

**Filters**

region All
 division All
 customer All
 FY **2019**

P & L**By Month**

All values in USD

Metrics	Quarters						
	Q1			Q2		Q3	
	Sep	Oct	Nov	Dec	Jan	Feb	Mar
net sales	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
GM %	40.9%	42.0%	41.5%	41.4%	40.9%	41.9%	41.5%

region All
 division All
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 FY **2020**

P & L**By Month**

All values in USD

Metrics	Quarters						
	Q1			Q2		Q3	
	Sep	Oct	Nov	Dec	Jan	Feb	Mar
net sales	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
GM %	37.8%	37.8%	37.0%	36.8%	37.8%	37.7%	36.7%

region All
 division All
 customer All
 FY **2021**

P & L**By Month**

All values in USD

Metrics	Quarters						
	Q1			Q2		Q3	
	Sep	Oct	Nov	Dec	Jan	Feb	Mar
net sales	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
GM %	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%

