

Business Snapshots - Dollar Sales A&D

Total US MULO	LW		L4		L12		YTD		L52	
	Current	% Chg YA	Current	% Chg YA	Current	% Chg YA	Current	% Chg YA	Current	% Chg YA
BABY NEEDS	\$16,537,432	0.8%	\$65,387,685	-0.3%	\$203,159,039	0.8%	\$360,733,606	2.0%	\$863,612,519	2.3%
BABY OINTMENTS/CREAMS	\$3,404,540	4.8%	\$13,592,323	5.1%	\$41,773,444	3.2%	\$74,135,724	2.2%	\$175,915,079	1.1%
DESTITIN MAXIMUM STRENGTH	\$642,346	1.8%	\$2,550,232	4.4%	\$7,791,979	4.2%	\$13,937,918	4.9%	\$34,037,175	4.9%
A&D	\$544,086	5.0%	\$2,152,997	3.9%	\$6,579,274	2.2%	\$11,374,894	1.2%	\$27,265,335	0.3%
BOUDREAUXS BUTT PASTE	\$407,467	4.8%	\$1,634,860	5.5%	\$4,972,721	4.1%	\$8,692,270	3.7%	\$21,125,886	2.0%
DESTITIN CREAMY	\$296,848	-6.2%	\$1,168,708	-3.9%	\$3,562,721	-5.7%	\$6,352,254	-5.0%	\$16,071,168	-2.6%
PRIVATE LABEL	\$278,105	12.3%	\$1,091,927	8.4%	\$3,215,092	-0.4%	\$5,639,643	-4.3%	\$13,394,642	-7.0%
EUCERIN AQUAPHOR	\$180,496	2.8%	\$740,603	3.3%	\$2,342,718	-1.8%	\$4,539,828	-1.7%	\$10,235,947	0.4%
AQUAPHOR	\$65,247	10.1%	\$265,453	10.4%	\$826,614	0.4%	\$1,479,011	-6.8%	\$3,242,625	5.8%
TRIPLE	\$2,922	-16.9%	\$14,197	-3.4%	\$41,728	-17.7%	\$78,945	-18.7%	\$179,832	-20.8%
DESTITIN RAPID RELIEF	\$104,512	-13.6%	\$414,419	-14.8%	\$1,277,333	-13.5%	\$2,290,812	-13.6%	\$5,918,376	-8.4%
BALMEX	\$73,015	-13.4%	\$285,108	-12.4%	\$856,370	-17.6%	\$1,537,862	-16.3%	\$3,946,463	-17.4%
FIRST AID TREATMENT	\$30,036,781	-3.5%	\$116,856,298	-2.2%	\$335,421,174	0.8%	\$565,891,521	2.4%	\$1,481,175,955	3.0%
FIRST AID OINTMENTS/ANTISEPTICS	\$18,621,048	0.9%	\$72,771,141	0.9%	\$211,888,613	3.3%	\$357,154,935	4.4%	\$903,310,505	4.2%
PRIVATE LABEL	\$7,528,751	-2.2%	\$29,942,123	-0.8%	\$86,917,759	2.4%	\$144,984,836	2.7%	\$373,914,166	3.8%
NEOSPORIN PLUS	\$2,042,173	12.3%	\$7,878,191	11.4%	\$21,776,862	10.6%	\$35,626,093	9.4%	\$88,630,323	4.1%
EUCERIN AQUAPHOR	\$1,081,270	9.5%	\$4,429,183	7.9%	\$14,088,289	2.1%	\$28,068,505	2.9%	\$61,399,604	0.2%
NEOSPORIN	\$1,250,492	-12.4%	\$4,935,494	-9.6%	\$15,135,707	-1.4%	\$25,861,275	3.4%	\$66,327,527	3.2%
NOBRAND	\$865,244	6.4%	\$3,232,843	6.8%	\$8,870,554	6.2%	\$15,031,974	7.2%	\$38,990,669	4.7%
MEDERMA	\$730,576	-3.2%	\$2,841,817	-9.0%	\$7,969,996	-10.3%	\$13,038,618	-9.7%	\$33,502,861	-11.1%
HIBICLENS	\$337,075	8.0%	\$1,327,052	4.4%	\$3,998,038	7.6%	\$6,852,375	7.3%	\$17,214,560	8.6%
POLYSPORIN	\$240,495	1.6%	\$929,729	-1.0%	\$2,742,372	0.2%	\$4,735,147	1.6%	\$11,910,028	-0.3%
SOLARCAINE	\$196,074	-31.3%	\$699,922	-29.3%	\$1,981,416	-17.2%	\$2,438,694	-13.6%	\$9,362,279	-7.0%
AQUAPHOR ADVANCED THERAPY	\$171,479	14.5%	\$690,534	10.0%	\$2,179,860	1.2%	\$4,470,919	9.6%	\$9,698,377	58.5%
A&D	\$89,819	-40.1%	\$408,673	-32.1%	\$1,598,194	-15.0%	\$2,913,177	-8.7%	\$7,375,621	-4.4%