

SURVEY OF SALES COMMISSIONS

PRODUCT MARKET	1987 Survey Results			1990 Survey Results		
	Highest %	Average of Average %	Lowest %	Highest %	Average of Average %	Lowest %
Abrasives	9.34	7.34	5.34	11.06	9.00	6.89
Advertising Products & Services	19.07	13.18	7.30	18.13	13.94	9.75
Aerospace & Aviation	11.04	8.63	6.22	10.59	8.04	5.48
Agriculture/Chemicals	7.83	6.12	4.41	12.36	8.91	5.45
Agriculture/Equipment & Machinery	11.31	8.62	5.93	11.84	8.88	5.91
Appliances	6.07	5.10	4.14	5.81	4.63	3.45
Architects & Interior Designers	18.06	12.66	7.26	17.81	11.88	5.94
Arts & Crafts	16.50	11.86	7.22	11.26	11.54	11.82
Automation/Robotics	14.26	11.14	8.02	11.57	9.14	6.70
Automotive/Aftermarket	9.48	7.24	5.00	8.55	6.77	4.98
Automotive/OEM	6.00	4.78	3.56	6.25	4.98	3.70
Builders/Contractors	—	—	—	11.83	8.59	5.35
Building Materials & Supplies	9.90	7.11	4.33	9.74	7.14	4.54
Castings & Forgings	6.16	5.29	4.43	5.99	5.19	4.38
Chemicals/Industrial	13.63	10.44	7.25	11.62	8.97	6.32
Chemicals/Maintenance	13.93	10.59	7.26	11.29	8.95	6.60
Coatings	13.98	10.15	6.32	12.26	9.39	6.52
Computer/Hardware, Software & Peripheral Equipment & Supplies	17.12	12.40	7.68	14.42	10.70	6.97
Construction Equipment & Machinery	10.02	8.09	6.17	11.55	8.96	6.36
Controls & Instrumentation	16.83	12.62	8.42	18.21	13.69	9.16
Electrical/Consumer	7.78	6.27	4.77	10.22	8.79	7.35
Electrical/Technical & Industrial	11.54	8.61	5.69	11.48	8.79	6.09
Electronic/Communications, Audio-Visual & Professional Products	12.14	9.26	6.39	10.77	8.60	6.42
Electronic/Components & Materials	9.56	7.47	5.39	8.52	6.90	5.27
Electronic/Consumer Products	9.41	7.27	5.13	8.79	7.33	5.86
Electronic/Technical Products	14.00	10.57	7.14	12.19	9.58	6.97
Energy	13.50	10.66	7.82	15.06	10.86	6.65
Engineering/Design	—	—	—	13.14	10.22	7.29
Fasteners	7.68	6.26	4.85	7.65	6.43	5.20
Floor & Wall Coverings	9.14	7.21	5.28	10.38	7.67	4.95
Food/Beverage Chemicals	11.25	8.25	5.25	12.83	9.00	5.17
Food/Beverage Processing	14.57	11.15	7.73	20.29	14.85	9.41
Food/Beverage Products & Services	8.33	6.96	5.60	10.72	8.06	5.39
Food/Beverage Service Equipment	12.30	9.06	5.88	11.97	8.65	5.32
Furniture & Furnishings	9.71	7.83	5.96	8.00	6.46	4.92
Gas, Oil & Petroleum Products & Services	13.15	9.81	6.47	15.90	11.73	7.56
Glass Industry/Raw Materials & Products	15.25	10.33	5.42	8.00	6.22	4.43
Government	9.43	7.42	5.42	10.75	7.69	4.63
Graphics/Printing	16.24	12.00	7.76	13.13	10.50	7.87
Hardware/Houseware	8.80	6.72	4.63	10.50	8.16	5.82
Health & Beauty Aids	18.25	11.88	5.50	7.50	6.15	4.80
Heating, Ventilation, Air Conditioning	14.88	10.38	5.87	14.46	9.88	5.30
Heavy-Duty Truck-Trailer Equipment	7.83	6.31	4.78	6.32	5.46	4.60
Home Improvement	7.86	6.05	4.24	8.17	6.37	4.57
Import-Export	13.07	8.79	4.50	18.47	14.56	10.64
Industrial Equipment & Machinery	15.06	11.04	7.01	14.57	10.60	6.62
Industrial Supplies	12.14	9.08	6.01	13.09	9.74	6.38
Injection Molding, Parts & Supplies	—	—	—	6.17	5.58	4.99
Lawn & Garden	8.21	6.42	4.63	8.02	6.33	4.63
Lighting	—	—	—	9.75	7.84	5.92
Lubricants	13.79	10.28	6.77	13.25	10.98	8.71