

**FILTERS**

region All  
 division All  
 market All  
 customer All  
 FY 2019

**P & L****by Fiscal Month**

All Values are in USD

Quarters	Net Sales	COGS	Gross Margin	GM %
Q 1				
Sep	6.5M	3.8M	2.6M	40.9%
Oct	8.0M	4.7M	3.4M	42.0%
Nov	10.7M	6.3M	4.5M	41.5%
Q 2				
Dec	11.4M	6.7M	4.7M	41.4%
Jan	6.5M	3.9M	2.7M	40.9%
Feb	6.1M	3.5M	2.6M	41.9%
Q 3				
Mar	6.4M	3.8M	2.7M	41.5%
Apr	6.3M	3.7M	2.6M	41.4%
May	6.5M	3.8M	2.6M	40.8%
Q 4				
Jun	6.2M	3.6M	2.6M	42.0%
Jul	6.5M	3.8M	2.7M	41.5%
Aug	6.3M	3.7M	2.6M	41.4%
Grand Total	87.5M	51.2M	36.2M	41.4%

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**P & L****by Fiscal Month**

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Quarters	Net Sales	COGS	Gross Margin	GM %
Q 1				
Sep	17.1M	10.6M	6.5M	37.8%
Oct	20.6M	12.8M	7.8M	37.8%
Nov	28.7M	18.1M	10.6M	37.0%
Q 2				
Dec	29.9M	18.9M	11.0M	36.8%
Jan	17.1M	10.7M	6.5M	37.8%
Feb	15.9M	9.9M	6.0M	37.7%
Q 3				
Mar	2.1M	1.3M	0.8M	36.7%
Apr	7.8M	4.8M	2.9M	37.7%
May	9.9M	6.2M	3.7M	37.5%



Q 4				
Jun	14.9M	9.3M	5.5M	37.3%
Jul	16.1M	10.2M	5.9M	36.7%
Aug	16.5M	10.5M	6.1M	36.8%
Grand Total	196.7M	123.4M	73.3M	37.3%

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FY 2021

### P & L

### by Fiscal Month

All Values are in USD

Quarters	Net Sales	COGS	Gross Margin	GM %
Q 1				
Sep	44.8M	28.4M	16.4M	36.7%
Oct	54.6M	34.7M	19.9M	36.5%
Nov	74.3M	47.4M	27.0M	36.3%
Q 2				
Dec	78.1M	49.8M	28.3M	36.3%
Jan	44.8M	28.4M	16.4M	36.7%
Feb	41.8M	26.5M	15.3M	36.5%
Q 3				
Mar	44.0M	28.0M	16.0M	36.4%
Apr	43.5M	27.7M	15.8M	36.3%
May	44.4M	28.1M	16.3M	36.6%
Q 4				
Jun	41.5M	26.4M	15.1M	36.4%
Jul	44.0M	28.0M	16.0M	36.4%
Aug	43.0M	27.4M	15.6M	36.3%
Grand Total	598.9M	380.7M	218.2M	36.4%

### Net Sales

### Comparison

	21 vs 20	20 vs 19
Sep	162.1%	164.6%
Oct	164.7%	156.6%
Nov	159.1%	167.3%
Dec	161.0%	161.5%
Jan	161.4%	162.8%
Feb	162.5%	162.0%
Mar	1981.6%	-67.1%
Apr	461.2%	22.7%
May	347.0%	53.1%
Jun	178.6%	140.7%
Jul	173.9%	148.0%
Aug	160.3%	162.0%