

## Historical Sales Data

### Wholesale Sales to Retailers

Month	Revenue	Total Pallet Sales	Pallet Sales by Product					
			SMALL BACKPACK	MEDIUM BACKPACK	LARGE BACKPACK	MESSENGER BAG	TOTE BAG	HIP PACK
Jan	\$686,991.20	173	15	65	32	54	2	5
Feb	\$683,996.00	172	15	64	33	53	2	5
Mar	\$679,186.40	171	15	65	32	52	2	5
Apr	\$667,138.40	169	14	65	32	53	1	4
May	\$677,992.80	171	15	64	33	53	2	4
Jun	\$673,306.40	170	14	65	32	53	2	4
Jul	\$681,392.80	172	14	66	33	53	2	4
Aug	\$820,115.20	207	17	78	40	65	2	5
Sep	\$807,408.80	204	18	77	38	64	2	5
Oct	\$690,580.80	174	15	66	32	54	2	5
Nov	\$691,488.00	174	15	65	33	54	2	5
Dec	\$691,298.40	174	14	66	33	54	2	5
<b>Total</b>	<b>\$8,450,895.20</b>	<b>2,131</b>	<b>181</b>	<b>806</b>	<b>403</b>	<b>662</b>	<b>23</b>	<b>56</b>

## Retail Sales to Customers

Month	Revenue	Total Sales in Units	Sales in Units by Product					
			SMALL BACKPACK	MEDIUM BACKPACK	LARGE BACKPACK	MESSENGER BAG	TOTE BAG	HIP PACK
Jan	\$1,313,068.00	26,060	3,643	7,213	4,578	6,004	1,800	2,822
Feb	\$1,320,376.00	26,463	3,450	7,366	4,608	5,751	2,280	3,008
Mar	\$1,342,772.00	26,722	3,168	7,605	4,464	6,221	2,256	3,008
Apr	\$1,349,050.00	26,472	3,158	7,524	4,712	6,336	2,208	2,534
May	\$1,300,406.00	25,771	3,226	7,286	4,587	5,832	1,800	3,040
Jun	\$1,279,002.00	24,963	3,168	7,207	4,536	5,962	1,440	2,650
Jul	\$1,317,432.00	26,351	3,606	7,207	4,762	5,688	1,920	3,168
Aug	\$1,625,228.00	32,001	3,952	9,583	5,624	7,142	2,660	3,040
Sep	\$1,624,496.00	31,676	3,827	9,174	5,782	7,527	2,716	2,650
Oct	\$1,347,920.00	26,352	3,610	7,600	4,734	6,232	2,160	2,016
Nov	\$1,327,263.00	25,918	3,422	7,353	4,831	6,091	1,840	2,381
Dec	\$1,319,045.00	25,882	3,309	7,595	4,563	6,026	1,880	2,509
<b>Total</b>	<b>\$15,429,662.40</b>	<b>324,631</b>	<b>41,539</b>	<b>92,713</b>	<b>57,781</b>	<b>74,812</b>	<b>24,960</b>	<b>32,826</b>

# Forecasted Sales Data

## Wholesale Sales to Retailers

Month	Revenue	Total Pallet Sales	Pallet Sales by Product					
			SMALL BACKPACK	MEDIUM BACKPACK	LARGE BACKPACK	MESSENGER BAG	TOTE BAG	HIP PACK
Jan	\$697,491.20	175	15	65	33	54	2	6
Feb	\$693,406.40	175	15	66	34	54	1	5
Mar	\$695,984.80	175	15	65	34	54	2	5
Apr	\$695,507.20	175	15	66	34	53	1	6
May	\$691,305.60	175	15	66	34	55	1	4
Jun	\$710,968.60	179	15	67	34	56	2	5
Jul	\$704,842.40	178	16	67	34	55	2	4
Aug	\$848,942.40	214	19	81	41	65	2	6
Sep	\$842,155.20	213	18	82	40	66	2	5
Oct	\$706,472.00	178	15	67	33	56	2	5
Nov	\$714,558.40	180	15	68	34	56	2	5
Dec	\$710,473.60	180	15	69	35	56	1	4
<b>Total</b>	<b>\$8,712,108.00</b>	<b>2,197</b>	<b>188</b>	<b>829</b>	<b>420</b>	<b>680</b>	<b>20</b>	<b>60</b>

## Retail Sales to Customers

Month	Revenue	Total Sales in Units	Sales in Units by Product					
			SMALL BACKPACK	MEDIUM BACKPACK	LARGE BACKPACK	MESSENGER BAG	TOTE BAG	HIP PACK
Jan	\$1,334,440.00	26,536	3,450	7,217	4,752	6,053	2,184	2,880
Feb	\$1,326,675.00	26,164	3,344	7,200	4,538	6,415	1,960	2,707
Mar	\$1,344,590.00	26,723	3,422	7,760	4,441	6,144	1,980	2,976
Apr	\$1,373,888.00	27,440	3,312	7,918	4,464	6,298	2,280	3,168
May	\$1,375,041.00	27,032	3,414	7,676	4,939	6,232	1,920	2,851
Jun	\$1,391,788.00	27,651	3,686	7,828	4,662	6,451	1,920	3,104
Jul	\$1,330,811.00	26,163	3,533	7,416	4,536	6,317	1,980	2,381
Aug	\$1,647,290.00	32,498	4,176	9,424	5,400	7,840	2,208	3,450
Sep	\$1,682,933.00	33,270	4,454	9,100	5,941	7,828	2,744	3,203
Oct	\$1,415,324.00	27,996	3,600	8,064	4,940	6,324	1,900	3,168
Nov	\$1,435,322.00	28,567	3,533	8,148	4,838	6,528	2,352	3,168
Dec	\$1,419,986.00	27,888	3,686	8,226	6,518	6,518	1,800	2,822
<b>Total</b>	<b>\$17,078,088.00</b>	<b>337,928</b>	<b>43,610</b>	<b>95,977</b>	<b>58,287</b>	<b>78,948</b>	<b>25,228</b>	<b>35,878</b>

## Product Information

	Units per Carton	Carton Dimensions (l x w x h)	Dimensions of Largest Product in the Category (l x w x h)	Average Unit Weight in Pounds
<b>Small Backpack</b>	8	24"x14"x12"	11"x11"x1.25"	0.56
<b>Medium Backpack</b>	4	24"x14"x12"	18"x12"x8.5"	0.88
<b>Large Backpack</b>	4	24"x14"x12"	22"x13.25"x2.75"	1.56
<b>Messenger Bag</b>	4	24"x14"x12"	18.5"x13.4"x2.75"	2.1
<b>Tote Bag</b>	20	24"x14"x12"	13.8"x11.6"x1.25"	0.56
<b>Hip Pack</b>	16	24"x14"x12"	12"x7"x2"	0.59

## Pallet Information

	Cartons per Pallet	Units per Pallet	Pallet Dimensions (l x w x h)	Actual Weight in Pounds	Shipping Weight in Pounds
<b>Small Backpack</b>	20	160	48"x40"x48"	139.6	140
<b>Medium Backpack</b>	20	80	48"x40"x48"	120	120
<b>Large Backpack</b>	20	80	48"x40"x48"	174.8	175
<b>Messenger Bag</b>	20	80	48"x40"x48"	218	218
<b>Tote Bag</b>	20	400	48"x40"x48"	274	274
<b>Hip Pack</b>	20	320	48"x40"x48"	238.8	239