

## **Q&A from suppliers:**

### **Q: Such as how many different items we would be stocking?**

A: 15 Items make up 95% of our COGS from our total inventory of about 120. We would like to start there with our fast turn-over high margin items and adjust as trends dictate

### **Q: Do you have any data showing how many orders are processed a day?**

A: In 2019 we had 4,909 orders (~13.44 per day) up 203% from the previous year. In Q1 2020 we were up 60% for the number of orders over the same period in 2019. We were projecting to be up ~120% by year's end as Q3 and Q4 are historically strong performers for us before COVID-19

### **Q: Can all of your orders to us be done through EDI?**

A: Our platform for the shop is Shopify so as long as you can integrate with their API I see no issues there. We are also exploring new inventory management and forecasting software as we move into having 3 separate fulfillment locations.