

CONFIDENTIAL MONTHLY SALES REPORT

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**July** for Heat Treaters

	<b>District</b>	<b>Month vs Month July 2023 - July 2024</b>	<b>Total 2023 vs. 2024</b>
1	New England CT-ME-MA-NH-RI-VT	14.32	11.60
2	Middle Atlantic NY-NJ-E.PA-MD	10.80	3.51
3	South Central W.PA-OH-IN-KY	8.77	0.76
4	Michigan Michigan ONLY	3.48	-2.72
5	Southeast VA-WV-NC-SC-GA-AL-TN-FL-MS	7.25	2.43
6	North Central IL-WI-MN-MO-IA-KS	12.25	-3.79
7	Pacific Coast CA-AZ-OR-WA-NV	-4.94	-2.00
8	Southwest TX-OK-AR-CO-LA-UT	3.18	-11.57
9	Canada Canada	2.13	6.56

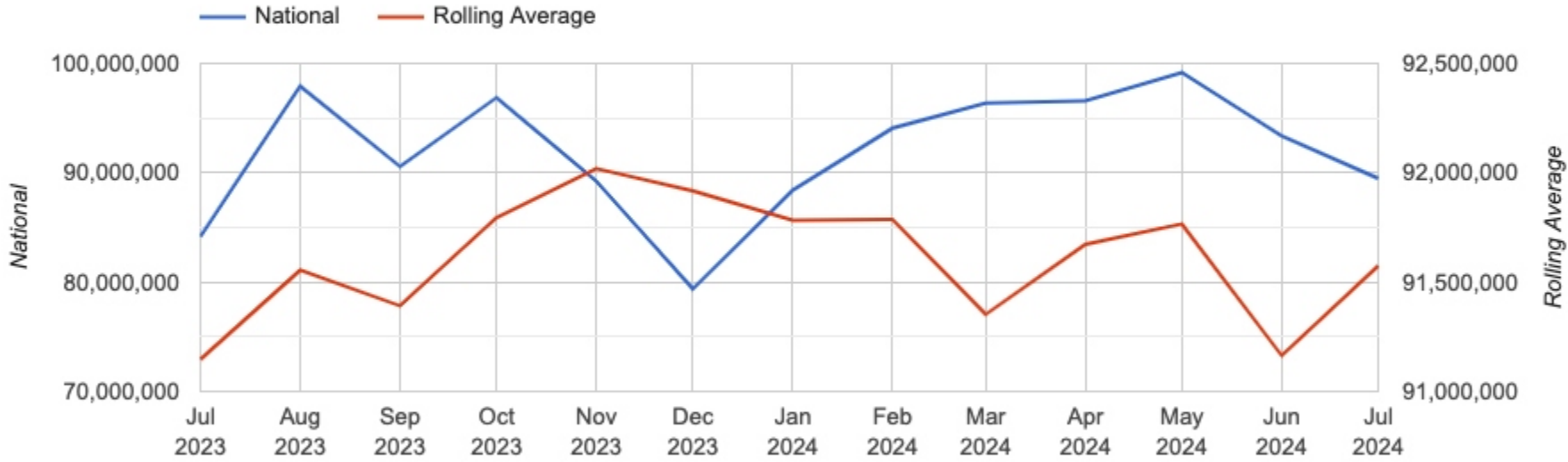
Billings for Month

District	Participating Members	Billings for Month	Billings for Month	% Change	Monthly % of Billings	Monthly % of Billings
		July 2023	July 2024		July 2023	July 2024
Total Companies	132	\$84,159,243.15	\$89,480,455.70	6.32	100	100
1 New England	8	\$3,585,064.00	\$4,098,401.00	14.32	4.26	4.58
2 Middle Atlantic	10	\$5,261,952.00	\$5,830,416.50	10.80	6.25	6.52
3 South Central	34	\$20,271,237.00	\$22,048,265.62	8.77	24.09	24.64
4 Michigan	14	\$12,653,155.00	\$13,093,521.50	3.48	15.03	14.63
5 Southeast	14	\$6,381,506.00	\$6,843,884.00	7.25	7.58	7.65
6 North Central	16	\$11,623,269.15	\$13,047,412.56	12.25	13.81	14.58
7 Pacific Coast	15	\$13,936,096.00	\$13,248,285.68	-4.94	16.56	14.81
8 Southwest	14	\$5,213,998.00	\$5,379,789.21	3.18	6.20	6.01
9 Canada	7	\$4,247,875.00	\$4,338,169.71	2.13	5.05	4.85

Billings to Date

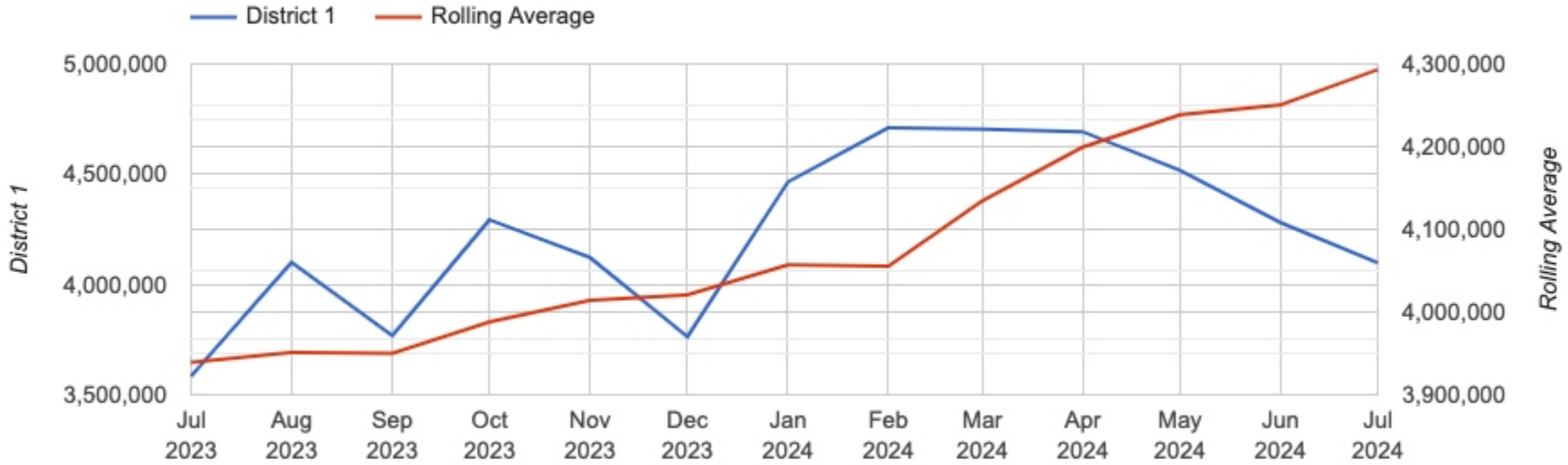
District	Billings to Date	Billings to Date	% Change	To Date % of Billings	To Date % of Billings
	July 2023	July 2024		July 2023	July 2024
Total Companies	\$660,588,348.61	\$657,476,040.42	-0.47	100	100
1 New England	\$28,198,261.00	\$31,469,242.00	11.60	4.27	4.79
2 Middle Atlantic	\$41,337,949.00	\$42,787,721.50	3.51	6.26	6.51
3 South Central	\$163,861,426.00	\$165,102,873.50	0.76	24.81	25.11
4 Michigan	\$96,627,377.00	\$93,996,551.50	-2.72	14.63	14.30
5 Southeast	\$53,031,884.00	\$54,318,879.00	2.43	8.03	8.26
6 North Central	\$93,939,046.61	\$90,374,405.08	-3.79	14.22	13.75
7 Pacific Coast	\$102,585,372.00	\$100,536,492.27	-2.00	15.53	15.29
8 Southwest	\$44,051,812.00	\$38,953,477.76	-11.57	6.67	5.92
9 Canada	\$30,356,119.00	\$32,346,104.71	6.56	4.60	4.92

National



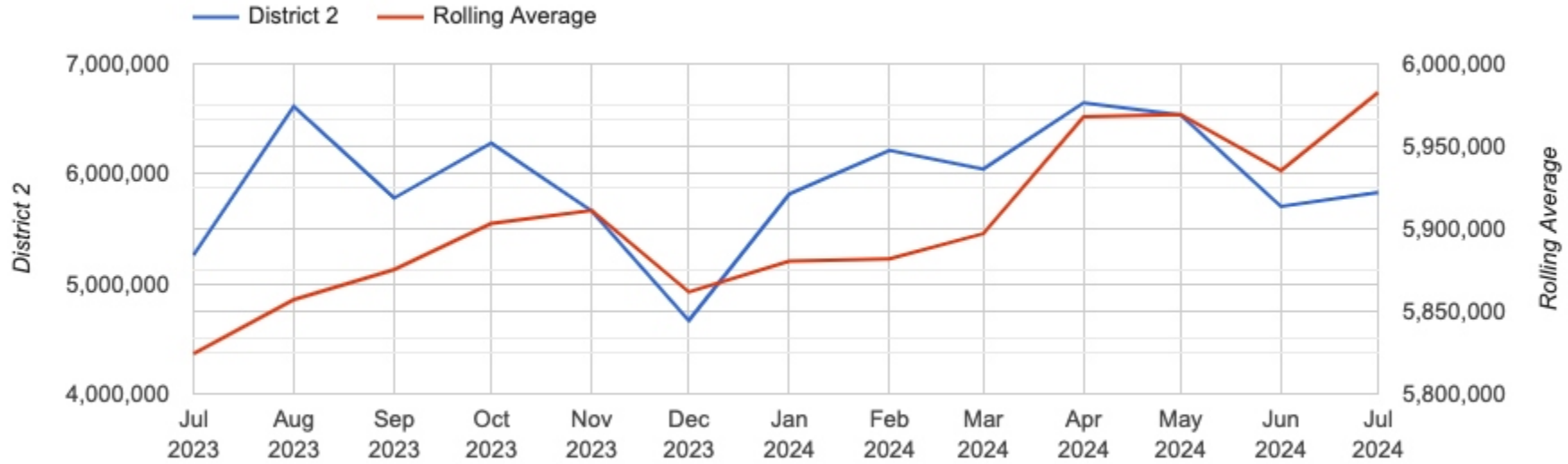
NATIONAL	Current Year	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-1.58	3.82	-8.11	4.42	0.98	-7.00	6.32					
% Change	Cumulative	-1.58	1.14	-2.26	-0.63	-0.30	-1.46	-0.47					

District 1 CT-ME-MA-NH-RI-VT



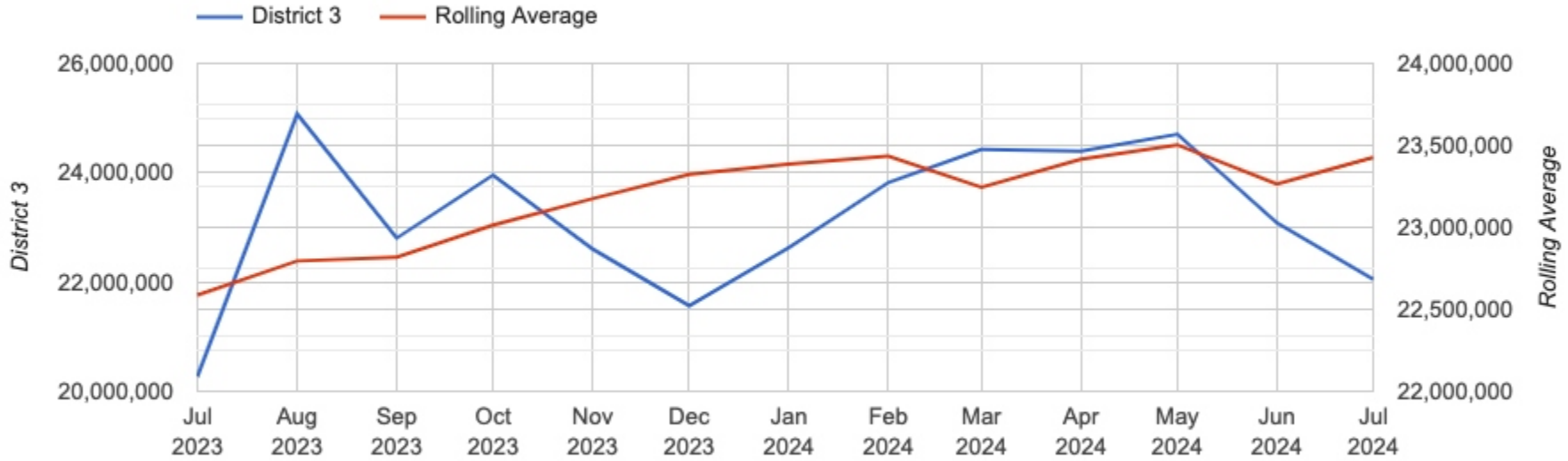
District 1	Current Year	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	10.92	16.97	5.47	20.00	11.57	3.38	14.32					
% Change	Cumulative	10.92	13.95	10.93	13.09	12.79	11.20	11.60					

### District 2 NY-NJ-E.PA-MD



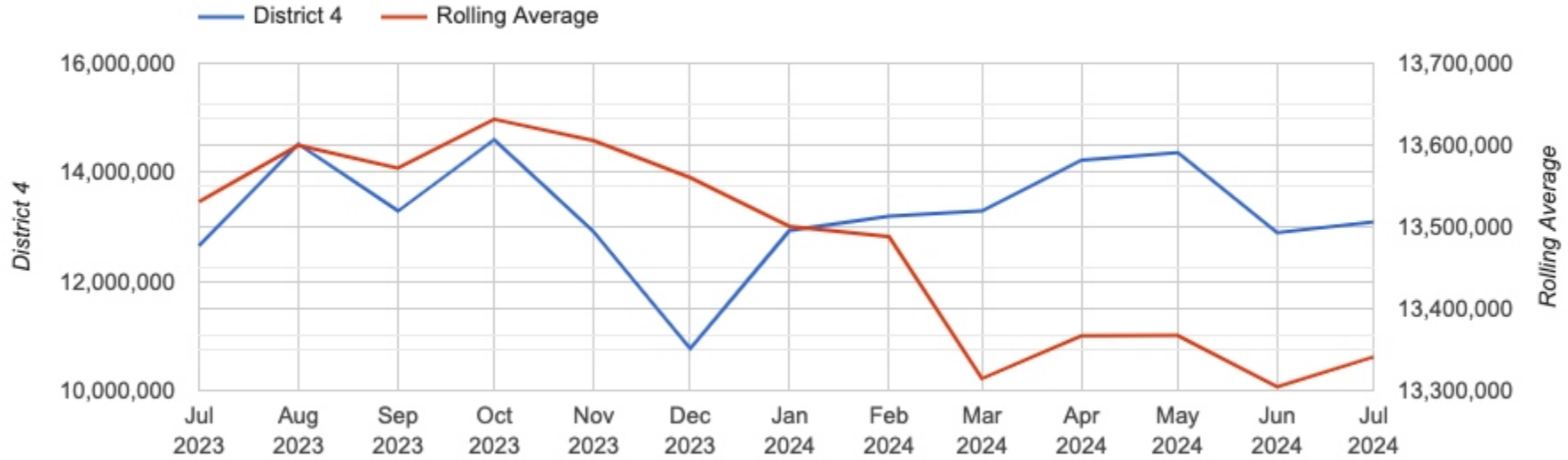
District 2	Current Year	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	4.01	9.22	-5.08	14.65	0.26	-6.70	10.80					
% Change	Cumulative	4.01	6.63	2.41	5.43	4.31	2.44	3.51					

## District 3 W.PA-OH-IN-KY



District 3	Current Year	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	3.55	3.47	-9.31	9.99	3.73	-10.50	8.77					
% Change	Cumulative	3.55	3.51	-1.30	1.37	1.84	-0.37	0.76					

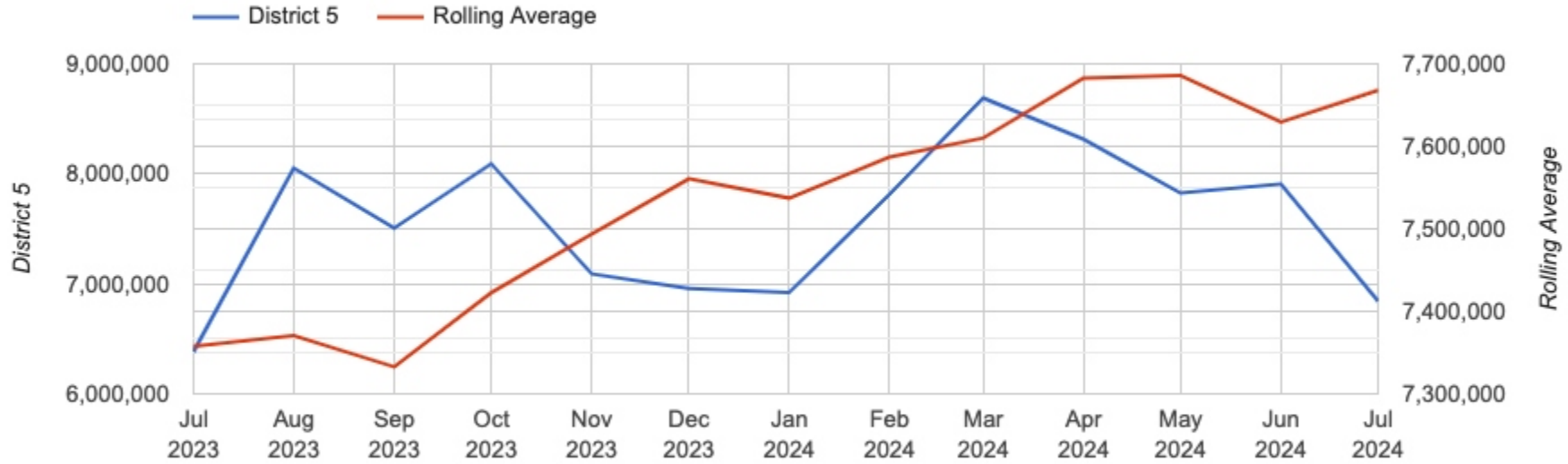
## District 4 Michigan ONLY



District 4	Current Year	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-5.24	-1.13	-13.55	4.62	0.02	-5.52	3.48					
% Change	Cumulative	-5.24	-3.21	-6.96	-4.15	-3.30	-3.66	-2.72					

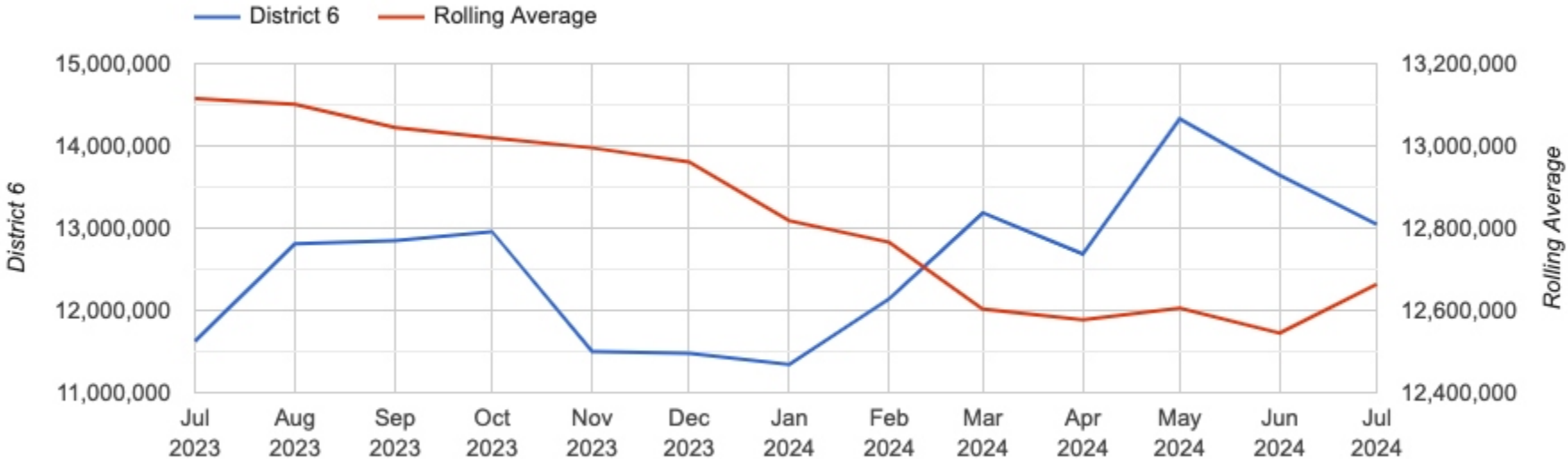


District 5 VA-WV-NC-SC-GA-AL-TN-FL-MS



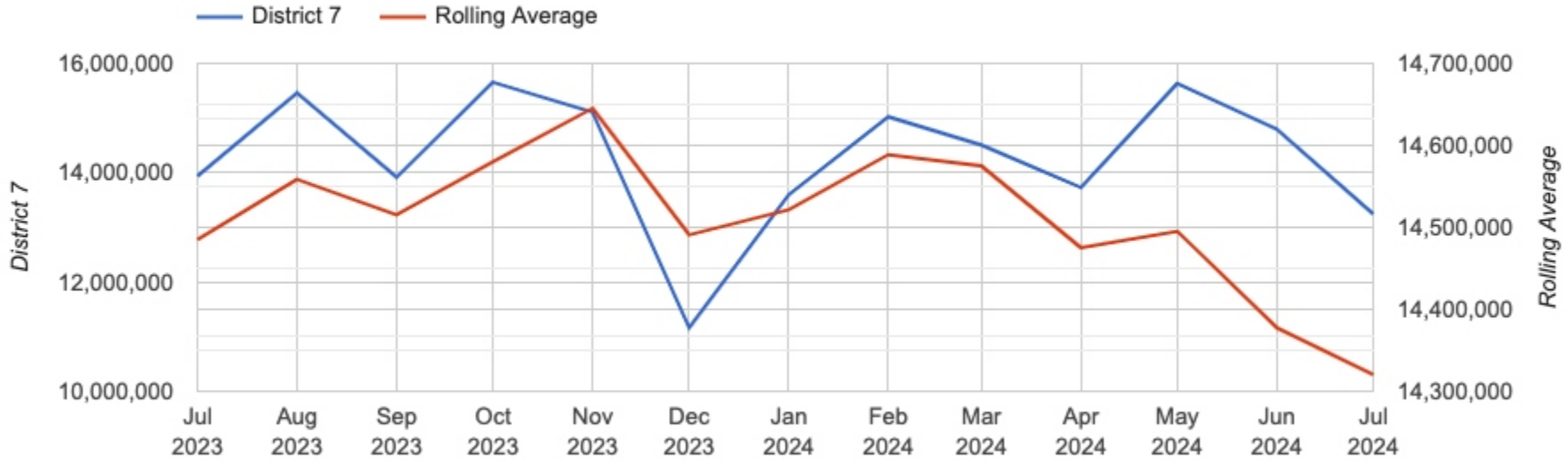
District 5	Current Year	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-3.90	8.29	3.26	11.76	0.43	-7.86	7.25					
% Change	Cumulative	-3.90	2.20	2.59	4.84	3.94	1.77	2.43					

District 6 IL-WI-MN-MO-IA-KS



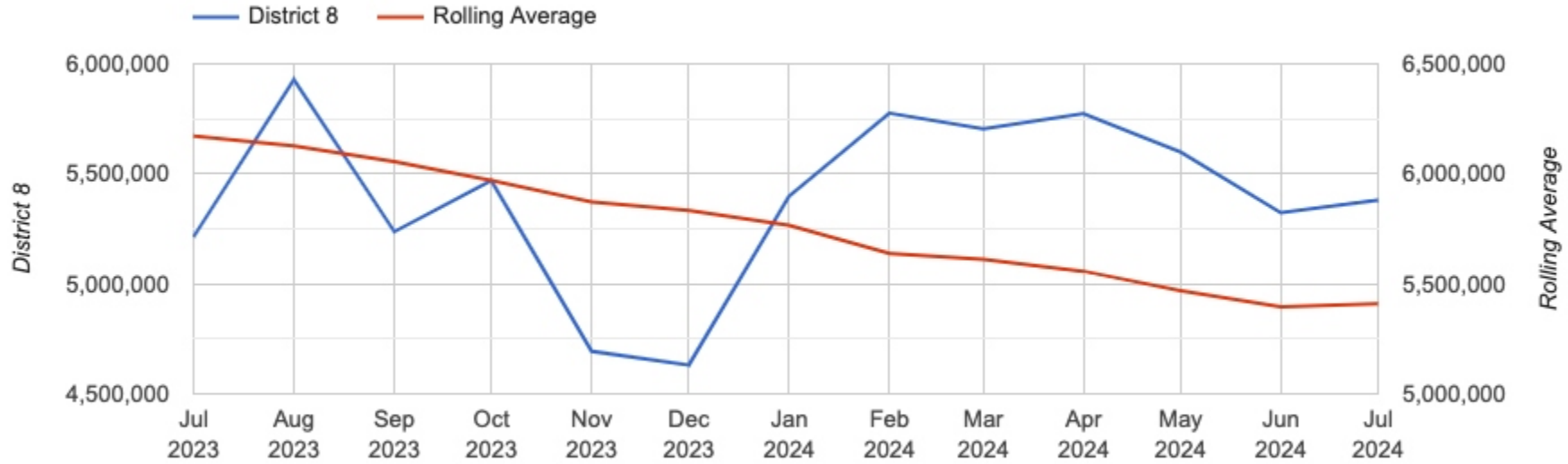
District 6	Current Year	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-13.14	-4.88	-12.89	-2.39	2.41	-5.03	12.25					
% Change	Cumulative	-13.14	-9.06	-10.48	-8.53	-6.28	-6.06	-3.79					

## District 7 CA-AZ-OR-WA-NV



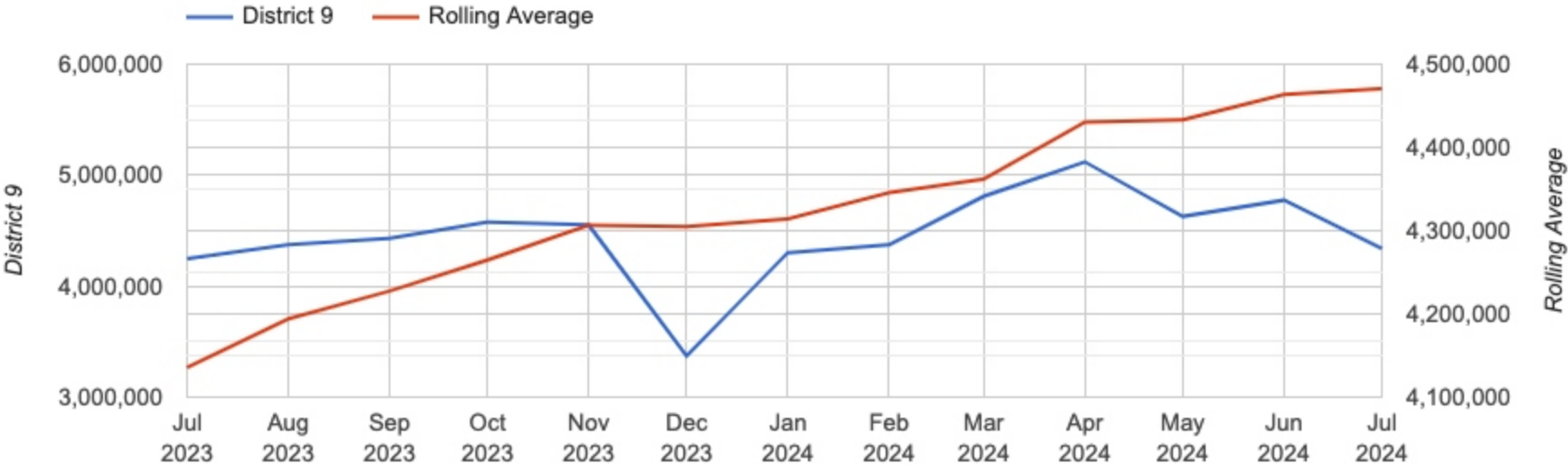
District 7	Current Year	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	2.76	10.17	-4.88	-8.02	1.54	-8.70	-4.94					
% Change	Cumulative	2.76	6.52	2.39	-0.33	0.07	-1.54	-2.00					

## District 8 TX-OK-AR-CO-LA-UT



District 8	Current Year	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-13.12	-5.50	-21.09	-10.06	-16.09	-14.03	3.18					
% Change	Cumulative	-13.12	-9.34	-13.69	-12.79	-13.46	-13.55	-11.57					

District 9 Canada



District 9	Current Year	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	2.55	9.54	4.22	19.20	0.71	8.16	2.13					
% Change	Cumulative	2.55	5.96	5.33	8.81	7.10	7.28	6.56					