

Change in Selling, General and Admin
First Six Months 2002
(S in Millions)

Distribution Costs

Bad Debt Expense

Heritage Fund

Licensing Income

Variable Administrative (Higher Incentive Com)

Insurance Premiums (Casualty, Property & Pro

Salaries and Benefits

Other

Total

Administrative Expense
vs. 2001

	<u>Fav(Unf)</u>
	\$ 1.0
	0.5
	0.6
	0.7
pensation)	(2.0)
duct)	(1.3)
	(0.6)
	0.1
	<u>\$ (1.0)</u>