



Filters

region	All
market	All
customer	All
division	All
FY	2019

P & L

By Fiscal Year

Note: 21 vs 20 is not part of pivot

Metrics	Quarters						
	Q1			Q2		Q3	
	Sep	Oct	Nov	Dec	Jan	Feb	Mar
Netsale	6.5M	8.0M	10.7M	11.4M	6.5M	6.1M	6.4M
COGS	3.8M	4.7M	6.3M	6.7M	3.9M	3.5M	3.8M
Gross margin	2.6M	3.4M	4.5M	4.7M	2.7M	2.6M	2.7M
Gross%	40.9%	42.0%	41.5%	41.4%	40.9%	41.9%	41.5%

region	All
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P & L

By Fiscal Year

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Metrics	Quarters						
	Q1			Q2		Q3	
	Sep	Oct	Nov	Dec	Jan	Feb	Mar
Netsale	17.1M	20.6M	28.7M	29.9M	17.1M	15.9M	2.1M
COGS	10.6M	12.8M	18.1M	18.9M	10.7M	9.9M	1.3M
Gross margin	6.5M	7.8M	10.6M	11.0M	6.5M	6.0M	0.8M
Gross%	37.8%	37.8%	37.0%	36.8%	37.8%	37.7%	36.7%



region All
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 FY 2021

P & L**By Fiscal Year**

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Metrics	Quarters								
	Q1			Q2			Q3		
	Sep	Oct	Nov	Dec	Jan	Feb	Mar		
Netsale	44.8M	54.6M	74.3M	78.1M	44.8M	41.8M	44.0M		
COGS	28.4M	34.7M	47.4M	49.8M	28.4M	26.5M	28.0M		
Gross margin	16.4M	19.9M	27.0M	28.3M	16.4M	15.3M	16.0M		
Gross%	36.7%	36.5%	36.3%	36.3%	36.7%	36.5%	36.4%		

**Net Sales
 Comparison**

21 vs 20	162.1%	164.7%	159.1%	161.0%	161.4%	162.5%	1981.6%
20 vs 19	164.6%	156.6%	167.3%	161.5%	162.8%	162.0%	-67.1%



Q3		Q4			Grand Total
Apr	May	Jun	Jul	Aug	
6.3M	6.5M	6.2M	6.5M	6.3M	87.5M
3.7M	3.8M	3.6M	3.8M	3.7M	51.2M
2.6M	2.6M	2.6M	2.7M	2.6M	36.2M
41.4%	40.8%	42.0%	41.5%	41.4%	41.4%

Q3		Q4			Grand Total
Apr	May	Jun	Jul	Aug	
7.8M	9.9M	14.9M	16.1M	16.5M	196.7M
4.8M	6.2M	9.3M	10.2M	10.5M	123.4M
2.9M	3.7M	5.5M	5.9M	6.1M	73.3M
37.7%	37.5%	37.3%	36.7%	36.8%	37.3%



Q3		Q4		Grand Total	
Apr	May	Jun	Jul	Aug	
43.5M	44.4M	41.5M	44.0M	43.0M	598.9M
27.7M	28.1M	26.4M	28.0M	27.4M	380.7M
15.8M	16.3M	15.1M	16.0M	15.6M	218.2M
36.3%	36.6%	36.4%	36.4%	36.3%	36.4%

461.2%	347.0%	178.6%	173.9%	160.3%	204.5%
22.7%	53.1%	140.7%	148.0%	162.0%	124.8%