | 11,000 | 12,000 | 12,000 | 13,000 |
| Australia-New Zealand | 5,000 | 5,000 | 5,000 | 4,000 | 4,000 | 4,000 |
| Hong Kong | ** | ** | 1,000 | 1,000 | ** | ** |
| Japan | - | - | - | ** | ** | ** |
| Taiwan | - | - | - | - | - | - |
| Total | 41,000 | 41,000 | 42,000 | 41,000 | 41,000 | 43,000 |

| Total Active Customers by Market | | | | | | |
|----------------------------------|-----------|-----------|-----------|-----------|-----------|-----------|
| Market | 31-Mar-01 | 30-Jun-01 | 29-Sep-01 | 29-Dec-01 | 30-Mar-02 | 29-Jun-02 |
| United States | 54,000 | 54,000 | 55,000 | 52,000 | 52,000 | 53,000 |
| Canada | 25,000 | 25,000 | 25,000 | 27,000 | 27,000 | 29,000 |
| Australia-New Zealand | 15,000 | 14,000 | 14,000 | 13,000 | 13,000 | 13,000 |
| Hong Kong | 4,000 | 3,000 | 4,000 | 4,000 | 3,000 | 3,000 |
| Japan | - | - | - | 1,000 | 1,000 | 2,000 |

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| | | | | | | |
|--------|--------|--------|--------|--------|--------|---------|
| Taiwan | - | - | - | - | - | - |
| Total | 98,000 | 96,000 | 98,000 | 97,000 | 96,000 | 100,000 |

** Active customer count is less than 500.

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.

USANA HEALTH SCIENCES, INC.

Date: April 15, 2003

/s/ GILBERT A. FULLER

Gilbert A. Fuller
Chief Financial Officer