



FILTERS

region	All
market	All
division	All
customer	All
FY	2019

P & L

By Fiscal Months

Note: Do not modify the Pivot table

	Quarter											Grand Total
	Q1		Q2			Q3			Q4			
Metrics	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Aug	
Net Sales	\$6.5M	\$8.0M	\$10.7M	\$11.4M	\$6.5M	\$6.1M	\$6.4M	\$6.3M	\$6.5M	\$6.2M	\$6.3M	\$87.5M
COGS	\$3.8M	\$4.7M	\$6.3M	\$6.7M	\$3.9M	\$3.5M	\$3.8M	\$3.7M	\$3.8M	\$3.6M	\$3.7M	\$51.2M
Gross Margin	\$2.6M	\$3.4M	\$4.5M	\$4.7M	\$2.7M	\$2.6M	\$2.7M	\$2.6M	\$2.6M	\$2.6M	\$2.6M	\$36.2M
GM %	40.9%	42.0%	41.5%	41.4%	40.9%	41.9%	41.5%	41.4%	40.8%	42.0%	41.4%	41.4%

region	All
market	All
division	All
customer	All
FY	2020

P & L

By Fiscal year

Note: 2021 vs 2020 not the part of Pivot table

Metrics	Quarter											Grand Total
	Q1		Q2				Q3			Q4		
	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Aug	
Net Sales	\$17.1M	\$20.6M	\$28.7M	\$29.9M	\$17.1M	\$15.9M	\$2.1M	\$7.8M	\$9.9M	\$14.9M	\$16.5M	\$196.7M
COGS	\$10.6M	\$12.8M	\$18.1M	\$18.9M	\$10.7M	\$9.9M	\$1.3M	\$4.8M	\$6.2M	\$9.3M	\$10.5M	\$123.4M
Gross Margin	\$6.5M	\$7.8M	\$10.6M	\$11.0M	\$6.5M	\$6.0M	\$0.8M	\$2.9M	\$3.7M	\$5.5M	\$6.1M	\$73.3M
GM %	37.8%	37.8%	37.0%	36.8%	37.8%	37.7%	36.7%	37.7%	37.5%	37.3%	36.8%	37.3%

region	All
market	All
division	All
customer	All
FY	2021

P & L

By Fiscal year

Note: 2021 vs 2020 not the part of Pivot table

	Quarter											Grand Total
	Q1		Q2			Q3			Q4			
Metrics	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Aug	
Net Sales	\$44.8M	\$54.6M	\$74.3M	\$78.1M	\$44.8M	\$41.8M	\$44.0M	\$43.5M	\$44.4M	\$41.5M	\$43.0M	\$598.9M
COGS	\$28.4M	\$34.7M	\$47.4M	\$49.8M	\$28.4M	\$26.5M	\$28.0M	\$27.7M	\$28.1M	\$26.4M	\$27.4M	\$380.7M
Gross Margin	\$16.4M	\$19.9M	\$27.0M	\$28.3M	\$16.4M	\$15.3M	\$16.0M	\$15.8M	\$16.3M	\$15.1M	\$15.6M	\$218.2M
GM %	36.7%	36.5%	36.3%	36.3%	36.7%	36.5%	36.4%	36.3%	36.6%	36.4%	36.3%	36.4%

Net sales

Comparison

21 vs 20	162.1%	164.7%	159.1%	161.0%	161.4%	162.5%	1981.6%	461.2%	347.0%	178.6%	160.3%	204.5%
20 vs 19	164.6%	156.6%	167.3%	161.5%	162.8%	162.0%	-67.1%	22.7%	53.1%	140.7%	162.0%	124.8%







































