



## Supplemental Information – Gross Margin Drivers

The table below provides details on the drivers of gross margin change versus the prior year.

Driver	Change vs. Prior Year (basis points)							
	FY08					FY09		
	Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3
Cost savings	+180 bp	+170 bp	+150 bp	+180 bp	+170 bp	+200 bp	+210 bp	+240 bp
Pricing changes	+50 bp	+40 bp	+80 bp	+150 bp	+80 bp	+230 bp	+350 bp	+310 bp
Market movement (commodities)	-120 bp	-170 bp	-350 bp	-370 bp	-270 bp	-460 bp	-450 bp	0 bp
Manufacturing & logistics <sup>(1)</sup>	-140 bp	-70 bp	-120 bp	-170 bp	-110 bp	-250bp	-120 bp	-90 bp
All other <sup>(2)</sup>	0 bp	-130 bp	-110 bp	0 bp	-60 bp	+80 bp	-30 bp	+90 bp
<b>Gross margin change vs prior year</b>	<b>-30 bp</b>	<b>-160 bp</b>	<b>-350 bp</b>	<b>-210 bp</b>	<b>-190 bp</b>	<b>-200 bp</b>	<b>-40 bp</b>	<b>+550 bp</b>

(1) "Manufacturing & logistics" includes the change in the cost of diesel fuel.

(2) "All other" includes all other drivers of gross margin change, which are usually insignificant in nature. Examples of drivers included: volume change, trade and consumer spending, restructuring and acquisition-related costs, foreign currency, etc. If a driver included in all other is deemed to be significant in a given period, it will be disclosed as part of the company's earnings release.