

Sales Analysis

Filters

market	All
division	All
customer	All
region	All
FY	FY19

P & L By Fiscal Months

Metrics	Fiscal Year Q1			Q2			Q3	
	January	February	March	April	May	June	July	
net_sales	6.5M	6.1M		6.4M	6.3M	6.5M	6.2M	6.5M
Cogs	3.9M	3.5M		3.8M	3.7M	3.8M	3.6M	3.8M
Gross_margin	2.7M	2.6M		2.7M	2.6M	2.6M	2.6M	2.7M
GM%	40.87%	41.94%		41.45%	41.39%	40.79%	42.00%	41.48%

Filters

market	All
division	All
customer	All
region	All
FY	FY20

P & L By Fiscal Year

Metrics	Fiscal Year Q1			Q2			Q3	
	January	February	March	April	May	June	July	
net_sales	17.1M	15.9M		2.1M	7.8M	9.9M	14.9M	16.1M
Cogs	10.7M	9.9M		1.3M	4.8M	6.2M	9.3M	10.2M
Gross_margin	6.5M	6.0M		0.8M	2.9M	3.7M	5.5M	5.9M
GM%	37.75%	37.74%		36.68%	37.73%	37.49%	37.27%	36.68%

Filters

market	All
division	All
customer	All
region	All
FY	FY21

P & L By Fiscal Year

Metrics	Fiscal Year Q1			Q2			Q3	
	January	February	March	April	May	June	July	
net_sales	44.8M	41.8M		44.0M	43.5M	44.4M	41.5M	44.0M
Cogs	28.4M	26.5M		28.0M	27.7M	28.1M	26.4M	28.0M
Gross_margin	16.4M	15.3M		16.0M	15.8M	16.3M	15.1M	16.0M
GM%	36.68%	36.53%		36.37%	36.33%	36.63%	36.45%	36.37%

Sales Analysis

Fiscal Year

Net Sale
Comparison

21 vs 20	161.40%	162.49%	1981.59%	#####	#####	#####	#####
20 vs 19	162.75%	162.02%	-67.07%	22.73%	53.05%	#####	#####

Sales Analysis

Q3		Q4		
August	September	October	November	December
6.3M	6.5M	8.0M	10.7M	11.4M
3.7M	3.8M	4.7M	6.3M	6.7M
2.6M	2.6M	3.4M	4.5M	4.7M
41.39%	40.87%	41.97%	41.49%	41.39%

Q3		Q4		
August	September	October	November	December
16.5M	17.1M	20.6M	28.7M	29.9M
10.5M	10.6M	12.8M	18.1M	18.9M
6.1M	6.5M	7.8M	10.6M	11.0M
36.79%	37.77%	37.78%	37.04%	36.81%

Q3		Q4		
August	September	October	November	December
43.0M	44.8M	54.6M	74.3M	78.1M
27.4M	28.4M	34.7M	47.4M	49.8M
15.6M	16.4M	19.9M	27.0M	28.3M
36.26%	36.65%	36.52%	36.29%	36.26%

Sales Analysis

#####	162.06%	164.68%	159.10%	161.05%
#####	164.63%	156.58%	167.27%	161.45%