

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%



region	All
market	All
division	All
customer	All
FY year	2021

P & L
Quarterly
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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	\$ 44.8M	\$ 54.6M	\$ 74.3M	\$ 78.1M	\$ 44.8M	\$ 41.8M	\$ 44.0M	\$ 43.5M	\$ 44.4M	\$ 41.5M	\$ 44.0M	\$ 43.0M	\$ 598.9M
Total COGS	\$ 28.4M	\$ 34.7M	\$ 47.4M	\$ 49.8M	\$ 28.4M	\$ 26.5M	\$ 28.0M	\$ 27.7M	\$ 28.1M	\$ 26.4M	\$ 28.0M	\$ 27.4M	\$ 380.7M
Gross Margine	\$ 16.4M	\$ 19.9M	\$ 27.0M	\$ 28.3M	\$ 16.4M	\$ 15.3M	\$ 16.0M	\$ 15.8M	\$ 16.3M	\$ 15.1M	\$ 16.0M	\$ 15.6M	\$ 218.2M
GM %	36.65%	36.52%	36.29%	36.26%	36.68%	36.53%	36.37%	36.33%	36.63%	36.45%	36.37%	36.26%	36.43%

P & L COMPARISION

21 VS 20	162.06%	164.68%	159.10%	161.05%	161.40%	162.49%	1981.59%	461.21%	347.02%	178.64%	173.93%	160.31%	204.48%
20 VS 19	164.63%	156.58%	167.27%	161.45%	162.75%	162.02%	-67.07%	22.73%	53.05%	140.65%	148.00%	162.03%	124.85%