

Filters

Note: Do not modify the pivot table otherwise formatting will be lost

region	All
division	All
market	All
customer	All
FY	2019

P & L by Fiscal Year 2019

	Quarter				
	Q 1	Q 2	Q 3	Q 4	Grand Total
Metrics					
NetSales	\$ 25.2 M	\$ 24.0 M	\$ 19.2 M	\$ 19.0 M	\$ 87.5 M
COGS	\$ 14.8 M	\$ 14.1 M	\$ 11.3 M	\$ 11.1 M	\$ 51.2 M
Gross Margin	\$ 10.5 M	\$ 9.9 M	\$ 7.9 M	\$ 7.9 M	\$ 36.2 M
GM %	41.5%	41.4%	41.2%	41.6%	41.4%

region	All
division	All
market	All
customer	All
FY	2020

P & L by Fiscal Year 2020

	Quarter				
	Q 1	Q 2	Q 3	Q 4	Grand Total
Metrics					
NetSales	\$ 66.4 M	\$ 63.0 M	\$ 19.8 M	\$ 47.5 M	\$ 196.7 M
COGS	\$ 41.5 M	\$ 39.5 M	\$ 12.4 M	\$ 30.0 M	\$ 123.4 M
Gross Margin	\$ 24.9 M	\$ 23.5 M	\$ 7.4 M	\$ 17.5 M	\$ 73.3 M
GM %	37.5%	37.3%	37.5%	36.9%	37.3%

region	All
division	All
market	All
customer	All
FY	2021

P & L by Fiscal Year 2021

	Quarter				
	Q 1	Q 2	Q 3	Q 4	Grand Total
Metrics					
NetSales	\$ 173.8 M	\$ 164.7 M	\$ 131.9 M	\$ 128.6 M	\$ 598.9 M
COGS	\$ 110.4 M	\$ 104.7 M	\$ 83.8 M	\$ 81.8 M	\$ 380.7 M



Gross Margin	\$ 63.3 M	\$ 60.0 M	\$ 48.1 M	\$ 46.7 M	\$ 218.2 M
GM %	36.5%	36.4%	36.4%	36.4%	36.4%