

CONFIDENTIAL MONTHLY SALES REPORT

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October for Heat Treaters

	District	Month vs Month October 2020 - October 2021	Total 2020 vs. 2021
1	New England CT-ME-MA-NH-RI-VT	-0.62	-1.87
2	Middle Atlantic NY-NJ-E.PA-MD	-8.34	-3.38
3	South Central W.PA-OH-IN-KY	-1.45	8.78
4	Michigan Michigan ONLY	-15.28	8.39
5	Southeast VA-WV-NC-SC-GA-AL-TN-FL-MS	6.38	19.35
6	North Central IL-WI-MN-MO-IA-KS	20.25	19.56
7	Pacific Coast CA-AZ-OR-WA-NV	9.87	3.31
8	Southwest TX-OK-AR-CO-LA-UT	46.15	3.21
9	Canada Canada	-10.16	1.41

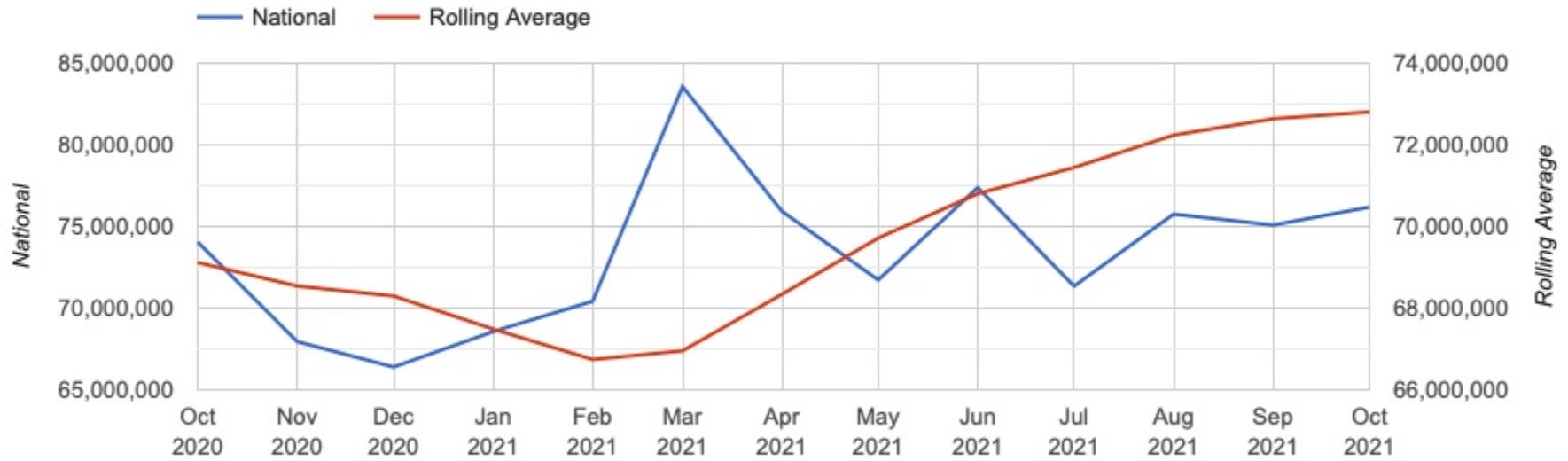
Billings for Month

District	Participating Members	Billings for Month	Billings for Month	% Change	Monthly % of Billings	Monthly % of Billings
		October 2020	October 2021		October 2020	October 2021
Total Companies	137	\$74,056,865.02	\$76,187,786.23	2.88	100	100
1 New England	6	\$2,833,242.00	\$2,815,545.36	-0.62	3.83	3.70
2 Middle Atlantic	11	\$5,727,352.00	\$5,249,878.00	-8.34	7.73	6.89
3 South Central	38	\$18,299,108.00	\$18,033,963.63	-1.45	24.71	23.67
4 Michigan	13	\$12,872,040.00	\$10,904,774.47	-15.28	17.38	14.31
5 Southeast	13	\$5,140,119.00	\$5,467,891.00	6.38	6.94	7.18
6 North Central	20	\$9,843,856.00	\$11,837,172.33	20.25	13.29	15.54
7 Pacific Coast	15	\$11,497,741.00	\$12,632,205.43	9.87	15.53	16.58
8 Southwest	14	\$3,572,840.00	\$5,221,805.59	46.15	4.82	6.85
9 Canada	7	\$3,811,319.02	\$3,424,130.42	-10.16	5.15	4.49

Billings to Date

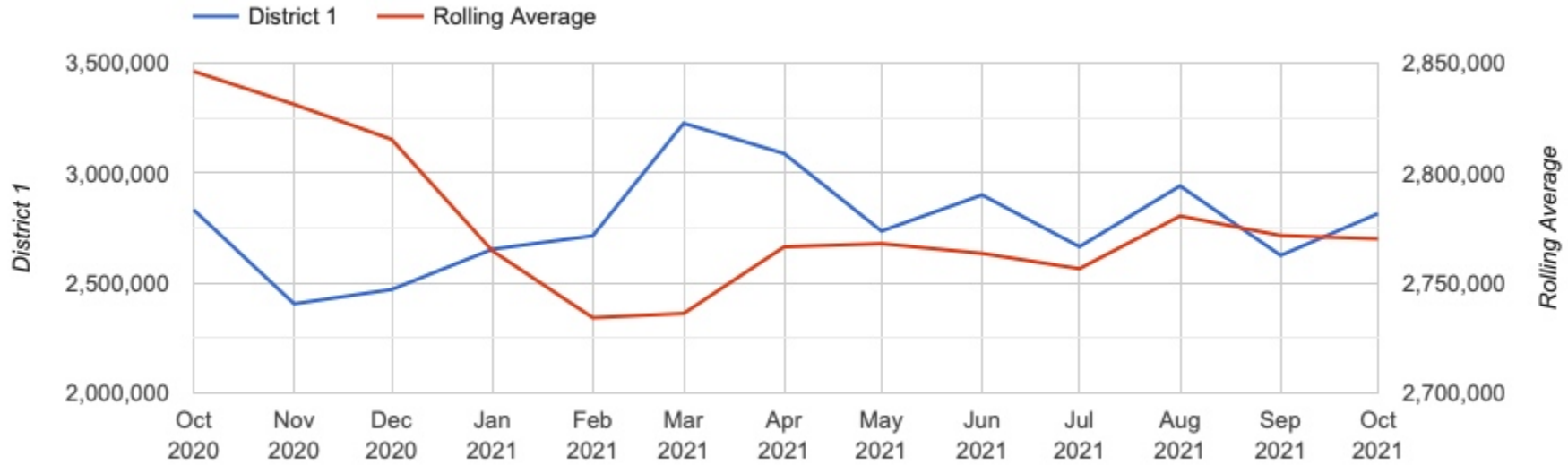
District	Billings to Date	Billings to Date	% Change	To Date % of Billings	To Date % of Billings
	October 2020	October 2021		October 2020	October 2021
Total Companies	\$690,206,372.21	\$745,976,014.45	8.08	100	100
1 New England	\$28,907,376.00	\$28,365,560.36	-1.87	4.19	3.80
2 Middle Atlantic	\$54,009,237.00	\$52,182,371.00	-3.38	7.83	7.00
3 South Central	\$168,324,684.00	\$183,109,532.63	8.78	24.39	24.55
4 Michigan	\$103,539,676.00	\$112,224,679.47	8.39	15.00	15.04
5 Southeast	\$46,504,414.00	\$55,505,325.00	19.35	6.74	7.44
6 North Central	\$93,939,076.28	\$112,313,021.78	19.56	13.61	15.06
7 Pacific Coast	\$114,781,573.00	\$118,582,950.43	3.31	16.63	15.90
8 Southwest	\$41,012,773.00	\$42,330,576.59	3.21	5.94	5.67
9 Canada	\$35,076,027.93	\$35,569,443.19	1.41	5.08	4.77

National



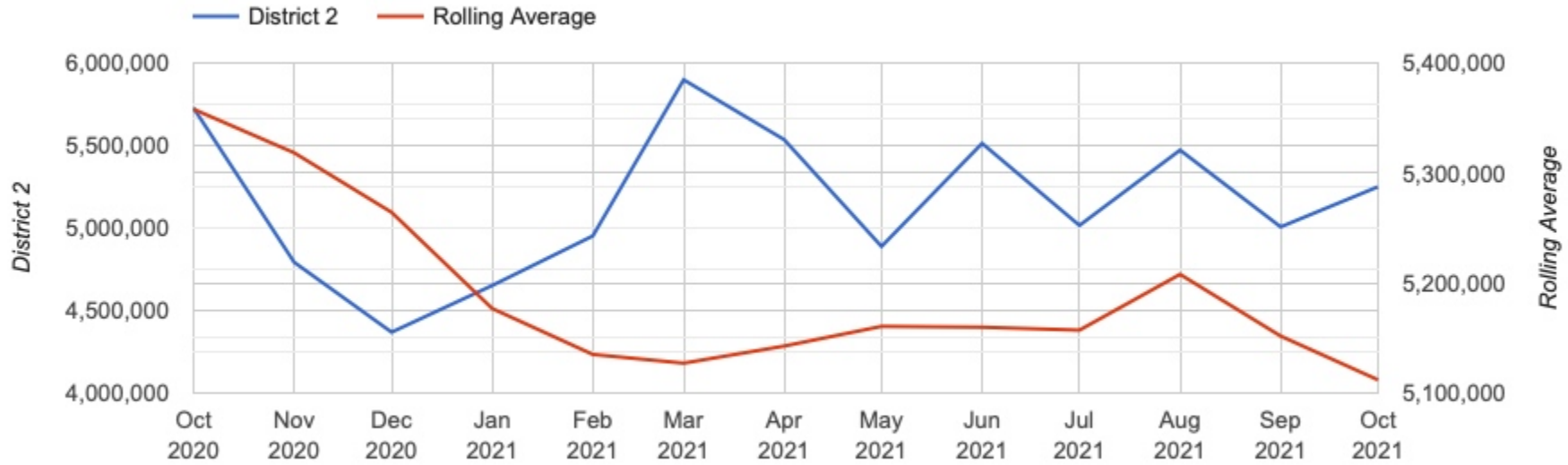
NATIONAL	Current Year	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-12.38	-10.89	3.17	28.59	30.32	20.76	12.45	14.49	7.14	2.88		
% Change	Cumulative	-12.38	-11.63	-6.60	0.39	5.07	7.48	8.14	8.91	8.71	8.08		

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



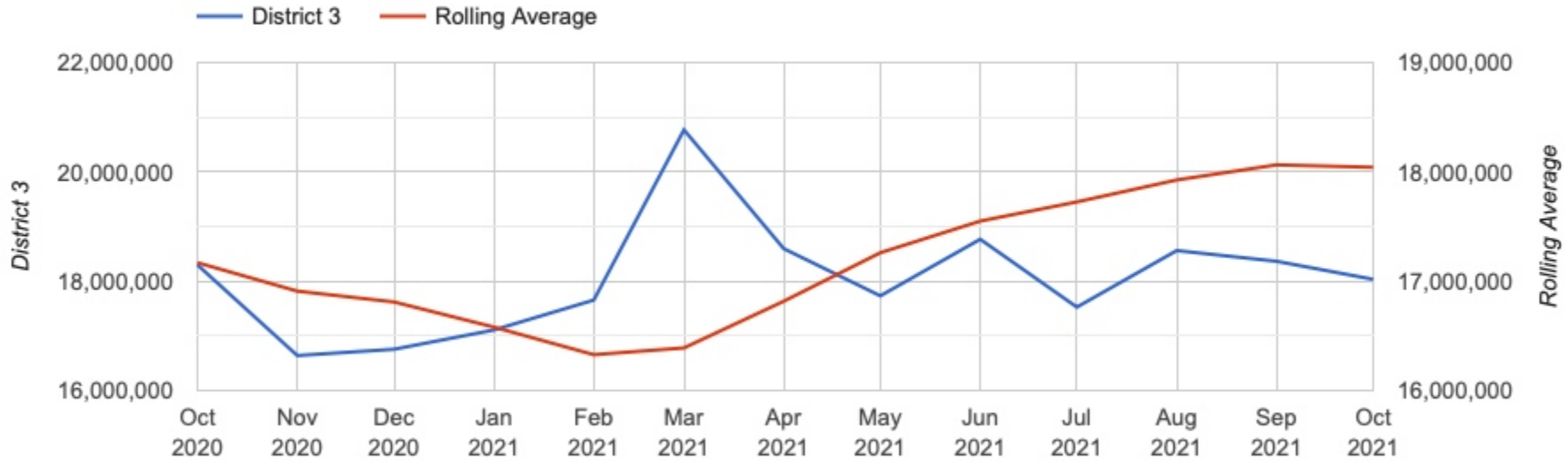
District 1	Current Year	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-18.61	-11.87	0.73	13.32	0.64	-1.80	-3.04	10.82	-3.89	-0.62		
% Change	Cumulative	-18.61	-15.34	-9.94	-4.78	-3.79	-3.46	-3.41	-1.79	-2.01	-1.87		

District 2 NY-NJ-E.PA-MD



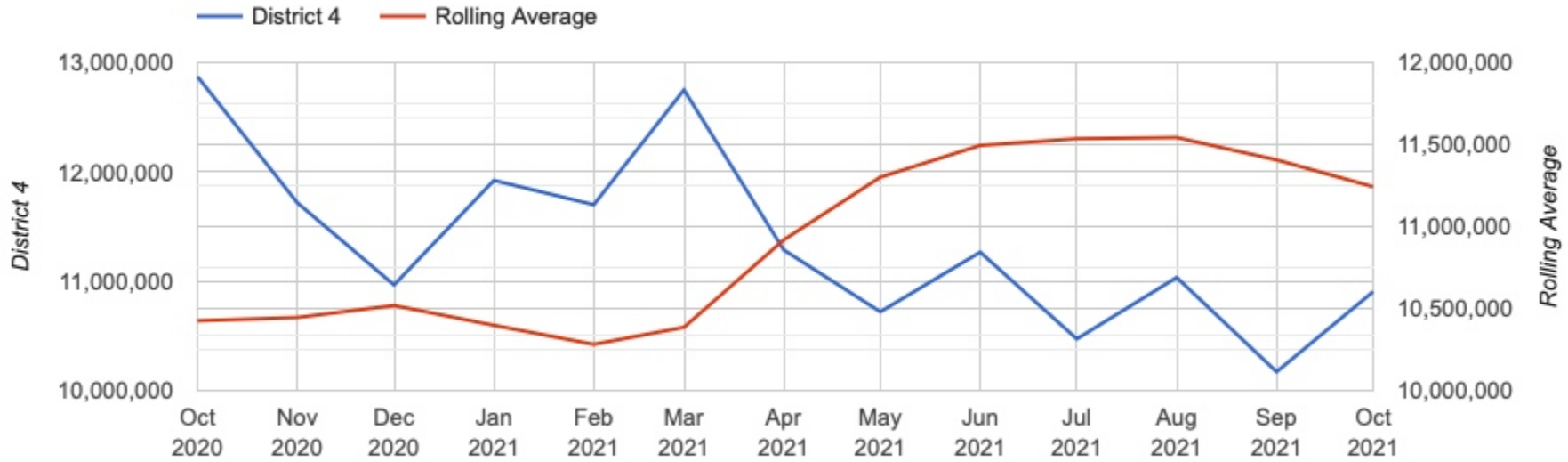
District 2	Current Year	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-18.40	-9.18	-1.59	3.49	4.60	-0.17	-0.63	12.51	-11.86	-8.34		
% Change	Cumulative	-18.40	-13.89	-9.59	-6.48	-4.58	-3.83	-3.40	-1.59	-2.79	-3.38		

District 3 W.PA-OH-IN-KY



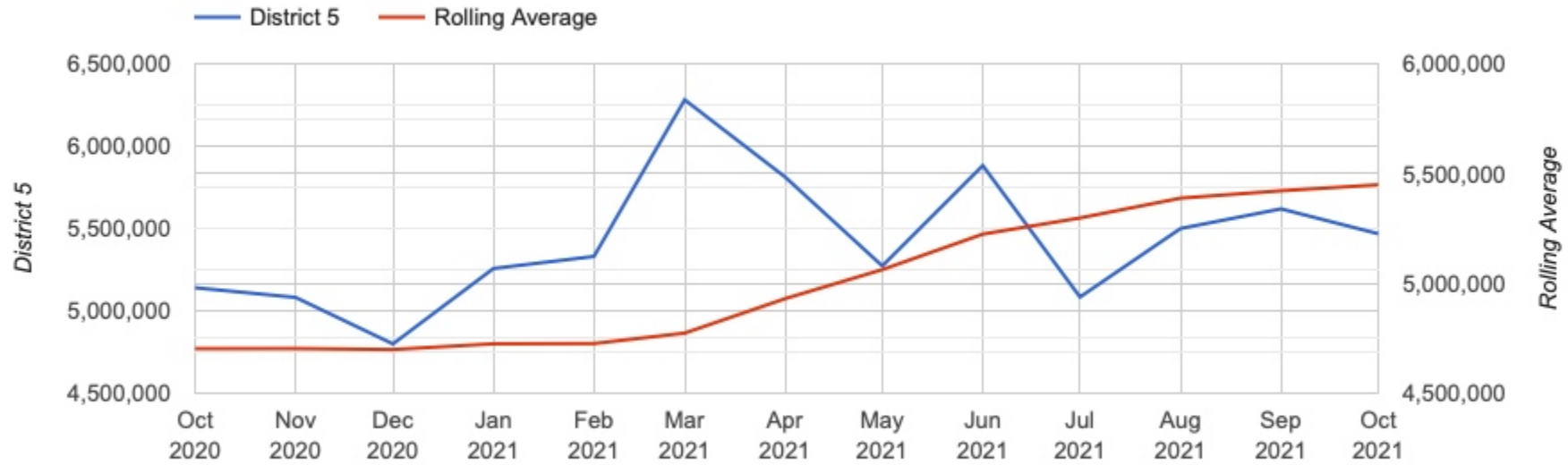
District 3	Current Year	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-13.89	-13.37	2.17	38.01	42.94	22.70	13.65	14.92	9.93	-1.45		
% Change	Cumulative	-13.89	-13.63	-8.33	0.11	6.25	8.72	9.37	10.04	10.03	8.78		

District 4 Michigan ONLY



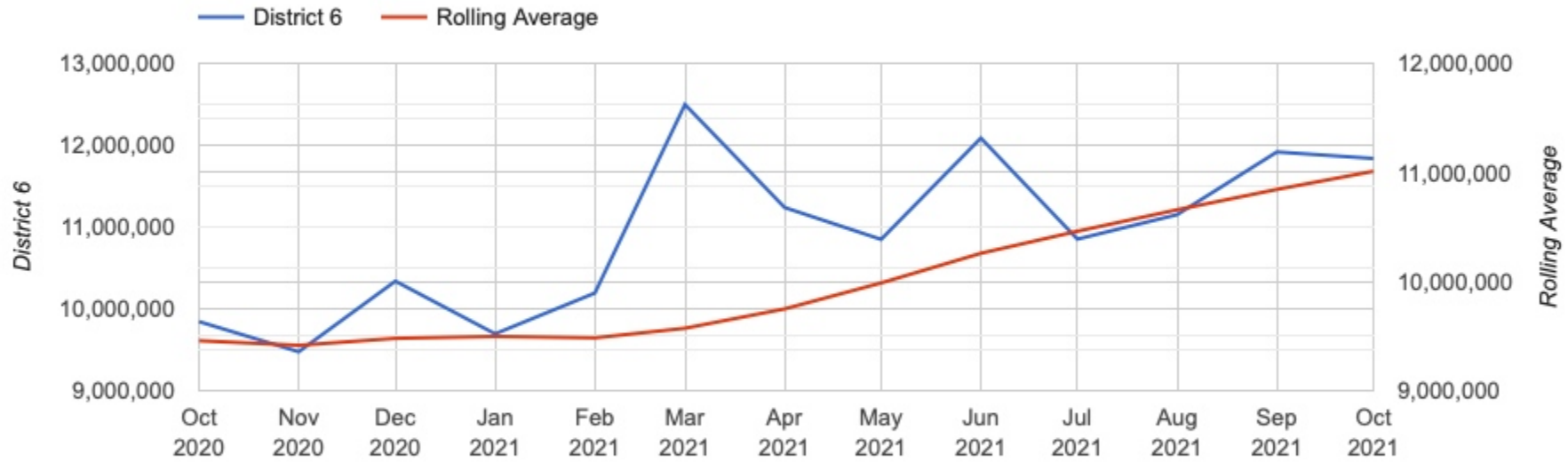
District 4	Current Year	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-10.86	-10.65	10.86	130.76	74.86	26.05	4.89	0.83	-13.89	-15.28		
% Change	Cumulative	-10.86	-10.76	-4.21	11.19	19.16	20.22	17.97	15.59	11.75	8.39		

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



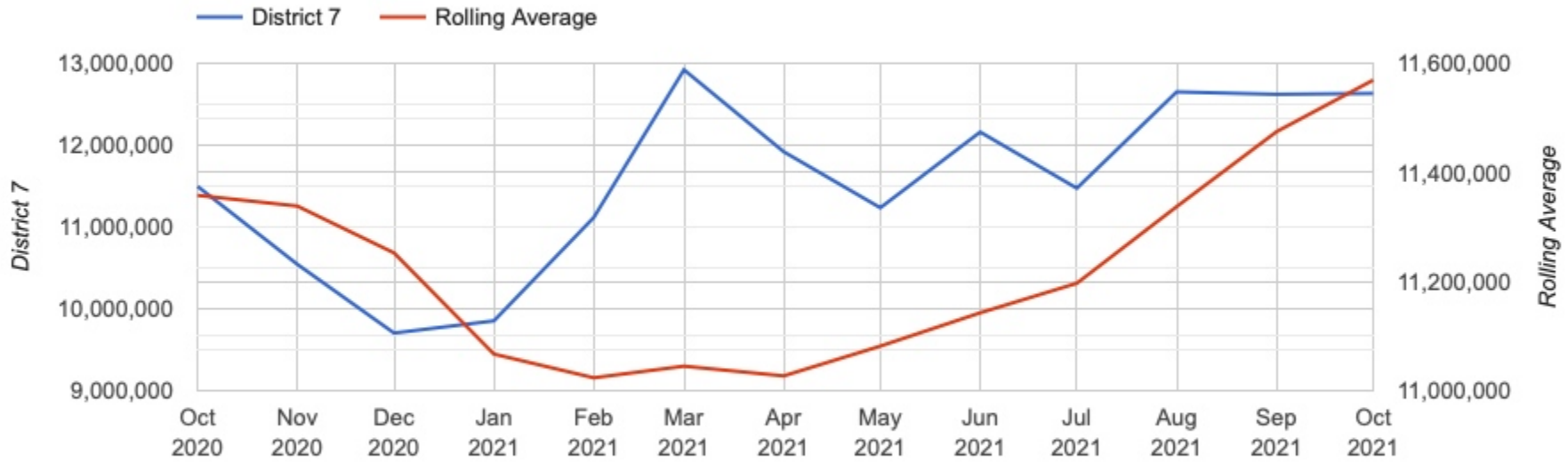
District 5	Current Year	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	6.33	0.26	9.99	47.82	43.09	49.17	21.05	24.49	7.72	6.38		
% Change	Cumulative	6.33	3.19	5.62	13.96	18.51	22.90	22.66	22.88	20.97	19.35		

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



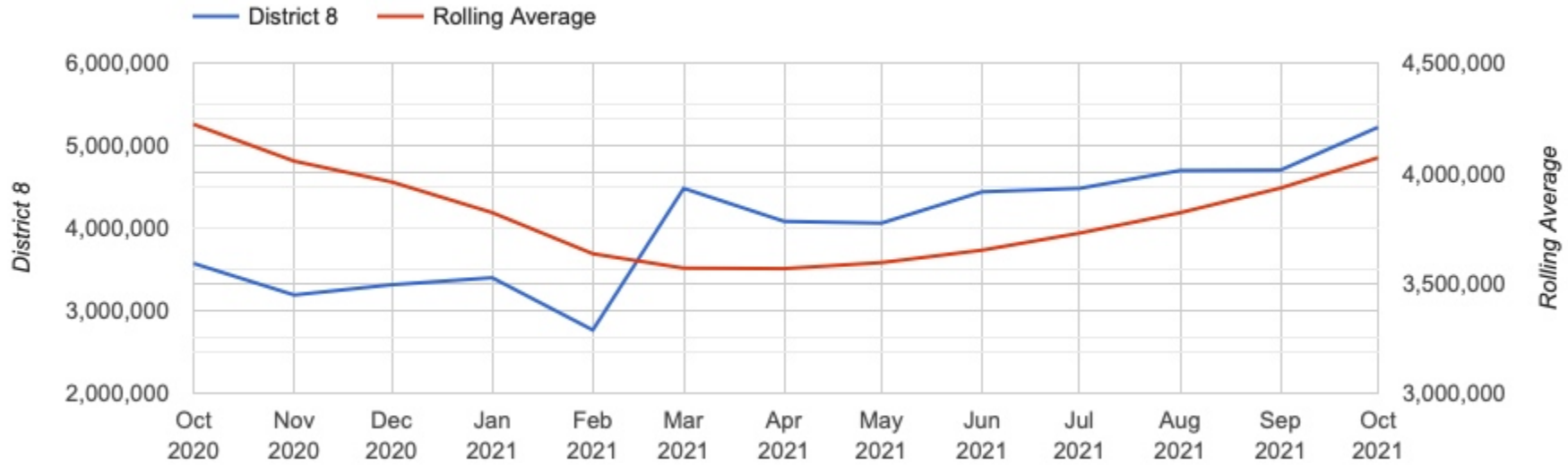
District 6	Current Year	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	2.21	-1.51	9.23	23.36	35.68	36.97	28.78	26.91	23.13	20.25		
% Change	Cumulative	2.21	0.27	3.55	8.02	12.59	16.35	17.95	19.00	19.48	19.56		

District 7 CA-AZ-OR-WA-NV



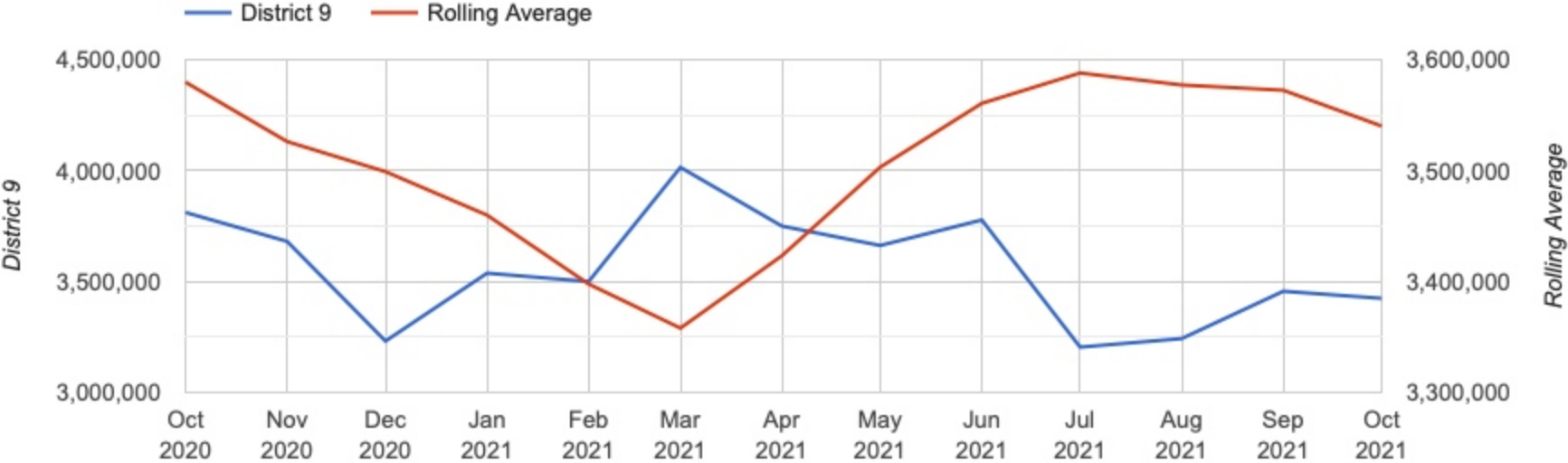
District 7	Current Year	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-18.42	-4.48	2.02	-1.77	6.20	6.41	6.01	15.38	15.02	9.87		
% Change	Cumulative	-18.42	-11.58	-6.85	-5.58	-3.47	-1.87	-0.82	1.10	2.58	3.31		

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	-32.97	-44.77	-14.88	-0.64	8.76	18.02	26.12	30.97	40.21	46.15		
% Change	Cumulative	-32.97	-38.84	-30.62	-24.29	-18.96	-13.80	-9.15	-4.93	-0.88	3.21		

District 9 Canada



District 9	Current Year	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-11.74	-17.56	-10.61	26.38	35.44	22.38	11.41	-3.85	-1.62	-10.16		
% Change	Cumulative	-11.74	-14.73	-13.28	-5.79	0.26	3.44	4.38	3.38	2.82	1.41		