



## Filters

region All  
Country All  
division All  
customer All  
FY year 2019

**P&L Year**  
**By Fiscal Year**

Note: Do not Modify th

Metric	Quarters					
	Q1			Q2		
	Sep	Oct	Nov	Dec	Jan	Feb
net sales	\$,6.5M	\$,8.0M	\$,10.7M	\$,11.4M	\$,6.5M	\$,6.1M
Sum of COGS	\$,3.8M	\$,4.7M	\$,6.3M	\$,6.7M	\$,3.9M	\$,3.5M
Gross Margen	\$,2.6M	\$,3.4M	\$,4.5M	\$,4.7M	\$,2.7M	\$,2.6M
GM %	40.87%	41.97%	41.49%	41.39%	40.87%	41.94%

region All  
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FY year 2020

**P&L Year**  
**By Fiscal Year**

Metric	Quarters					
	Q1			Q2		
	Sep	Oct	Nov	Dec	Jan	Feb
net sales	\$,17.1M	\$,20.6M	\$,28.7M	\$,29.9M	\$,17.1M	\$,15.9M
Sum of COGS	\$,10.6M	\$,12.8M	\$,18.1M	\$,18.9M	\$,10.7M	\$,9.9M
Gross Margen	\$,6.5M	\$,7.8M	\$,10.6M	\$,11.0M	\$,6.5M	\$,6.0M
GM %	37.77%	37.78%	37.04%	36.81%	37.75%	37.74%

region All  
Country All  
division All  
customer All  
FY year 2021

**P&L Year**  
**By Fiscal Year**

Metric	Quarters					
	Q1			Q2		
	Sep	Oct	Nov	Dec	Jan	Feb
net sales	\$,44.8M	\$,54.6M	\$,74.3M	\$,78.1M	\$,44.8M	\$,41.8M
Sum of COGS	\$,28.4M	\$,34.7M	\$,47.4M	\$,49.8M	\$,28.4M	\$,26.5M
Gross Margen	\$,16.4M	\$,19.9M	\$,27.0M	\$,28.3M	\$,16.4M	\$,15.3M
GM %	36.65%	36.52%	36.29%	36.26%	36.68%	36.53%



Net Sales  
Comparision

21 VS 20	162.06%	164.68%	159.10%	161.05%	161.40%	162.49%
20 VS 19	164.63%	156.58%	167.27%	161.45%	162.75%	162.02%

















































ie Pivot Table

Q3			Q4			Grand Total
Mar	Apr	May	Jun	Jul	Aug	
\$,6.4M	\$,6.3M	\$,6.5M	\$,6.2M	\$,6.5M	\$,6.3M	\$,87.5M
\$,3.8M	\$,3.7M	\$,3.8M	\$,3.6M	\$,3.8M	\$,3.7M	\$,51.2M
\$,2.7M	\$,2.6M	\$,2.6M	\$,2.6M	\$,2.7M	\$,2.6M	\$,36.2M
41.45%	41.39%	40.79%	42.00%	41.48%	41.39%	41.43%

Q3			Q4			Grand Total
Mar	Apr	May	Jun	Jul	Aug	
\$,2.1M	\$,7.8M	\$,9.9M	\$,14.9M	\$,16.1M	\$,16.5M	\$,196.7M
\$,1.3M	\$,4.8M	\$,6.2M	\$,9.3M	\$,10.2M	\$,10.5M	\$,123.4M
\$,0.8M	\$,2.9M	\$,3.7M	\$,5.5M	\$,5.9M	\$,6.1M	\$,73.3M
36.68%	37.73%	37.49%	37.27%	36.68%	36.79%	37.28%

Q3			Q4			Grand Total
Mar	Apr	May	Jun	Jul	Aug	
\$,44.0M	\$,43.5M	\$,44.4M	\$,41.5M	\$,44.0M	\$,43.0M	\$,598.9M
\$,28.0M	\$,27.7M	\$,28.1M	\$,26.4M	\$,28.0M	\$,27.4M	\$,380.7M
\$,16.0M	\$,15.8M	\$,16.3M	\$,15.1M	\$,16.0M	\$,15.6M	\$,218.2M
36.37%	36.33%	36.63%	36.45%	36.37%	36.26%	36.43%





1981.59%	461.21%	347.02%	178.64%	173.93%	160.31%	204.48%
-67.07%	22.73%	53.05%	140.65%	148.00%	162.03%	124.85%