FORM 4

## UNITED STATES SECURITIES AND EXCHANGE COMMISSION

Washington, D.C. 20549

STATEMENT OF CHANGES IN BENEFICIAL OWNERSHIP

OMB APPRO	VAL
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Filed pursuant to Section 16(a) of the Securities Exchange Act of 1934 or Section 30(h) of the Investment Company Act of 1940

		Reporting Person* TAL PARTN	ERS LI	<u>LC</u>					er or Trac NDUS		Symbol IES INC	<u>C</u> [ v	WGO		theck a	II app		ıg Per X	10% C	wner		
	(Fii N V. HANS . HARBOR	SON	(Middle)			ate of 2/20		t Trans	action (M	Day/Year)					Offico belov	er (give title v)		Other ( below)	specify			
,	. HARDON	4. If	4. If Amendment, Date of Original Filed (Month/Day/Year)											6. Individual or Joint/Group Filing (Check Applicable Line)								
(Street) STUART	, FL	,	34996												X Form filed by One Reporting Form filed by More than On Person							
(City)	(St	-	(Zip)																			
		Tab	le I - Nor			_			quired,	Dis												
1. Title of Security (Instr. 3)				2. Transaction Date (Month/Day/Ye		Execution Date,		3. Transaction Code (Instr. 8)						4 and Sec Ben Owr		cially I Following	6. Ownership Form: Direct (D) or Indirect (I) (Instr. 4)		7. Nature of Indirect Beneficial Ownership			
									Code	v	Amount		(A) or (D)	Price	T		ted action(s) 3 and 4)	(Instr. 4)				
Common	Stock, \$.50	par value		03/12	/2004				S		400		D	\$31.	.57	4,1	45,812		D			
Common	Stock, \$.50	par value		03/12	/2004				S		300		D	\$31.	.58	4,1	45,512		D			
Common	Stock, \$.50	par value		03/12	/2004				S		800		D	\$31.	.59	4,1	.44,712		D			
Common	Stock, \$.50	par value		03/12	/2004				S		1,800		D	\$31	.6	4,1	42,912		D			
Common	Stock, \$.50	par value		03/12	/2004				S		900		D	\$31.	.61	4,1	42,012		D			
Common	ommon Stock, \$.50 par value			03/12/2004					S		400		D	\$31.62		4,1	4,141,612		D			
Common		03/12/2004					S		400		D	\$31.67 4,		4,1	,141,212		D					
Common	Stock, \$.50		03/12/2004					S		5,000		D	\$31.82		4,136,212			D				
Common	03/12/2004					S		600		D	\$32.05		4,135,612			D						
Common	Stock, \$.50		03/12/2004					S		1,400		D	\$32.07		4,134,212			D				
Common	Stock, \$.50	par value		03/12	/2004				S		1,900		D	\$32.	.08	4,132,312 D						
Common	Stock, \$.50	par value		03/12	/2004				S		4,900		D	\$32.	.09	4,1	27,412		D			
Common	Stock, \$.50	par value		03/12	/2004				S		900		D	\$32	.1	4,1	26,512					
Common	Stock, \$.50	par value		03/12	/2004				S		300		D	\$32.	.12	4,1	26,212		D			
		Ta	able II - I )								sed of, onvertib				y Owi	ned						
1. Title of Derivative Security (Instr. 3)	2. Conversion or Exercise Price of Derivative Security	3. Transaction Date (Month/Day/Year)	3A. Deem Execution if any (Month/Da	ed n Date,	4. Transac	ransaction Code (Instr.		5. Number 6			able and	7. Title and Amount of Securities Underlying Derivative Security (Inst and 4)					9. Number of derivative Securities Beneficially Owned Following Reported Transaction(s) (Instr. 4)	G G ()	0. Ownership orm: Oirect (D) or Indirect I) (Instr. 4)	11. Nature of Indirect Beneficial Ownership (Instr. 4)		
Explanation of Responses:					Code	v			Date Exercisal		Expiration Date Ti		or Nun of	ount nber ires	r							

/s/ John V. Hanson, Managing

Director, Hanson Capital

Partners, L.L.C.

\*\* Signature of Reporting Person Date

03/15/2004

Reminder: Report on a separate line for each class of securities beneficially owned directly or indirectly.

Note: File three copies of this Form, one of which must be manually signed. If space is insufficient, see Instruction 6 for procedure.

Persons who respond to the collection of information contained in this form are not required to respond unless the form displays a currently valid OMB Number.

<sup>\*</sup> If the form is filed by more than one reporting person, see Instruction 4 (b)(v).

<sup>\*\*</sup> Intentional misstatements or omissions of facts constitute Federal Criminal Violations See 18 U.S.C. 1001 and 15 U.S.C. 78ff(a).