

Lumian Data

Excerpt from Lumian RFP for 3PL services

Historical Sales Data

Month	Revenue	Total Pallet Sales	Pallet Sales by Product			
			TWO-PACK		FOUR-PACK	
			NON-DIMMER BULB	DIMMER BULB	NON-DIMMER BULB	DIMMER BULB
Jan	\$850,075.80	222	56	36	75	55
Feb	\$858,311.88	224	56	37	76	55
Mar	\$863,203.68	224	56	38	74	56
Apr	\$880,732.32	228	56	39	75	58
May	\$873,177.00	227	56	38	76	57
Jun	\$873,054.24	227	57	37	75	58
Jul	\$890,084.40	232	58	38	78	58
Aug	\$896,460.48	233	59	39	77	58
Sep	\$902,286.00	234	58	39	77	60
Oct	\$897,394.20	234	58	38	79	59
Nov	\$906,433.80	236	59	39	79	59
Dec	\$929,159.28	241	61	41	79	60
Total	\$10,620,373.08	2,762	690	459	920	693

Forecasted Sales Data

Month	Revenue	Total Pallet Sales	Pallet Sales by Product			
			TWO-PACK		FOUR-PACK	
			NON-DIMMER BULB	DIMMER BULB	NON-DIMMER BULB	DIMMER BULB
Jan	\$908,254.44	240	61	32	83	64
Feb	\$931,257.36	241	59	45	81	56
Mar	\$936,766.68	243	64	43	79	57
Apr	\$938,578.32	248	64	37	87	60
May	\$960,180.36	249	67	42	79	61
Jun	\$955,106.28	249	62	43	85	59
Jul	\$963,718.08	251	60	44	87	60
Aug	\$964,168.20	253	62	37	87	67
Sep	\$983,028.60	255	66	46	84	59
Oct	\$1,011,527.52	259	66	46	79	68
Nov	\$990,606.24	258	65	40	85	68
Dec	\$1,017,170.76	260	60	48	83	69
Total	\$11,560,353.84	3,006	756	503	999	748

Product Information

	Units per Carton	Carton Dimensions (l x w x h)
Non-dimmer Bulb Two-pack	12	11"x9"x11"
Dimmer Bulb Two-pack	12	11"x9"x11"
Non-dimmer Bulb Four-pack	6	11"x9"x11"
Dimmer Bulb Four-pack	6	11"x9"x11"

Pallet Information

	Cartons per Pallet	Units per Pallet	Pallet Dimensions (l x w x h)	Actual Weight in Pounds	Shipping Weight in Pounds
Non-dimmer Bulb Two-pack	62	744	48"x40"x48"	152.84	153
Dimmer Bulb Two-pack	62	744	48"x40"x48"	152.84	153
Non-dimmer Bulb Four-pack	62	372	48"x40"x48"	178.88	179
Dimmer Bulb Four-pack	62	372	48"x40"x48"	178.88	179

****A unit is one packaged retail unit, not individual light bulbs.**