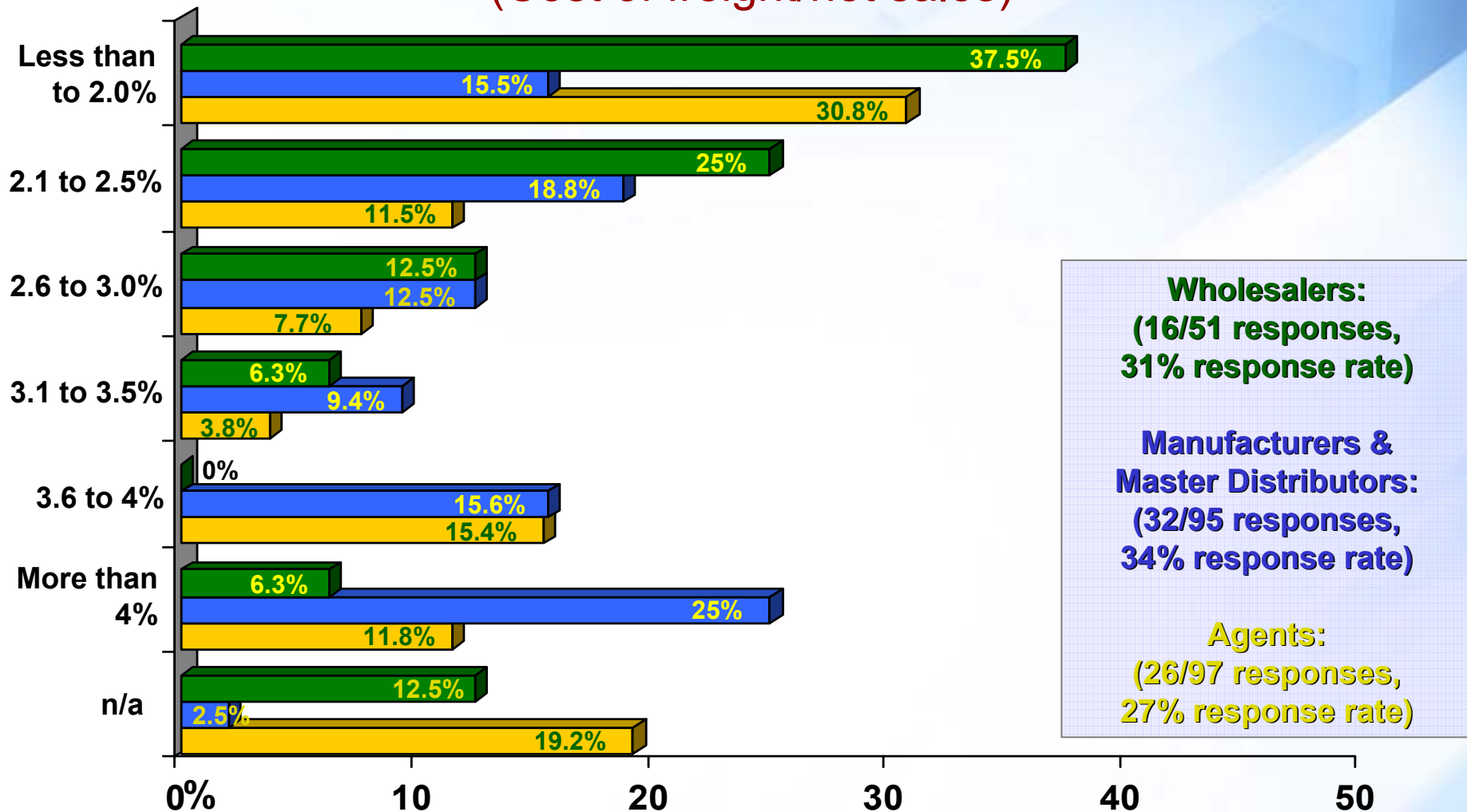


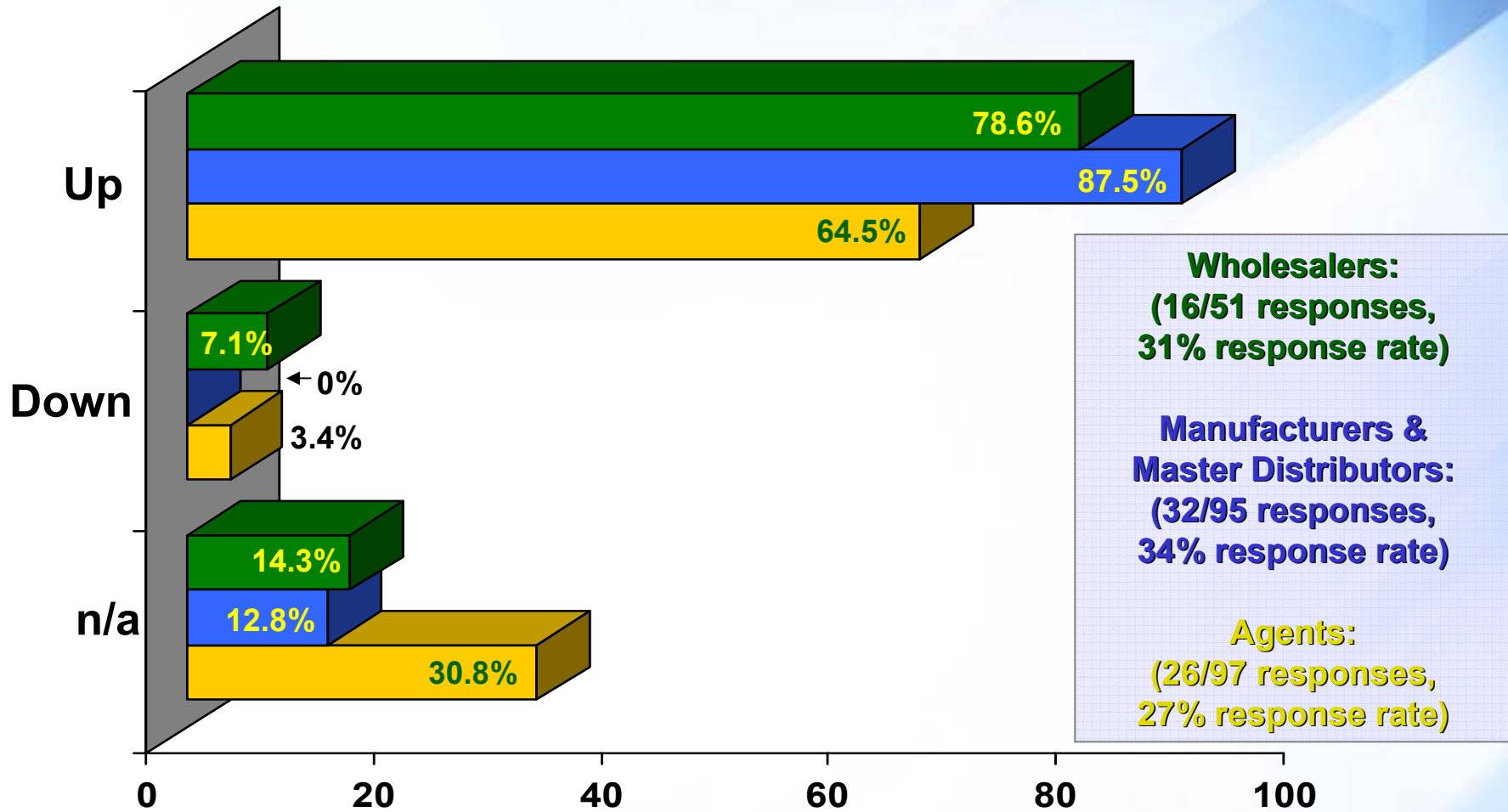
What is your company's average freight as a % of sales? (Cost of freight/net sales)



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Where do you see this going in 2011?



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Comments?

Wholesalers:

- Raising due to fuel costs.

Manufacturers:

- Fuel costs and road congestion will lead to higher prices.
- Diesel fuel prices are unrealistic.
- We are current paying a 31% fuel surcharge. Surcharges rise as fuel cost rises.
- Raising over 4%: we ship hazardous products.
- Gas prices, insurance, lack of qualified carriers, bad management from wholesalers on unloading leading to excess time charges causing rates to go up. I would expect a cost increase is imminent for freight charges to wholesalers in very near future.

Agents:

- No comments.



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