

PROFIT CENTER	(Multiple Items)
CUSTOMER GROUP	(Multiple Items)
MATERIAL GROUP	(All)
MONTH	(All)
STATE	CA

	YEAR	Values	
	2022		
MATERIAL	Sum of LBS	Sum of GROSS \$	Sum of STD COS
PremiR+ 60 F DRUM			
PremiR+ 60 R DRUM			
PremiR+ 70 R DRUM			
ROOFTITE 60 HFO SPF F DRUM			
ROOFTITE 60 HFO SPF R DRUM			
SealTite PRO No Mix DRUM			
SealTite PRO One Zero REG DRUM			
SealTite PRO One Zero WIN DRUM			
Foamsulate HFO 2.0 REGULAR DRUM			
ISO A COMP - 500LB RED DRUM			
ISO A COMP – 500LB RED DRUM			
ISO A COMP - 551LB BLK DRUM			
PremiR+ EVO 60 F DRUM			
PremiR+ EVO 60 R DRUM			
PremiR+ EVO 60 S DRUM			
PremiR+ EVO 70 R DRUM			
PremiSeal 40 F DRUM			
PremiSeal 40 R DRUM			
PremiSeal 40 S DRUM			
PremiSeal 60 F DRUM			
PremiSeal 60 R DRUM			
SealTite PRO HFO REGULAR DRUM			
SealTite PRO HFO WINTER DRUM			
SealTite PRO High Yield DRUM			
SealTite PRO No Mix (460#) DRUM			
SealTite PRO No Trim 21 DRUM			
SealTite PRO OCX DRUM			
SealTite PRO Open Cell DRUM			

Material Var's	Freight	Gross Profit	R&D	Selling	G&A/OI

		2023		
Net Inc.	%	Sum of LBS	Sum of GROSS	Sum of STD COST

[illegible]

M - Division Reporting	Insulation
Month Name	(All)
P - Customer Name	(All)
Loc Ship To State - Orig	CA

		Year Number	Values
			2019
Item #	Item Description 1	LBS	SALES \$s
200009-000-M-DR07	ISO "A" COMP - 551LB BLK DRUM		
200009-000-M-DR07S	ISO "A" COMP - 551LB BLK DRUM		
200009-000-M-DR10	ISO "A" COMP - 500LB RED DRUM		
200009-000-M-DR10S	ISO "A" COMP - 500LB RED DRUM		
200010-000-M-TT01	ISO 4045		
200184-000-P-DR09	NATURESEAL OCX		
200251-000-P-DR09	SEALTITE OC+		
200260-000-P-DR19	BAYSEAL OC		
200266-000-P-DR22	BAYSEAL CCX WINTER		
200268-000-P-DR22	BAYSEAL CCX SUMMER		
200313-000-P-DR22	SEALTITE CC+ WINTER		
210002-000-P-DR09	SEALTITE PRO OPEN CELL		
210005-000-P-DR09	SEALTITE PRO NO TRIM 21		
210007-000-P-DR09	SEALTITE PRO OCX		
210010-000-P-DR09	SEALTITE PRO NO MIX		
210015-000-P-DR22	SEALTITE PRO CLOSED CELL REGUL		
210018-000-P-DR22	SEALTITE PRO CLOSED CELL WINTER		
210022-000-P-DR22	SEALTITE PRO ONE ZERO REGULAR		
210025-000-P-DR22	SEALTITE PRO ONE ZERO WINTER		

Sum of Cost Standard	Material Var's	Freight	Gross Profit	R&D	Selling	G&A/OI

[Redacted]

Net Inc. %

[Redacted]

Loc Ship To State - Original
M - Division Reporting

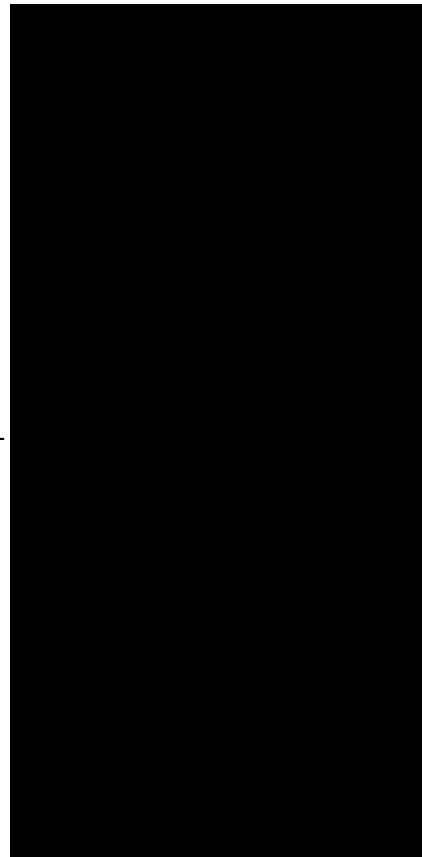
CA
(Multiple Items)

Values

Sum of Volume - Sum of Sales Amo

Item #	Item Description 1
200007-000-P-DR02	FOAMSULATE 220 MID
200009-000-M-DR07	ISO "A" COMP - 551LB BLK DRUM
200009-000-M-DR07R	ISO "A" COMP - 551LB BLK DRUM
200009-000-M-DR07S	ISO "A" COMP - 551LB BLK DRUM
200009-000-M-DR10	ISO "A" COMP - 500LB RED DRUM
200009-000-M-DR10R	ISO "A" COMP - 500LB RED DRUM
200009-000-M-DR10S	ISO "A" COMP - 500LB RED DRUM
200009-000-P-DR09	FOAMSULATE 50
200010-000-M-TT01	ISO 4045
200035-000-P-DR02	PREMISEAL 280 SUMMER
200037-000-P-DR02	PREMISEAL 280 REG
200039-000-P-DR02	PREMISEAL 285 REG
200046-000-H-DR02	PREMISEAL 255 SUMMER
200047-000-H-DR09	FOAMSULATE 50 HIGH YIELD
200061-000-P-DR02	PREMISEAL 250 SUMMER
200063-000-P-DR02	PREMISEAL 255 REGULAR
200064-000-P-DR02	PREMISEAL 285 SUMMER
200067-000-P-DR02	PREMISEAL 255 MID
200082-000-P-DR02	PREMISEAL 300 SUMMER
200166-000-M-TT01	ISO "A" COMPONENT TOTE 2500LB
200168-000-P-DR02	PREMISEAL 250 REG
200179-000-P-DR09	QUADFOAM 500
200184-000-P-DR09	NATURESEAL OCX
200186-000-P-DR02	QUADFOAM 2.0 REG
200251-000-P-DR09	SEALTITE OC+
200254-000-P-DR20	BAYSEAL 2.7 F
200254-000-P-DR22	PREMISEAL 281 FALL
200255-000-P-DR20	BAYSEAL 3.0 F
200255-000-P-DR22	PREMISEAL 301 FALL
200256-000-P-DR20	BAYSEAL 2.7 S
200256-000-P-DR22	PREMISEAL 281 SUMMER
200257-000-P-DR20	BAYSEAL 3.0 S
200257-000-P-DR22	PREMISEAL 301 SUMMER
200258-000-P-DR20	BAYSEAL 2.7 W
200259-000-P-DR20	BAYSEAL 3.0 W
200260-000-P-DR19	BAYSEAL OC
200266-000-P-DR22	BAYSEAL CCX WINTER
200268-000-P-DR22	BAYSEAL CCX SUMMER
200274-000-P-DR21	BAYSEAL OC X

200298-000-M-DR10-1	BAYSEAL ISO MTL RED 500 LBS
200298-000-M-DR10-2	BAYSEAL ISO MTL RED 551 LBS
200304-000-P-DR02	SEALTITE ROOF 60+ REG
200310-000-P-DR19	BAYSEAL OC HY
200313-000-P-DR22	SEALTITE CC+ WINTER
200316-000-P-DR20	SEALTITE CC+ SUMMER
210002-000-P-DR09	SEALTITE PRO OPEN CELL
210005-000-P-DR09	SEALTITE PRO NO TRIM 21
210007-000-P-DR09	SEALTITE PRO OCX
210010-000-P-DR09	SEALTITE PRO NO MIX
210015-000-P-DR22	SEALTITE PRO CLOSED CELL REGUL
210018-000-P-DR22	SEALTITE PRO CLOSED CELL WINT
210022-000-P-DR22	SEALTITE PRO ONE ZERO REGULAR
210025-000-P-DR22	SEALTITE PRO ONE ZERO WINTER
210057-000-P-DR02	PREMISEAL 40 S
210059-000-P-DR02	PREMISEAL 60 F
210060-000-P-DR02	PREMISEAL 60 R
210061-000-P-DR02	PREMISEAL 60 S
210064-000-P-DR02	PREMISEAL 70 R
210065-000-P-DR02	PREMISEAL 70 S
210073-000-P-DR02	PREMIR+ 60 R



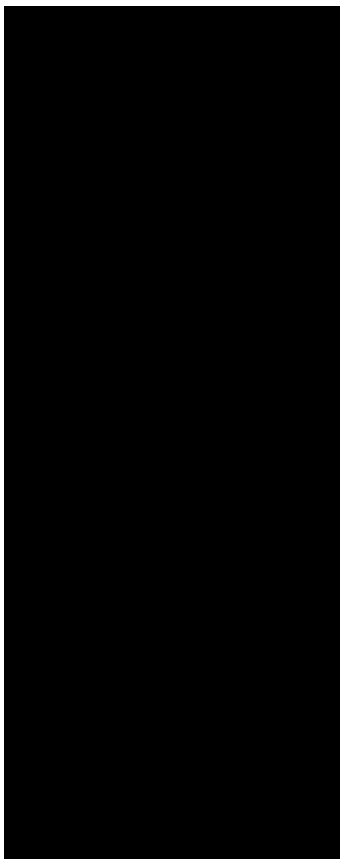
Sum of Cost	Amc	Material	Var's	Freight	Gross Profit	R&D	Selling	G&A/OI



[Redacted]

Net Inc. %

[Redacted]



	2019	2020	2021	2022	2023
% Mat'l Var.					
% Cust. Freight					
% R&D					
% Selling					
% G&A / Other Inc.					