

Business Snapshots - Dollar Sales Footcare

Segment		LW		L4		L12		YTD		L52	
		Current	% Chg YA	Current	% Chg YA	Current	% Chg YA	Current	% Chg YA	Current	% Chg YA
FOOT CARE	FOOT CARE	\$29,404,030	-9.4%	\$114,926,840	-8.4%	\$333,457,436	-5.1%	\$430,840,988	-4.3%	\$1,518,928,565	3.9%
	DR SCHOLLS-FOOT CARE	\$8,126,954	-10.4%	\$31,013,145	-7.5%	\$87,613,618	-6.0%	\$112,500,832	-5.4%	\$388,328,470	-4.5%
	LOTRIMIN-FOOT CARE	\$1,991,092	-0.2%	\$7,689,165	1.2%	\$21,674,687	2.0%	\$28,128,044	2.1%	\$97,961,745	-0.1%
	TINACTIN-FOOT CARE	\$709,068	-12.9%	\$2,885,732	-5.9%	\$8,409,153	-4.0%	\$10,778,517	-4.4%	\$38,788,693	-3.2%
	PRIVATE LABEL-FOOT CARE	\$6,222,851	-1.2%	\$24,671,446	-0.3%	\$72,160,440	4.3%	\$93,813,110	5.7%	\$317,861,972	9.2%
INSOLES/DEVICES	INSOLES/DEVICES	\$8,120,440	-3.6%	\$30,861,805	-1.3%	\$87,283,671	1.4%	\$112,681,561	1.7%	\$379,400,668	0.4%
	DR SCHOLLS-I/D	\$5,176,247	-8.0%	\$19,277,586	-4.6%	\$53,876,156	-3.4%	\$69,172,887	-3.2%	\$235,370,948	-4.4%
	PRIVATE LABEL-I/D	\$1,058,155	-2.0%	\$4,230,105	-0.8%	\$12,155,321	8.7%	\$15,802,996	9.1%	\$52,953,829	9.3%
	SOF COMFORT-I/D	\$422,877	-6.5%	\$1,707,336	-5.9%	\$5,242,931	-1.5%	\$6,890,260	0.5%	\$22,867,572	-1.8%
	PRO FOOT-I/D	\$317,762	-16.5%	\$1,288,695	-14.3%	\$3,793,441	-11.1%	\$4,983,779	-10.3%	\$17,471,940	-2.8%
	AIRPLUS-I/D	\$118,938	88.9%	\$396,361	67.0%	\$794,154	29.0%	\$967,521	23.2%	\$2,873,832	8.2%
	FAB FEET-I/D	\$174,067	-20.7%	\$665,827	-19.9%	\$1,800,345	-14.2%	\$2,330,472	-12.5%	\$8,397,973	-5.2%
	PROSOLE-I/D	\$97,532	42.2%	\$350,792	29.2%	\$1,012,630	26.7%	\$1,282,651	22.4%	\$3,604,564	51.4%
	AVIA-I/D	\$15,596	10316.5%	\$110,272	73548.3%	\$585,423	390891.3%	\$789,849	527423.3%	\$3,109,896	2076933.8%
	REXALL-I/D	\$54,104	-4.2%	\$208,274	0.8%	\$634,375	21.1%	\$820,170	24.6%	\$2,694,975	22.2%
	PEAK-I/D	\$24,754	-19.0%	\$96,946	-16.3%	\$275,240	-13.0%	\$363,808	-9.4%	\$1,401,087	-4.8%
LITTLE HOTTIES-I/D	\$2,629	23.7%	\$11,182	5.8%	\$100,952	-25.3%	\$253,916	-13.3%	\$793,215	25.1%	
OTHER ANTI-FUNGAL	OTHER ANTI-FUNGAL	\$1,190,038	5.4%	\$4,739,830	8.3%	\$13,576,588	8.7%	\$17,958,417	9.1%	\$61,853,378	6.6%
	LOTRIMIN-OTHER ANTI-FUNGAL	\$700,546	12.3%	\$2,743,724	13.2%	\$7,578,036	8.0%	\$9,973,850	7.7%	\$33,474,736	2.3%
	TINACTIN-OTHER ANTI-FUNGAL	\$94,016	-6.2%	\$380,029	-6.3%	\$1,150,351	-2.3%	\$1,512,015	-1.6%	\$5,704,676	1.1%
	PRIVATE LABEL-OTHER ANTI-FUNGA	\$289,816	3.0%	\$1,180,597	10.6%	\$3,470,916	12.9%	\$4,619,488	13.3%	\$16,040,515	9.3%
	LAMISIL-OTHER ANTI-FUNGAL	\$81,062	-4.8%	\$332,051	-1.3%	\$1,032,531	28.0%	\$1,380,427	33.7%	\$4,954,181	61.7%
	ZEASORB-OTHER ANTI-FUNGAL	\$14,958	-19.4%	\$60,994	-8.2%	\$178,014	-3.8%	\$242,586	0.1%	\$872,182	-0.9%
	FUNGI CURE-OTHER ANTI-FUNGAL	\$0	0.0%	\$0	-100.0%	\$9	-99.4%	\$9	-99.4%	\$1,569	-62.4%
	NATUREPLEX-OTHER ANTI-FUNGAL	\$7,886	-35.5%	\$35,525	-27.8%	\$142,470	8.6%	\$194,561	12.4%	\$656,130	10.0%
ALL OTHER FOOTCARE	ALL OTHER FOOTCARE W/O I&D	\$15,752,089	-13.6%	\$62,072,138	-13.6%	\$182,336,338	-9.7%	\$235,095,583	-8.5%	\$849,087,730	6.6%
	AMOPE PEDI PERFECT-GROOMING	\$129,835	0.0%	\$523,203	0.0%	\$1,227,003	0.0%	\$1,227,968	0.0%	\$1,227,968	0.0%
	PRIVATE LABEL-FOOT THERAPY	\$1,149,964	0.6%	\$4,460,860	2.0%	\$12,736,412	6.3%	\$16,283,164	5.8%	\$51,640,565	6.4%
	COMPOUND W-WART	\$727,910	4.0%	\$2,986,331	11.7%	\$8,604,112	17.0%	\$11,048,482	17.2%	\$39,500,804	13.1%
	PRIVATE LABEL-GROOMING	\$1,595,850	3.9%	\$6,200,341	1.3%	\$18,219,933	5.5%	\$23,779,211	11.3%	\$81,454,600	31.8%
	PEDEGG-GROOMING	\$363,425	-67.1%	\$1,507,274	-68.0%	\$5,094,066	-48.3%	\$6,620,213	-38.9%	\$33,233,881	102.0%
	PRIVATE LABEL-WART	\$584,961	3.4%	\$2,313,608	6.2%	\$6,654,217	10.7%	\$8,588,923	10.4%	\$30,191,292	11.0%
	ODOR EATERS-ODOR WETNESS	\$641,539	-0.7%	\$2,526,603	6.6%	\$7,334,900	10.6%	\$9,182,061	9.8%	\$28,310,615	6.1%
	FUNGI NAIL-NAIL FUNGUS	\$513,949	-7.4%	\$1,867,628	-10.1%	\$4,617,438	-17.5%	\$5,816,228	-18.0%	\$22,557,682	-11.7%
	TRIM-GROOMING	\$863,304	-0.1%	\$3,453,607	0.8%	\$9,948,046	-0.1%	\$12,880,405	-6.2%	\$44,671,496	-23.1%
	GOLD BOND-GROOMING	\$329,851	0.4%	\$1,292,224	-3.5%	\$4,010,894	-7.5%	\$5,398,036	-8.1%	\$17,270,244	-12.6%