| MARGI<br>OF SELLING | COMM.<br>CODE | PART 2<br>Comm.% | PART 1<br>Comm.% | MARKUP%<br>ON FORMULA COST | FORMULA COST%<br>OF SELLING PRICE | MARGIN%<br>OF SELLING PRICE |
|---------------------|---------------|------------------|------------------|----------------------------|-----------------------------------|-----------------------------|
| 0% - 1              | F             | 1                | 1                | 0% - 11.11%                | 100% - 90%                        | 0% - 10%                    |
| 10% - 1             | F             | 2                | 1                | 11.12% - 14.99%            | 90% - 87%                         | 10% - 13%                   |
| 13% - 1             | F             | 2                | 11/2             | 15% - 20.48%               | 87% - 83%                         | 13% - 17%                   |
| 17% - 2             | G             | 4                | 3                | 20.49% - 27.38%            | 83% - 78.5%                       | 17% - 21.5%                 |
| 21.5% -             | Н             | 6                | 4                | 27.39% - 33.33%            | 78.5% - 75%                       | 21.5% - 25%                 |
| 25% - 2             | Т             | 7                | 5                | 33.34% - 39.86%            | 75% - 71.5%                       | 25% - 28.5%                 |
| 28.5% - 3           | 0             | 8                | 6                | 39.87% - 48.14%            | 71.5% - 67.5%                     | 28.5% - 32.5%               |
| 32.5% - 3           | Ν             | 9                | 7                | 48.15% - 60%               | 67.5% - 62.5%                     | 32.5% - 37.5%               |
| 37.5% - 4           | S             | 12½              | 8                | 60.01% - 73.90%            | 62.5% - 57.5%                     | 37.5% - 42.5%               |
| 42.5% - 4           | U             | 15               | 9                | 73.91% - 90.47%            | 57.5% - 52.5%                     | 42.5% - 47.5%               |
| 47.5% - 5           | FC            | 16⅔              | 10               | 90.48% - 106.18%           | 52.5% - 48.5%                     | 47.5% - 51.5%               |
| 51.5% -             | FI            | 20               | 121⁄2            | 106.19% - 127.27%          | 48.5% - 44%                       | 51.5% - 56%                 |
| 56% - 6             | FT            | 25               | 15               | 127.28% - 150%             | 44% - 40%                         | 56% - 60%                   |
| 60% - 6             | F0            | 30               | 16⅔              | 150.01% - 185.71%          | 40% - 35%                         | 60% - 65%                   |
| 65% - 7             | IC            | 35               | 20               | 185.72% - 233.33%          | 35% - 30%                         | 65% - 70%                   |
| 70% - 8             | IT            | 35               | 25               | 233.34% - 400%             | 30% - 20%                         | 70% - 80%                   |
| 80% - 8             | GC            | 35               | 30               | 400.01% - 566.66%          | 20% - 15%                         | 80% - 85%                   |
| 85% an              | GT            | 35               | 35               | 566.67% and up             | 15% or less                       | 85% and up                  |
|                     |               |                  |                  |                            |                                   |                             |

| MARGIN%<br>OF SELLING PRICE | FORMULA COST%<br>OF SELLING PRICE | MARKUP%<br>ON FORMULA COST | PART 1<br>Comm.% | PART 2<br>Comm.% | COMM.<br>Code |
|-----------------------------|-----------------------------------|----------------------------|------------------|------------------|---------------|
| 0% - 10%                    | 100% - 90%                        | 0% - 11.11%                | 1                | 1                | F             |
| 10% - 13%                   | 90% - 87%                         | 11.12% - 14.99%            | 1                | 2                | F             |
| 13% - 17%                   | 87% - 83%                         | 15% - 20.48%               | 11/2             | 2                | F             |
| 17% - 21.5%                 | 83% - 78.5%                       | 20.49% - 27.38%            | 3                | 4                | G             |
| 21.5% - 25%                 | 78.5% - 75%                       | 27.39% - 33.33%            | 4                | 6                | Н             |
| 25% - 28.5%                 | 75% - 71.5%                       | 33.34% - 39.86%            | 5                | 7                | Т             |
| 28.5% - 32.5%               | 71.5% - 67.5%                     | 39.87% - 48.14%            | 6                | 8                | 0             |
| 32.5% - 37.5%               | 67.5% - 62.5%                     | 48.15% - 60%               | 7                | 9                | Ν             |
| 37.5% - 42.5%               | 62.5% - 57.5%                     | 60.01% - 73.90%            | 8                | 121⁄2            | S             |
| 42.5% - 47.5%               | 57.5% - 52.5%                     | 73.91% - 90.47%            | 9                | 15               | U             |
| 47.5% - 51.5%               | 52.5% - 48.5%                     | 90.48% - 106.18%           | 10               | 16⅔              | FC            |
| 51.5% - 56%                 | 48.5% - 44%                       | 106.19% - 127.27%          | 121⁄2            | 20               | FI            |
| 56% - 60%                   | 44% - 40%                         | 127.28% - 150%             | 15               | 25               | FT            |
| 60% - 65%                   | 40% - 35%                         | 150.01% - 185.71%          | 16⅔              | 30               | FO            |
| 65% - 70%                   | 35% - 30%                         | 185.72% - 233.33%          | 20               | 35               | IC            |
| 70% - 80%                   | 30% - 20%                         | 233.34% - 400%             | 25               | 35               | IT            |
| 80% - 85%                   | 20% - 15%                         | 400.01% - 566.66%          | 30               | 35               | GC            |
| 85% and up                  | 15% or less                       | 566.67% and up             | 35               | 35               | GT            |

| MARGIN%<br>OF SELLING PRICE | FORMULA COST%<br>OF SELLING PRICE | MARKUP%<br>ON FORMULA COST | PART 1<br>Comm.% | PART 2<br>Comm.% | COMM.<br>CODE | MARGIN%<br>OF SELLING PRICE | FORMULA COST%<br>OF SELLING PRICE | MARKUP%<br>ON FORMULA COST | PART 1<br>Comm.% | PART 2<br>Comm.% | CO<br>C |
|-----------------------------|-----------------------------------|----------------------------|------------------|------------------|---------------|-----------------------------|-----------------------------------|----------------------------|------------------|------------------|---------|
| 0% - 10%                    | 100% - 90%                        | 0% - 11.11%                | 1                | 1                | F             | 0% - 10%                    | 100% - 90%                        | 0% - 11.11%                | 1                | 1                |         |
| 10% - 13%                   | 90% - 87%                         | 11.12% - 14.99%            | 1                | 2                | F             | 10% - 13%                   | 90% - 87%                         | 11.12% - 14.99%            | 1                | 2                |         |
| 13% - 17%                   | 87% - 83%                         | 15% - 20.48%               | 1½               | 2                | F             | 13% - 17%                   | 87% - 83%                         | 15% - 20.48%               | 11/2             | 2                |         |
| 17% - 21.5%                 | 83% - 78.5%                       | 20.49% - 27.38%            | 3                | 4                | G             | 17% - 21.5%                 | 83% - 78.5%                       | 20.49% - 27.38%            | 3                | 4                |         |
| 21.5% - 25%                 | 78.5% - 75%                       | 27.39% - 33.33%            | 4                | 6                | Н             | 21.5% - 25%                 | 78.5% - 75%                       | 27.39% - 33.33%            | 4                | 6                |         |
| 25% - 28.5%                 | 75% - 71.5%                       | 33.34% - 39.86%            | 5                | 7                | Т             | 25% - 28.5%                 | 75% - 71.5%                       | 33.34% - 39.86%            | 5                | 7                |         |
| 28.5% - 32.5%               | 71.5% - 67.5%                     | 39.87% - 48.14%            | 6                | 8                | 0             | 28.5% - 32.5%               | 71.5% - 67.5%                     | 39.87% - 48.14%            | 6                | 8                |         |
| 32.5% - 37.5%               | 67.5% - 62.5%                     | 48.15% - 60%               | 7                | 9                | Ν             | 32.5% - 37.5%               | 67.5% - 62.5%                     | 48.15% - 60%               | 7                | 9                |         |
| 37.5% - 42.5%               | 62.5% - 57.5%                     | 60.01% - 73.90%            | 8                | 121⁄2            | S             | 37.5% - 42.5%               | 62.5% - 57.5%                     | 60.01% - 73.90%            | 8                | 121⁄2            |         |
| 42.5% - 47.5%               | 57.5% - 52.5%                     | 73.91% - 90.47%            | 9                | 15               | U             | 42.5% - 47.5%               | 57.5% - 52.5%                     | 73.91% - 90.47%            | 9                | 15               |         |
| 47.5% - 51.5%               | 52.5% - 48.5%                     | 90.48% - 106.18%           | 10               | 16⅔              | FC            | 47.5% - 51.5%               | 52.5% - 48.5%                     | 90.48% - 106.18%           | 10               | 16⅔              |         |
| 51.5% - 56%                 | 48.5% - 44%                       | 106.19% - 127.27%          | 121/2            | 20               | FI            | 51.5% - 56%                 | 48.5% - 44%                       | 106.19% - 127.27%          | 121/2            | 20               |         |
| 56% - 60%                   | 44% - 40%                         | 127.28% - 150%             | 15               | 25               | FT            | 56% - 60%                   | 44% - 40%                         | 127.28% - 150%             | 15               | 25               |         |
| 60% - 65%                   | 40% - 35%                         | 150.01% - 185.71%          | 16 <del>%</del>  | 30               | F0            | 60% - 65%                   | 40% - 35%                         | 150.01% - 185.71%          | 16⅔              | 30               |         |
| 65% - 70%                   | 35% - 30%                         | 185.72% - 233.33%          | 20               | 35               | IC            | 65% - 70%                   | 35% - 30%                         | 185.72% - 233.33%          | 20               | 35               |         |
| 70% - 80%                   | 30% - 20%                         | 233.34% - 400%             | 25               | 35               | IT            | 70% - 80%                   | 30% - 20%                         | 233.34% - 400%             | 25               | 35               |         |
| 80% - 85%                   | 20% - 15%                         | 400.01% - 566.66%          | 30               | 35               | GC            | 80% - 85%                   | 20% - 15%                         | 400.01% - 566.66%          | 30               | 35               |         |
| 85% and up                  | 15% or less                       | 566.67% and up             | 35               | 35               | GT            | 85% and up                  | 15% or less                       | 566.67% and up             | 35               | 35               |         |