



Filter

region All
division All
customer All
Fy **2019**

Customer

NetSales Preformance

Note: 21VS20 is not part of Pivot table

Note: Do not modify

Fiscal Year									
Metrics	Q1		Q2				Q3		
	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May
Net sales	6.5M	8.0M	10.7M	11.4M	6.5M	6.1M	6.4M	6.3M	6.5M
cogs	3.8M	4.7M	6.3M	6.7M	3.9M	3.5M	3.8M	3.7M	3.8M
Gross margin	2.6M	3.4M	4.5M	4.7M	2.7M	2.6M	2.7M	2.6M	2.6M
GM%	40.9%	42.0%	41.5%	41.4%	40.9%	41.9%	41.5%	41.4%	40.8%

region All
division All
customer All
Fy **2020**

Customer

NetSales Preformance

Note: 21VS20 is not part of Pivot table

Fiscal Year									
Metrics	Q1		Q2				Q3		
	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May
Net sales	17.1M	20.6M	28.7M	29.9M	17.1M	15.9M	2.1M	7.8M	9.9M
cogs	10.6M	12.8M	18.1M	18.9M	10.7M	9.9M	1.3M	4.8M	6.2M
Gross margin	6.5M	7.8M	10.6M	11.0M	6.5M	6.0M	0.8M	2.9M	3.7M
GM%	37.8%	37.8%	37.0%	36.8%	37.8%	37.7%	36.7%	37.7%	37.5%

region All
division All
customer All
Fy **2021**

Customer

NetSales Preformance

Note: 21VS20 is not part of Pivot table

Fiscal Year									
Metrics	Q1		Q2				Q3		
	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May
Net sales	44.8M	54.6M	74.3M	78.1M	44.8M	41.8M	44.0M	43.5M	44.4M
cogs	28.4M	34.7M	47.4M	49.8M	28.4M	26.5M	28.0M	27.7M	28.1M
Gross margin	16.4M	19.9M	27.0M	28.3M	16.4M	15.3M	16.0M	15.8M	16.3M
GM%	36.7%	36.5%	36.3%	36.3%	36.7%	36.5%	36.4%	36.3%	36.6%

Net Sales Comparison

21VS20	162.1%	164.7%	159.1%	161.0%	161.4%	162.5%	1981.6%	461.2%	347.0%
20VS19	164.6%	156.6%	167.3%	161.5%	162.8%	162.0%	-67.1%	22.7%	53.1%





the Pivot table

Q4			Grand Total
Jun	Jul	Aug	
6.2M	6.5M	6.3M	87.5M
3.6M	3.8M	3.7M	51.2M
2.6M	2.7M	2.6M	36.2M
42.0%	41.5%	41.4%	41.4%

Q4			Grand Total
Jun	Jul	Aug	
14.9M	16.1M	16.5M	196.7M
9.3M	10.2M	10.5M	123.4M
5.5M	5.9M	6.1M	73.3M
37.3%	36.7%	36.8%	37.3%

Q4			Grand Total
Jun	Jul	Aug	
41.5M	44.0M	43.0M	598.9M
26.4M	28.0M	27.4M	380.7M
15.1M	16.0M	15.6M	218.2M
36.4%	36.4%	36.3%	36.4%

178.6%	173.9%	160.3%	2.044761774
140.7%	148.0%	162.0%	1.248455294

