








# Where does the money go?

*For every dollar in sales . . .*

\$1		<b>Sales</b>
78 cents		<b>Cost of Goods</b> <i>Products we buy to sell in our stores</i>
13 cents		<b>Investment in our Associates</b> <i>Wages, health care, pension, vacation, etc.</i>
3 cents		<b>Variable expenses</b> <i>Utilities, bags, garbage collection etc.</i>
2 cents		<b>Fixed Expenses</b> <i>Monthly bills such as rent, insurance</i>
2.6 cents		<b>Other store expenses</b> <i>Taxes, depreciation, interest etc.</i>
1.4 cents		<b>Profit</b> <i>Use to build and remodel stores, new technology, shareholder return and other investments</i>

*Fred Meyer puts  
people before  
profits*