

20 Years of Consistent Growth!



Leadership in Action, Melaleuca's monthly magazine, highlights Melaleuca's growth record.

The auditors have finished their work and the results are finally in! The final number for Melaleuca Worldwide Gross Sales for fiscal year 2004 is \$634,842,202! Melaleuca opened its doors for business on September 1, 1985, with Frank L. VanderSloot as President/CEO and seven other employees. At that time Melaleuca had less than a dozen products. Today, Melaleuca has over 350 products, 2,200 employees, and does business in eight countries.

Frank sums it up perfectly when he says, "Our success is a direct result of our great people and our superior products. In the end, regardless of how great your products are, you can't get anywhere without great people to back them up. We feel indebted to those who have been with us long-term. Without them we would be nothing."

YEAR	WORLD WIDE GROSS SALES	YEAR	WORLD WIDE GROSS SALES
1985	\$373,416	1995	\$270,920,025
1986	\$1,139,631	1996	\$311,975,823
1987	\$2,584,287	1997	\$323,721,807
1988	\$11,877,707	1998	\$326,383,057
1989	\$16,823,127	1999	\$355,870,324
1990	\$30,556,243	2000	\$396,129,596
1991	\$112,441,406	2001	\$409,869,822
1992	\$216,421,716	2002	\$459,779,588
1993	\$223,568,962	2003	\$546,921,042
1994	\$223,745,181	20c04	\$634,842,202

Faithful employees who have been with Melaleuca for fifteen years or more. They make it happen!

