

Business Snapshots - Dollar Sales Nasal

	LW		L4		L12		YTD		L52	
	Current	% Chg YA	Current	% Chg YA	Current	% Chg YA	Current	% Chg YA	Current	% Chg YA
ADULT MEDICATED NASAL	\$10	-12.8%	\$21,426,585	-10.2%	\$61,796,538	-6.9%	\$269,699,076	-2.1%	\$269,699,076	-2.1%
AFRIN-ADULT MEDICATED NASAL	\$2,335,130	-2.7%	\$9,031,205	0.5%	\$25,287,303	2.3%	\$104,605,954	2.6%	\$104,605,954	2.6%
AFRIN NO DRIP-ADULT MEDICATED NASAL	\$1,230,462	-3.7%	\$4,791,464	-0.3%	\$13,465,203	0.4%	\$56,033,172	-1.0%	\$56,033,172	-1.0%
AFRIN X-NODRIP-ADULT MEDICATED NASAL	\$1,104,668	-1.4%	\$4,239,741	1.5%	\$11,822,100	4.5%	\$48,572,782	7.1%	\$48,572,782	7.1%
PRIVATE LABEL-ADLT MEDCT NSL	\$1,531,782	-20.9%	\$6,056,564	-18.9%	\$17,980,014	-14.2%	\$83,331,607	-4.0%	\$83,331,607	-4.0%
PL AFRIN EXCL NO DRIP-ADULT MEDICATED NASAL	\$61,308		\$210,246		\$552,712		\$960,105		\$960,105	
PL AFRIN NO DRIP-ADULT MEDICATED NASAL	\$410,543	-12.3%	\$1,565,079	-13.6%	\$4,638,369	-8.0%	\$21,038,858	1.9%	\$21,038,858	1.9%
PL 4 WAY-ADULT MEDICATED NASAL	\$237,836	-22.6%	\$988,009	-20.4%	\$2,890,047	-19.1%	\$13,972,446	-13.0%	\$13,972,446	-13.0%
NEILMED-ADLT MEDCT NSL	\$41,861	-26.1%	\$139,482	-21.0%	\$404,296	-43.6%	\$1,885,473	-20.3%	\$1,885,473	-20.3%
VICKS-ADLT MEDCT NSL	\$478,066	-9.8%	\$1,857,201	-6.1%	\$5,478,076	-2.4%	\$22,487,815	-16.8%	\$22,487,815	-16.8%
ZICAM-ADLT MEDCT NSL	\$435,697	-12.5%	\$1,587,625	-9.4%	\$4,299,749	-5.5%	\$18,017,075	-1.9%	\$18,017,075	-1.9%
NEO SYNEPHRINE-ADLT MEDCT NSL	\$26,351	-83.8%	\$131,481	-79.4%	\$718,246	-61.1%	\$6,257,420	-24.8%	\$6,257,420	-24.8%
MUCINEX-ADLT MEDCT NSL	\$129,822	-12.2%	\$480,162	-12.4%	\$1,394,636	-3.0%	\$5,930,085	7.4%	\$5,930,085	7.4%
NASALCROM-ADLT MEDCT NSL	\$75,829	-23.1%	\$305,186	-23.5%	\$989,595	-22.7%	\$5,314,155	-25.3%	\$5,314,155	-25.3%
ADULT SALINE NASAL	\$2,391,951	-7.9%	\$9,475,126	-7.0%	\$26,376,319	-4.6%	\$110,483,504	1.1%	\$110,483,504	1.1%
ADULT DILATOR/SNORE NASAL	\$2,554,422	-1.5%	\$10,250,520	-2.3%	\$30,253,713	1.2%	\$125,300,253	0.4%	\$125,300,253	0.4%
ADULT IRRIGATION NASAL	\$1,563,899	-2.8%	\$5,952,936	-0.3%	\$16,291,701	3.4%	\$68,426,515	7.2%	\$68,426,515	7.2%
ADULT A/O NON-MEDICATED	\$288,934	-4.0%	\$1,099,802	-0.4%	\$3,107,089	2.5%	\$12,697,490	6.9%	\$12,697,490	6.9%
ADULT COLD/FLU & COUGH	\$3,778,517	-28.1%	\$14,265,490	-16.1%	\$35,888,574	-5.2%	\$117,862,738	29.7%	\$117,862,738	29.7%
ALKA SELTZER PLUS-ADLT C/F & COUGH	\$898,335	-33.7%	\$3,303,868	-25.9%	\$8,231,431	-17.6%	\$30,864,366	-14.3%	\$30,864,366	-14.3%
CORICIDIN-ADLT C/F	\$978,935	-24.9%	\$3,856,352	-16.2%	\$9,930,464	-6.8%	\$34,166,792	4.9%	\$34,166,792	4.9%
CORICIDIN HBP-ADLT C/F	\$756,528	-27.9%	\$3,014,144	-18.7%	\$7,796,285	-9.5%	\$26,892,128	3.7%	\$26,892,128	3.7%
CORICIDIN HBP DT/NT-ADLT C/F	\$154,889	-7.9%	\$580,688	0.5%	\$1,462,019	12.2%	\$4,732,499	14.0%	\$4,732,499	14.0%
CORICIDIN HBP NT-ADLT C/F	\$67,518	-21.5%	\$261,519	-16.6%	\$672,160	-8.7%	\$2,542,165	2.0%	\$2,542,165	2.0%
CORICIDIN-ADLT COUGH	\$321,677	-25.8%	\$1,248,218	-16.0%	\$3,172,033	-5.5%	\$11,498,773	10.0%	\$11,498,773	10.0%
CORICIDIN HBP-ADLT COUGH	\$321,677	-25.8%	\$1,248,218	-16.0%	\$3,172,033	-5.5%	\$11,498,773	10.0%	\$11,498,773	10.0%
CORICIDIN HBP-ADLT COUGH & C/F	\$384,614	-19.7%	\$1,497,913	-14.8%	\$3,971,890	-8.6%	\$15,001,729	0.0%	\$15,001,729	0.0%
PL CORICIDIN-ADULT COLD/FLU & COUGH	\$2,066	5.7%	\$7,234	-18.5%	\$22,193	-2.8%	\$88,665	3.0%	\$88,665	3.0%
PRIVATE LABEL-ADULT COLD/FLU & COUGH	\$566,470	-51.1%	\$2,205,446	-40.8%	\$5,915,777	-29.8%	\$24,243,184	-11.2%	\$24,243,184	-11.2%
MUCINEX-ADULT COLD/FLU	\$4,960,400	-25.7%	\$17,419,252	-16.3%	\$43,298,840	-4.0%	\$144,788,897	4.6%	\$144,788,897	4.6%
VICKS-ADULT COLD/FLU	\$13,965,065	-22.3%	\$52,627,267	-12.2%	\$136,888,670	-2.9%	\$462,530,286	6.9%	\$462,530,286	6.9%
TYLENOL-ADULT COLD/FLU	\$2,346,973	-35.6%	\$8,636,619	-26.9%	\$23,198,007	-17.4%	\$86,558,193	-8.8%	\$86,558,193	-8.8%
ALKA SELTZER PLUS-ADULT COLD/FLU	\$5,090,289	-28.2%	\$19,564,442	-18.6%	\$50,280,945	-10.9%	\$179,900,181	-1.7%	\$179,900,181	-1.7%
ROBITUSSIN-ADULT COLD/FLU	\$855,458	-20.5%	\$3,227,241	-9.1%	\$8,262,401	2.8%	\$27,372,460	-13.0%	\$27,372,460	-13.0%
ADVIL-ADULT COLD/FLU	\$1,175,720	-2.8%	\$4,146,272	-1.2%	\$11,013,313	0.7%	\$41,240,522	2.2%	\$41,240,522	2.2%
THERAFLU-ADULT COLD/FLU	\$2,192,985	-44.2%	\$8,270,559	-33.1%	\$20,701,056	-23.5%	\$73,383,650	117.1%	\$73,383,650	117.1%