

**Filter**

region All
market All
division All
customer All

fy **2019**

P & L**By Fiscal Year**

All values are in USD

Note:2021 v 2020 is not a part of pivot table

metrics	Quarters						
	Q1		Q2				
	Sep	Oct	Nov	Dec	Jan	Feb	
Net sales	6.5M	8.0M	10.7M	11.4M	6.5M	6.1M	
cogs	3.8M	4.7M	6.3M	6.7M	3.9M	3.5M	
gross margin	2.6M	3.4M	4.5M	4.7M	2.7M	2.6M	
gm %	40.9%	42.0%	41.5%	41.4%	40.9%	41.9%	

region All
market All
division All
customer All

fy **2020**

P & L**By Fiscal Year**

All values are in USD

Note:2021 v 2020 is not a part of pivot table

metrics	Quarters						
	Q1		Q2				
	Sep	Oct	Nov	Dec	Jan	Feb	
Net sales	17.1M	20.6M	28.7M	29.9M	17.1M	15.9M	
cogs	10.6M	12.8M	18.1M	18.9M	10.7M	9.9M	
gross margin	6.5M	7.8M	10.6M	11.0M	6.5M	6.0M	
gm %	37.8%	37.8%	37.0%	36.8%	37.8%	37.7%	

region All
market All
division All
customer All

fy **2021**

P & L**By Fiscal Year**

All values are in USD

Note:2021 v 2020 is not a part of pivot table

metrics	Quarters						
	Q1		Q2				
	Sep	Oct	Nov	Dec	Jan	Feb	
Net sales	44.8M	54.6M	74.3M	78.1M	44.8M	41.8M	
cogs	28.4M	34.7M	47.4M	49.8M	28.4M	26.5M	
gross margin	16.4M	19.9M	27.0M	28.3M	16.4M	15.3M	
gm %	36.7%	36.5%	36.3%	36.3%	36.7%	36.5%	

**Net Sales
Comparison**

21 v 20	162.1%	164.7%	159.1%	161.0%	161.4%	162.5%
20 v 19	164.6%	156.6%	167.3%	161.5%	162.8%	162.0%

Note: Do not modify the pivot table

Q3			Q4			Grand Total
Mar	Apr	May	Jun	Jul	Aug	
6.4M	6.3M	6.5M	6.2M	6.5M	6.3M	87.5M
3.8M	3.7M	3.8M	3.6M	3.8M	3.7M	51.2M
2.7M	2.6M	2.6M	2.6M	2.7M	2.6M	36.2M
41.5%	41.4%	40.8%	42.0%	41.5%	41.4%	41.4%

Q3			Q4			Grand Total
Mar	Apr	May	Jun	Jul	Aug	
2.1M	7.8M	9.9M	14.9M	16.1M	16.5M	196.7M
1.3M	4.8M	6.2M	9.3M	10.2M	10.5M	123.4M
0.8M	2.9M	3.7M	5.5M	5.9M	6.1M	73.3M
36.7%	37.7%	37.5%	37.3%	36.7%	36.8%	37.3%

Q3			Q4			Grand Total
Mar	Apr	May	Jun	Jul	Aug	
44.0M	43.5M	44.4M	41.5M	44.0M	43.0M	598.9M
28.0M	27.7M	28.1M	26.4M	28.0M	27.4M	380.7M
16.0M	15.8M	16.3M	15.1M	16.0M	15.6M	218.2M
36.4%	36.3%	36.6%	36.4%	36.4%	36.3%	36.4%



1981.6%	461.2%	347.0%	178.6%	173.9%	160.3%	204.5%
-67.1%	22.7%	53.1%	140.7%	148.0%	162.0%	124.8%