



Supplemental Information – Gross Margin Drivers

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

Driver	Gross Margin Change vs. Prior Year (basis points)										
	FY08	FY09					FY10				
	FY	Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY
Cost Savings	+170	+200	+210	+240	+230	+220	+170	+160	+170	+220	+180
Price Changes	+80	+230	+350	+310	+250	+280	+170	+80	+60	+60	+90
Market Movement (commodities)	-270	-460	-450	0	+160	-170	+240	+300	-120	-260	+30
Manufacturing & Logistics ⁽¹⁾	-110	-250	-120	-90	-150	-160	-40	-80	0	-30	-30
All other ⁽²⁾	-60	+80	-30	+90	-120	+10	-90	-70	-120	-90	-90
Change vs prior year	-190	-200	-40	+550	+370	+180	+450	+390	-10	-100	+180

(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 of an immaterial 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 material in a given period, it will be disclosed as part of the company's earnings release.