



## FACT SHEET/TIMELINE

Innovative Mattress Solutions (iMS) is a privately held company doing business as Mattress Warehouse (WV, OH, IN), Sleep Outfitters (WV, OH, KY, TN, IN) and Mattress King (AL). Corporate offices are located at 11060 Winfield Rd., Winfield, WV 25213

### About Kim Brown Knopf

Less than a year after graduating from the University of Kentucky, insurance agent and Louisville native Kim Brown Knopf answered an ad looking for people to sell mattresses. Her interest piqued, she began investigating the bedding business. Decisive and entrepreneurial, the 23-year-old chose Charleston, W.Va. as the place to open her own business. She moved there in August 1983 and opened her first store, Mattress Warehouse, in October in nearby South Charleston.

- 1983 – Opened first store - So. Charleston, WV
- 1986 – Opened corporate office - Winfield, WV
- 1986 – Built first distribution center - Winfield, WV
- 1993 – Invested in GERS computerized retail point of sale system
- 1995 – Kim selected as finalist for WV Entrepreneur of the Year
- 1995 – Second distribution center opened - Bridgeport, WV
- 1996 – IMS presented GERS Power User of the Year National Tech. Award
- 1997 – 10th store opened - Ashland, KY
- 1998 – IMS profiled in Nation's Business Magazine
- 2002 – Sleep Outfitters brand launched
- 2003 – Acquisition of Mattress Barn - Lexington, KY
- 2004 – Acquisition of Westco Group in Akron, Oh, adding stores in Cleveland, Cincinnati and Louisville, KY
- 2004 – Acquisition of Mattress Firm - Louisville, KY
- 2004 – Third distribution center opened - in Lexington, KY
- 2004 – Opened 25th store (Columbus, Oh) and first Indiana store (Clarksville, IN)
- 2006 – Fourth and fifth distribution centers opened (Cleveland and Columbus, OH)
- 2006 – Opened 50th store, in Delaware, Oh
- 2008 – Silver Anniversary Celebration – 25 successful years in business
- 2008 – Opened 75th store, in Louisville, KY
- 2009 – Opened 85th store
- 2010 – One of only four bedding stores in the USA honored as a Retail Giant of Bedding by Furniture/Today magazine
- 2010 – Opened 90th store
- 2011 – Acquisition of Mattresses Unlimited in Louisville, KY and Nashville, TN
- 2012 – Acquisition of Mattress King in AL
- 2014 – Dormeo Octaspring national product debut, Feb. 11, Lexington, KY
- 2014 – Named nation's 21<sup>st</sup> largest mattress retailer by *Furniture/Today* magazine
- 2015 – Operates 155 stores in 6 states (WV, OH, KY, IN, TN & AL)