

CONFIDENTIAL MONTHLY SALES REPORT

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**December** for Heat Treaters

	District	Month vs Month December 2014 - December 2015	Total 2014 vs. 2015
1	New England CT-ME-MA-NH-RI-VT	-0.19	-1.39
2	Middle Atlantic NY-NJ-E.PA-MD	-4.72	-2.45
3	South Central W.PA-OH-IN-KY	-8.45	-2.76
4	Michigan Michigan ONLY	2.29	3.91
5	Southeast VA-WV-NC-SC-GA-AL-TN-FL-MS	2.50	5.14
6	North Central IL-IN [Hammond]-WI-MN-MO-IA-KS	-9.65	-5.93
7	Pacific Coast CA-AZ-OR-WA-NV	-14.10	0.53
8	Southwest TX-OK-AR-CO-LA-UT	-54.50	-34.45
9	Canada Canada	-15.54	-7.08

Billings for Month						
District	Participating Members	Billings for Month December 2014	Billings for Month December 2015	% Change	Monthly % of Billings December 2014	Monthly % of Billings December 2015
ABC Sample Heat Treat		\$211,000.00	\$215,000.00	1.90	0.29	0.33
Total Companies	137	\$73,265,465.87	\$64,912,939.71	-11.40	100	100
1	6	\$2,438,100.00	\$2,433,347.00	-0.19	3.33	3.75
2	15	\$6,051,142.00	\$5,765,640.69	-4.72	8.26	8.88
3	28	\$14,355,972.00	\$13,143,285.55	-8.45	19.59	20.25
4	17	\$12,789,433.00	\$13,082,671.84	2.29	17.46	20.15
5	12	\$3,890,617.00	\$3,988,063.68	2.50	5.31	6.14
6	24	\$12,564,871.00	\$11,351,904.45	-9.65	17.15	17.49
7	15	\$9,335,609.00	\$8,019,593.30	-14.10	12.74	12.35
8	13	\$7,370,818.87	\$3,353,851.00	-54.50	10.06	5.17
9	7	\$4,468,903.00	\$3,774,582.20	-15.54	6.10	5.81

Billings to Date

District	Billings to Date December 2014	Billings to Date December 2015	% Change	To Date % of Billings December 2014	To Date % of Billings December 2015
ABC Sample Heat Treat	\$2,570,000.00	\$2,787,111.00	8.45	0.27	0.31
Total Companies	\$946,090,733.11	\$901,989,838.71	-4.66	100	100
1	\$32,724,134.00	\$32,270,767.00	-1.39	3.46	3.58
2	\$79,224,688.00	\$77,285,352.69	-2.45	8.37	8.57
3	\$181,249,395.00	\$176,252,322.55	-2.76	19.16	19.54
4	\$174,743,086.00	\$181,576,557.84	3.91	18.47	20.13
5	\$46,682,885.00	\$49,081,578.68	5.14	4.93	5.44
6	\$160,561,315.00	\$151,038,490.45	-5.93	16.97	16.75
7	\$116,096,409.00	\$116,714,111.30	0.53	12.27	12.94
8	\$95,291,363.11	\$62,464,313.00	-34.45	10.07	6.93
9	\$59,517,458.00	\$55,306,345.20	-7.08	6.29	6.13

Company Sales Rank within District.....

	Billings for Month December 2014	Billings for Month December 2015	Billings to Date December 2014	Billings to Date December 2015
Rank	8	7	8	7
District Total	12	12	12	12

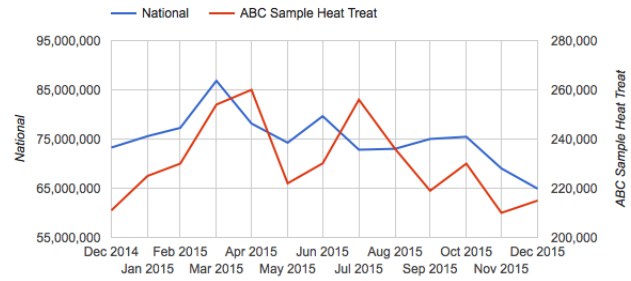
Company Sales Rank Nationally

	Billings for Month December 2014	Billings for Month December 2015	Billings to Date December 2014	Billings to Date December 2015
Rank	110	98	112	104
Total Companies	137	137	137	137

Company District Sales Percentage

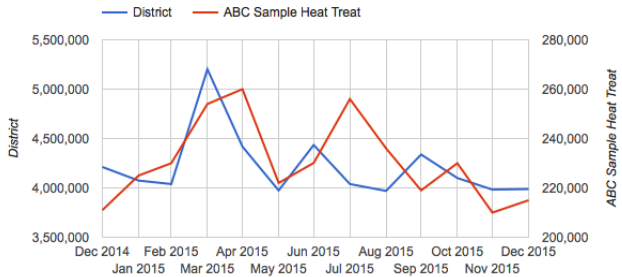
	Billings to Month December 2014	Billings to Month December 2015	Billings to Date December 2014	Billings to Date December 2015
Percent	5.42	5.39	5.51	5.68
District Total	\$3,890,617.00	\$3,988,063.68	\$46,682,885.00	\$49,081,578.68

### National vs Company Sales



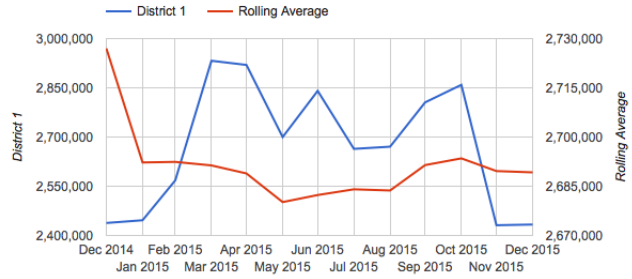
NATIONAL	Current Year	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	4.46	4.07	4.39	-3.88	-5.95	-1.03	-7.01	-7.93	-9.30	-12.26	-9.15	-11.40
% Change	Cumulative	4.46	4.26	4.31	2.17	0.52	0.26	-0.78	-1.68	-2.57	-3.61	-4.10	-4.66
COMPANY	Current Year	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	18.42	15.58	7.63	23.81	10.45	3.65	11.30	10.28	1.86	0.00	-0.94	1.90
% Change	Cumulative	18.42	16.97	13.44	16.05	14.96	12.97	12.71	12.40	11.22	10.02	9.03	8.45

District vs Company Sales



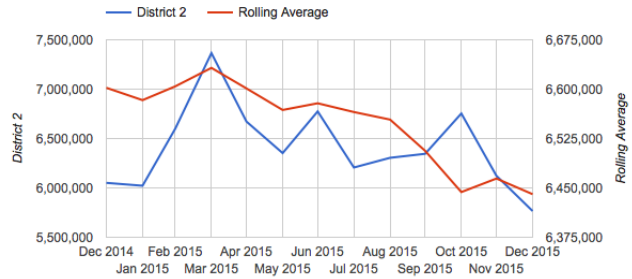
DISTRICT	Current Year	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	9.14	0.01	16.10	11.54	6.55	13.37	2.11	-0.28	1.99	-5.22	5.40	2.50
% Change	Cumulative	8.94	4.43	8.76	9.22	7.00	6.59	4.63	2.79	1.71	0.20	-0.07	-0.50
COMPANY	Current Year	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	18.42	15.58	7.63	23.81	10.45	3.65	11.30	10.28	1.86	0.00	-0.94	1.90
% Change	Cumulative	18.42	16.97	13.44	16.05	14.96	12.97	12.71	12.40	11.22	10.02	9.03	8.45

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



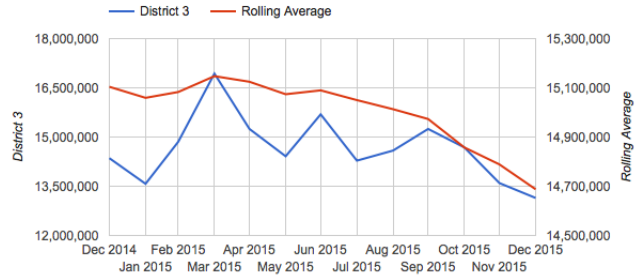
District 1	Current Year	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-14.57	0.08	-0.44	-1.00	-3.74	0.92	0.79	-0.16	3.42	0.87	-1.87	-0.19
% Change	Cumulative	-14.57	-7.64	-5.11	-4.04	-3.98	-3.16	-2.63	-2.33	-1.71	-1.45	-1.48	-1.39

District 2 NY-NJ-E.PA-MD



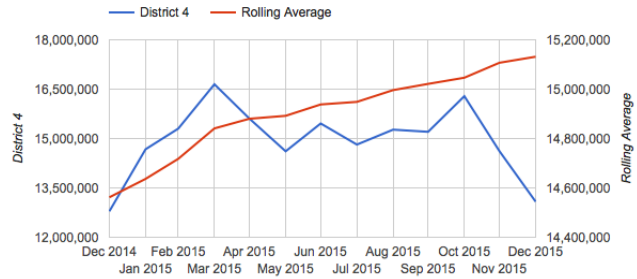
District 2	Current Year	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-3.60	3.96	4.79	-5.32	-5.82	1.83	-2.51	-2.14	-8.23	-10.02	4.20	-4.72
% Change	Cumulative	-3.60	0.21	1.85	-0.04	-1.21	-0.70	-0.95	-1.10	-1.92	-2.82	-2.26	-2.45

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	-3.81	1.95	4.78	-1.76	-4.05	1.22	-3.22	-2.95	-3.04	-8.63	-5.73	-8.45
% Change	Cumulative	-3.81	-0.88	1.16	0.41	-0.48	-0.19	-0.61	-0.91	-1.15	-1.94	-2.27	-2.76

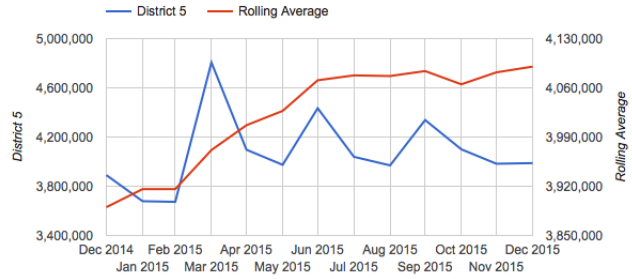
District 4 Michigan ONLY



District 4	Current Year	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	6.50	6.81	9.74	3.10	0.98	3.71	0.85	3.88	2.04	1.87	5.23	2.29
% Change	Cumulative	6.50	6.66	7.74	6.54	5.44	5.14	4.53	4.45	4.17	3.93	4.04	3.91

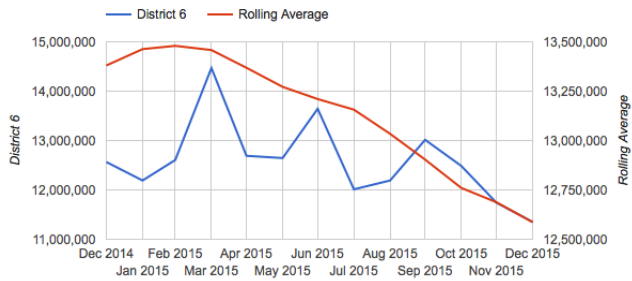


District 5 VA-WV-NC-SC-GA-AL-TN-FL-MS



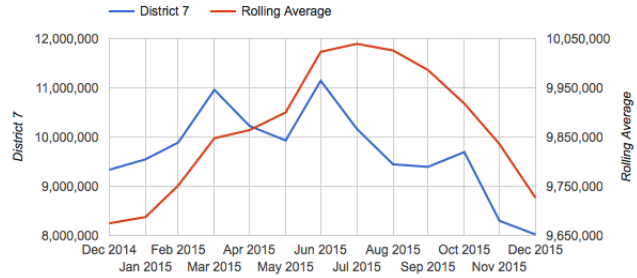
District 5	Current Year	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	9.14	0.01	16.10	11.54	6.55	13.37	2.11	-0.28	1.99	-5.22	5.40	2.50
% Change	Cumulative	9.14	4.38	8.72	9.42	8.84	9.63	8.50	7.35	6.70	5.38	5.38	5.14

District 6 IL-IN [Hammond]-WI-MN-MO-IA-KS



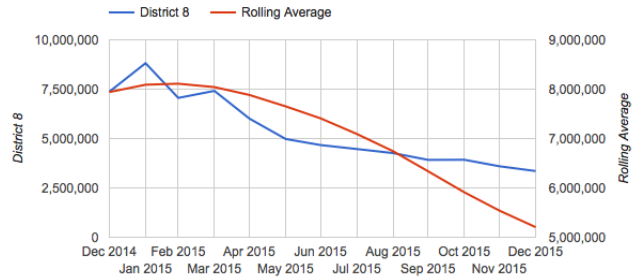
District 6	Current Year	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	8.86	1.61	-1.74	-7.82	-8.40	-5.16	-5.09	-10.75	-10.75	-12.13	-6.87	-9.65
% Change	Cumulative	8.86	5.05	2.44	-0.27	-1.97	-2.54	-2.89	-3.90	-4.72	-5.50	-5.61	-5.93

District 7 CA-AZ-OR-WA-NV



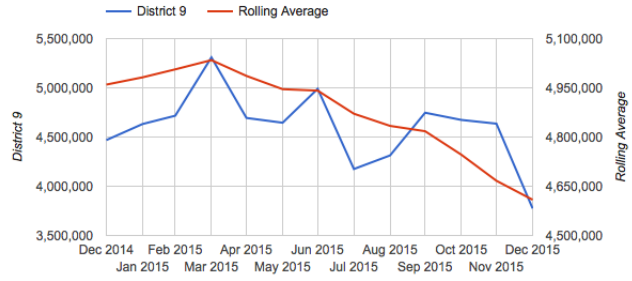
District 7	Current Year	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	1.63	8.41	11.77	1.95	4.55	15.29	1.95	-1.67	-4.87	-7.75	-10.61	-14.10
% Change	Cumulative	1.63	4.97	7.33	5.92	5.65	7.27	6.48	5.47	4.29	2.99	1.81	0.53

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	25.46	3.63	-10.03	-24.17	-35.74	-38.51	-45.89	-49.56	-55.46	-56.54	-55.31	-54.50
% Change	Cumulative	25.46	14.71	5.48	-2.35	-9.20	-14.11	-19.01	-23.17	-27.18	-30.50	-32.77	-34.45

### District 9 Canada



District 9	Current Year	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	6.08	6.61	6.78	-10.95	-9.46	-1.05	-16.83	-9.35	-3.94	-15.52	-17.05	-15.54
% Change	Cumulative	6.08	6.34	6.50	1.67	-0.69	-0.76	-3.11	-3.87	-3.88	-5.18	-6.39	-7.08

( 137 companies reporting )

Metal Treating Institute  
Monthly Analysis of National Billings

December 2015

DISTRICT 5

Month y	Your Company Billings		Your Gain or Loss	Percentage Change Gain/Loss Comparison			Your Percentage of District Billings		Your District Ranking		Your National Ranking		District Number With	
	2014	2015		Your Company	Your District	Your Industry	2014	2015	2014	2015	2014	2015	Gains	Losses
Jan	\$190,000.00	\$225,000.00	\$35,000.00	18.42	9.14	4.46	5.64	6.12	7	7	113	108	7	4
Feb	\$199,000.00	\$230,000.00	\$31,000.00	15.58	0.01	4.07	5.42	6.26	7	8	108	110	5	6
Mar	\$236,000.00	\$254,000.00	\$18,000.00	7.63	16.10	4.39	5.70	5.28	8	8	110	108	11	0
Apr	\$210,000.00	\$260,000.00	\$50,000.00	23.81	11.54	-3.88	5.72	6.35	8	7	114	106	9	2
May	\$201,000.00	\$222,000.00	\$21,000.00	10.45	6.55	-5.95	5.39	5.59	8	7	117	108	6	5
Jun	\$222,000.00	\$230,111.00	\$8,111.00	3.65	13.37	-1.03	5.68	5.19	8	7	113	111	9	3
Jul	\$230,000.00	\$256,000.00	\$26,000.00	11.30	2.11	-7.01	5.81	6.34	7	7	110	102	8	4
Aug	\$214,000.00	\$236,000.00	\$22,000.00	10.28	-0.28	-7.93	5.38	5.95	8	7	114	103	7	5
Sep	\$215,000.00	\$219,000.00	\$4,000.00	1.86	1.99	-9.30	5.05	5.05	8	7	113	107	8	4
Oct	\$230,000.00	\$230,000.00	\$0.00	0.00	-5.22	-12.26	5.32	5.61	8	8	115	106	4	7
Nov	\$212,000.00	\$210,000.00	-\$2,000.00	-0.94	5.40	-9.15	5.61	5.27	7	8	111	103	8	4
Dec	\$211,000.00	\$215,000.00	\$4,000.00	1.90	2.50	-11.40	5.42	5.39	8	7	110	98	6	6

Metal Treating Institute  
Monthly Analysis of National Billings

December 2015

DISTRICT 5

Cumulative	Your Company Billings		Your Gain or Loss	Percentage Change Gain/Loss Comparison			Your Percentage of District Billings		Your District Ranking		Your National Ranking		District Number With	
	2014	2015		Your Company	Your District	Your Industry	2014	2015	2014	2015	2014	2015	Gains	Losses
Jan	\$190,000.00	\$225,000.00	\$35,000.00	18.42	9.14	4.46	5.64	6.12	7	7	113	108	7	4
Feb	\$389,000.00	\$455,000.00	\$66,000.00	16.97	4.38	4.26	5.52	6.19	8	7	113	109	8	3
Mar	\$625,000.00	\$709,000.00	\$84,000.00	13.44	8.72	4.31	5.59	5.83	8	8	110	110	10	1
Apr	\$835,000.00	\$969,000.00	\$134,000.00	16.05	9.42	2.17	5.62	5.96	8	8	111	108	10	1
May	\$1,036,000.00	\$1,191,000.00	\$155,000.00	14.96	8.84	0.52	5.57	5.89	8	8	111	108	10	1
Jun	\$1,258,000.00	\$1,421,111.00	\$163,111.00	12.97	9.63	0.26	5.59	5.76	8	8	110	109	11	1
Jul	\$1,488,000.00	\$1,677,111.00	\$189,111.00	12.71	8.50	-0.78	5.62	5.84	8	7	111	108	11	1
Aug	\$1,702,000.00	\$1,913,111.00	\$211,111.00	12.40	7.35	-1.68	5.59	5.86	8	7	111	108	12	0
Sep	\$1,917,000.00	\$2,132,111.00	\$215,111.00	11.22	6.70	-2.57	5.53	5.76	8	7	111	107	11	1
Oct	\$2,147,000.00	\$2,362,111.00	\$215,111.00	10.02	5.38	-3.61	5.50	5.75	8	7	112	107	10	2
Nov	\$2,359,000.00	\$2,572,111.00	\$213,111.00	9.03	5.38	-4.10	5.51	5.70	8	7	112	105	11	1
Dec	\$2,570,000.00	\$2,787,111.00	\$217,111.00	8.45	5.14	-4.66	5.51	5.68	8	7	112	104	9	3

