

# GMDC Is About Connectivity.

GMDC is a non-profit international trade association dedicated to making a positive difference in Health Beauty Wellness by:

- **Conducting annual business development conferences that bring high-level buyers and suppliers together in an atmosphere of community and opportunity with features that enhance productivity and produce results;**

- **Facilitating buyer and supplier connectivity through pre-scheduled, high productivity, face-to-face meetings within both our Controlled Casual Conference (CCC) and Senior Executive Conference (SEC) formats;**

- **Developing conference features that enhance the productivity of our events;**

- **Providing insightful education and training to give our members a competitive advantage;**



- **Offering our members timely consumer and business insights to help build their knowledge-base and their businesses;**

- **Building the tools and information resources to connect our members with valuable data, each other and the industry.**

## The Education Component Of GMDC Identifies Opportunities For Its Members And How To Profit From Them



And GMDC stays connected to its members and the HBW community because we receive our vision and direction from the industry we serve.

Member companies from the wholesale, retail, supplier (both GM and HBW), and service sides of the industry are all represented and serve on boards at all levels of GMDC's leadership structure.

## The GMDC Boards Are Populated By The Same Leaders Who Are Driving The Industry



## Innovative Technology Tools Take Productivity To Higher Levels



[www.gmdc.org](http://www.gmdc.org)

# GMDC – A Proven Format for Productivity

## Senior Executive Conferences (SECs)

The first feature of the 2007 GMDC Health Beauty Wellness Marketing Conference is the Senior Executive Conferences component. Introduced as a very successful pilot program in 2005, SECs put participating HBW supplier companies together with selected wholesale/retail partners in private suites, facilitating high-level strategic planning discussions through pre-scheduled 40-minute meetings. Participation is limited.



You'll Be Amazed  
At What You Can  
Accomplish In A  
10- Or 20-minute  
Appointment

**GMDC**  
*Senior  
Executive  
Conferences*

## Controlled Casual Conferences (CCCs)

This year's event will once again feature our signature Controlled Casual Conference (CCC) format with pre-scheduled, face-to-face table-top appointments between suppliers and their counterparts from the wholesale and retail buying side. These 10- or 20-minute CCC sessions have been the cornerstone of a GMDC event since 1970. Over the course of the conference more than 16,000 such meetings will take place. In fact, you'll see more people over the three days of a conference than you will working months out of the office.



**GMDC**  
*Controlled  
Casual  
Conferences*

About Children: We have an adequate number of guest rooms and function space for our marketing conference delegates and their spouses/partners and the addition of children would exceed the capacities of our planned events. Our program is geared for adult participation and we trust we have your understanding.

# GMDC – Innovative Ways to Build Businesses

## The Showcase – A Real Treasure Hunt

The Showcase is a buyers-only feature where items, displays and promotions from participating GMDC suppliers are presented via a 30-minute pre-scheduled appointment in a casual, non-competitive environment to all buyers in attendance. In effect, the Showcase creates a virtual CCC appointment for all participants. Similarly, participating suppliers receive a secure online file of every buyer who scanned their items. Scanning technology is employed to enable buyers to scan items that interest them to build a secure online file of important information such as pricing, packaging, shipping and image files for each item that interested them.



In support of the addition of the Wellness component to the 2007 conference, this year's



Showcase will include **a special section assigned for Wellness products.** Supplier companies will have the opportunity to submit items for this special section or the general Showcase, or both. To participate in The Showcase, registered suppliers will need to complete the online entry form, located at [www.gmdc.org](http://www.gmdc.org).

## The Sample Box – Connecting Buyers with Products

New for 2007 will be a Product Sample Box, which will include items from participating supplier companies. These boxes will be provided to every member from the wholesale/retail community registered for the event in advance of their arrival at the conference. This new program represents a great opportunity for suppliers to put their product in the hands of every buyer in attendance, not just those with whom suppliers have appointments. For information on participating in the Sample Box, suppliers should refer to the Supplier Registration Form or call GMDC's Member Services Department at 719.576.4260. Participation may be limited.

## The Solutions Forum – Connecting Companies that Serve

The Solutions Forum is an area in close proximity to the Controlled Casual Conference floor where service and solutions providers present many of the products and services that complete the go-to-market equation. Supported by a booth format, suppliers are encouraged to visit the Solutions Forum whenever they have breaks in their CCC Conference schedule. Wholesalers and retailers are also welcome.



## Networking – Connecting People

Because networking is a very important part of every GMDC Conference, there is a full slate of networking opportunities throughout the business day and during relaxing evening social events. We understand the value of creating memorable experiences to unwind, make new friends and re-connect with old ones.



## Spouse and Partner Program

GMDC also offers a complete Spouse and Partner Program of fun and interesting activities to fill the days of these important attendees. In keeping with GMDC's Wellness Awareness emphasis, this year's Spouse and Partner Program will be a two-day journey of discovering the pathway to well-being with fitness and nutrition expert, Ingo Logé. This will include an educational workshop and supermarket tour. Nourish your mind, body, and spirit through food, exercise, meditation, and laughter. Details will follow in your Confirmation Packet.



# Education and Insights – A Distinct GMDC Advantage

An important part of the GMDC advantage is education, as well as business and consumer insights. The HBW Marketing Conference will feature business sessions, workshops and roundtable discussions that provide attendees meaningful insights into how to improve their businesses – both at the strategic and tactical levels.

## Wellness Awareness Session

Because Wellness has been identified as an incredible growth opportunity for GMDC's members, the leadership has planned a Wellness Awareness Session on Saturday afternoon. This valuable session will introduce the Wellness opportunity and how it will help our members build their businesses. The session will present valuable consumer data, include a consumer panel and breakout discussions. This session is sure to have a positive impact on your business and should not be missed.



## Health & Wellness Trends Affecting the Personal Care Industry

*Presenter: Maryellen Molyneaux  
President, The Natural Marketing Institute*



Health and wellness is no longer just about foods, beverages and vitamins. Sales of natural and organic personal care products have been growing at double-digit rates over the past several years, which demonstrate the breadth and depth of consumer interest in leading a healthy lifestyle – and a growing market opportunity for savvy manufacturers.

Using research from two NMI proprietary databases, The LOHAS Consumer Trends Database and the Evolution of Personal Care Database, NMI President Maryellen Molyneaux will examine the merging of health and wellness and eco-luxury with personal care. Consumer perceptions of natural and organic personal care product attributes and their level of importance will be explored as well as the integration within healthy lifestyles. Product categories to be covered include skincare, body care, hair care, and aromatherapy.

Join NMI as we provide perspective on the latest health and wellness trends and how they will impact, and provide new opportunities for, the personal care industry.

## Wellness Consumer & Retail Trends

*Presenter: Todd Hale  
Senior Vice President, Consumer & Shopper Insights - Nielsen Homescan & Spectra*



Nielsen will review the consumer opportunity for wellness assortment by evaluating consumer sets who exhibit different levels of engagement around health and wellness. The consumer sets were created by evaluating attitudinal content around eating, dieting and exercise regimes and further integrated with behavioral content in terms of purchasing better-for-you products. The session will also provide wellness category trends in the natural and traditional retail markets.

## Consumer Trends in Wellness and “Live” Consumer Panel

*Presenter: Phil Lempert, The Supermarket Guru and Author*



Phil Lempert will discuss consumer trends as they relate to health and wellness. Included will be a “live” discussion with consumers via a consumer panel, spanning all age and life spectrums. You will hear first-hand the buying and shopping decisions these consumers are making regarding health and wellness. Mr. Lempert will also introduce you to Second Life, the virtual world of real-life consumers; hear and see how they react in the world of health and wellness.

## Workshops

Scheduled after lunch on Sunday, attendees can choose from sessions designed to provide important insights on business-building topics. Presented by experts in each area, this year's workshop sessions will focus on the following topics:

### Category Management: Driving Collaboration in Health Beauty Wellness Categories

*Presenter: Eric Togneri  
Principal, CPG CatNet*



Category Management principles have been the cornerstone for collaborative decision making for HBW categories for many years. Although not the new

discipline that category management was in the 1990s, the same principles continue to increasingly drive the discourse between suppliers of HBW categories and their retail partners. This evolution has a significant impact in the areas of merchandising, promotion, pricing, product mix and forecasting. In this session, we will discuss what the Best in Class category management practitioners are doing in this arena and how their approach is leading to increased levels of collaboration between retailers and suppliers. Individuals attending this discussion will have the opportunity to understand how their business processes compare with high level standards and actionable advice on ways to improve their approach leading to improved results.

## How to Get the Most from Your GMDC Membership

Presenter: Laurie Spindler  
Director of Business Development, GMDC



How much do you know about what your membership in GMDC offers? Come learn more about what GMDC provides

its members and how the

Association is ever-improving to benefit you. Discover the exciting new offerings GMDC is launching to help you improve your business, including new professional development courses for your employees, financial benchmarking tools to help you analyze your business performance, and new value-added benefits for your company. Make sure you are getting the most from your membership in GMDC!

## Business Sessions

Presented over lunch, GMDC Business Sessions serve to educate all HBW Conference attendees on significant topics in our industry as well as updates from GMDC. Join us for these exciting Business Sessions:

### A Presentation by the President: The State of the GMDC Association

Presenter: David McConnell, Jr.  
President/CEO, GMDC



GMDC is ever-improving to meet and exceed our members' needs. Be sure to attend the unveiling of exciting opportunities that we are launching for you

as a GMDC member. Learn about new initiatives that were designed to benefit you and discover how we are taking our Association to the next level.

### Learn new ways to motivate pharmacy shoppers to make better decisions about their own self-care

Presenter: Ed Kuehnle  
President, Catalina Marketing Services-North America



The best way to treat chronic health conditions is generally to pair prescribed medications with dietary changes, exercise, nutritional supplements and the use of adjunctive non-

prescription therapies. Yet patients often need to be educated, and encouraged, to fully manage common health concerns such as hypertension, diabetes and women's health.

The concept of leveraging the pharmacy to drive front-end sales has been advocated by GMDC for several years. Catalina Marketing brings new insights on how to make this possible, insights derived from complex analysis of actual purchasing behavior.

This presentation from Catalina Marketing provides new ideas on how to connect with the very consumers who would benefit most from a more comprehensive approach to enhancing their overall health.



## Roundtables

Another educational feature of the conference is the Roundtable session. Important industry topics are addressed, combining input, insights and non-competitive exchanges between wholesalers, retailers and suppliers. Recent industry topics have included category management, merchandising and compliance issues. Participation is limited on a first-come basis, so watch for participation information after you've registered.



### Silent Auction Fundraiser

One of the popular features at each conference is the Silent Auction to benefit the ongoing educational work of GMDC. Registrants have the opportunity to participate by donating items for the auction itself, and bidding on the jewelry, trips, sports memorabilia and other exciting offerings that make this attraction so enjoyed. To donate items to the Silent Auction, please complete the form included and return it to GMDC or contact GMDC at 719.576.4260. Thank you!



To get a head-start on the week's business subscribe to *Weekly Insights*, GMDC's weekly electronic newsletter.

Published every Monday morning, *Weekly Insights* addresses important industry topics and GMDC news that just might make a difference in your business. Visit [www.gmdc.org](http://www.gmdc.org) to subscribe.



## You're Invited.

We invite you to become part of the new, evolving GMDC in a year that promises exciting changes for our members. Whether you are a valued existing member who already knows the productivity of a GMDC event, or a prospective company looking to bring positive impact to your company's bottom line, join us. 2007 will mark a year of transition and thought leadership as GMDC and our members not only connect to build their mutual businesses but also

better understand how to leverage the power of the emerging health economy and the huge potential of a consumer-driven Wellness phenomenon.

Register today with the enclosed application or online at [www.gmdc.org](http://www.gmdc.org) to become a new member of GMDC or to continue the outstanding benefits of your GMDC membership. Gain access to the many opportunities awaiting you in the only trade association dedicated to creating opportunity for Health Beauty Wellness.

**High-productivity business development conferences;**

**Efficient and effective, pre-scheduled meetings to build your business;**

**Landmark education and training for a competitive advantage;**

**Consumer and business insights to help you do your job better;**

**Valuable information resources and tools to stay connected to your trading partners and the industry all year long.**

We look forward to seeing you in Palm Desert, September 7-10!

**Nobody works harder for Health Beauty Wellness than GMDC!**

*The Association for GM and HBW Connectivity, Education, and Research*



# GMDC Wholesale/Retail Members

A. Gonzalez Vincente, Inc. San Juan, PR	BI-LO, LLC Mauldin, SC	Food 4 Less PAQ Inc. Stockton, CA	The Kroger Co./Cala Foods Hayward, CA	McLane Co., Inc. Temple, TX	Scolari's Food & Drug Co. Reno, NV	Tree of Life, Inc. St. Augustine, FL
A.M.I./Core-Mark Corona, CA	Big Y Foods, Inc. Springfield, MA	Food Lion, LLC Salisbury, NC	The Kroger Co./City Market Inc. Grand Junction, CO	Medicine Shoppe International St. Louis, MO	Scott's Food Stores Fort Wayne, IN	Tree of Life/Gourmet Award Foods Clackamas, OR
Acme Markets, Inc. Malvern, PA	biggs Milford, OH	Fred Meyer Stores Portland, OR	The Kroger Co./ Dillon Companies, Inc Hutchinson, KS	Meijer, Inc. Grand Rapids, MI	Selecto Products Ardsley, NY	Ukrop's Super Markets, Inc. Richmond, VA
Advantage Logistics Midwest Oglesby, IL	Bozzuto's, Inc. Cheshire, CT	Fresh Brands Distributing, Inc. Sheboygan, WI	The Kroger Co./Food 4 Less Warehouse Stores Los Angeles, CA	Merchants Distributors, Inc. Hickory, NC	7-Eleven, Inc. Dallas, TX	Unified Western Grocers Los Angeles, CA
Advantage Retail Group Longorne, PA	Brookshire Brothers, Ltd. Lufkin, TX	General Merchandise Services Bellefontaine, OH	The Kroger Co./Fry's Food Stores of Arizona, Inc. Phoenix, AZ	Millbrook Distribution Services Leicester, MA	7-Eleven, Inc. - Hawaii Honolulu, HI	United Supermarkets, Ltd. Lubbock, TX
Affiliated Foods, Inc. Amarillo, TX	Bruno's Supermarkets Inc. Birmingham, AL	General Wholesalers & Distr. Trujillo Alto, PR	The Kroger Co./ GHC Mdse. Distribution Fountain, CO	Minyard Food Stores, Inc. Coppell, TX	Shaw's Supermarkets, Inc. West Bridgewater, MA	URM Stores, Inc. Spokane, WA
Affiliated Foods Southwest, Inc. Little Rock, AR	Buehler's Food Markets, Inc. Wooster, OH	Giant Food Stores LLC Carlisle, PA	The Kroger Co./ Kessel Food Markets, Inc. Flint, MI	Nash Finch Co. Minneapolis, MN	Sheetz Inc. Altoona, PA	USA Drug Little Rock, AR
Ahold USA Quincy, MA	C & S Wholesale Grocers, Inc. Avenel, NJ	E. Z. Gregory Inc. Madison, WI	The Kroger Co./ Quality Food Centers Inc (QFC) Bellevue, WA	Pathmark Stores, Inc. Carteret, NJ	Shop 'n Save Supermarkets New Stanton, PA	Valu Merchandisers Co. Kansas City, KS
Alaska Housewares, Inc. Anchorage, AK	Cardinal Health/ Leader Drug Stores Dublin, OH	Grocers Supply Co., Inc. Houston, TX	The Kroger Co./King Soopers Denver, CO	PC Marketing, Inc. Fort Wayne, IN	Shoppers Food & Pharmacy Lanham, MD	Wakefern Food Corp. Jamesburg, NJ
Albertson's, Inc. Boise, ID	Chain Drug Mktg. Association Novi, MI	Grocery Outlet Inc. Berkeley, CA	The Kroger Co./Smith's Food & Drug Salt Lake City, UT	Peapod Skokie, IL	Smith Drug Company Spartanburg, SC	Walgreen Co. Deerfield, IL
American Sales Co., Inc. Lancaster, NY	Cub Foods - East Oakbrook Terrace, IL	H.D. Smith Wholesale Drug Co. Springfield, IL	Haggen, Inc. Bellingham, WA	The Penn Traffic Co. Syracuse, NY	Southern Family Markets Avenel, NJ	Wal-Mart Bentonville, AR
Associated Food Stores, Inc./Corp. Salt Lake City, UT	Cub Foods - West Stillwater, MN	Hannafood Bros. Co. Scarborough, ME	Hannaford Bros. Co. Scarborough, ME	Pharmasave Drugs (National) Langley, BC, Canada	Spartan Stores, Inc. Grand Rapids, MI	Wegmans Food Markets, Inc. Rochester, NY
Associated Food Stores, Inc. Billings, MT	D&K Healthcare Resources, Inc. St. Louis, MO	Harris Teeter Supermarkets, Inc. Matthews, NC	Harris Teeter Supermarkets, Inc. Matthews, NC	Price Chopper Supermarkets Schenectady, NY	Starcrest Products of California Perris, CA	Weis Markets, Inc. Sunbury, PA
Associated Food Stores, Inc. Boise, ID	Dearborn Wholesale Grocers Chicago, IL	J.H. Harvey Co. Nashville, GA	J.H. Harvey Co. Nashville, GA	Promotions Unlimited Corp. Racine, WI	The Stop & Shop Supermarket Quincy, MA	Western Family Foods, Inc. Portland, OR
Associated Food Stores, Inc. Helena, MT	Delhaize America Salisbury, NC	Hy-Vee, Inc. West Des Moines, IA	Hy-Vee, Inc. West Des Moines, IA	Pueblo International L.L.C. San Juan, PR	SUPERVALU INC. Minneapolis, MN	Wild Oats Markets, Inc. Boulder, CO
Associated Grocers, Inc. (Baton Rouge) Baton Rouge, LA	Dik Drug Company Burr Ridge, IL	Imperial Distributors, Inc. Auburn, MA	Imperial Distributors, Inc. Auburn, MA	Quality King Distributors Ronkonkoma, NY	SUPERVALU Pharmacy Inc. Chanhausen, MN	Winn-Dixie Stores, Inc. Jacksonville, FL
Associated Grocers, Inc. (Seattle) Seattle, WA	Doc's Drugs Braidwood, IL	Independent Pharmacy Coop. Sun Prairie, WI	Independent Pharmacy Coop. Sun Prairie, WI	Raley's Sacramento, CA	SUPERVALU International Tacoma, WA	Winston-Salem Industries for the Blind Winston-Salem, NC
Associated Grocers of Florida, Inc. Ocala, FL	Dollar Tree Stores, Inc. Chesapeake, VA	Ingles Markets, Inc. Asheville, NC	Ingles Markets, Inc. Asheville, NC	Rite Aid Corp. Camp Hill, PA	Sweetbay/Kash n' Karry Food Stores Tampa, FL	
Associated Wholesalers, Inc. Robesonia, PA	Duane Reade, Inc. New York, NY	Jewel-Osco, Inc. Melrose Park, IL	Jewel-Osco, Inc. Melrose Park, IL	Rosauers Supermarkets, Inc. Spokane, WA	Topco Associates LLC Skokie, IL	
ATA Retail Services/Wholesale Hayward, CA	Farm Fresh Supermarkets Virginia Beach, VA	K-VA-T Food Stores, Inc. Abingdon, VA	K-VA-T Food Stores, Inc. Abingdon, VA	Save Mart Supermarkets Modesto, CA		
Baker's Supermarkets Omaha, NE	Fiesta Mart, Inc. Houston, TX	Katz Group Canada Ltd. Ontario, Canada	Katz Group Canada Ltd. Ontario, Canada	Schnuck Markets, Inc. St. Louis, MO		
Bashas' Markets Chandler, AZ	W. Lee Flowers & Co., Inc. Lake City, SC	The Kroger Co. Cincinnati, OH	The Kroger Co. Cincinnati, OH			
	Food City Markets Phoenix, AZ		McKesson Supply Solutions San Francisco, CA			

# GMDC Health Beauty Wellness Supplier Members

Aaron Industries, Inc.	Chattem, Inc.	Frontline Marketing	Lander Co., Inc.	The Pat Henry Group	StaiNo, LLC
Actavis	Mike Childs, Inc.	Fruit of the Earth, Inc.	Lee Pharmaceuticals	Penn Laboratories, LLC	Storecast Merchandising Corp.
Adams Respiratory Therapeutics	CIBA Vision Corporation	Ganeden Biotech, Inc.	Leiner Health Products	Perrigo Co.	Sunset Health Products, Inc.
Advanced Medical Optics	Clavel Corporation	General Therapeutics - Queen Helen/Jason	LifeSource Group US Inc	Pfizer Consumer Healthcare	Sunstar Americas, Inc.
Advanced Vision Research	Colgate-Palmolive Co.	Gerber Products Co.	Lornamead Brands, Inc.	Phamatech, Inc.	SUPERVALU Business Development
Akro-Mils/Buckhorn Inc.	Combe Inc.	GlaxoSmithKline Consumer Healthcare	Mabis Healthcare, Inc.	Pharmavite LLC	T W T Distributing, Inc.
Alberto-Culver USA, Inc.	Conair Corporation	Grabber Performance Group	Mark of Fitness, Inc.	Placontrol, Inc.	Tanning Research Labs, Inc.
Alcon Laboratories, Inc.	Connoisseurs Products Corp.	Hamacher Resource Group	Mason Vitamins, Inc.	Playtex Products, Inc.	Tender Corporation
Allied Supply Inc.	Continental Cons. Products	Health Care Products	Maybelline/Garnier Labs.	Premier Brands of America	3M Co.
American Comb Corp.	Convenience Kits Intl., Ltd.	Heat Factory	McNeil Consumer & Specialty Pharmaceutical/OTC Sales	Procter & Gamble Co.	Tom's of Maine
Ansell Healthcare Products	Convenience Valet	Hisamitsu America, Inc.	The Mentholatum Co.	Profoot, Inc.	Ton Savon, Inc.
Antiseptica U.S.A.	Cotton Buds, Inc.	HoMedics, Inc.	Mission Pharmacal Co.	Purdue Pharma L.P.	Trigg Laboratories, Inc.
Apothecary Products, Inc.	Coty Inc.	Humphreys Pharmacal Inc.	Modular Thermal Technologies	Quality King Distributors, Inc.	TrimSpa, Inc.
Archway Mdsq. Services	Crossmark Inc.	Hyland's, Inc.	Mueller Sports Medicine, Inc.	Ranir, LLC	U. S. Cotton, LLC
ASO Corporation	D. Design Intl.	i play.	Munchkin, Inc.	Reese Pharmaceutical Co.	Ultra/Standard Distributors
Basic Research	Danara Intl., Ltd.	Idelle Labs Ltd.	N. A. Buffen Co. Inc.	Renaissance	Unico Holdings, Inc.
The W. E. Bassett Co.	Da Vinci Pharmaceuticals	Illusions Intl. Inc.	Naterra Intl., Inc.	Retail Service Associates	Unilever
Bayer Healthcare	Dead Sea Derivatives - USA	Irwin Naturals	National In-Store	Revlon, Inc.	United Exchange Corp.
BD Medical	Del Laboratories, Inc.	Ivy-Dry, Inc.	Native Tan/Sun-Fun Products	Rockline Industries	US Nutrition
Beauty Enterprises, Inc.	Del Pharmaceuticals, Inc.	JA Cosmetics	Navajo Manufacturing Co.	Sage Products, Inc.	Victory Wholesale
Beiersdorf Inc., Futuro Div.	Del Ray Dermatologicals	Jean Pierre Inc.	Neaclear	Scarguard Laboratories, LLC	Vogue Intl.
Belco Distributors	DenTek Oral Care, Inc.	Johnson & Johnson Consumer Products Co.	Neutrogena Corporation	Scherer Laboratories, Inc.	Wahl Clipper Corporation
Bell Pharmaceuticals	The Dial Corporation	Johnson & Johnson Consumer & Personal Care Group/ Neutrogena	NFI Consumer Products	Schering-Plough HealthCare Products	Waltman Pharmaceutical, Inc.
BIC Corporation	Dickinson Brands Inc.	Johnson & Johnson Personal Products Co.	Northwest Natural Products	Schick	The White Rain Co.
Blistex Inc.	Discus Dental, Inc.	Johnson & Johnson Sales & Logistics Co., LLC	Novartis Consumer Health, Inc.	Schiff Nutrition Intl.	Windmill Health Products
Blue Cross Laboratories, Inc.	Dome Industries, Inc.	KAI - Universal Group	OCT USA, Inc.	SciVolutions, Inc.	WN Pharmaceuticals Inc.
Blue Spring Intl., L.L.C.	DONNAMAX, INC.	Kellogg's	OHM Laboratories, Inc.	Sentinel Consumer Products	Woodridge Labs, Inc.
Boehringer Ingelheim Consumer Health Care	Dr. Fresh Inc.	L & R Distributors, Inc.	Okamoto U.S.A., Inc.	S.F. & B. Colormates Corp.	World Trend Inc.
E. T. Browne Drug Co., Inc.	Dr. Harold Katz, LLC	Lake Consumer Products, Inc.	Omron Healthcare, Inc.	T. M. Shea Products, Inc.	Wyeth Consumer Healthcare
Cadbury Adams USA	Durex Consumer Products		OraLabs, Inc.	Similasan Corporation	XBalm
California Health Products	Dyna Tabs, LLC		OraWave, LLC	A. J. Siris Products Corp.	Zicam LLC
Cannon Equipment	The Emerson Group		Pacific World Corporation	Solar Cosmetic Labs, Inc.	
CCA Industries Inc.	EMSON		Paris Presents Inc.	Solstice Medicine Co.	
Chase Products Co.	First Aid Research Corp.		Parkdale Cotton Brands LLC	SPAR Group, Inc.	
	Fresh Products Inc.				