

Casegoods

Selling Expenses, As a Percent of Net Sales

	%	%
Indirect Labor		
Executive Salaries	.72	
Clerical	.61	
Salesmen Salaries & Commissions	4.03	
Other Indirect Labor	.47	
Total Indirect Labor		5.83

Employee Benefits

FICA & Unemployment Comp.	.18	
Workmans' Comp.	.02	
Holidays & Vacations	.03	
Group Insurance	.07	
Pensions	.08	
Other Benefits	.08	
Total Employee Benefits		.46