

| Acct # | Cust # | Week # | New Rt | New Deliver y Day | New Stop | Old Rt # | Old Delivery Day | Customer Name | DisplayAddressFull | Frequency | EstimatedArriv alTime | EstimatedDepartu reTime | Q1 Revenue per Delivery | Q2 Revenue per Delivery | Q3 Revenue per Delivery | Q4 Revenue per Delivery |
|--------|--------|--------|--------|-------------------|----------|----------|------------------|--------------------------------|---|-----------|-----------------------|-------------------------|-------------------------|-------------------------|-------------------------|-------------------------|
| 230398 | 0 | Week3 | 38 | M | 1 | 38 | M | THE COTTAGE | 472 MUNSON AVE, TRAVERSE CITY MI 49686 US, US, US | 7 | 6:48:09 AM | 6:54:10 AM | \$ 245.55 | \$ 236.27 | \$ 307.78 | \$ 283.24 |
| 229100 | 0 | Week3 | 38 | M | 2 | 38 | M | LIVING LIGHT MASSAGE | 134 W STATE ST, TRAVERSE CITY MI 49686 US, US, US | 8 | 6:59:37 AM | 7:11:25 AM | \$ 93.45 | \$ 79.52 | \$ 85.34 | \$ 90.16 |
| 99103 | 38 | Week3 | 38 | M | 3 | 38 | T | ADMIRAL #5878 | 732 E FRONT ST, TRAVERSE CITY MI 49686-2620 US,, US | 7 | 7:14:19 AM | 7:22:19 AM | \$ 20.00 | \$ 15.00 | \$ 15.00 | \$ 16.15 |
| 99161 | 84 | Week3 | 38 | M | 4 | 3 | M | SPT FAMILY FARE #642 FIRST AID | 905 E. 8TH STREET, TRAVERSE CITY MI 49684 US, US, US | 7 | 7:23:58 AM | 7:32:31 AM | \$ - | \$ 300.22 | \$ - | \$ - |
| 99061 | 84 | Week3 | 38 | M | 5 | 3 | M | SPT FAMILY FARE #642 | 905 E. 8TH STREET, TRAVERSE CITY MI 49684 US, US, US | 7 | 7:32:31 AM | 7:48:31 AM | \$ 67.60 | \$ 68.04 | \$ 64.64 | \$ 72.23 |
| 222712 | 0 | Week3 | 38 | M | 6 | 3 | M | POTTERS FINE PASTRIES | 908 E. 8TH STREET, TRAVERSE CITY MI 49686 US, US, US | 7 | 7:48:39 AM | 7:51:15 AM | \$ 99.74 | \$ 78.77 | \$ 84.99 | \$ 95.28 |
| 229271 | 0 | Week3 | 38 | M | 7 | 38 | F | DINGEMAN & DANCER, PLC | 100 Park St, Traverse City, MI 49684, TRAVERSE CIT, US | 3 | 7:58:57 AM | 8:04:57 AM | \$ 66.65 | \$ 61.72 | \$ 65.01 | \$ 66.65 |
| 226920 | 0 | Week3 | 38 | M | 8 | 38 | R | CITY OF TC-CEMETERY | 1720 HANNAH, TRAVERSE CITY MI 49686 US, US, US | 7 | 8:10:34 AM | 8:15:21 AM | \$ 11.95 | \$ 23.80 | \$ 18.47 | \$ 16.68 |
| 233366 | 0 | Week3 | 38 | M | 9 | 38 | R | JERSEY MIKE'S TRAVERSE CITY | 110 MUNSON AVE, TRAVERSE CITY MI 49686 US, US, US | 7 | 8:18:08 AM | 8:35:53 AM | \$ 146.55 | \$ 94.58 | \$ 118.30 | \$ 132.86 |
| 230084 | 0 | Week3 | 38 | M | 10 | 38 | R | OLD MISSION TAVERN | 17015 CENTER RD OLD MISSION PENINSULA, TRAVERSE CI | 7 | 8:53:34 AM | 9:00:50 AM | \$ 294.33 | \$ 175.79 | \$ 248.78 | \$ 243.14 |
| 226922 | 0 | Week3 | 38 | M | 11 | 38 | R | CITY OF TC-WATER TREATMENT | 2010 EASTERN AVE, TRAVERSE CITY MI 49686 US, US, US | 7 | 9:17:50 AM | 9:21:08 AM | \$ 34.67 | \$ 40.16 | \$ 78.50 | \$ 28.73 |
| 99031 | 20 | Week3 | 38 | M | 12 | 38 | M | BLARNEY CASTLE #680 | 509 MUNSON AVE, TRAVERSE CITY MI 49686 US, US, US | 7 | 9:24:03 AM | 9:30:11 AM | \$ 55.98 | \$ 51.84 | \$ 75.73 | \$ 54.31 |
| 99103 | 44 | Week3 | 38 | M | 13 | 38 | W | ADMIRAL/TOBACCO #5771 | 744 MUNSON AVE, TRAVERSE CITY MI 49686-3525 US,, L | 7 | 9:31:53 AM | 9:33:46 AM | \$ 20.00 | \$ 15.00 | \$ 15.00 | \$ 16.15 |
| 99062 | 9 | Week3 | 38 | M | 14 | 38 | M | TOM'S FOOD MKT #793 | 738 MUNSON AVE., TRAVERSE CITY MI 49684 US, US, US | 7 | 9:33:52 AM | 9:54:20 AM | \$ 89.02 | \$ 71.40 | \$ 81.15 | \$ 75.47 |
| 233209 | 0 | Week3 | 38 | M | 15 | 38 | M | SKILLED MANUFACTURING INC. | 2440 AERO PARK DR., TRAVERSE CITY MI 49686 US, U, U | 7 | 9:56:03 AM | 9:59:56 AM | \$ 76.45 | \$ 77.17 | \$ 71.90 | \$ 66.01 |
| 226425 | 0 | Week3 | 38 | M | 16 | 38 | M | NATIONAL VACUUM EQUIP, INC. | 2670 AEROPARK DR, TRAVERSE CITY MI 49686 US, US, U | 7 | 10:00:49 AM | 11:01:49 AM | \$ 718.29 | \$ 535.60 | \$ 585.52 | \$ 641.43 |
| 209583 | 0 | Week3 | 38 | M | 17 | 3 | M | BORIDE ENG. ABRASIVE | 2615 AERO PARK DRIVE, TRAVERSE CITY MI 49686 US,, U | 7 | 11:01:55 AM | 11:22:59 AM | \$ 237.73 | \$ 236.12 | \$ 247.26 | \$ 228.22 |
| 229940 | 0 | Week3 | 38 | M | 18 | 38 | M | VILLAGE PRESS | 2779 AERO PARK DR., TRAVERSE CITY MI 49686 US, U, U | 7 | 11:23:26 AM | 11:27:05 AM | \$ 181.75 | \$ 96.82 | \$ 130.21 | \$ 123.99 |
| 229266 | 0 | Week3 | 38 | M | 19 | 38 | F | HAGERTY/COMMERCIAL | 141 RIVERS EDGE DR, TRAVERSE CITY MI 49684 US, U, U | 7 | 11:27:27 AM | 11:41:26 AM | \$ 119.09 | \$ 127.86 | \$ 143.32 | \$ 125.55 |
| 229322 | 0 | Week3 | 38 | M | 20 | 38 | M | HOBART BROTHERS LLC | 1631 INTERNATIONAL DR., TRAVERSE CITY MI 49686 US,, | 5 | 11:44:50 AM | 12:04:10 PM | \$ 117.33 | \$ 103.41 | \$ 107.45 | \$ 109.07 |
| 229331 | 0 | Week3 | 38 | M | 21 | 38 | M | OILGEAR | 1424 INTERNATIONAL DRIVE, TRAVERSE CITY MI 49686 U, | 5 | 12:04:48 PM | 12:44:48 PM | \$ 584.36 | \$ 443.84 | \$ 521.06 | \$ 448.96 |
| 233357 | 0 | Week3 | 38 | M | 22 | 38 | F | MITCHELL CREEK CONDOMIUMS | 4250 MICHELL CREEK DR, TRAVERSE CITY MI 49686 US,, | 5 | 12:49:27 PM | 1:00:12 PM | \$ 49.64 | \$ 46.86 | \$ 46.86 | \$ 46.86 |
| 233504 | 0 | Week3 | 38 | M | 23 | 38 | W | SHADY ELM PROPERTIES | 880 MUNSON AVE, TRAVERSE CITY MI 49686 US, US, US | 5 | 1:01:50 PM | 1:11:58 PM | \$ 40.60 | \$ - | \$ - | \$ 39.96 |
| 230453 | 0 | Week3 | 38 | M | 24 | 38 | M | CHERRY TREE INN & SUITES | 2345 US 31 NORTH, TRAVERSE CITY MI 49686 US, US, US | 7 | 1:15:36 PM | 1:24:09 PM | \$ 59.95 | \$ 56.53 | \$ 58.58 | \$ - |
| 232311 | 0 | Week3 | 38 | M | 25 | 38 | R | TC EASTSIDE LLC | 2700 HOLIDAY RD, TRAVERSE CITY MI 49686 US, US, US | 7 | 1:24:57 PM | 1:39:00 PM | \$ 91.71 | \$ 67.93 | \$ 80.49 | \$ 90.54 |
| 229316 | 0 | Week3 | 38 | M | 26 | 38 | F | CHILDRENS THERAPY CORNER | 1810 CHARTWELL DRIVE, TRAVERSE CITY MI 49686 US,, L | 5 | 1:45:27 PM | 2:05:06 PM | \$ 93.10 | \$ 59.36 | \$ 36.11 | \$ 57.40 |
| | | Week3 | 38 | M | | 38 | M | Cadillac Depot | 1539 Plett Rd, Cadillac, MI 49601, Cadillac MI 49601 US | | 2:49:25 PM | 2:49:25 PM | | | | |

of
Stops