

**Filters**

division	All	Do Not modify the Pivot Report
region	All	Note: 21 v 20 is not part of pivot
market	All	All Values are in USD
year	2019	

	Quarters												Grand Total
Values	Q1		Q2		Q3			Q4					
	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	
Net Sale	6.46M	8.04M	10.74M	11.43M	6.52M	6.08M	6.41M	6.32M	6.49M	6.18M	6.48M	6.31M	87.48M
Cost Of Goods Sold	3.82M	4.66M	6.28M	6.70M	3.86M	3.53M	3.75M	3.71M	3.84M	3.59M	3.79M	3.70M	51.24M
GM	2.64M	3.37M	4.45M	4.73M	2.67M	2.55M	2.66M	2.62M	2.65M	2.60M	2.69M	2.61M	36.24M
GM%	40.87%	41.92%	41.49%	41.39%	40.87%	41.94%	41.45%	41.39%	40.79%	42.08%	41.48%	41.39%	41.43%

Filters

division	All
region	All
market	All
year	2020

	Quarters												Grand Total
Values	Q1		Q2		Q3		Q4						
	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	
Net Sale	17.10M	20.63M	28.69M	28.90M	17.13M	15.93M	2.11M	7.76M	9.93M	14.88M	16.08M	16.54M	195.25M
Cost Of Goods Sold	10.64M	12.83M	18.07M	18.89M	10.67M	9.92M	1.34M	4.83M	6.21M	9.34M	10.18M	10.45M	123.37M
GM	6.46M	7.79M	10.63M	11.01M	6.47M	6.01M	0.77M	2.93M	3.72M	5.55M	5.90M	6.08M	73.32M
GM%	37.11%	37.35%	37.04%	36.81%	37.75%	37.14%	36.68%	37.73%	37.49%	37.27%	36.68%	36.79%	37.28%

Filters

division	All
region	All
market	All
year	2021

	Quarters												
Values	Q1		Q2		Q3			Q4			Grand Total		
	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun			Jul
Net Sale	44.82M	54.59M	78.19M	78.90M	44.79M	41.82M	43.95M	43.54M	44.40M	41.47M	44.05M	43.05M	595.00M
Cost Of Goods Sold	28.39M	34.65M	47.36M	49.76M	28.36M	26.54M	27.97M	27.72M	28.13M	26.35M	28.03M	27.44M	380.71M
GM	16.43M	19.94M	26.98M	28.30M	16.43M	15.28M	15.98M	15.82M	16.27M	15.11M	16.02M	15.61M	218.16M
GM%	36.65%	36.52%	36.29%	36.26%	36.75%	36.53%	36.37%	36.33%	36.61%	36.45%	36.37%	36.26%	36.43%

Net Sale Comparison

21 V 20	262.1%	264.7%	259.1%	261.0%	261.4%	262.5%	261.6%	561.2%	447.0%	278.6%	273.9%	260.3%	304.5%
20 V 19	164.6%	156.6%	161.3%	161.5%	162.8%	162.0%	-67.1%	22.7%	53.1%	140.7%	148.0%	162.0%	124.8%