

# COMPETITIVE PROMOTION REPORT

## HBC INDUSTRY OVERVIEW

BY CATEGORY

Total Number of Active  
Deals for 12 Months  
Ending March, 2007:

49841

Category	Total Number of Deals		Share of Deals By Type			Percent Carrying Additional Funds	
	Deals	Brands	EDLP/Contract	Off Invoice	Bill Back	Deals	Brands
HAIR SHAMPOO/CONDITIONER	5264	82	64%	33%	5%	76%	22%
VITAMINS	4108	93	51%	22%	6%	5%	6%
DEODORANTS	3668	40	73%	25%	4%	89%	45%
SKIN CARE	3030	110	72%	13%	13%	61%	19%
COUGH & COLD-INTERNAL	2333	106	52%	23%	8%	35%	33%
COSMETICS-MAKE UP	2317	115	83%	7%	4%	0%	0%
BATH PRODUCTS	2236	89	66%	24%	5%	34%	18%
TOOTHPASTE	2201	40	72%	22%	8%	91%	38%
BABY PRODUCTS	2045	77	65%	16%	5%	23%	10%
HAIR STYLING	1954	59	77%	20%	3%	71%	24%
HOME HLTH. CARE/SICKRM. SUPPL.	1943	105	76%	5%	3%	8%	6%
ANALGESIC-INTERNAL	1936	81	46%	20%	7%	29%	43%
SHAVING PRODUCTS	1841	78	62%	18%	14%	21%	23%
FIRST AID	1546	87	45%	18%	5%	9%	11%
COUGH & COLD-EXTERNAL	1353	95	65%	16%	8%	23%	15%
ANTACIDS	1272	54	59%	17%	8%	50%	35%
DENTAL PRODUCTS	1095	33	64%	17%	9%	64%	30%
FEMININE HYGIENE	1090	38	43%	25%	12%	36%	26%
HAIR COLORING	981	25	85%	10%	4%	66%	28%
DIET	949	65	74%	29%	8%	0%	0%
ORAL HYGIENE	876	45	59%	25%	13%	57%	22%
LAXATIVES/DIARRHEALS/EMETICS	820	50	46%	12%	12%	26%	20%
HAIR CARE ACCES & GROOMING	776	31	90%	2%	5%	4%	13%
FOOT PREPARATIONS	642	52	41%	18%	11%	14%	10%
EYE/EAR PRODUCTS	562	63	65%	12%	11%	28%	17%
DIABETIC PRODUCTS	536	39	75%	8%	0%	0%	0%
SUN CARE	473	28	66%	10%	19%	22%	11%
TOILETRIES/MEN-WOMEN	364	78	94%	1%	1%	7%	4%
DENTURE PRODUCTS	358	17	75%	15%	6%	69%	24%
HOME REMEDIES	344	31	74%	10%	2%	38%	16%
ANALGESIC-EXTERNAL	235	27	56%	14%	16%	11%	7%

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*BY CATEGORY*

Total Number of Active  
Deals for 12 Months  
Ending March, 2007:

49841

Category	Total Number of Deals		Share of Deals By Type			Percent Carrying Additional Funds	
	Deals	Brands	EDLP/Contract	Off Invoice	Bill Back	Deals	Brands
FAMILY PLANNING	232	25	65%	16%	15%	34%	20%
ACNE	179	27	44%	12%	36%	51%	33%
HAIR CARE-MEN'S	150	10	81%	15%	3%	47%	20%
TOPICAL PREPARATIONS	132	24	38%	11%	7%	2%	13%
<b>REPORT TOTALS</b>	<b>49841</b>	<b>2019</b>	<b>65%</b>	<b>19%</b>	<b>7%</b>	<b>41%</b>	<b>18%</b>

# COMPETITIVE PROMOTION REPORT

## HBC CATEGORY OVERVIEW

*BY MANUFACTURER*

ANALGESIC-INTERNAL

Total Number of Active  
Deals for 12 Months  
Ending March, 2007:

1936
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Manufacturer	Total Number of Deals		Share of Deals By Type			Percent Carrying Additional Funds	
	Deals	Brands	EDLP/Contract	Off Invoice	Bill Back	Deals	Brands
TOPCO ASSOC INC	410	1	35%	48%	0%	0%	0%
PRIVATE LABEL	212	1	32%	7%	0%	0%	0%
MCNEIL CONSUMER HEALTHCARE	193	13	73%	13%	15%	99%	92%
GLAXO SMITHKLINE	179	5	96%	1%	2%	0%	0%
BAYER CORPORATION	176	3	65%	20%	19%	100%	100%
PERRIGO	143	1	9%	36%	3%	0%	0%
NOVARTIS	94	8	76%	6%	20%	99%	88%
LNK INTERN'T'L	85	1	9%	9%	2%	0%	0%
WYETH CONSUMER	81	3	63%	17%	19%	100%	100%
PHARMACEUTICAL FORM	49	1	51%	0%	0%	0%	0%
LEINER HEALTH PRODUCTS	39	1	8%	0%	0%	0%	0%
GERI CARE PHARM	34	1	12%	0%	0%	0%	0%
MARLEX PHARM	31	1	0%	0%	0%	0%	0%
PL DEVELOPMENT	28	1	25%	4%	0%	0%	0%
A & S PHARMA	27	1	11%	33%	0%	0%	0%
CHATTEM	16	1	50%	6%	56%	0%	0%
LIL DRUGSTORE	16	3	100%	94%	0%	25%	67%
ALVA-AMCO PHARMACAL	12	2	50%	0%	50%	0%	0%
INSIGHT PHARM	12	1	83%	8%	8%	0%	0%
OHM LABS	12	1	8%	0%	0%	0%	0%
VINTAGE PHARM	12	1	0%	17%	0%	0%	0%
PDK LABS, INC	11	1	0%	0%	0%	0%	0%
MIRALUS INC.	9	1	33%	0%	67%	0%	0%
KIRK PHARMACEUTICAL	9	1	0%	0%	0%	0%	0%
NAVAJO MFR	8	8	100%	0%	0%	100%	100%
REESE PHARMA	5	2	60%	0%	0%	0%	0%
HYLANDS	4	1	100%	0%	0%	0%	0%
GANEDEN BIO	4	1	100%	0%	0%	0%	0%
ACTAVIS INC	4	1	0%	0%	0%	0%	0%
MEDTECH	3	2	67%	33%	0%	0%	0%
CONTRACT PHARMACAL CORP	3	1	0%	0%	0%	0%	0%

# COMPETITIVE PROMOTION REPORT

## HBC CATEGORY OVERVIEW

*BY MANUFACTURER*

ANALGESIC-INTERNAL  
 Total Number of Active  
 Deals for 12 Months  
 Ending March, 2007:

1936
------

Manufacturer	Total Number of Deals		Share of Deals By Type			Percent Carrying Additional Funds	
	Deals	Brands	EDLP/Contract	Off Invoice	Bill Back	Deals	Brands
WESTERN FAMILY	3	1	0%	100%	0%	0%	0%
PRESTIGE BRANDS INTERNATIONAL	2	2	0%	0%	100%	0%	0%
TIME-CAP LABS, INC	2	1	0%	0%	0%	0%	0%
DESERET LABS	2	1	50%	0%	0%	0%	0%
BIOPHARM LABS	1	1	0%	0%	0%	0%	0%
MONTICELLO	1	1	100%	0%	0%	0%	0%
AKPHARMA	1	1	0%	0%	0%	0%	0%
GELSTAT CORP	1	1	100%	0%	0%	0%	0%
AARON INDUSTRIES	1	1	0%	0%	0%	0%	0%
GEISS, DESTIN, & DUNN	1	1	0%	0%	0%	0%	0%
<b>REPORT TOTALS</b>	<b>1936</b>	<b>81</b>	<b>46%</b>	<b>20%</b>	<b>7%</b>	<b>29%</b>	<b>43%</b>

# COMPETITIVE PROMOTION REPORT

## HBC CATEGORY OVERVIEW

*Trade Report By Manufacturer*

ANALGESIC-INTERNAL

12 Months Ending  
March, 2007

Manufacturer	Number of Deals	Brands on Deal	EDLP/Contract % of Deals	Average % of Off Invoice Allowance	Average % of Billback Allowance	Total % Average Discount	Average % of Additional Funds
TOPCO ASSOC INC	410	1	35%	16%	0%	16%	0%
PRIVATE LABEL	212	1	32%	17%	0%	17%	0%
MCNEIL CONSUMER HEALTHCARE	193	13	73%	10%	18%	14%	10%
GLAXO SMITHKLINE	179	5	96%	4%	29%	21%	0%
BAYER CORPORATION	176	3	65%	24%	19%	22%	10%
PERRIGO	143	1	9%	10%	12%	11%	0%
NOVARTIS	94	8	76%	11%	16%	15%	6%
LNK INTERN'T'L	85	1	9%	10%	11%	13%	0%
WYETH CONSUMER	81	3	63%	9%	14%	12%	7%
PHARMACEUTICAL FORM	49	1	51%	0%	0%	0%	0%
LEINER HEALTH PRODUCTS	39	1	8%	0%	0%	0%	0%
GERI CARE PHARM	34	1	12%	0%	0%	0%	0%
MARLEX PHARM	31	1	0%	0%	0%	0%	0%
PL DEVELOPMENT	28	1	25%	18%	0%	18%	0%
A & S PHARMA	27	1	11%	22%	0%	22%	0%
CHATTEM	16	1	50%	4%	20%	18%	0%
LIL DRUGSTORE	16	3	100%	10%	0%	10%	10%
ALVA-AMCO PHARMACAL	12	2	50%	0%	31%	31%	0%
INSIGHT PHARM	12	1	83%	1%	50%	26%	0%
OHM LABS	12	1	8%	0%	0%	0%	0%
VINTAGE PHARM	12	1	0%	5%	0%	5%	0%
PDK LABS, INC	11	1	0%	0%	0%	0%	0%
MIRALUS INC.	9	1	33%	0%	10%	10%	0%
KIRK PHARMACEUTICAL	9	1	0%	0%	0%	0%	0%
NAVAJO MFR	8	8	100%	0%	0%	0%	9%
REESE PHARMA	5	2	60%	0%	0%	0%	0%
HYLANDS	4	1	100%	0%	0%	0%	0%
GANEDEN BIO	4	1	100%	0%	0%	0%	0%
ACTAVIS INC	4	1	0%	0%	0%	0%	0%
MEDTECH	3	2	67%	5%	0%	5%	0%
CONTRACT PHARMACAL CORP	3	1	0%	0%	0%	0%	0%



# COMPETITIVE PROMOTION REPORT

## HBC CATEGORY OVERVIEW

*Trade Report By Manufacturer*

ANALGESIC-INTERNAL

12 Months Ending  
March, 2007

Manufacturer	Number of Deals	Brands on Deal	EDLP/Contract % of Deals	Average % of Off Invoice Allowance	Average % of Billback Allowance	Total % Average Discount	Average % of Additional Funds
WESTERN FAMILY	3	1	0%	9%	0%	9%	0%
PRESTIGE BRANDS INTERNATIONAL	2	2	0%	0%	11%	11%	0%
TIME-CAP LABS, INC	2	1	0%	0%	0%	0%	0%
DESERET LABS	2	1	50%	0%	0%	0%	0%
BIOPHARM LABS	1	1	0%	0%	0%	0%	0%
MONTICELLO	1	1	100%	0%	0%	0%	0%
AKPHARMA	1	1	0%	0%	0%	0%	0%
GELSTAT CORP	1	1	100%	0%	0%	0%	0%
AARON INDUSTRIES	1	1	0%	0%	0%	0%	0%
GEISS, DESTIN, & DUNN	1	1	0%	0%	0%	0%	0%
<b>REPORT TOTALS</b>	<b>1936</b>	<b>81</b>	<b>46%</b>	<b>15%</b>	<b>18%</b>	<b>16%</b>	<b>9%</b>

# COMPETITIVE PROMOTION REPORT

## HBC CATEGORY OVERVIEW

*Trade Report By Brand*

ANALGESIC-INTERNAL

12 Months Ending  
March, 2007

Manufacturer & Brands	Number of Deals	EDLP/Contract % of Deals	Average % of Off Invoice Allowance	Average % of Billback Allowance	Total % Average Discount	Average % of Additional Funds
<b>A &amp; S PHARMA</b>						
PRIVATE/LABEL	27	11%	22%	0%	22%	0%
<b>AARON INDUSTRIES</b>						
PRIVATE/LABEL	1	0%	0%	0%	0%	0%
<b>ACTAVIS INC</b>						
PRIVATE/LABEL	4	0%	0%	0%	0%	0%
<b>AKPHARMA</b>						
PRIVATE/LABEL	1	0%	0%	0%	0%	0%
<b>ALVA-AMCO PHARMACAL</b>						
BACKAID	6	50%	0%	28%	28%	0%
ARTHRITEN	6	50%	0%	34%	34%	0%
<b>BAYER CORPORATION</b>						
BAYER	86	62%	27%	24%	25%	10%
ALEVE	74	62%	20%	15%	17%	10%
MIDOL	16	94%	0%	0%	0%	8%
<b>BIOPHARM LABS</b>						
PRIVATE/LABEL	1	0%	0%	0%	0%	0%
<b>CHATTEM</b>						
PAMPRIN	16	50%	4%	20%	18%	0%
<b>CONTRACT PHARMACAL CORP</b>						
PRIVATE/LABEL	3	0%	0%	0%	0%	0%
<b>DESERET LABS</b>						
PRIVATE/LABEL	2	50%	0%	0%	0%	0%
<b>GANEDEN BIO</b>						
ARTHRITIS/ADVANTAGE	4	100%	0%	0%	0%	0%
<b>GEISS, DESTIN, &amp; DUNN</b>						
PRIVATE/LABEL	1	0%	0%	0%	0%	0%
<b>GELSTAT CORP</b>						
GELSTAT	1	100%	0%	0%	0%	0%



A Service of CPR, LLC

# COMPETITIVE PROMOTION REPORT

## HBC CATEGORY OVERVIEW

*Trade Report By Brand*

ANALGESIC-INTERNAL

12 Months Ending  
March, 2007

Manufacturer & Brands	Number of Deals	EDLP/Contract % of Deals	Average % of Off Invoice Allowance	Average % of Billback Allowance	Total % Average Discount	Average % of Additional Funds
<b>GERI CARE PHARM</b>						
PRIVATE/LABEL	34	12%	0%	0%	0%	0%
<b>GLAXO SMITHKLINE</b>						
GOODY'S	79	95%	0%	29%	29%	0%
BC	54	98%	4%	0%	4%	0%
ECOTRIN	27	96%	4%	0%	4%	0%
STANBACK	16	100%	0%	0%	0%	0%
PRIVATE/LABEL	3	33%	0%	0%	0%	0%
<b>HYLANDS</b>						
HYLAND	4	100%	0%	0%	0%	0%
<b>INSIGHT PHARM</b>						
ANACIN	12	83%	1%	50%	26%	0%
<b>KIRK PHARMACEUTICAL</b>						
PRIVATE/LABEL	9	0%	0%	0%	0%	0%
<b>LEINER HEALTH PRODUCTS</b>						
PRIVATE/LABEL	39	8%	0%	0%	0%	0%
<b>LIL DRUGSTORE</b>						
LIL/DRUG	12	100%	10%	0%	10%	0%
TYLENOL	2	100%	13%	0%	13%	10%
TYLENOL/PM	2	100%	10%	0%	10%	10%
<b>LNK INTERNT'L</b>						
PRIVATE/LABEL	85	9%	10%	11%	13%	0%
<b>MARLEX PHARM</b>						
PRIVATE/LABEL	31	0%	0%	0%	0%	0%

# COMPETITIVE PROMOTION REPORT

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ANALGESIC-INTERNAL

12 Months Ending  
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<b>MCNEIL CONSUMER HEALTHCARE</b>						
TYLENOL	78	77%	9%	19%	14%	10%
MOTRIN/IB	26	69%	12%	38%	16%	10%
TYLENOL/PM	21	67%	11%	27%	20%	10%
TYLENOL/CHILD	19	68%	1%	12%	10%	10%
TYLENOL/ARTHRITIS	15	67%	13%	17%	15%	10%
TYLENOL/INFANT	11	82%	2%	0%	2%	10%
TYLENOL/8HR	5	60%	13%	0%	13%	10%
MOTRIN/CHILD	5	20%	0%	7%	7%	10%
TYLENOL/JR	4	100%	0%	0%	0%	10%
TYLENOL/COOL	4	100%	0%	0%	0%	10%
MOTRIN	2	100%	0%	0%	0%	10%
TYLENOL/MOTRIN	2	100%	0%	0%	0%	10%
ST.JOSEPH	1	0%	0%	29%	29%	0%
<b>MEDTECH</b>						
LITTLE/FEVERS	2	100%	0%	0%	0%	0%
ARTHX	1	0%	5%	0%	5%	0%
<b>MIRALUS INC.</b>						
HEADON	9	33%	0%	10%	10%	0%
<b>MONTICELLO</b>						
NORWICH	1	100%	0%	0%	0%	0%
<b>NAVAJO MFR</b>						
BAYER-NAV	1	100%	0%	0%	0%	10%
ADVIL-NAV	1	100%	0%	0%	0%	7%
ALEVE-NAV	1	100%	0%	0%	0%	10%
MOTRIN-NAV	1	100%	0%	0%	0%	10%
IMODIUM-NAV	1	100%	0%	0%	0%	10%
TYLENOL-NAV	1	100%	0%	0%	0%	10%
EXCEDRIN-NAV	1	100%	0%	0%	0%	6%
TYLENOL/PM-NAV	1	100%	0%	0%	0%	10%



A Service of CPR, LLC

# COMPETITIVE PROMOTION REPORT

## HBC CATEGORY OVERVIEW

*Trade Report By Brand*

ANALGESIC-INTERNAL

12 Months Ending  
March, 2007

Manufacturer & Brands	Number of Deals	EDLP/Contract % of Deals	Average % of Off Invoice Allowance	Average % of Billback Allowance	Total % Average Discount	Average % of Additional Funds
<b>NOVARTIS</b>						
EXCEDRINE/X/S	23	70%	11%	17%	15%	6%
EXCEDRIN	21	86%	12%	18%	16%	6%
EXCEDRIN/MIGRAINE	20	75%	11%	5%	7%	6%
EXCEDRIN/TEN/HEADACHE	13	69%	11%	14%	14%	6%
EXCEDRIN/PM	8	50%	0%	24%	24%	6%
BUFFERIN	7	100%	0%	0%	0%	6%
DOANS	1	100%	0%	0%	0%	0%
EXCEDRIN/QUICKTABS	1	100%	0%	0%	0%	6%
<b>OHM LABS</b>						
PRIVATE/LABEL	12	8%	0%	0%	0%	0%
<b>PDK LABS, INC</b>						
PRIVATE/LABEL	11	0%	0%	0%	0%	0%
<b>PERRIGO</b>						
PRIVATE/LABEL	143	9%	10%	12%	11%	0%
<b>PHARMACEUTICAL FORM</b>						
PRIVATE/LABEL	49	51%	0%	0%	0%	0%
<b>PL DEVELOPMENT</b>						
PRIVATE/LABEL	28	25%	18%	0%	18%	0%
<b>PRESTIGE BRANDS INTERNATIONAL</b>						
MOMENTUM	1	0%	0%	10%	10%	0%
PERCOGESIC-ANALGESIC	1	0%	0%	12%	12%	0%
<b>PRIVATE LABEL</b>						
PRIVATE/LABEL	212	32%	17%	0%	17%	0%
<b>REESE PHARMA</b>						
REESE	3	100%	0%	0%	0%	0%
PRIVATE/LABEL	2	0%	0%	0%	0%	0%
<b>TIME-CAP LABS, INC</b>						
PRIVATE/LABEL	2	0%	0%	0%	0%	0%



# COMPETITIVE PROMOTION REPORT

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ANALGESIC-INTERNAL

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Manufacturer & Brands	Number of Deals	EDLP/Contract % of Deals	Average % of Off Invoice Allowance	Average % of Billback Allowance	Total % Average Discount	Average % of Additional Funds
<b>TOPCO ASSOC INC</b>						
PRIVATE/LABEL	410	35%	16%	0%	16%	0%
<b>VINTAGE PHARM</b>						
PRIVATE/LABEL	12	0%	5%	0%	5%	0%
<b>WESTERN FAMILY</b>						
PRIVATE/LABEL	3	0%	9%	0%	9%	0%
<b>WYETH CONSUMER</b>						
ADVIL	64	64%	9%	11%	10%	7%
ADVIL/MIGRAINE	14	50%	11%	18%	17%	7%
ADVIL/CHILD	3	100%	0%	0%	0%	7%
<b>REPORT TOTALS</b>	<b>1936</b>	<b>46%</b>	<b>15%</b>	<b>18%</b>	<b>16%</b>	<b>9%</b>





















































# COMPETITIVE PROMOTION REPORT

## AVERAGE DISCOUNT PER DEAL

Total HBC Deals for current year: 53,751

- By Category -

12 Mos. Ending  
March 31, 2007

Category	Previous Year	Current Year
ACNE	8.2% 	7.0% 
FEMININE HYGIENE	10.3% 	6.7% 
VITAMINS	6.9% 	6.3% 
SHAVING PRODUCTS	6.1% 	5.7% 
SUN CARE	7.1% 	5.5% 
TOOTHPASTE	9.4% 	5.4% 
HAIR SHAMPOO/CONDITIONER	8.7% 	5.3% 
FOOT PREPARATIONS	5.0% 	5.2% 
ORAL HYGIENE	5.8% 	5.1% 
DEODORANTS	8.0% 	4.9% 
DIET	7.8% 	4.5% 
DENTAL PRODUCTS	7.9% 	4.4% 
LAXATIVES/DIARRHEALS/EMETICS	4.2% 	4.2% 
COUGH & COLD-INTERNAL	4.6% 	4.2% 
SKIN CARE	5.5% 	4.1% 
ANALGESIC-INTERNAL	5.7% 	4.1% 
FIRST AID	6.3% 	4.0% 
FAMILY PLANNING	4.1% 	3.8% 
BATH PRODUCTS	5.0% 	3.7% 
COUGH & COLD-EXTERNAL	4.7% 	3.4% 
BABY PRODUCTS	6.4% 	3.3% 
HAIR STYLING	6.0% 	3.3% 
DENTURE PRODUCTS	3.9% 	3.1% 
EYE/EAR PRODUCTS	4.1% 	3.0% 
TOPICAL PREPARATIONS	4.2% 	3.0% 
ANTACIDS	5.8% 	2.8% 





















# COMPETITIVE PROMOTION REPORT

## AVERAGE DISCOUNT PER DEAL

Total HBC Deals for current year: 53,751

- By Category -

12 Mos. Ending  
March 31,2007

Category	Previous Year	Current Year
HAIR COLORING	4.6% 	2.3% 
COSMETICS-MAKE UP	6.4% 	2.2% 
ANALGESIC-EXTERNAL	3.4% 	1.7% 
HAIR CARE-MEN'S	7.3% 	1.7% 
HOME REMEDIES	2.8% 	1.6% 
HOME HLTH. CARE/SICKRM. SUPPL.	3.7% 	1.4% 
HAIR CARE ACCES & GROOMING	3.8% 	1.4% 
DIABETIC PRODUCTS	3.7% 	0.7% 
TOILETRIES/MEN-WOMEN	1.6% 	0.3% 

Total HBC Deals: 105,013



# COMPETITIVE PROMOTION REPORT

## AVERAGE DISCOUNT PER DEAL

Total HBC Deals for current year: 5,846

- By Manufacturer -

12 Mos. Ending  
March 31,2007

Manufacturer	Previous Year	Current Year
J&J CONSUMER PRODUCTS	16.3%	28.3%
PRESTIGE BRANDS INTERNATIONAL	0.0%	11.3%
TOPCO ASSOC INC	12.7%	10.2%
ALVA-AMCO PHARMACAL	12.3%	9.8%
LIL DRUGSTORE	0.0%	9.1%
WESTERN FAMILY	0.0%	8.6%
MEDTECH	4.2%	7.3%
A & S PHARMA	3.7%	6.7%
MIRALUS INC.	0.0%	6.5%
BAYER CORPORATION	8.0%	6.2%
AARON INDUSTRIES	7.6%	5.4%
INSIGHT PHARM	9.3%	5.3%
CHATTEM	4.1%	4.5%
MCNEIL	14.2%	3.8%
PERRIGO	7.8%	3.6%
WYETH CONSUMER	9.1%	3.3%
NOVARTIS	6.1%	2.1%
NATUROPATHIC LABS	1.5%	1.5%
LNK INTERNT'L	2.7%	1.2%
PL DEVELOPMENT	1.2%	1.0%
PRIVATE LABEL	0.2%	0.5%
VINTAGE PHARM	0.0%	0.5%
PROCTER & GAMBLE - HEALTH CARE	5.3%	0.2%
PFIZER	3.3%	0.2%
GLAXO SMITHKLINE	7.8%	0.2%
AKPHARMA	10.5%	0.0%














# COMPETITIVE PROMOTION REPORT

## AVERAGE DISCOUNT PER DEAL

Total HBC Deals for current year: 5,846

- By Manufacturer -

12 Mos. Ending  
March 31,2007

Manufacturer	Previous Year	Current Year
BIOPHARM	0.0%	0.0%
BLISTEX	14.6% 	0.0%
BRISTOL-MYERS	0.0%	0.0%
CUMBERLAND-SWAN, INC.	0.0%	0.0%
GERBER	0.0%	0.0%
G&W LABORATORIES	13.2% 	0.0%
HUMCO	0.0%	0.0%
J & J MERCK	0.0%	0.0%
MENTHOLATUM	5.1% 	0.0%
MONTICELLO	0.0%	0.0%
NEUTROGENA	5.9% 	0.0%
PROCTER & GAMBLE - BEAUTY CARE	1.1% 	0.0%
DURHAM PHARMACAL CORP.	0.0%	0.0%
W F YOUNG	6.3% 	0.0%
WALTMAN PHARMACEUTICALS	0.0%	0.0%
ZILA	1.7% 	0.0%
PRINCE OF PEACE	0.0%	0.0%
PDK LABS, INC	1.0% 	0.0%
LEINER HEALTH PRODUCTS	0.0%	0.0%
ALPHARMA	0.0%	0.0%
LOREAL	9.3% 	0.0%
UNIVERSITY MEDICAL PRODUCTS	0.0%	0.0%
NATURE'S CURE	0.0%	0.0%
SEA BAND	10.8% 	0.0%
DICKINSON BR	0.7% 	0.0%
HEALTH ENTERPRISES	0.0%	0.0%





# COMPETITIVE PROMOTION REPORT

## AVERAGE DISCOUNT PER DEAL

Total HBC Deals for current year: 5,846

- By Manufacturer -

12 Mos. Ending  
March 31,2007

Manufacturer	Previous Year	Current Year
NATURADE	0.0%	0.0%
BOIRON INC.	6.9% 	0.0%
BIOGLAN PHARM	2.1% 	0.0%
GREEN PHARM	0.0%	0.0%
TARO CONS.	51.4% 	0.0%
HYLANDS	0.6% 	0.0%
GELSTAT CORP	0.0%	0.0%
IDELLE LABS	0.0%	0.0%
LIVING ESSENTIALS, INC	0.0%	0.0%
3M CONSUMER	0.0%	0.0%
ACCUMED	0.0%	0.0%
ANI PHARMA	0.0%	0.0%
TRIAD PHARMACEUTICALS	0.0%	0.0%
CONSUMER CARE	0.0%	0.0%
CONTRACT PHARMACAL CORP	0.0%	0.0%
QUALIS	0.0%	0.0%
GUARDIAN DRUG	0.0%	0.0%
KUE PERSONAL CARE	0.0%	0.0%
MARLEX PHARM	0.0%	0.0%
OHM LABS	0.0%	0.0%
PRODUCT QUEST	0.0%	0.0%
RARITAN PHARM	0.0%	0.0%
REESE PHARMA	0.0%	0.0%
PHARMACEUTICAL FORM	0.0%	0.0%
PERSONAL CARE PRODUCT	0.0%	0.0%
TIME-CAP LABS, INC	0.0%	0.0%

# COMPETITIVE PROMOTION REPORT

## AVERAGE DISCOUNT PER DEAL

12 Mos. Ending  
March 31,2007

Total HBC Deals for current year: 5,846

- By Manufacturer -

Manufacturer	Previous Year	Current Year
GERI CARE PHARM	0.0%	0.0%
GANEDEN BIO	0.0%	0.0%
GEISS, DESTIN, & DUNN	0.0%	0.0%
UNITED EXCHANGE	0.0%	0.0%
RELIANCE VITAMINS	0.0%	0.0%
OKAMOTO IND	0.0%	0.0%
WINDMILL HEALTH PROD	0.0%	0.0%
DESERET LABS	0.0%	0.0%
KIRK PHARMACEUTICAL	0.0%	0.0%
ACTAVIS INC	0.0%	0.0%
NAVAJO MFR	0.0%	0.0%

**Total HBC Deals:** 18,820