

**Filter**

region All  
 market All  
 division All  
 customer All  
 FY 2019

**P & L by Fiscal Year**

All Values are in USD

Note: Do not modify the values of pivot

	Fiscal Quarter											
	Q1			Q2			Q3			Q4		
Values	Sep	Oct	Nov	Jan	Feb	Dec	Mar	Apr	May	Jun	Jul	Aug
NET SALE	6.5M	8.0M	10.7M	6.5M	6.1M	11.4M	6.4M	6.3M	6.5M	6.2M	6.5M	6.3M
COGS	3.8M	4.7M	6.3M	3.9M	3.5M	6.7M	3.8M	3.7M	3.8M	3.6M	3.8M	3.7M
GM	2.6M	3.4M	4.5M	2.7M	2.6M	4.7M	2.7M	2.6M	2.6M	2.6M	2.7M	2.6M
GM%	40.9%	42.0%	41.5%	40.9%	41.9%	41.4%	41.5%	41.4%	40.8%	42.0%	41.5%	41.4%

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	Fiscal Quarter											
	Q1			Q2			Q3			Q4		
Values	Sep	Oct	Nov	Jan	Feb	Dec	Mar	Apr	May	Jun	Jul	Aug
NET SALE	17.1M	20.6M	28.7M	17.1M	15.9M	29.9M	2.1M	7.8M	9.9M	14.9M	16.1M	16.5M
COGS	10.6M	12.8M	18.1M	10.7M	9.9M	18.9M	1.3M	4.8M	6.2M	9.3M	10.2M	10.5M
GM	6.5M	7.8M	10.6M	6.5M	6.0M	11.0M	0.8M	2.9M	3.7M	5.5M	5.9M	6.1M
GM%	37.8%	37.8%	37.0%	37.8%	37.7%	36.8%	36.7%	37.7%	37.5%	37.3%	36.7%	36.8%

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 FY 2021

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	Fiscal Quarter											
	Q1			Q2			Q3			Q4		
Values	Sep	Oct	Nov	Jan	Feb	Dec	Mar	Apr	May	Jun	Jul	Aug
NET SALE	44.8M	54.6M	74.3M	44.8M	41.8M	78.1M	44.0M	43.5M	44.4M	41.5M	44.0M	43.0M
COGS	28.4M	34.7M	47.4M	28.4M	26.5M	49.8M	28.0M	27.7M	28.1M	26.4M	28.0M	27.4M
GM	16.4M	19.9M	27.0M	16.4M	15.3M	28.3M	16.0M	15.8M	16.3M	15.1M	16.0M	15.6M
GM%	36.7%	36.5%	36.3%	36.7%	36.5%	36.3%	36.4%	36.3%	36.6%	36.4%	36.4%	36.3%

Net Sale												
Comparison	Sep	Oct	Nov	Jan	Feb	Dec	Mar	Apr	May	Jun	Jul	Aug
21 VS 20	162%	165%	159%	161%	162%	161%	1982%	461%	347%	179%	174%	160%
20 VS 19	165%	157%	167%	163%	162%	161%	-67%	23%	53%	141%	148%	162%