



FY	2019
market	All
customer	All
division	All
region	All

	Quarter Q1				Quarter Q2				Quarter Q3				Quarter Q4				Grand Total
Values	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug					
net sales	6.5 M	8.0 M	10.7 M	11.4 M	6.5 M	6.1 M	6.4 M	6.3 M	6.5 M	6.2 M	6.5 M	6.3 M					87.5 M
cogs	3.8 M	4.7 M	6.3 M	6.7 M	3.9 M	3.5 M	3.8 M	3.7 M	3.8 M	3.6 M	3.8 M	3.7 M					51.2 M
gross margin	2.6 M	3.4 M	4.5 M	4.7 M	2.7 M	2.6 M	2.7 M	2.6 M	2.6 M	2.6 M	2.7 M	2.6 M					36.2 M
gm%	0.0 M	0.0 M	0.0 M	0.0 M	0.0 M	0.0 M	0.0 M	0.0 M	0.0 M	0.0 M	0.0 M	0.0 M					41.43%

FY	2020
market	All
customer	All
division	All
region	All

	Quarter Q1				Quarter Q2				Quarter Q3				Quarter Q4				Grand Total
Values	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug					
net sales	17.1 M	20.6 M	28.7 M	29.9 M	17.1 M	15.9 M	2.1 M	7.8 M	9.9 M	14.9 M	16.1 M	16.5 M					196.7 M
cogs	10.6 M	12.8 M	18.1 M	18.9 M	10.7 M	9.9 M	1.3 M	4.8 M	6.2 M	9.3 M	10.2 M	10.5 M					123.4 M
gross margin	6.5 M	7.8 M	10.6 M	11.0 M	6.5 M	6.0 M	0.8 M	2.9 M	3.7 M	5.5 M	5.9 M	6.1 M					73.3 M
gm%	37.77%	37.78%	37.04%	36.81%	37.75%	37.74%	36.68%	37.73%	37.49%	37.27%	36.68%	36.79%					37.28%

FY	2021
market	All
customer	All
division	All
region	All

	Quarter Q1				Quarter Q2				Quarter Q3				Quarter Q4				Grand Total
Values	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug					
net sales	44.8 M	54.6 M	74.3 M	78.1 M	44.8 M	41.8 M	44.0 M	43.5 M	44.4 M	41.5 M	44.0 M	43.0 M					598.9 M
cogs	28.4 M	34.7 M	47.4 M	49.8 M	28.4 M	26.5 M	28.0 M	27.7 M	28.1 M	26.4 M	28.0 M	27.4 M					380.7 M
gross margin	16.4 M	19.9 M	27.0 M	28.3 M	16.4 M	15.3 M	16.0 M	15.8 M	16.3 M	15.1 M	16.0 M	15.6 M					218.2 M
gm%	36.65%	36.52%	36.29%	36.26%	36.68%	36.53%	36.37%	36.33%	36.63%	36.45%	36.37%	36.26%					36.43%

Net Sales Comparison

21 vs 20	162%	165%	159%	161%	161%	162%	1982%	461%	347%	179%	174%	160%					304%
20 vs 19	165%	157%	167%	161%	163%	162%	-67%	23%	53%	141%	148%	162%					225%