



FY 2019

	Qtr1			Qtr2			Qtr3			Qtr4		
Values	Feb	Jan	Mar	Apr	Jun	May	Aug	Jul	Sep	Dec	Nov	Oct
net sales	6.1M	6.5M	6.4M	6.3M	6.2M	6.5M	6.3M	6.5M	6.5M	11.4M	10.7M	8.0M
cog	3.5M	3.9M	3.8M	3.7M	3.6M	3.8M	3.7M	3.8M	3.8M	6.7M	6.3M	4.7M
gross margin	2.6M	2.7M	2.7M	2.6M	2.6M	2.6M	2.6M	2.7M	2.6M	4.7M	4.5M	3.4M
GM %	42%	41%	41%	41%	42%	41%	41%	41%	41%	41%	41%	42%

FY 2020

	Qtr1			Qtr2			Qtr3			Qtr4		
Values	Feb	Jan	Mar	Apr	Jun	May	Aug	Jul	Sep	Dec	Nov	Oct
net sales	15.9M	17.1M	2.1M	7.8M	14.9M	9.9M	16.5M	16.1M	17.1M	29.9M	28.7M	20.6M
cog	9.9M	10.7M	1.3M	4.8M	9.3M	6.2M	10.5M	10.2M	10.6M	18.9M	18.1M	12.8M
gross margin	6.0M	6.5M	0.8M	2.9M	5.5M	3.7M	6.1M	5.9M	6.5M	11.0M	10.6M	7.8M
GM %	38%	38%	37%	38%	37%	37%	37%	37%	38%	37%	37%	38%

FY 2021

	Qtr1			Qtr2			Qtr3			Qtr4		
Values	Feb	Jan	Mar	Apr	Jun	May	Aug	Jul	Sep	Dec	Nov	Oct
net sales	41.8M	44.8M	44.0M	43.5M	41.5M	44.4M	43.0M	44.0M	44.8M	78.1M	74.3M	54.6M
cog	26.5M	28.4M	28.0M	27.7M	26.4M	28.1M	27.4M	28.0M	28.4M	49.8M	47.4M	34.7M
gross margin	15.3M	16.4M	16.0M	15.8M	15.1M	16.3M	15.6M	16.0M	16.4M	28.3M	27.0M	19.9M
GM %	37%	37%	36%	36%	36%	37%	36%	36%	37%	36%	36%	37%

	Column Labels											
Values	Apr	Aug	Dec	Feb	Jan	Jul	Jun	Mar	May	Nov	Oct	Sep
19 v/s 20 %	81%	38%	38%	38%	38%	40%	42%	304%	65%	37%	39%	38%
20 v/s 21 %	561%	260%	261%	262%	261%	274%	279%	2082%	447%	259%	265%	262%