

region	All	P&L by Fiscal Year (All values in USD)
market	All	
division	All	
customer	All	
Fiscal Year	2019	

Fiscal Quarters												
Values	Q1			Q2			Q3			Q4		
	Sep	Oct	Nov	Jan	Feb	Dec	Mar	Apr	May	Jun	Jul	Aug
Net Sales	6.46M	8.04M	10.74M	6.52M	6.08M	11.44M	6.41M	6.32M	6.49M	6.18M	6.48M	6.31M
COGS	3.82M	4.66M	6.28M	3.86M	3.53M	6.70M	3.75M	3.71M	3.84M	3.59M	3.79M	3.70M
Gross Margin	2.64M	3.37M	4.45M	2.67M	2.55M	4.73M	2.66M	2.62M	2.65M	2.60M	2.69M	2.61M
GM %	40.87%	41.97%	41.49%	40.87%	41.94%	41.39%	41.45%	41.39%	40.79%	42.00%	41.48%	41.39%

region	All	P&L by Fiscal Year (All values in USD)
market	All	
division	All	
customer	All	
Fiscal Year	2020	

Fiscal Quarters												
Values	Q1			Q2			Q3			Q4		
	Sep	Oct	Nov	Jan	Feb	Dec	Mar	Apr	May	Jun	Jul	Aug
Net Sales	17.10M	20.63M	28.69M	17.13M	15.93M	29.90M	2.11M	7.76M	9.93M	14.88M	16.08M	16.54M
COGS	10.64M	12.83M	18.07M	10.67M	9.92M	18.89M	1.34M	4.83M	6.21M	9.34M	10.18M	10.45M
Gross Margin	6.46M	7.79M	10.63M	6.47M	6.01M	11.01M	0.77M	2.93M	3.72M	5.55M	5.90M	6.08M
GM %	37.77%	37.78%	37.04%	37.75%	37.74%	36.81%	36.68%	37.73%	37.49%	37.27%	36.68%	36.79%

region	All	P&L by Fiscal Year (All values in USD)
market	All	
division	All	
customer	All	
Fiscal Year	2021	

Fiscal Quarters												
Values	Q1			Q2			Q3			Q4		
	Sep	Oct	Nov	Jan	Feb	Dec	Mar	Apr	May	Jun	Jul	Aug
Net Sales	44.82M	54.59M	74.34M	44.79M	41.82M	78.06M	43.95M	43.54M	44.40M	41.47M	44.05M	43.05M
COGS	28.39M	34.65M	47.36M	28.36M	26.54M	49.76M	27.97M	27.72M	28.13M	26.35M	28.03M	27.44M
Gross Margin	16.43M	19.94M	26.98M	16.43M	15.28M	28.30M	15.98M	15.82M	16.27M	15.11M	16.02M	15.61M
GM %	36.65%	36.52%	36.29%	36.68%	36.53%	36.26%	36.37%	36.33%	36.63%	36.45%	36.37%	36.26%