

| Acct # | Cust # | Week # | New Rt | New Delivery Day | New Stop | Old Rt # | Old Delivery Day | Customer Name | DisplayAddressFull | Frequency | EstimatedArrivalTime | EstimatedDepartureTime | Q1 Revenue per Delivery | Q2 Revenue per Delivery | Q3 Revenue per Delivery | Q4 Revenue per Delivery |
|--------|--------|--------|--------|------------------|----------|----------|------------------|--------------------------------|---|-----------|----------------------|------------------------|-------------------------|-------------------------|-------------------------|-------------------------|
| 99103 | 33 | Week2 | 23 | W | 1 | 23 | W | ADMIRAL #5767 | 2615 S. I-75 BUS LOOP, GRAYLING MI 49738-2011 US,, US | 7 | 7:00:09 AM | 7:05:38 AM | \$ 20.00 | \$ 16.39 | \$ 17.21 | \$ 18.05 |
| 99058 | 34 | Week2 | 23 | W | 2 | 23 | W | FORWARDS/SUBWAY-GRAYLING | 317 S James St, Grayling MI 49738 US, GRAYLING MI,, US | 7 | 7:06:45 AM | 7:10:49 AM | \$ 21.78 | \$ 19.28 | \$ 20.44 | \$ 21.00 |
| 99031 | 82 | Week2 | 23 | W | 3 | 23 | W | BLARNEY CASTLE #504 | 608 JAMES ST., GRAYLING MI 49738 US, US, US | 7 | 7:12:17 AM | 7:15:23 AM | \$ 24.16 | \$ 22.14 | \$ 18.16 | \$ 27.66 |
| 99063 | 6 | Week2 | 23 | W | 4 | 23 | W | DTE ENERGY | 5897NORTH DOWN RIVER RD, GRAYLING MI 49738 US, U | 2 | 7:16:29 AM | 7:25:55 AM | \$ 70.46 | \$ 65.63 | \$ 67.89 | \$ 69.71 |
| 99058 | 22 | Week2 | 23 | W | 5 | 23 | W | FORWARDS 140 | 503 N JAMES ST, GRAYLING MI 49738 US, US, US | 7 | 7:27:23 AM | 7:36:12 AM | \$ 39.54 | \$ 37.05 | \$ 36.84 | \$ 36.84 |
| 99161 | 102 | Week2 | 23 | W | 6 | 23 | W | SPT. FAMILY FARE #1511 FIRST A | 2470 S. I-75 BUS. LOOP, GRAYLING MI 49738 US, US, US | 7 | 7:38:16 AM | 7:46:49 AM | \$ 274.27 | \$ - | \$ - | \$ 172.33 |
| 99061 | 102 | Week2 | 23 | W | 7 | 23 | W | SPT. FAMILY FARE #1511 | 2470 S. I-75 BUS. LOOP, GRAYLING MI 49738 US, US, US | 7 | 7:46:49 AM | 8:22:19 AM | \$ 138.59 | \$ 138.27 | \$ 128.75 | \$ 137.60 |
| 99140 | 4 | Week2 | 23 | W | 8 | 23 | W | ARBY'S GRAYLING | 5800 NELSON A MILES PKWY, GRAYLING MI 49738 US,, U | 6 | 8:26:04 AM | 8:34:02 AM | \$ 59.32 | \$ 47.69 | \$ 32.43 | \$ 29.16 |
| 231744 | 0 | Week2 | 23 | W | 9 | 23 | W | COTTAGE GROVE | 210 OLD STAGE RD, ROSCOMMON MI 48653 US, US, US | 7 | 8:43:27 AM | 8:52:00 AM | \$ - | \$ - | \$ 43.44 | \$ - |
| 232468 | 0 | Week2 | 23 | W | 10 | 23 | W | PIONEER HILLS MARINE | 10914 N. CUT RD., ROSCOMMON MI 48653 US, US, US | 7 | 8:59:27 AM | 9:17:58 AM | \$ 138.01 | \$ 132.02 | \$ 127.65 | \$ 125.60 |
| 99033 | 44 | Week2 | 23 | W | 11 | 23 | W | ROSCOMMON SCHOOLS | 10600 Oakwood Rd, Roscommon MI 48653 US P.O. BOX 8 | 7 | 9:20:35 AM | 9:27:14 AM | \$ 75.19 | \$ 70.56 | \$ 70.60 | \$ 70.92 |
| 232763 | 0 | Week2 | 23 | W | 12 | 23 | W | NESTER AUTO GROUP | 424 E FEDERAL HWY, ROSCOMMON MI 48653 US, US, U | 7 | 9:30:20 AM | 9:38:18 AM | \$ 282.28 | \$ 303.26 | \$ 303.79 | \$ 288.21 |
| 232763 | 2 | Week2 | 23 | W | 13 | 23 | W | NESTER AUTO GROUP-BODY SHC | 424 E FEDERAL HWY, ROSCOMMON MI 48653 US, US, U | 7 | 9:38:18 AM | 10:03:43 AM | \$ 113.34 | \$ 128.16 | \$ 123.29 | \$ 124.77 |
| 99161 | 103 | Week2 | 23 | W | 14 | 23 | W | FAMILY FARE #1516 FIRST AID | 409 N. FIFTH ST POB 220, ROSCOMMON MI 48653 US,, U | 7 | 10:04:34 AM | 10:04:44 AM | \$ - | \$ - | \$ - | \$ - |
| 99061 | 103 | Week2 | 23 | W | 15 | 23 | W | FAMILY FARE #1516 | 409 N. FIFTH ST POB 220, ROSCOMMON MI 48653 US,, U | 7 | 10:04:44 AM | 10:36:11 AM | \$ 93.81 | \$ 78.38 | \$ 82.79 | \$ 90.77 |
| 231154 | 0 | Week2 | 23 | W | 16 | 23 | W | FREDS OF ROSCOMMON | 430 N FIFTH ST, ROSCOMMON MI 48653 US, US, US | 7 | 10:36:43 AM | 10:51:42 AM | \$ 126.94 | \$ 105.22 | \$ 132.72 | \$ 126.67 |
| 99058 | 23 | Week2 | 23 | W | 17 | 23 | W | FORWARDS 152 | 403 N 5th St, Roscommon MI 48653 US, ROSCOMMON MI | 7 | 10:51:56 AM | 11:05:56 AM | \$ 38.27 | \$ 38.13 | \$ 37.70 | \$ 37.70 |
| 99058 | 40 | Week2 | 23 | W | 18 | 23 | W | SUBWAY/FORWARDS | 110 NORTH FIFTH STREET, ROSCOMMON MI 48653 US, U | 7 | 11:06:36 AM | 11:13:39 AM | \$ 36.93 | \$ 31.65 | \$ 34.44 | \$ 34.44 |
| 231791 | 0 | Week2 | 23 | W | 19 | 23 | W | W&W USED AUTO PARTS | 1756 E. MICHIGAN HIGHWAY, ROSCOMMON MI 48653 US | 7 | 11:15:59 AM | 11:22:05 AM | \$ 67.75 | \$ 71.77 | \$ 83.42 | \$ 76.57 |
| 229008 | 0 | Week2 | 23 | W | 20 | 23 | W | COMPETITION AUTO | 11946 DEERHEART RD, ROSCOMMON MI 48653 US, US, | 7 | 11:22:23 AM | 11:28:05 AM | \$ 35.51 | \$ 35.24 | \$ 35.65 | \$ 35.57 |
| 231446 | 0 | Week2 | 23 | W | 21 | 23 | W | BC PIZZA ROSCOMMON | 800 LAKE ST., ROSCOMMON MI 48653 US, US, US | 7 | 11:30:33 AM | 11:37:49 AM | \$ 85.53 | \$ 71.61 | \$ 64.16 | \$ 77.13 |
| 232410 | 0 | Week2 | 23 | W | 22 | 23 | W | MATT'S GRILL | 312 LAKE ST., ROSCOMMON MI 48653 US, US, US | 7 | 11:38:49 AM | 11:46:37 AM | \$ 69.19 | \$ 71.06 | \$ 67.44 | \$ 68.84 |
| 99058 | 38 | Week2 | 23 | W | 23 | 23 | W | FORWARDS UNIT 15 | 10040 N. ROSCOMMON, ROSCOMMON MI 48653 US, US, | 7 | 11:48:26 AM | 11:52:14 AM | \$ 10.03 | \$ 10.00 | \$ 10.00 | \$ 10.00 |
| 222252 | 0 | Week2 | 23 | W | 24 | 23 | W | FOREST FIRE EXPERIMENT STATI | 1337 E. ROBINSON LAKE RD. COMPANY #221, ROSCOMM | 7 | 11:54:01 AM | 11:58:57 AM | \$ 89.64 | \$ 61.13 | \$ 60.08 | \$ 73.14 |
| 233059 | 0 | Week2 | 23 | W | 25 | 23 | W | THE BIRD AND THE BEAR GRILL | 9015 N. CUT ROAD, ROSCOMMON MI 48653 US, US, US | 6 | 12:04:09 PM | 12:10:12 PM | \$ 63.47 | \$ 53.51 | \$ 63.48 | \$ 65.49 |
| 232410 | 1 | Week2 | 23 | W | 26 | 23 | W | POLAR PARLOR | 303 W. HIGGINS LAKE DR., ROSCOMMON MI 48653 US,, I | 7 | 12:15:13 PM | 12:23:46 PM | \$ - | \$ - | \$ 39.18 | \$ 35.65 |
| 233071 | 0 | Week2 | 23 | W | 27 | 23 | W | MISSAUKEE COUNTY ROAD COM | 1199 N. MOREY, LAKE CITY MI 49651 US, US, US | 7 | 1:00:36 PM | 1:21:50 PM | \$ 164.36 | \$ 123.42 | \$ 141.46 | \$ 155.34 |
| 222338 | 0 | Week2 | 23 | W | 28 | 23 | M | RAY'S LANDING | 2345 S. GREEN RD, LAKE CITY MI 49651 US, US, US | 7 | 1:29:12 PM | 1:32:43 PM | \$ 42.80 | \$ 48.45 | \$ 112.73 | \$ 43.41 |
| 222631 | 0 | Week2 | 23 | W | 29 | 23 | W | RICH-CO TRANSPORTATION | 9461 W. KELLY, LAKE CITY MI 49651 US, US, US | 7 | 1:37:54 PM | 1:41:51 PM | \$ 72.44 | \$ 66.24 | \$ 68.55 | \$ 70.39 |
| | | Week2 | 23 | W | | 23 | W | Cadillac Depot | 1539 Plett Rd, Cadillac, MI 49601, Cadillac MI 49601 US | | 1:53:00 PM | 1:53:00 PM | | | | |

of
Stops