

AtliQ Hardware

P L by Month



Fiscal Year 2019

Values	Fiscal Year										
	Q1			Q2		Q3			Q4		
	September	October	November	December	January	February	March	April	May	June	
Net Sales	6.5M	8.M	10.7M	11.4M	6.5M	6.1M	6.4M	6.3M	6.5M	6.2M	
C O G S	3.8M	4.7M	6.3M	6.7M	3.9M		3.5M	3.8M	3.7M	3.8M	3.6M
Gross Margin	2.6M	3.4M	4.5M	4.7M	2.7M		2.6M	2.7M	2.6M	2.6M	2.6M
Gross Margin %	40.9%	42.0%	41.5%	41.4%	40.9%	41.9%	41.5%	41.4%	40.8%	42.0%	

Fiscal Year 2020

Values	Fiscal Year									
	Q1			Q2		Q3			Q4	
	September	October	November	December	January	February	March	April	May	June
Net Sales	17.1M	20.6M	28.7M	29.9M	17.1M	15.9M	2.1M	7.8M	9.9M	14.9M
C O G S	10.6M	12.8M	18.1M	18.9M	10.7M	9.9M	1.3M	4.8M	6.2M	9.3M
Gross Margin	6.5M	7.8M	10.6M	11.M	6.5M	6.M	.8M	2.9M	3.7M	5.5M
Gross Margin %	37.8%	37.8%	37.0%	36.8%	37.8%	37.7%	36.7%	37.7%	37.5%	37.3%

Fiscal Year 2021

	Fiscal Year									
	Q1			Q2		Q3			Q4	
Values	September	October	November	December	January	February	March	April	May	June
Net Sales	44.8M	54.6M	74.3M	78.1M	44.8M	41.8M	44.M	43.5M	44.4M	41.5M
C O G S	28.4M	34.7M	47.4M	49.8M	28.4M	26.5M	28.M	27.7M	28.1M	26.4M
Gross Margin	16.4M	19.9M	27.M	28.3M	16.4M	15.3M	16.M	15.8M	16.3M	15.1M
Gross Margin %	36.7%	36.5%	36.3%	36.3%	36.7%	36.5%	36.4%	36.3%	36.6%	36.4%

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Net Sales Comparison By Month	September	October	November	December	January	February	March	April	May	June
21 vs 20	162%	165%	159%	161%	161%	162%	1982%	461%	347%	179%
20 vs 19	165%	157%	167%	161%	163%	162%	-67%	23%	53%	141%



Stanley Victor
@stanleyvictor

