

<u>Other Selling Expenses</u>	%	%
Product & Operating Supplies	.10	
Royalties and Outside Designer Fees	.24	
Rentals	.11	
Showroom Expenses	.47	
Auto & Truck Expenses	.06	
Advertising, Consumer	.45	
Advertising, Dealer Aids	.63	
Advertising, Agency Fees	.21	
Advertising, Cooperative	.63	
Promotional Expenses	.23	
Samples	.72	
Outside Commissions	.52	
Professional Fees	.08	
General Travel and Entertainment	.30	
Delivery Allowances and Subsidies	.06	
Other Expenses	.52	
Total Other Selling Expenses		5.33
Total All Selling Expenses		11.62