



Sleepr Data

Excerpt from Sleepr RFP for 3PL services

Historical Sales Data

| Month | Revenue | Total Sales in Units | Sales in Units by Product | | | | |
|--------------|--------------------|----------------------|---------------------------|------------|--------------|------------|-----------------|
| | | | TWIN | FULL | QUEEN | KING | CALIFORNIA KING |
| Jan | \$228,339 | 211 | 33 | 43 | 101 | 23 | 11 |
| Feb | \$279,446 | 254 | 39 | 46 | 121 | 40 | 8 |
| Mar | \$245,823 | 226 | 36 | 47 | 105 | 27 | 12 |
| Apr | \$265,457 | 243 | 40 | 50 | 101 | 39 | 13 |
| May | \$330,458 | 292 | 35 | 57 | 129 | 52 | 19 |
| Jun | \$272,446 | 254 | 35 | 66 | 113 | 30 | 10 |
| Jul | \$237,789 | 211 | 26 | 34 | 110 | 26 | 15 |
| Aug | \$302,876 | 273 | 37 | 63 | 112 | 45 | 17 |
| Sep | \$342,939 | 312 | 41 | 71 | 134 | 50 | 15 |
| Oct | \$253,515 | 236 | 34 | 55 | 108 | 23 | 15 |
| Nov | \$361,818 | 332 | 51 | 71 | 146 | 42 | 22 |
| Dec | \$330,800 | 300 | 42 | 56 | 149 | 36 | 17 |
| Total | \$3,451,706 | 3,144 | 449 | 659 | 1,429 | 433 | 174 |



Forecasted Sales Data

| Month | Revenue | Total Sales in Units | Sales in Units by Product | | | | |
|--------------|--------------------|----------------------|---------------------------|--------------|--------------|------------|-----------------|
| | | | TWIN | FULL | QUEEN | KING | CALIFORNIA KING |
| Jan | \$326,552 | 298 | 45 | 57 | 142 | 40 | 14 |
| Feb | \$376,958 | 343 | 52 | 68 | 149 | 56 | 17 |
| Mar | \$385,851 | 349 | 43 | 76 | 164 | 44 | 22 |
| Apr | \$474,166 | 434 | 72 | 78 | 203 | 54 | 27 |
| May | \$421,673 | 378 | 46 | 79 | 169 | 61 | 22 |
| Jun | \$407,483 | 368 | 52 | 75 | 157 | 64 | 19 |
| Jul | \$419,816 | 384 | 53 | 86 | 174 | 55 | 16 |
| Aug | \$439,708 | 393 | 52 | 72 | 181 | 63 | 24 |
| Sep | \$518,981 | 469 | 65 | 93 | 217 | 73 | 21 |
| Oct | \$480,701 | 450 | 79 | 97 | 194 | 60 | 19 |
| Nov | \$598,257 | 543 | 69 | 120 | 252 | 74 | 28 |
| Dec | \$563,181 | 518 | 85 | 108 | 227 | 68 | 31 |
| Total | \$5,413,327 | 4,927 | 713 | 1,009 | 2,229 | 712 | 260 |

Product Information

| | Units per Carton | Carton Dimensions (l x w x h) | Actual Weight in Pounds | Shipping Weight in Pounds |
|-----------------|------------------|-------------------------------|-------------------------|---------------------------|
| Twin | 1 | 18"x18"x39" | 67.5 | 68 |
| Full | 1 | 18"x18"x54" | 83.5 | 84 |
| Queen | 1 | 18"x18"x61" | 113 | 113 |
| King | 1 | 18"x18"x77" | 143.5 | 144 |
| California King | 1 | 18"x18"x73" | 143.5 | 144 |

