

P & L By Monthly Report

region	All
market	All
division	All
customer	All
FY Year	2019

Note: Do not modify this Pivot table

Metrics	FY Quarters		FY Month									
	Q1		Q2		Q3			Q4				
	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
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
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
Gross Margin %	40.9%	42.0%	41.5%	41.4%	40.9%	41.9%	41.5%	41.4%	40.8%	42.0%	41.5%	41.4%

region	All
market	All
division	All
customer	All
FY Year	2020

Metrics	FY Quarters		FY Month									
	Q1		Q2		Q3			Q4				
	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
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
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
Gross Margin %	37.8%	37.8%	37.0%	36.8%	37.8%	37.7%	36.7%	37.7%	37.5%	37.3%	36.7%	36.8%

region	All
market	All
division	All
customer	All
FY Year	2021

Metrics	FY Quarters		FY Month									
	Q1		Q2		Q3			Q4				
	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
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
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
Gross Margin %	36.7%	36.5%	36.3%	36.3%	36.7%	36.5%	36.4%	36.3%	36.6%	36.4%	36.4%	36.3%

Net Sales

Comparison

21 VS 20	162.1%	164.7%	159.1%	161.0%	161.4%	162.5%	1981.6%	461.2%	347.0%	178.6%	173.9%	160.3%
20 VS 19	164.6%	156.6%	167.3%	161.5%	162.8%	162.0%	-67.1%	22.7%	53.1%	140.7%	148.0%	162.0%