

Note: Do not modify the pivot table

	Q1				Q2			Q3				Q4			Grand Tota
Metrics	Sep	(Oct	Nov	Dec	Jan	Feb	Mar		Apr	May	Jun	Jul	Aug	
Net Sales		5.5M	8.0M	10.7N	1 11.4M	6.5M	6.1M		6.4M	6.3M	6.5M	6.2M	6.5M	6.3M	87.5M
COGS	3	3.8M	4.7M	6.3N	1 6.7M	3.9M	3.5M		3.8M	3.7M	3.8M	3.6M	3.8M	3.7M	51.2M
Gross Margin		2.6M	3.4M	4.5N	1 4.7M	2.7M	2.6M		2.7M	2.6M	2.6M	2.6M	2.7M	2.6M	36.2M
GM %	40	0.9%	42.0%	41.59	41.4%	40.9%	41.9%		41.5%	41.4%	40.8%	42.0%	41.5%	41.4%	41.4%

P & L By Fiscal Months All values in USD

	Q1			Q2			Q3				Q4			Grand Tota
Metrics	Sep	Oct	Nov	Dec	Jan	Feb	Mar		Apr	May	Jun	Jul	Aug	
Net Sales	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
COGS	28.4M	34.7M	47.4M	49.8M	28.4M	26.5M	- 2	28.0M	27.7M	28.1M	26.4M	28.0M	27.4M	380.7M
Gross Margin	16.4M				16.4M			16.0M	15.8M	16.3M	15.1M	16.0M	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%	36.4%	36.3%	36.4%

Net Sales Comparison

21 vs 20			159.1%										
20 vs 19	164.6%	156.6%	167.3%	161.5%	162.8%	162.0%	-67.1%	22.7%	53.1%	140.7%	148.0%	162.0%	124.8%