

Report: Commission Percentages

Comparison Group: All Firms
Year: 2010
Dollar values: Not adjusted for inflation.

Summary	Avg commission pct: Heavy equipment	Avg commission pct: Small equipment	Avg commission pct: Supplies	Avg commission pct: Furniture	Avg commission pct: Tabletop	Avg commission pct: Janitorial & Sanitation	Avg commission pct: Overall average
Demo Organization (CT)							
Mean (Average)	9.6%	7.6%	5.7%	7.0%	5.8%	4.7%	6.1%
Maximum Value Reported	90.0%	30.0%	20.0%	20.0%	10.0%	6.0%	10.0%
75th Percentile	7.1%	8.4%	6.0%	8.0%	7.0%		6.7%
50th Percentile (median)	6.2%	6.8%	5.0%	6.5%	6.0%	5.0%	6.0%
25th Percentile	5.9%	5.0%	4.1%	5.0%	4.6%		5.3%
Minimum Value Reported	2.0%	4.0%	2.0%	5.0%	2.0%	3.0%	3.5%
Number of Firms Reporting Valid Data	64	62	46	29	24	9	76
Total Number of Firms in the Comparison Group	277	277	277	277	277	277	277

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