

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

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**FORM 8-K**

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**CURRENT REPORT**

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

Date of Report (Date of Earliest Event Reported):  
February 5, 2008

**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)

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

Check the appropriate box below if the Form 8-K filing is intended to simultaneously satisfy the filing obligation of the registrant under any of the following provisions:

- Written communications pursuant to Rule 425 under the Securities Act (17 CFR 230.425)
  - Soliciting material pursuant to Rule 14a-12 under the Exchange Act (17 CFR 240.14a-12)
  - Pre-commencement communications pursuant to Rule 14d-2(b) under the Exchange Act (17 CFR 240.14d-2(b))
  - Pre-commencement communications pursuant to Rule 13e-4(c) under the Exchange Act (17 CFR 240.13e-4(c))
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**Item 2.02 Results of Operations and Financial Condition.**

On February 5, 2008, USANA Health Sciences, Inc. issued a press release announcing its financial results for the fourth quarter and fiscal year ended December 29, 2007. The release also announced that executives of the company would discuss these results with investors on a conference call broadcast over the World Wide Web and by telephone and provided access information, date and time for the conference call. A copy of the press release is furnished herewith as Exhibit 99 to this Current Report on Form 8-K and is incorporated herein by reference. The company will also post this document on its corporate website, [www.usanahealthsciences.com](http://www.usanahealthsciences.com).

The information in this Current Report is being furnished and shall not be deemed "filed" for the purposes of Section 18 of the Securities Exchange Act of 1934, as amended, or otherwise subject to the liabilities of that Section. The information in this Current Report shall not be incorporated by reference into any registration statement or other document pursuant to the Securities Act of 1933, as amended. The furnishing of the information in this Current Report is not intended to, and does not, constitute a representation that such furnishing is required by Regulation FD or that the information this Current Report contains is material investor information that is not otherwise publicly available.

**Item 9.01 Financial Statements and Exhibits.**

(d) Exhibits

Exhibit 99 Press release issued by USANA Health Sciences, Inc. dated February 5, 2008 (furnished herewith).

**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 hereunto duly authorized.

**USANA HEALTH SCIENCES, INC.**

**By:** /s/ Gilbert A. Fuller  
Gilbert A. Fuller, Chief Financial Officer

Date: February 5, 2008

## USANA Health Sciences Announces Fourth Quarter and Full Year Financial Results

### *2007 Marks the Sixth Consecutive Year of Record Sales and Earnings*

### *Q4 Net Sales Increased to a Record \$108.7 Million; EPS Increased to \$0.67*

### *Company Adjusts 2008 Sales and EPS Guidance to Grow 7% to 10%*

SALT LAKE CITY--(BUSINESS WIRE)--USANA Health Sciences, Inc. (NASDAQ: USNA) today announced financial results for the fiscal fourth quarter and full-year ending December 29, 2007.

#### **Financial Performance**

Net sales in the fourth quarter of 2007 increased by 10.8% to \$108.7 million, compared with \$98.1 million in the fourth quarter of the prior year. Net sales growth for the fourth quarter of 2007 resulted from a 15% net increase in the number of active Associates, compared with the fourth quarter of the prior year, and from sales in Malaysia, which opened in January of 2007. Changes in foreign currency added \$5.2 million of the year-over-year increase in net sales.

Earnings per share from continuing operations increased by 8.1% to \$0.67 per share, compared with \$0.62 per share in the fourth quarter of 2006. This increase was in part due to stock repurchases and to improved gross margins. This increase was partially offset by higher Associate Incentive and Selling, General, and Administrative expenses.

For the full-year ended December 29, 2007, consolidated net sales were \$423.1 million, an increase of 15.9%, compared with \$365.2 million for the full-year of 2006. Earnings per share from continuing operations increased by 18.7% to \$2.67, compared with \$2.25 for the full-year of 2006.

During the full-year 2007, the Company repurchased approximately 1.9 million shares for a cost of \$79.6 million. No repurchases were made during the fourth quarter of 2007. As of the end of the fourth quarter, \$50.3 million remains under the current stock buyback authorization.

#### **Regional Results**

During the fourth quarter of 2007, net sales in North America, increased by 3.7% to \$67.9 million, compared with the fourth quarter of the prior year. Sales in the U.S., however, were lower both on a year-over-year and a consecutive quarter basis. The modest growth in this region was driven primarily by a 6.4% net improvement in the number of active Associates to approximately 100,000, compared with the same period last year. Compared with the third quarter of 2007, the number of active Associates in this region decreased in the fourth quarter by 4.8%.

“During the fourth quarter, we experienced softer than expected sales and Associate numbers in North America,” said Dave Wentz, the Company’s President. “We attribute this decline primarily to the toll that various false allegations have taken on our Associates during 2007. We believe that these challenges are now largely behind us. To combat these factors, we are planning to implement several new Associate-related initiatives that are designed to regain our momentum in the U.S., our largest and most mature market.”

During the fourth quarter of 2007, net sales in the Asia Pacific region increased by 25.1% to \$40.8 million, compared with the fourth quarter of the prior year. The growth in this region was led by double-digit, year-over-year growth in Hong Kong, Australia-New Zealand, and Japan. Sales in the Company’s newest market, Malaysia, reached \$4.5 million for the fourth quarter. The number of active Associates in the Asia Pacific region increased by 28.8% to 76,000, compared with 59,000 in the fourth quarter of the prior year. This increase was primarily driven by the opening of Malaysia, which had 11,000 active Associates at the end of 2007.

“The Asia Pacific region’s contribution to USANA’s sales growth continues to increase both on a year-over-year and a running quarter basis,” continued Wentz. “Australia-New Zealand and Hong Kong, along with our newest market, Malaysia, continue to be the major growth drivers in this region. We remain focused on growing and strengthening our markets in this region throughout 2008.”

#### **Outlook**

Today, the Company is providing financial guidance for the first quarter of 2008 and updating its guidance for the full-year 2008. Based on its current business trends, the Company believes that net sales for the first quarter of 2008 will be between \$105 million and \$109 million, with earnings per share expected to be between \$0.63 and \$0.66. For the full-year 2008, the Company is adjusting both its net sales and earnings per share guidance to 7% to 10% growth, compared with the full-year 2007.

Gilbert A. Fuller, the Company’s executive vice president and chief financial officer, said, “In 2008, we will be taking a hard look at any potential opportunities that may result from the deteriorating economic condition in the U.S. We continue to believe that our home-based business model offers us flexibility in both up and down markets. While declining disposable income spending may be impacting us in the near-term, we believe that, in the long-run, our direct selling opportunity will attract individuals as a way to supplement their income. We also plan to add key staff and to complete our facilities expansion initiative during 2008 in preparation for our next phase of growth. We remain optimistic about the future growth of both sales and earnings in 2008.”

#### **Conference Call**

USANA will hold a conference call and webcast to discuss this announcement with investors on Wednesday, February 6, 2008 at 11:00AM Eastern Time. **Investors may listen to the call by accessing USANA’s website at <http://www.usanahealthsciences.com>.**

#### **About USANA**

USANA develops and manufactures high quality nutritional, personal care, and weight management products that are sold directly to Preferred Customers and Associates throughout the United States, Canada, Australia, New Zealand, Hong Kong, Japan, Taiwan, South Korea, Singapore, Mexico, Malaysia, the Netherlands, and the United Kingdom. More information on USANA can be found at <http://www.usanahealthsciences.com>.

#### **Safe Harbor**

This press release contains forward-looking statements within the meaning of Section 27A of the Securities Act and Section 21E of the Securities Exchange Act. Our actual results could differ materially from those projected in these forward-looking statements, which involve a number of risks and uncertainties, including reliance upon our network of independent Associates, the governmental regulation of our products, manufacturing and marketing risks, adverse publicity risks, and risks associated with our international expansion. The contents of this release should be considered in conjunction with the risk factors, warnings, and cautionary statements that are contained in our most recent filings with the Securities and Exchange Commission.

**USANA Health Sciences, Inc.**  
**Consolidated Statements of Earnings**  
(In thousands, except per share data)

Quarter Ended	
30-Dec-06	29-Dec-07

	(Unaudited)	(Unaudited)
Net sales	\$ 98,121	\$ 108,748
Cost of sales	21,865	22,902
<b>Gross profit</b>	<u>76,256</u>	<u>85,846</u>
Operating expenses		
Associate incentives	39,226	44,533
Selling, general and administrative	19,213	23,726
Research and development	708	667
<b>Earnings from operations</b>	<u>17,109</u>	<u>16,920</u>
Other income	712	283
<b>Earnings from continuing operations before income taxes</b>	<u>17,821</u>	<u>17,203</u>
Income taxes	6,433	6,144
Income from continuing operations	11,388	11,059
Income (Loss) from discontinued operations	(249)	-
<b>NET EARNINGS</b>	<u>\$ 11,139</u>	<u>\$ 11,059</u>
Earnings per share - diluted		
Continuing operations	\$ 0.62	\$ 0.67
Discontinued operations	\$ (0.01)	\$ -
Net Earnings	<u>\$ 0.61</u>	<u>\$ 0.67</u>
Weighted average shares outstanding - diluted	<u>18,405</u>	<u>16,586</u>

**USANA Health Sciences, Inc.**  
**Consolidated Balance Sheets**  
(in thousands)

	As of 30-Dec-06	As of 29-Dec-07 (Unaudited)
<b>ASSETS</b>		
Current Assets		
Cash and cash equivalents	\$ 27,029	\$ 12,865
Inventories	22,483	19,439
Other current assets	11,103	14,295
<b>Total current assets</b>	<u>60,615</u>	<u>46,599</u>
Property and equipment, net	30,323	52,061
Goodwill	5,690	5,690
Other assets	3,374	4,778
<b>Total assets</b>	<u>\$ 100,002</u>	<u>\$ 109,128</u>
<b>LIABILITIES AND STOCKHOLDERS' EQUITY</b>		
Current liabilities		
Accounts payable	\$ 10,241	\$ 8,111
Other current liabilities	29,564	32,074
<b>Total current liabilities</b>	<u>39,805</u>	<u>40,185</u>
Long-term liabilities		
Line of Credit	-	28,000
Other long-term liabilities	-	2,305
Stockholders' equity	60,197	38,638
<b>Total liabilities and stockholders' equity</b>	<u>\$ 100,002</u>	<u>\$ 109,128</u>

**USANA Health Sciences, Inc.**  
**Sales by Region**  
(in thousands)

	Quarter Ended	
<u>Region</u>	<u>30-Dec-06</u> (Unaudited)	<u>29-Dec-07</u> (Unaudited)
North America		

United States	\$	42,234	43.0%	\$	41,697	38.3%
Canada		18,057	18.4%		20,462	18.8%
Mexico		5,180	5.3%		5,748	5.3%
North America Total		<u>65,471</u>	<u>66.7%</u>		<u>67,907</u>	<u>62.4%</u>
Asia Pacific						
Australia-New Zealand		12,815	13.1%		14,652	13.5%
Hong Kong		5,189	5.3%		7,721	7.1%
Japan		2,019	2.0%		2,400	2.2%
Taiwan		5,742	5.9%		5,847	5.4%
South Korea		1,940	2.0%		1,689	1.6%
Singapore		4,945	5.0%		4,053	3.7%
Malaysia		-	0.0%		4,479	4.1%
Asia Pacific Total		<u>32,650</u>	<u>33.3%</u>		<u>40,841</u>	<u>37.6%</u>
Consolidated	\$	<u>98,121</u>	<u>100.0%</u>	\$	<u>108,748</u>	<u>100.0%</u>

#### Active Associates by Region

Region	As of			
	30-Dec-06		29-Dec-07	
	(Unaudited)		(Unaudited)	
North America				
United States	59,000	38.5%	61,000	34.6%
Canada	24,000	15.7%	26,000	14.8%
Mexico	11,000	7.2%	13,000	7.4%
North America Total	<u>94,000</u>	<u>61.4%</u>	<u>100,000</u>	<u>56.8%</u>
Asia Pacific				
Australia-New Zealand	19,000	12.4%	21,000	11.9%
Hong Kong	9,000	5.9%	16,000	9.1%
Japan	4,000	2.6%	5,000	2.8%
Taiwan	14,000	9.2%	14,000	8.0%
South Korea	2,000	1.3%	2,000	1.1%
Singapore	11,000	7.2%	7,000	4.0%
Malaysia	-	0.0%	11,000	6.3%
Asia Pacific Total	<u>59,000</u>	<u>38.6%</u>	<u>76,000</u>	<u>43.2%</u>
Total	<u>153,000</u>	<u>100.0%</u>	<u>176,000</u>	<u>100.0%</u>

#### Active Preferred Customers by Region

Region	As of			
	30-Dec-06		29-Dec-07	
	(Unaudited)		(Unaudited)	
North America				
United States	50,000	64.1%	50,000	64.1%
Canada	18,000	23.1%	18,000	23.1%
Mexico	2,000	2.5%	2,000	2.6%
North America Total	<u>70,000</u>	<u>89.7%</u>	<u>70,000</u>	<u>89.8%</u>
Asia Pacific				
Australia-New Zealand	7,000	9.0%	6,000	7.6%
Hong Kong	**	0.0%	1,000	1.3%
Japan	1,000	1.3%	1,000	1.3%
Taiwan	**	0.0%	**	0.0%
South Korea	**	0.0%	**	0.0%
Singapore	**	0.0%	**	0.0%
Malaysia	-	0.0%	**	0.0%
Asia Pacific Total	<u>8,000</u>	<u>10.3%</u>	<u>8,000</u>	<u>10.2%</u>
Total	<u>78,000</u>	<u>100.0%</u>	<u>78,000</u>	<u>100.0%</u>

\*\* Count of Active Preferred Customers is less than 500.

#### CONTACT:

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