

region All
market All
division All
customer All
FY year 2019

**P & L
Quarterly
Report**

NOTE: DO NOT MODIFY THE PIVOT TABLE

Values	Fiscal Year												Grand Total
	Q1			Q2			Q3			Q4			
	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	
netSales	\$ 6.5M	\$ 8.0M	\$ 10.7M	\$ 11.4M	\$ 6.5M	\$ 6.1M	\$ 6.4M	\$ 6.3M	\$ 6.5M	\$ 6.2M	\$ 6.5M	\$ 6.3M	\$ 87.5M
Total COGS	\$ 3.8M	\$ 4.7M	\$ 6.3M	\$ 6.7M	\$ 3.9M	\$ 3.5M	\$ 3.8M	\$ 3.7M	\$ 3.8M	\$ 3.6M	\$ 3.8M	\$ 3.7M	\$ 51.2M
Gross Margine	\$ 2.6M	\$ 3.4M	\$ 4.5M	\$ 4.7M	\$ 2.7M	\$ 2.6M	\$ 2.7M	\$ 2.6M	\$ 2.6M	\$ 2.6M	\$ 2.7M	\$ 2.6M	\$ 36.2M
GM %	40.87%	41.97%	41.49%	41.39%	40.87%	41.94%	41.45%	41.39%	40.79%	42.00%	41.48%	41.39%	41.43%

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Values	Fiscal Year												Grand Total
	Q1			Q2			Q3			Q4			
	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	
netSales	\$ 17.1M	\$ 20.6M	\$ 28.7M	\$ 29.9M	\$ 17.1M	\$ 15.9M	\$ 2.1M	\$ 7.8M	\$ 9.9M	\$ 14.9M	\$ 16.1M	\$ 16.5M	\$ 196.7M
Total COGS	\$ 10.6M	\$ 12.8M	\$ 18.1M	\$ 18.9M	\$ 10.7M	\$ 9.9M	\$ 1.3M	\$ 4.8M	\$ 6.2M	\$ 9.3M	\$ 10.2M	\$ 10.5M	\$ 123.4M
Gross Margine	\$ 6.5M	\$ 7.8M	\$ 10.6M	\$ 11.0M	\$ 6.5M	\$ 6.0M	\$ 0.8M	\$ 2.9M	\$ 3.7M	\$ 5.5M	\$ 5.9M	\$ 6.1M	\$ 73.3M
GM %	37.77%	37.78%	37.04%	36.81%	37.75%	37.74%	36.68%	37.73%	37.49%	37.27%	36.68%	36.79%	37.28%