

Business Snapshots - Dollar Sales Laxatives										
Total US MULO	LW		L4		L12		YTD		L52	
	Current	% Chg YA	Current	% Chg YA	Current	% Chg YA	Current	% Chg YA	Current	% Chg YA
TOTAL ADULT AND CHILD LAXATIVES	\$27,366,347	1.4%	\$110,603,229	0.8%	\$336,140,842	1.6%	\$591,335,131	1.1%	\$1,428,642,840	1.3%
PEG LAXATIVES	\$5,801,290	5.8%	\$24,091,873	3.1%	\$71,825,706	5.9%	\$125,183,385	5.5%	\$298,877,932	4.6%
OVERNIGHT LAXATIVES	\$6,896,988	-4.4%	\$27,763,982	-4.4%	\$84,960,216	-3.0%	\$149,145,451	-2.7%	\$367,122,728	-1.8%
STOOL SOFTENERS	\$2,862,084	-8.4%	\$11,965,990	-4.2%	\$38,018,702	-0.8%	\$67,829,389	0.5%	\$164,464,244	1.4%
FIBER LAXATIVES	\$9,517,519	6.1%	\$37,477,805	4.3%	\$112,845,633	2.5%	\$199,295,399	0.4%	\$478,349,484	1.0%
PEG LAXATIVES	\$5,801,290	5.8%	\$24,091,873	3.1%	\$71,825,706	5.9%	\$125,183,385	5.5%	\$298,877,932	4.6%
MIRALAX-PEG	\$3,873,300	7.0%	\$16,300,731	1.6%	\$48,079,778	5.1%	\$83,157,671	3.9%	\$199,494,608	3.6%
MIRALAX-PEG-POWDER-ORIGINAL	\$3,524,191	7.9%	\$14,903,922	1.8%	\$43,805,000	5.0%	\$75,820,008	3.5%	\$181,739,779	3.3%
MIRALAX-POWDER-ORIGINAL-4.1 OZ	\$435,248	5.1%	\$1,769,429	5.2%	\$5,444,598	5.0%	\$9,432,938	4.4%	\$22,879,434	2.2%
MIRALAX-POWDER-ORIGINAL-8.3 OZ	\$1,181,546	7.3%	\$4,717,483	2.2%	\$14,605,142	5.8%	\$25,414,525	5.4%	\$61,819,484	4.5%
MIRALAX-POWDER-ORIGINAL-17.9 OZ	\$1,151,850	-5.5%	\$5,650,861	-11.2%	\$15,714,025	-9.3%	\$26,891,530	-10.7%	\$67,209,769	-6.1%
MIRALAX-POWDER-ORIGINAL-26.9 OZ	\$498,632	121.3%	\$1,964,548	99.4%	\$5,789,298	102.2%	\$10,544,274	100.3%	\$20,674,135	63.6%
MIRALAX-POWDER-ORIGINAL-40.8 OZ	\$254,026	0.0%	\$782,067	0.0%	\$2,090,540	0.0%	\$2,100,281	0.0%	\$2,100,281	0.0%
PRIVATE LABEL-PEG	\$1,927,989	3.6%	\$7,784,956	6.2%	\$23,731,345	7.6%	\$41,996,460	8.7%	\$99,312,934	6.7%
PRIVATE LABEL-PEG-POWDER-ORIGINAL	\$6,316	-6.7%	\$27,089	11.9%	\$78,418	7.5%	\$134,787	4.2%	\$344,683	-60.1%
PRIVATE LABEL-POWDER-ORIGINAL-4.1 OZ	\$763	1.6%	\$3,247	19.4%	\$9,781	22.8%	\$17,000	17.9%	\$42,119	13.3%
PRIVATE LABEL-POWDER-ORIGINAL-8.3 OZ	\$1,937	-21.8%	\$9,046	5.9%	\$26,220	8.9%	\$45,221	11.4%	\$122,724	16.4%
PRIVATE LABEL-POWDER-ORIGINAL-17.9 OZ	\$3,617	2.1%	\$14,796	14.4%	\$42,400	3.8%	\$72,515	0.9%	\$179,701	-0.8%
OVERNIGHT LAXATIVES	\$6,896,988	-4.4%	\$27,763,982	-4.4%	\$84,960,216	-3.0%	\$149,145,451	-2.7%	\$367,122,728	-1.8%
CORRECTOL-OVERNIGHT	\$235	-98.1%	\$1,649	-98.8%	\$12,300	-98.0%	\$33,001	-97.1%	\$370,789	-81.9%
CORRECTOL-TAB-ORIGINAL-15 CT	\$104	-98.0%	\$642	-97.0%	\$2,349	-96.5%	\$5,040	-95.6%	\$47,143	-75.2%
CORRECTOL-TAB-ORIGINAL-30 CT	\$100	-99.3%	\$640	-99.2%	\$8,414	-98.0%	\$23,823	-97.2%	\$232,869	-85.1%
CORRECTOL-TAB-ORIGINAL-90 CT	\$30	-99.3%	\$367	-98.9%	\$1,538	-98.8%	\$4,138	-97.8%	\$90,776	-69.2%
PHILLIPS-OVERNIGHT	\$840,350	-10.4%	\$3,355,068	-13.1%	\$10,277,983	-11.4%	\$18,129,064	-10.6%	\$45,297,237	-8.7%
PHILLIPS CAPLETS	\$202,660	-14.5%	\$803,243	-15.3%	\$2,455,849	-11.3%	\$4,325,259	-8.5%	\$10,932,591	-3.1%
PHILLIPS MOM	\$637,690	-9.1%	\$2,551,826	-12.4%	\$7,822,134	-12.7%	\$13,803,805	-11.2%	\$34,364,646	-6.5%
PRIVATE LABEL-OVERNIGHT	\$644,690	-7.3%	\$2,612,754	-8.8%	\$7,976,851	-8.0%	\$13,912,135	-8.0%	\$34,699,275	-5.6%
PRIVATE LABEL-TAB-ORIGINAL	\$37,583	-14.9%	\$155,638	-12.1%	\$491,879	-5.5%	\$885,676	-3.0%	\$2,103,280	-6.3%
DULCOLAX	\$1,274,938	2.4%	\$5,206,061	2.7%	\$15,920,746	3.8%	\$27,734,229	3.7%	\$67,755,744	4.5%
EX LAX	\$443,871	3.7%	\$1,792,348	5.6%	\$5,506,891	6.2%	\$9,573,858	6.5%	\$22,964,861	11.6%
FLEET	\$60,347	-1.4%	\$241,610	0.7%	\$774,419	-3.9%	\$1,385,910	-8.6%	\$3,212,428	-18.6%
SENOKOT	\$526,389	-3.1%	\$2,083,973	-0.5%	\$6,402,579	-0.4%	\$11,392,951	1.2%	\$27,826,773	-0.8%
STOOL SOFTENERS	\$2,862,084	-8.4%	\$11,965,990	-4.2%	\$38,018,702	-0.8%	\$67,829,389	0.5%	\$164,464,244	1.4%
PHILLIPS-STOOL SOFTENERS	\$96,536	-30.5%	\$405,188	-36.7%	\$1,329,577	-18.9%	\$2,448,359	-14.0%	\$6,322,298	-8.0%
PHILLIPS LIQUI-GELS-ORIGINAL-30 CT	\$81,376	-30.6%	\$340,774	-26.4%	\$1,122,362	-19.3%	\$2,077,586	-13.7%	\$5,387,806	-6.1%
PHILLIPS LIQUI-GELS-ORIGINAL-60 CT	\$15,160	-30.1%	\$64,414	-28.4%	\$207,215	-16.8%	\$370,773	-15.8%	\$934,493	-2.9%
PRIVATE LABEL-STOOL SOFTENERS	\$1,777,342	3.0%	\$7,094,869	3.8%	\$21,295,358	2.6%	\$37,576,509	3.1%	\$90,331,992	2.9%
COLACE	\$760,830	5.2%	\$3,067,244	4.4%	\$9,390,018	2.9%	\$16,572,750	4.2%	\$39,951,775	4.9%
DULCOLAX	\$161,710	-63.8%	\$1,105,833	-39.8%	\$5,073,318	-12.5%	\$9,610,617	-8.2%	\$23,916,610	-5.8%
FLEET	\$14,958	-11.5%	\$65,563	2.7%	\$223,561	9.4%	\$395,475	3.9%	\$893,382	-3.9%
FIBER LAXATIVES	\$9,517,519	6.1%	\$37,477,805	4.3%	\$112,845,633	2.5%	\$199,295,399	0.4%	\$478,349,484	1.0%
MIRAFIBER DAILY COMFORT-FIBER	\$71,949	0.0%	\$194,153	0.0%	\$238,660	0.0%	\$238,660	0.0%	\$238,660	0.0%
MIRAFIBER DAILY COMFORT-CAPLET	\$35,765	0.0%	\$100,094	0.0%	\$125,906	0.0%	\$125,906	0.0%	\$125,906	0.0%
MIRAFIBER DAILY COMFORT-POWDER	\$36,184	0.0%	\$94,059	0.0%	\$112,754	0.0%	\$112,754	0.0%	\$112,754	0.0%
PHILLIPS-FIBER	\$344,289	55.0%	\$1,267,421	43.6%	\$3,640,980	35.3%	\$6,224,675	22.2%	\$14,647,555	27.5%
PHILLIPS FIBER GOOD	\$210,352	19.0%	\$791,023	9.9%	\$2,429,059	-3.1%	\$4,207,621	-14.3%	\$10,106,923	-10.6%
PHILLIPS FIBER GOOD + ENERGY SUPT	\$101,410	123.4%	\$376,883	130.7%	\$1,091,205	493.3%	\$1,896,338	931.1%	\$4,419,916	2303.3%
PHILLIPS FIBER GOOD + METABOLISM SUPT	\$32,527	0.0%	\$99,515	0.0%	\$120,716	0.0%	\$120,716	0.0%	\$120,716	0.0%
META	\$3,474,498	10.2%	\$13,556,981	5.2%	\$39,782,734	2.1%	\$70,416,687	-1.3%	\$167,793,841	-1.2%
CITRUCEL	\$613,663	-8.6%	\$2,399,630	-4.9%	\$7,254,968	-4.7%	\$12,558,865	-7.5%	\$30,435,915	-9.0%
BENEFIBER	\$1,161,579	19.1%	\$4,695,797	22.3%	\$14,576,298	23.0%	\$25,448,962	21.6%	\$60,576,083	29.7%
FIBER CHOICE	\$229,114	-17.4%	\$923,048	-19.1%	\$3,109,731	-16.0%	\$5,613,464	-16.7%	\$14,382,317	-21.2%
PRIVATE LABEL-FIBER	\$2,438,729	-2.4%	\$9,684,427	-3.0%	\$30,078,726	-2.4%	\$53,682,405	-2.2%	\$130,184,058	-0.7%