| Acct # | Cust<br># | Week<br># | New<br>Rt | New<br>Deli<br>very<br>Day | New Stop | Old<br>Rt# |   | Customer Name                  | DisplayAddressFull                    | Freque<br>ncy | EstimatedArriv<br>alTime | EstimatedDepartur<br>eTime |       | Revenue<br>Delivery | Q2 Revenue<br>per Delivery | Q3 Revenue<br>per Delivery |      | (4 Revenue<br>er Delivery |
|--------|-----------|-----------|-----------|----------------------------|----------|------------|---|--------------------------------|---------------------------------------|---------------|--------------------------|----------------------------|-------|---------------------|----------------------------|----------------------------|------|---------------------------|
| 71224  | 0         | Week3     | 101       | M                          | 1        | 105        | R | Vista Lanes                    | 5214 N. US-23 P.O. Box 481, Oscoda    | 7             | 6:58:45 AM               | 7:08:55 AM                 | \$    | 89.93               | \$ 97.85                   | \$ 66.28                   | \$   | 101.15                    |
| 71215  | 0         | Week3     | 101       | M                          | 2        | 105        | R | Oscoda Kentucky Fried Chicken  | 5150 N US-23 P.O. Box 1385, Oscoda    | 5             | 7:09:07 AM               | 7:15:48 AM                 | \$    | 56.51               | \$ 51.64                   | \$ 71.13                   | . \$ | 74.05                     |
| 73509  | 0         | Week3     | 101       | M                          | 3        | 105        | R | GARY OIL                       | 5123 N. US-23, OSCODA MI 48750 US     | 7             | 7:16:00 AM               | 7:23:23 AM                 | \$    | 47.65               | \$ 41.08                   | \$ 41.46                   | \$   | 52.86                     |
| 73509  | 1         | Week3     | 101       | M                          | 4        | 105        | R | GARY OIL BASE GARAGE           | 5123 N. US-23, OSCODA MI 48750 US     | 7             | 7:23:23 AM               | 7:34:21 AM                 | \$    | 91.92               | \$ 92.61                   | \$ 90.12                   | \$   | 72.99                     |
| 99046  | 13        | Week3     | 101       | M                          | 5        | 101        | R | Alpena Oil - Oscoda            | 235 Water St., Oscoda MI 48750 US,    | 6             | 7:35:23 AM               | 8:03:20 AM                 | \$    | 181.27              | \$ 212.16                  | \$ 247.77                  | '\$  | 211.20                    |
| 73548  | 0         | Week3     | 101       | M                          | 6        | 105        | R | AUSABLE INN RESTAURANT         | 600 S STATE STREET, OSCODA MI 487     | 7             | 8:05:24 AM               | 8:15:17 AM                 | \$    | -                   | \$ -                       | \$ 90.04                   | \$   | 77.33                     |
| 73559  | 0         | Week3     | 101       | M                          | 7        | 101        | R | HOPE SHORES ALLIANCE           | 837 S. STATE, OSCODA MI 48750 US      | 5             | 8:15:48 AM               | 8:19:33 AM                 | \$    | -                   | \$ -                       | \$ -                       | \$   | 47.89                     |
| 71218  | 0         | Week3     | 101       | M                          | 8        | 101        | R | Mama's Country Kitchen         | 384 S. State Street, Oscoda MI 48750  | 7             | 8:19:55 AM               | 8:39:59 AM                 | \$    | 55.91               | \$ 73.30                   | \$ 85.96                   | \$   | 83.81                     |
| 70031  | 0         | Week3     | 101       | M                          | 9        | 101        | R | SANDCASTLE BEACH RESORT        | 3354 US 23, OSCODA MI 48750 US, C     | 7             | 8:42:51 AM               | 8:52:31 AM                 | \$    | -                   | \$ 318.37                  | \$ 396.68                  | \$   | -                         |
| 71219  | 0         | Week3     | 101       | M                          | 10       | 101        | R | CHANG YANG                     | 220 S. State St., Oscoda MI 48750 US  | 5             | 8:55:59 AM               | 9:00:03 AM                 | \$    | 79.17               | \$ 79.17                   | \$ 81.96                   | \$   | 85.82                     |
| 99054  | 30        | Week3     | 101       | M                          | 11       | 105        | R | CHARTER COMMUNICATION OSCOD    | 345 S. STATE ST., OSCODA MI 48750     | 7             | 9:00:41 AM               | 9:06:46 AM                 | \$    | 34.37               | \$ 43.37                   | \$ 44.17                   | \$   | 38.92                     |
| 99047  | 0         | Week3     | 101       | M                          | 12       | 101        | R | Alpena Alcona Area C.U. (Oscod | 103 S. State St. P.O. Box 515, Oscoda | 5             | 9:07:02 AM               | 9:11:46 AM                 | \$    | 88.07               | \$ 115.78                  | \$ 65.80                   | ) \$ | 74.36                     |
| 71231  | 0         | Week3     | 101       | M                          | 13       | 105        | R | Desi's Taco Lounge             | 1945 W. River, Oscoda MI 48750 US,    | 5             | 9:25:57 AM               | 9:32:33 AM                 | \$    | 49.45               | \$ 54.93                   | \$ 41.58                   | \$   | 39.20                     |
| 73091  | 0         | Week3     | 101       | M                          | 14       | 105        | R | SUNRISE DISPOSAL               | 4775 SUNSET STREET, OSCODA MI 48      | 7             | 9:43:41 AM               | 9:53:34 AM                 | \$    | 104.23              | \$ 101.65                  | \$ 127.44                  | \$   | 102.19                    |
| 70622  | 2         | Week3     | 101       | M                          | 15       | 105        | R | WOLVERINE STATE CREDIT UNION   | 201 N. STATE AVE., OSCODA MI 4875     | 5             | 9:56:32 AM               | 10:06:38 AM                | \$    | 73.02               | \$ 74.47                   | \$ 76.86                   | \$   | 77.82                     |
| 99103  | 45        | Week3     | 101       | M                          | 16       | 101        | R | ADMIRAL #5774                  | 405 N. STATE ST, OSCODA MI 48750-     | 7             | 10:07:03 AM              | 10:11:24 AM                | \$    | 15.00               | \$ 15.00                   | \$ 15.00                   | ) \$ | 16.54                     |
| 73431  | 1         | Week3     | 101       | M                          | 17       | 105        | R | HURON COMMUNITY BANK-OSCODA    | 45077 N. US 23, OSCODA MI 48750 US    | 3             | 10:12:05 AM              | 10:21:45 AM                | \$    | 80.24               | \$ 80.24                   | \$ 82.37                   | \$   | 83.44                     |
| 99062  | 120       | Week3     | 101       | M                          | 18       | 105        | R | ROGERS-OSCOCA 4055             | 5112 US 23, OSCODA MI 48750 US, C     | 7             | 10:22:33 AM              | 10:36:26 AM                | \$    | 54.75               | \$ 31.15                   | \$ 34.05                   | \$   | 30.55                     |
| 71204  | 0         | Week3     | 101       | M                          | 19       | 105        | R | Oscoda G's Pizzeria            | 5226 N. US-23, Oscoda MI 48750 US,    | 7             | 10:37:10 AM              | 10:53:50 AM                | \$    | 101.78              | \$ 115.25                  | \$ 153.67                  | \$   | 131.22                    |
| 73496  | 0         | Week3     | 101       | M                          | 20       | 101        | М | MIDWEST DIESEL SERVICE LLC     | 7230 M-32, ALPENA MI 49707 US, AL     | 7             | 11:56:16 AM              | 12:12:34 PM                | \$    | 138.53              | \$ 180.47                  | \$ 150.22                  | \$   | 149.76                    |
| 70518  | 0         | Week3     | 101       | М                          | 21       | 101        | М | Alpena County Road             | 1400 N. BAGLEY STREET, ALPENA MI      | 7             | 12:20:32 PM              | 12:45:41 PM                | \$    | 224.56              | \$ 232.55                  | \$ 240.02                  | \$   | 237.77                    |
|        |           | Week3     | 101       | M                          |          |            |   | Alpena Depot                   | 120 E Herman St,, Alpena 49707 US     |               | 12:55:11 PM              | 12:55:11 PM                |       |                     |                            |                            |      |                           |
|        | # /       |           |           |                            | of Stops | Stops      |   |                                |                                       |               |                          |                            | Q1 Re | venue               | Q2 Revenue                 | Q3 Revenue                 | Q4   | Revenue                   |
|        |           |           |           |                            | 2        | 2          |   |                                |                                       |               |                          |                            | :     | \$1,566.36          | \$2,011.04                 | \$2,202.5                  | 4    | \$1,788.85                |