

Top 500 Selling Items Report

SPINS[®]

Channel: Natural Product Supermarkets >\$2MM

Source: SPINSscan

Current Period: 52 Weeks Ending 2/21/04

Prior Period: 52 Weeks Ending 2/22/03

Run By Total Store and by each Department

Market: Total US

ITEM	Data						
	Current \$ Sales	Prior \$ Sales	Dollar % Change	Dollar Change	Current \$ Share	Prior \$ Share	Current Unit Sales
BOIRON OSCILLOCOCCINUM 6 DOSES	\$1,707,908	\$959,764	78.0%	\$748,144	0.5%	0.3%	136,206
BARLEANS FLAX OIL/HI LIGNAN 16 OZ	\$1,377,256	\$941,967	46.2%	\$435,289	0.4%	0.3%	88,119
NAT BENEFIT CORAL CALICUM FRMLA 60 CP	\$1,221,258	\$1,106,065	10.4%	\$115,192	0.3%	0.4%	60,097
GARDEN OF LIFE PRIMAL DEFENSE 90 CP	\$1,204,101	\$292,017	312.3%	\$912,083	0.3%	0.1%	28,823
NAT PLUS SPIRUTEIN VANILLA 2.4 LB	\$1,132,477	\$1,075,532	5.3%	\$56,945	0.3%	0.4%	35,097
NAT PLUS SPIRUTEIN VANILLA 1.2 LB	\$953,463	\$857,917	11.1%	\$95,546	0.3%	0.3%	51,887
GARDEN OF LIFE PERFECT FD GRN LBL 10.7 OZ	\$832,778	\$287,488	189.7%	\$545,291	0.2%	0.1%	20,453
SWEETLEAF STEVIA PLUS FIBER PKT 50 CT	\$781,100	\$418,947	86.4%	\$362,153	0.2%	0.1%	121,819
ALACER EMERGEN-C LEM/LIME 36 PK	\$773,516	\$617,538	25.3%	\$155,978	0.2%	0.2%	72,860
DR BRONNERS LIQ SOAP PEPPRMNT OGC 32 OZ	\$765,790	\$643,854	18.9%	\$121,937	0.2%	0.2%	80,485
SOLGAR GLUCOS CONDR 60 TB	\$762,731	\$414,490	84.0%	\$348,241	0.2%	0.1%	24,747
BACH FLWR RESC REMEDY 20 ML	\$757,597	\$680,866	11.3%	\$76,731	0.2%	0.2%	53,753
EMERITA PROGEST CREAM 2 OZ	\$754,847	\$799,358	-5.6%	-\$44,511	0.2%	0.3%	33,771
NUTR NOW PB8 ACIDOPHILUS 120 CP	\$753,797	\$599,137	25.8%	\$154,660	0.2%	0.2%	34,788
BURTS LIPBALM SD S L 0.15 OZ	\$740,792	\$566,388	30.8%	\$174,405	0.2%	0.2%	310,033

Delivery: Semi -Annual

Markets: Total US, SPINSscan Regions, Your store

Time Periods: 52 Weeks Ending Mid-year & Year-end

Applications: Understand top-sellers by department and by key attribute

- What are the best selling items in the US over the past 52 weeks?
- Does my store stock all of the top-sellers?
- What are the top Organic items, top items with a certain primary ingredient?

