

Income Statement Data:	Unit	Q3'19	Q2'19	QoQ	9M'19	9M'18	YoY
Net sales	\$	2,685.9	2,883.5	-6.9%	8,526.00	8,720.50	-2.2%
Gross profit ¹	\$	814.7	853.6	-4.6%	2,535.20	2,571.70	-1.4%
Gross profit margin ¹	%	30.3	29.6	2.4%	29.7	29.5	0.7%
Pretax income	\$	218.4	245.8	-11.1%	719.7	726.7	-1.0%
Net income	\$	162.7	183.1	-11.1%	535.9	548.1	-2.2%

Key Business Metrics:	Unit	Q3'19	Q2'19	QoQ	9M'19	9M'18	YoY
Tons sold		1,476.6	1,507.3	-2.0%	4,485.90	4,684.30	-4.2%
Tons sold (same-store)		1,472.8	1,504.6	-2.1%	4,476.80	4,681.40	-4.4%
Average selling price per ton sold	\$	1,807	1,904	-5.1%	1,890	1,860	1.6%
Average selling price per ton sold (same-store)	\$	1,793	1,890	-5.1%	1,876	1,857	1.0%