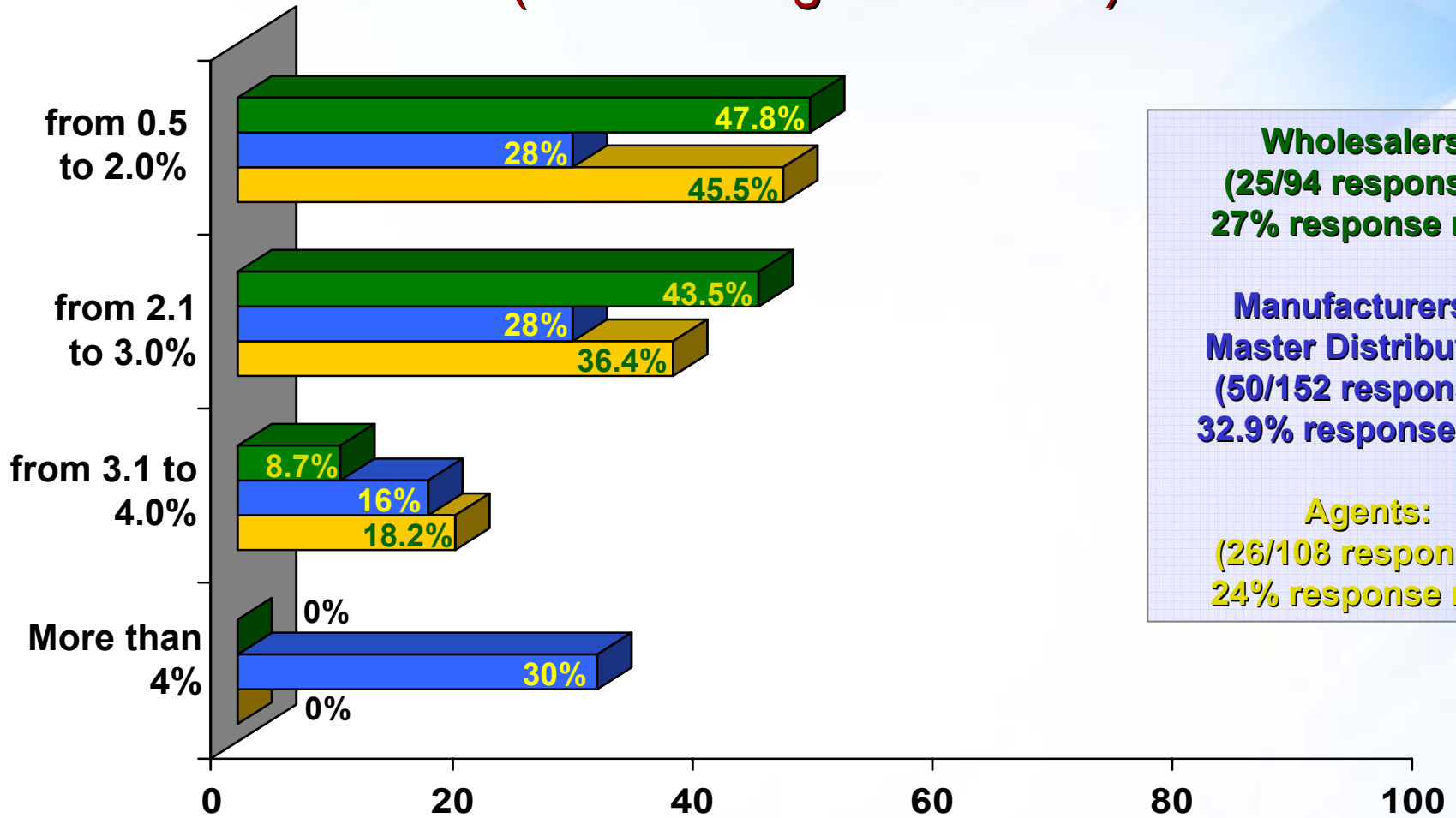


What is your company's average freight as a % of sales? (Cost of freight/net sales)



Wholesalers:
(25/94 responses, 27% response rate)

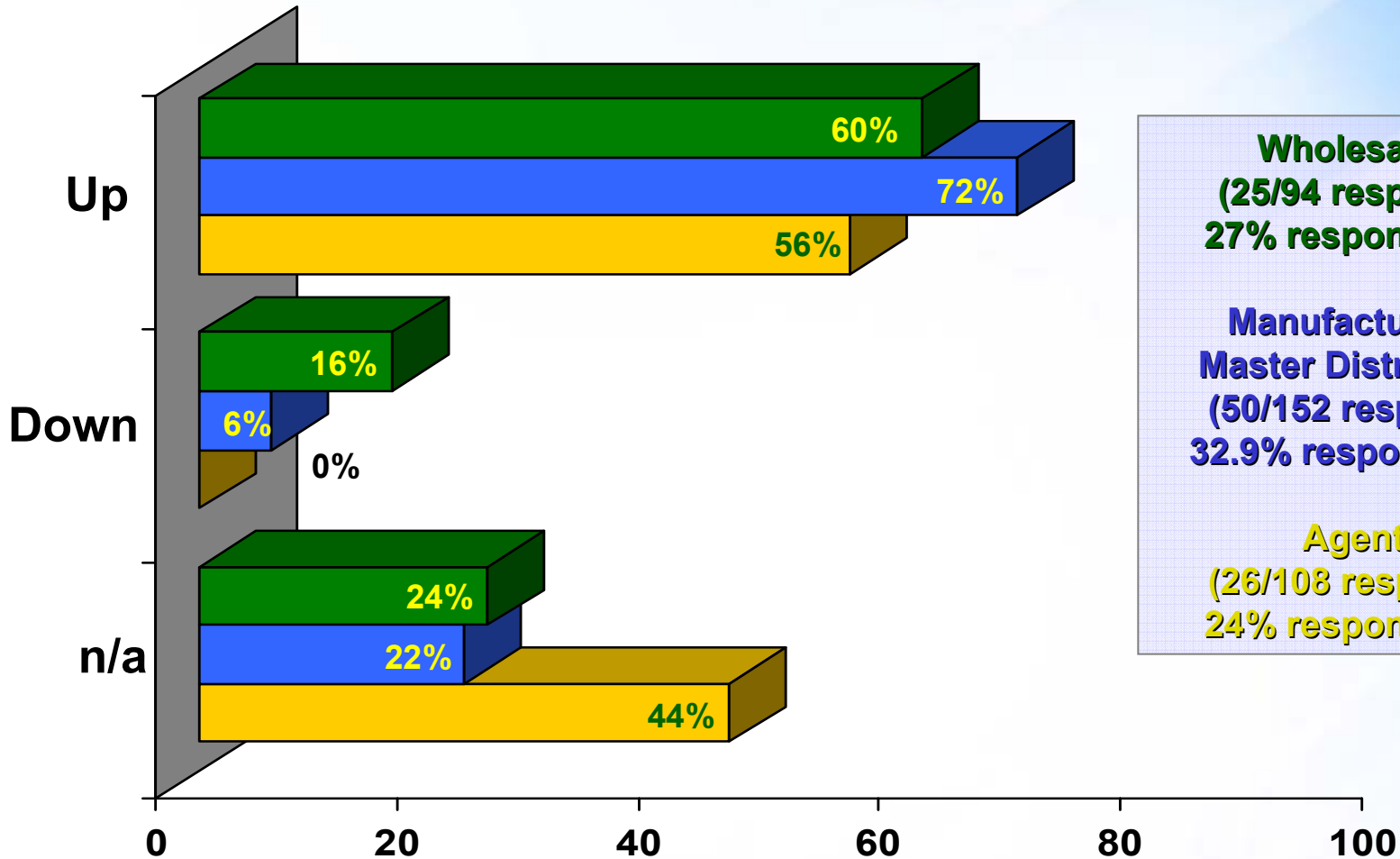
Manufacturers & Master Distributors:
(50/152 responses, 32.9% response rate)

Agents:
(26/108 responses, 24% response rate)



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Where do you see this going in 2010?



Wholesalers:
(25/94 responses,
27% response rate)

**Manufacturers &
Master Distributors:**
(50/152 responses,
32.9% response rate)

Agents:
(26/108 responses,
24% response rate)



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