

**Filters**

region All
 market All
 division All
 customer All
 Fisical Year 2019

P & L**By Fisical Months**

All Values Note: Don't change Pivot Table

Metrics	Quarters												Grand Total
	Q1			Q2			Q3			Q4			
	Nov	Oct	Sep	Dec	Feb	Jan	Apr	Mar	May	Aug	Jul	Jun	
Net Sales	10.7M	8.0M	6.5M	11.4M	6.1M	6.5M	6.3M	6.4M	6.5M	6.3M	6.5M	6.2M	87.5M
Total COGS	6.3M	4.7M	3.8M	6.7M	3.5M	3.9M	3.7M	3.8M	3.8M	3.7M	3.8M	3.6M	51.2M
Gross Margin	4.5M	3.4M	2.6M	4.7M	2.6M	2.7M	2.6M	2.7M	2.6M	2.6M	2.7M	2.6M	36.2M
Gross Margin %	41.5%	42.0%	40.9%	41.4%	41.9%	40.9%	41.4%	41.5%	40.8%	41.4%	41.5%	42.0%	41.4%

Filters

region All
 market All
 division All
 customer All
 Fisical Year 2020

P & L**By Fisical Months**

All Values Note: Don't change Pivot Table

Metrics	Quarters												Grand Total
	Q1			Q2			Q3			Q4			
	Nov	Oct	Sep	Dec	Feb	Jan	Apr	Mar	May	Aug	Jul	Jun	
Net Sales	28.7M	20.6M	17.1M	29.9M	15.9M	17.1M	7.8M	2.1M	9.9M	16.5M	16.1M	14.9M	196.7M
Total COGS	18.1M	12.8M	10.6M	18.9M	9.9M	10.7M	4.8M	1.3M	6.2M	10.5M	10.2M	9.3M	123.4M
Gross Margin	10.6M	7.8M	6.5M	11.0M	6.0M	6.5M	2.9M	0.8M	3.7M	6.1M	5.9M	5.5M	73.3M
Gross Margin %	37.0%	37.8%	37.8%	36.8%	37.7%	37.8%	37.7%	36.7%	37.5%	36.8%	36.7%	37.3%	37.3%

**Filters**

region All
 market All
 division All
 customer All
 Fisical Year 2021

P & L**By Fisical Months**

All Values are in USD

Note: Don't change Pivot Table

	Quarters												
	Q1			Q2			Q3			Q4			Grand Total
Metrics	Nov	Oct	Sep	Dec	Feb	Jan	Apr	Mar	May	Aug	Jul	Jun	
Net Sales	74.3M	54.6M	44.8M	78.1M	41.8M	44.8M	43.5M	44.0M	44.4M	43.0M	44.0M	41.5M	598.9M
Total COGS	47.4M	34.7M	28.4M	49.8M	26.5M	28.4M	27.7M	28.0M	28.1M	27.4M	28.0M	26.4M	380.7M
Gross Margin	27.0M	19.9M	16.4M	28.3M	15.3M	16.4M	15.8M	16.0M	16.3M	15.6M	16.0M	15.1M	218.2M
Gross Margin %	36.3%	36.5%	36.7%	36.3%	36.5%	36.7%	36.3%	36.4%	36.6%	36.3%	36.4%	36.4%	36.4%

Net Sales**Comarision**

21 vs 20	159.1%	164.7%	162.1%	161.0%	162.5%	161.4%	461.2%	1981.6%	347.0%	160.3%	173.9%	178.6%	204.5%
20 vs 19	167.3%	156.6%	164.6%	161.5%	162.0%	162.8%	22.7%	-67.1%	53.1%	162.0%	148.0%	140.7%	124.8%