

CONFIDENTIAL MONTHLY SALES REPORT

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August for Heat Treaters

	District	Month vs Month August 2020 - August 2021	Total 2020 vs. 2021
1	New England CT-ME-MA-NH-RI-VT	10.54	-1.36
2	Middle Atlantic NY-NJ-E.PA-MD	12.52	-1.60
3	South Central W.PA-OH-IN-KY	17.78	10.39
4	Michigan Michigan ONLY	2.57	16.34
5	Southeast VA-WV-NC-SC-GA-AL-TN-FL-MS	137.16	36.91
6	North Central IL-WI-MN-MO-IA-KS	28.75	19.21
7	Pacific Coast CA-AZ-OR-WA-NV	15.38	1.10
8	Southwest TX-OK-AR-CO-LA-UT	31.68	-2.60
9	Canada Canada	-6.13	2.40

Billings for Month

District	Participating Members	Billings for Month	Billings for Month	% Change	Monthly % of Billings	Monthly % of Billings
		August 2020	August 2021		August 2020	August 2021
ABC Sample Heat Treat		\$250,000.00	\$435,000.00	74.00	0.37	0.52
Total Companies	137	\$67,308,894.00	\$83,002,796.54	23.32	100	100
1 New England	6	\$2,653,954.00	\$2,933,709.25	10.54	3.94	3.53
2 Middle Atlantic	11	\$4,863,447.00	\$5,472,466.85	12.52	7.23	6.59
3 South Central	38	\$16,150,545.00	\$19,022,638.19	17.78	23.99	22.92
4 Michigan	14	\$11,911,506.00	\$12,217,359.95	2.57	17.70	14.72
5 Southeast	13	\$4,667,720.00	\$11,070,084.27	137.16	6.93	13.34
6 North Central	20	\$8,786,538.00	\$11,312,892.52	28.75	13.05	13.63
7 Pacific Coast	15	\$10,964,975.00	\$12,650,917.30	15.38	16.29	15.24
8 Southwest	14	\$3,586,758.00	\$4,723,144.80	31.68	5.33	5.69
9 Canada	6	\$3,292,773.00	\$3,090,961.41	-6.13	4.89	3.72

Billings to Date

District	Billings to Date	Billings to Date	% Change	To Date % of Billings	To Date % of Billings
	August 2020	August 2021		August 2020	August 2021
ABC Sample Heat Treat	\$2,455,000.00	\$3,296,000.00	34.26	0.44	0.54
Total Companies	\$554,912,286.28	\$612,476,642.49	10.37	100	100
1 New England	\$23,342,364.00	\$23,025,069.75	-1.36	4.21	3.76
2 Middle Atlantic	\$42,601,826.00	\$41,919,289.16	-1.60	7.68	6.84
3 South Central	\$133,319,477.00	\$147,173,925.19	10.39	24.03	24.03
4 Michigan	\$85,853,585.00	\$99,883,313.95	16.34	15.47	16.31
5 Southeast	\$38,603,063.00	\$52,850,060.27	36.91	6.96	8.63
6 North Central	\$74,416,513.28	\$88,709,752.30	19.21	13.41	14.48
7 Pacific Coast	\$92,310,836.00	\$93,329,492.30	1.10	16.64	15.24
8 Southwest	\$34,085,737.00	\$33,199,905.80	-2.60	6.14	5.42
9 Canada	\$27,142,726.00	\$27,795,015.77	2.40	4.89	4.54

Company Sales Rank within District

	Billings for Month	Billings for Month	Billings to Date	Billings to Date
	August 2020	August 2021	August 2020	August 2021
Rank	8	6	7	6
District Total	13	13	13	13

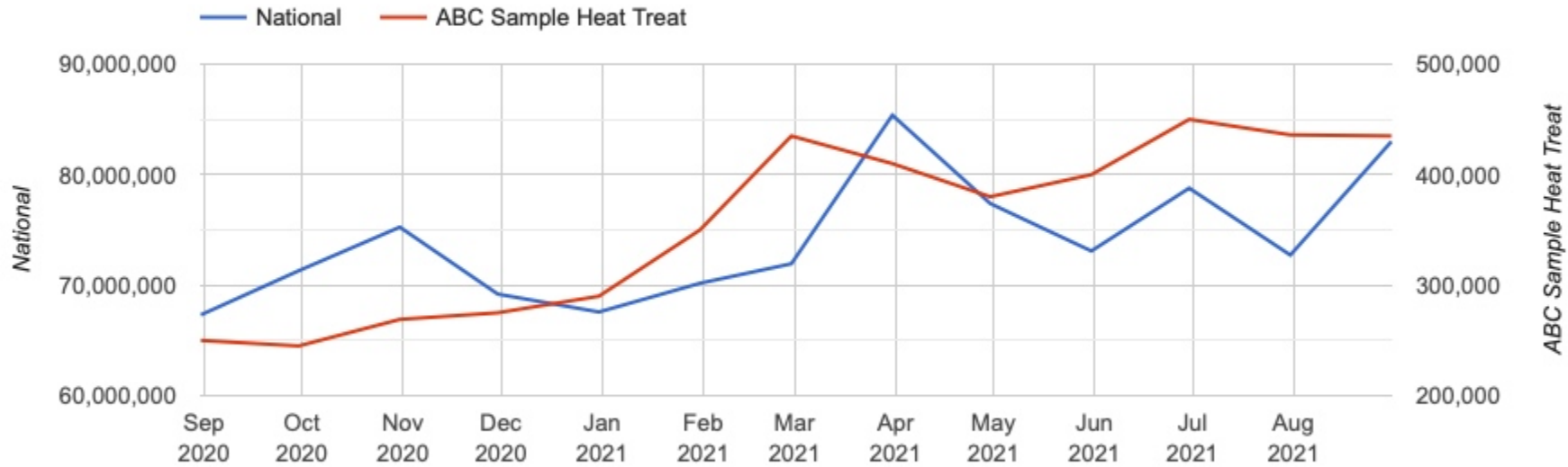
Company Sales Rank Nationally

	Billings for Month	Billings for Month	Billings to Date	Billings to Date
	August 2020	August 2021	August 2020	August 2021
Rank	87	60	79	63
Total Companies	137	137	137	137

Company District Sales Percentage

	Billings to Month	Billings to Month	Billings to Date	Billings to Date
	August 2020	August 2021	August 2020	August 2021
Percent	5.36	3.93	6.36	6.24
District Total	\$4,667,720.00	\$11,070,084.27	\$38,603,063.00	\$52,850,060.27

National vs Company Sales

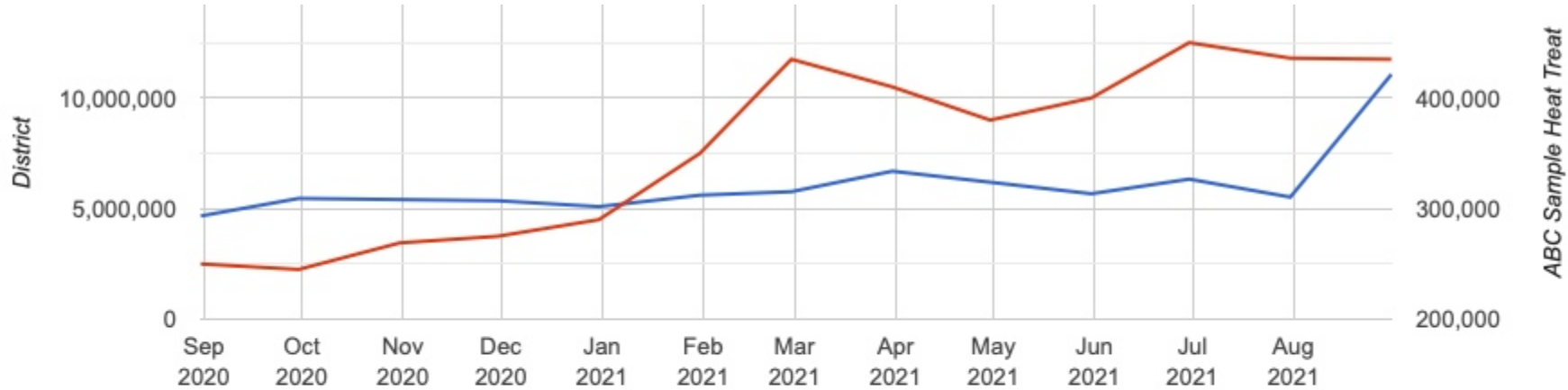


NATIONAL		Current Year	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly		-12.28	-10.71	3.70	29.59	31.20	21.48	12.86	23.32				
% Change	Cumulative		-12.28	-11.49	-6.34	0.75	5.49	7.94	8.59	10.37				

COMPANY		Current Year	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly		-12.50	6.10	50.74	31.03	45.45	67.91	50.34	74.00				
% Change	Cumulative		-12.50	-3.09	10.44	14.80	19.91	26.63	29.75	34.26				

District vs Company Sales





DISTRICT	Current Year	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	4.92	0.68	11.85	46.67	43.25	50.36	22.94	137.16				

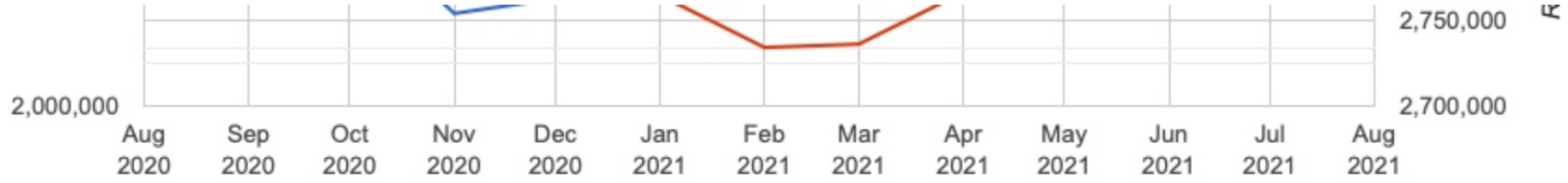
% Change	Cumulative	4.92	2.73	5.93	14.01	18.60	23.14	23.12	36.91				
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COMPANY	Current Year	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-12.50	6.10	50.74	31.03	45.45	67.91	50.34	74.00				

% Change	Cumulative	-12.50	-3.09	10.44	14.80	19.91	26.63	29.75	34.26				
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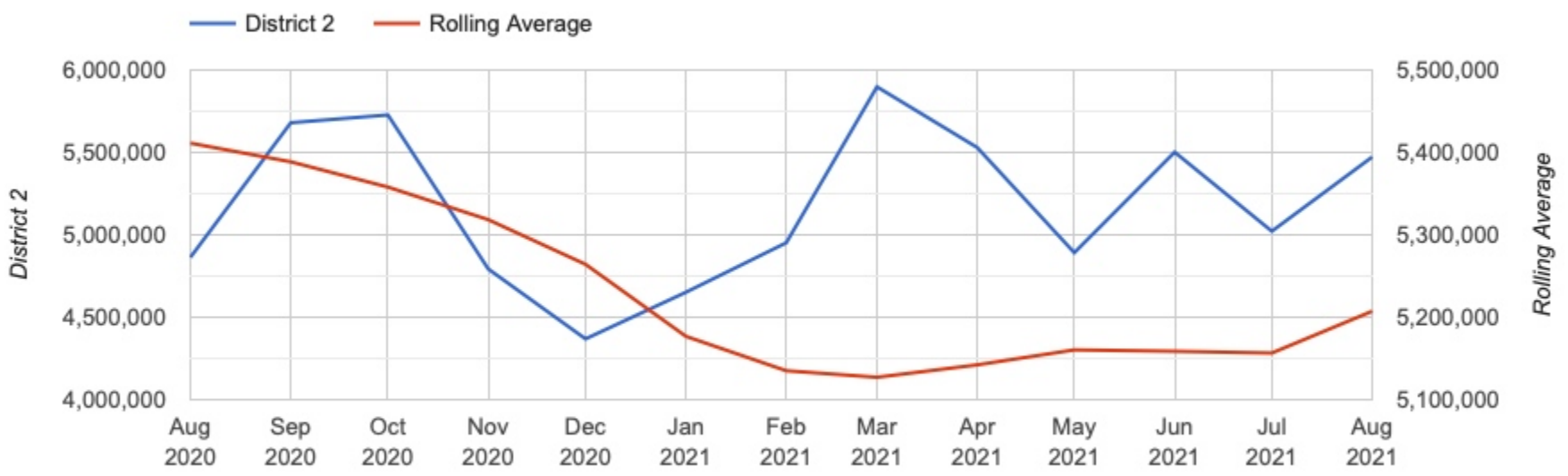
District 1 CT-ME-MA-NH-RI-VT





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	0.89	10.54				
% Change	Cumulative	-18.61	-15.34	-9.94	-4.78	-3.79	-3.46	-2.89	-1.36				

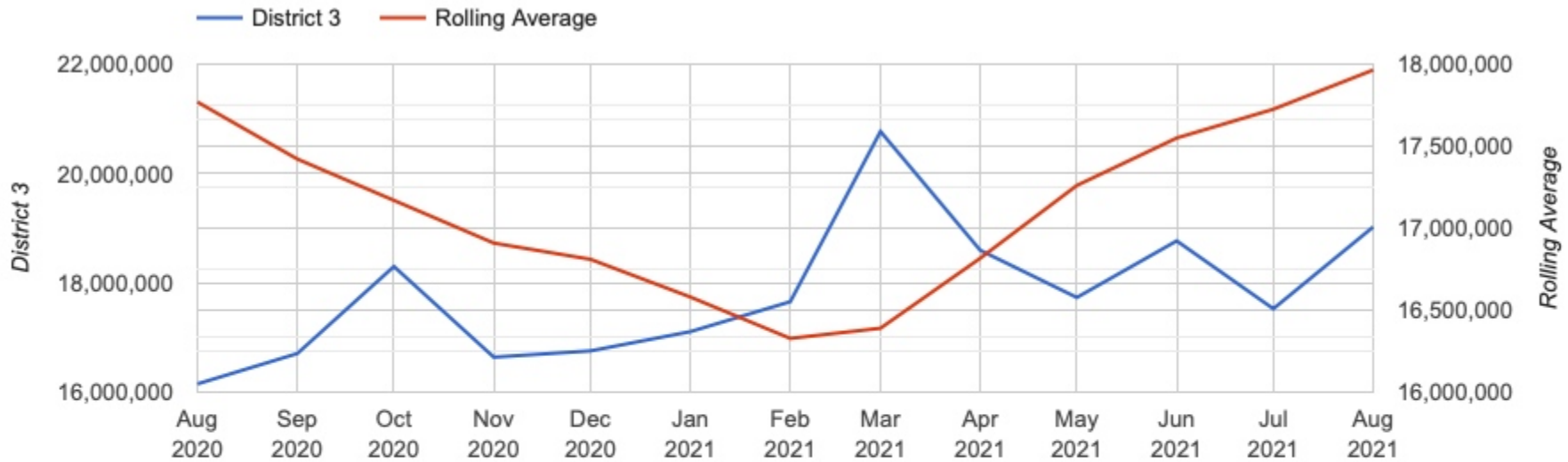
District 2 NY-NJ-E.PA-MD



District 2	Current Year	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
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Gain or Loss	Monthly	-18.40	-9.18	-1.59	3.38	4.67	-0.36	-0.51	12.52
% Change	Cumulative	-18.40	-13.89	-9.59	-6.51	-4.59	-3.87	-3.42	-1.60

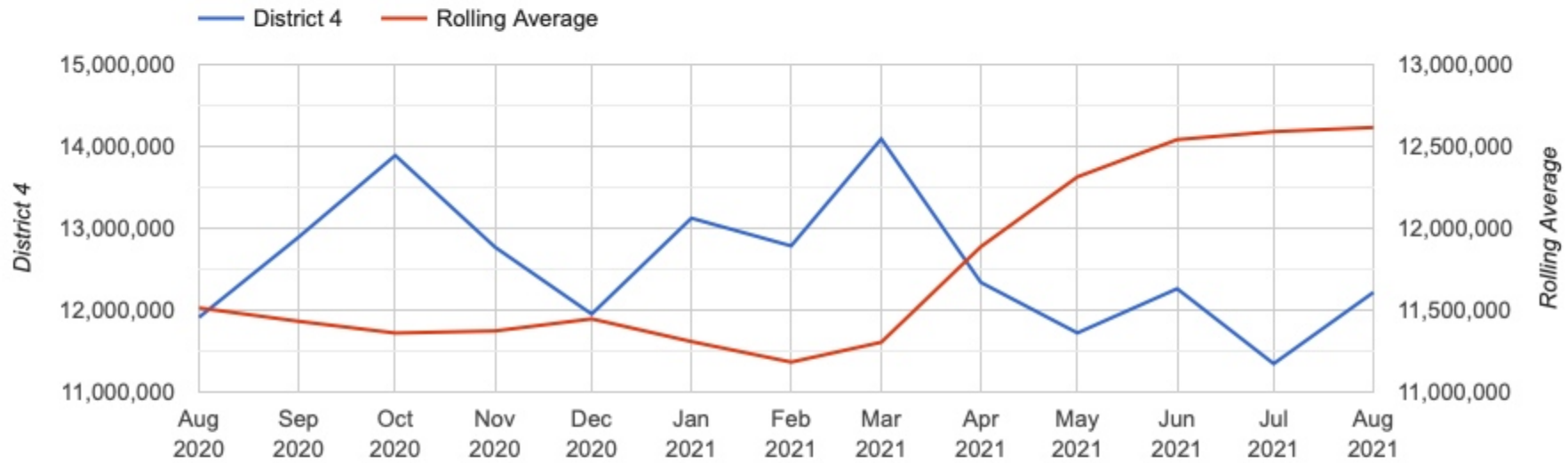
District 3 W.PA-OH-IN-KY



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	17.78				
% Change	Cumulative	13.89	13.62	8.22	0.11	6.25	8.72	0.27	10.20				

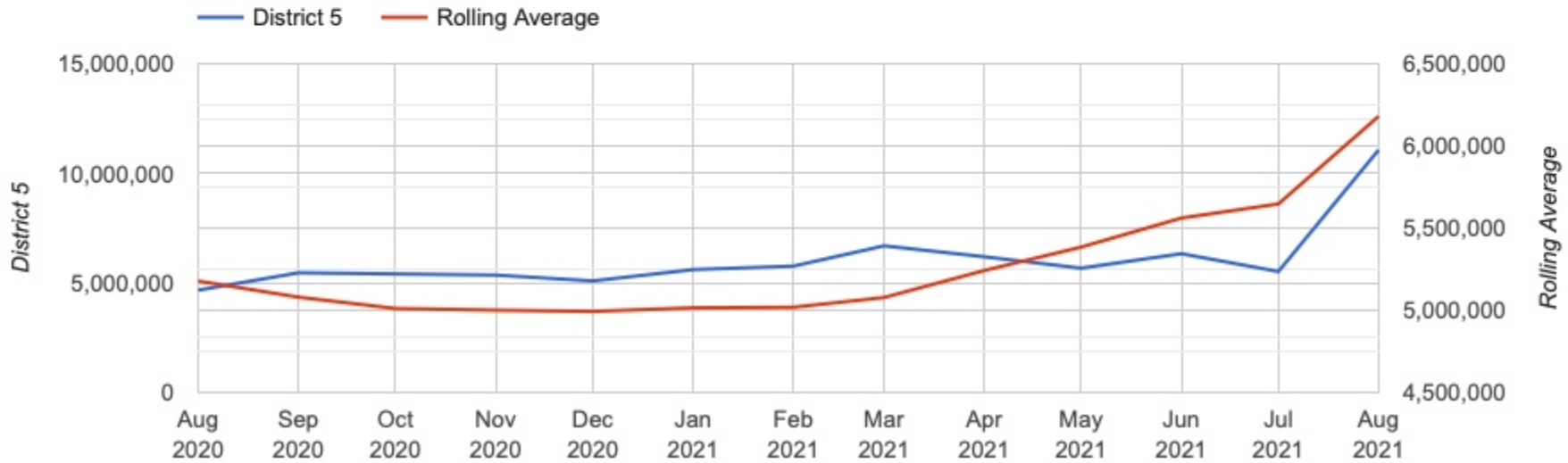
% Change Cumulative -11.25 -10.89 -4.11 11.24 19.40 20.80 18.56 16.34

District 4 Michigan ONLY



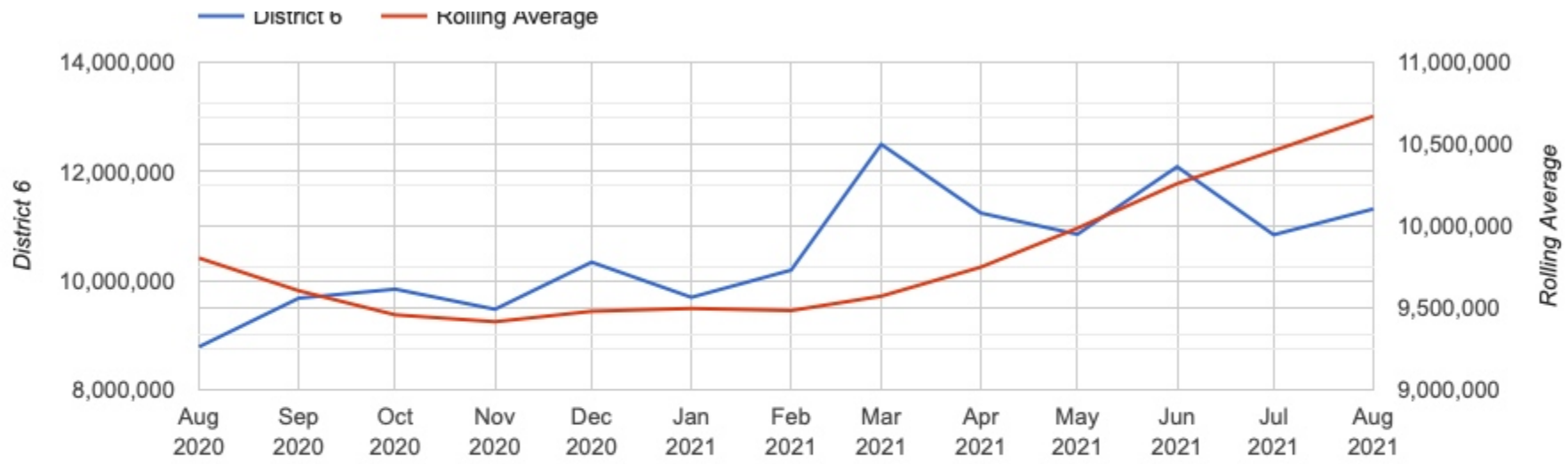
District 4	Current Year	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-11.25	-10.53	11.50	131.25	77.52	28.66	5.43	2.57				
% Change	Cumulative	-11.25	-10.89	-4.11	11.24	19.40	20.80	18.56	16.34				

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	4.92	0.68	11.85	46.67	43.25	50.36	22.94	137.16				
% Change	Cumulative	4.92	2.73	5.93	14.01	18.60	23.14	23.12	36.91				

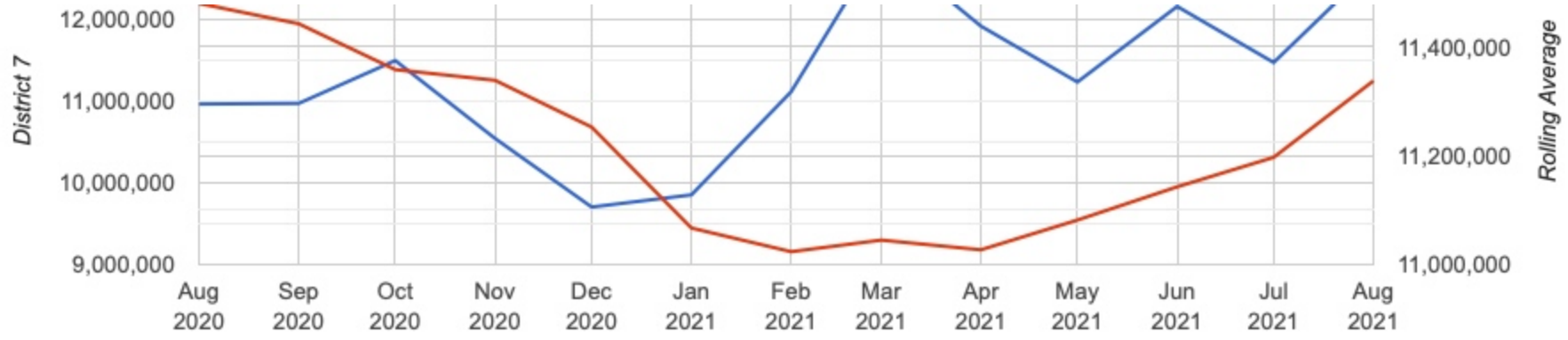
District 6 IL-WI-MN-MO-IA-KS



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	28.65	28.75				
% Change	Cumulative	2.21	0.27	3.55	8.02	12.59	16.35	17.93	19.21				

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				
% Change	Cumulative	-18.42	-11.58	-6.85	-5.58	-3.47	-1.87	-0.82	1.10				

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

