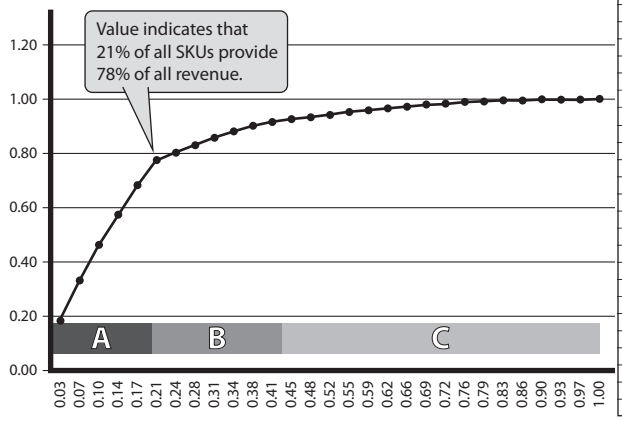

SKU	Annual Revenues per SKU	Percent of total SKUs	Percent of Total Revenues	Assigned Segment
NTCG	$ 5,412,202	0.0345	0.1800	A
NRCG	$ 4,380,921	0.0690	0.3257	A
NWCG	$ 4,000,000	0.1034	0.4588	A
TCG	$ 3,353,790	0.1379	0.5703	A
MCG	$ 3,272,937	0.1724	0.6792	A
HCG	$ 2,813,262	0.2069	0.7727	A
NMCG	$ 892,027	0.2414	0.8024	B
WCG	$ 888,400	0.2759	0.8320	B
ECG	$ 799,941	0.3103	0.8586	B
NMCG	$ 709,459	0.3448	0.8822	B
MCG	$ 577,325	0.3793	0.9014	B
NHCG	$ 448,651	0.4138	0.9163	B
GUM9	$ 269,876	0.4483	0.9253	C
GUM11	$ 268,117	0.4828	0.9342	C
GUM3	$ 261,405	0.5172	0.9429	C
GUM14	$ 259,366	0.5517	0.9515	C
GUM13	$ 229,075	0.5862	0.9591	C
RCG	$ 224,124	0.6207	0.9666	C
GUM15	$ 214,166	0.6552	0.9737	C
GUM7	$ 176,531	0.6897	0.9796	C
GUM2	$ 132,573	0.7241	0.9840	C
NECG	$ 124,542	0.7586	0.9881	C
GUM12	$ 104,040	0.7931	0.9916	C
GUM5	$ 103,788	0.8276	0.9950	C
GUM10	$ 102,191	0.8621	0.9984	C
GUM6	$ 34,011	0.8966	0.9996	C
GUM4	$ 9,493	0.9310	0.9999	C
GUM1	$ 2,969	0.9655	1.0000	C
GUM8	$ 594	1.0000	1.0000	C

Norwood et al 2/E

Figure 9.3

32p0 wide X 17p3 High