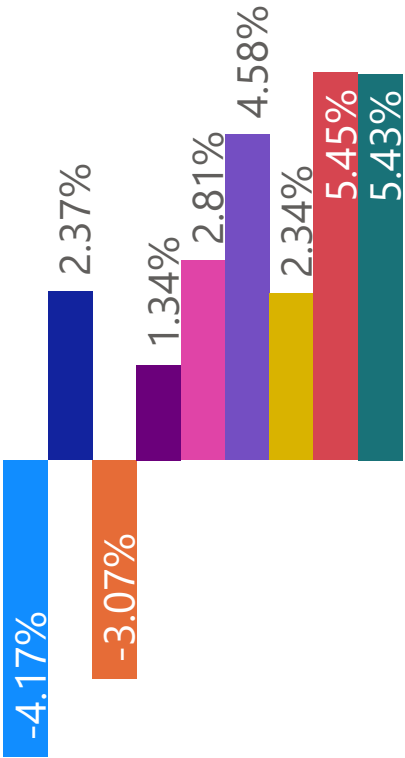
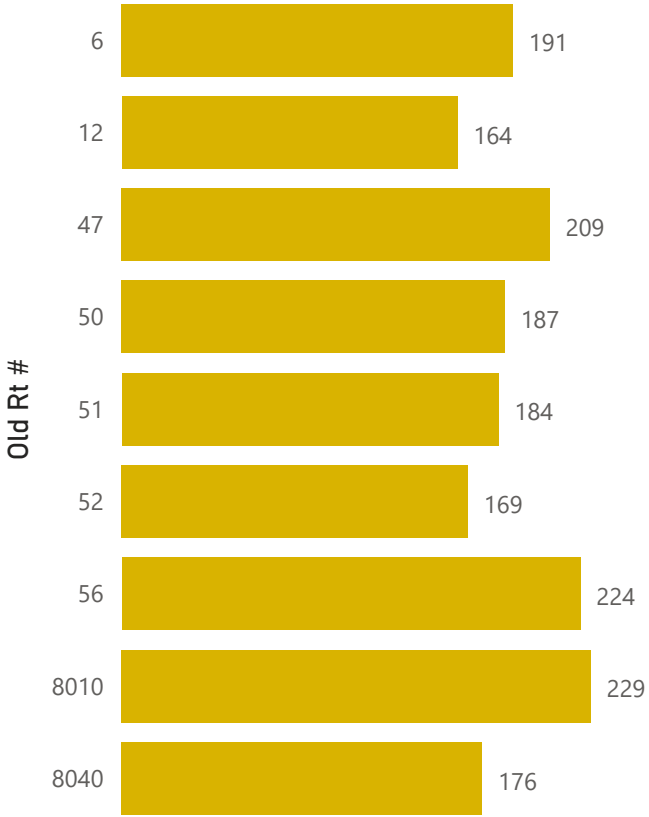


After Reroute Revenue Distribution

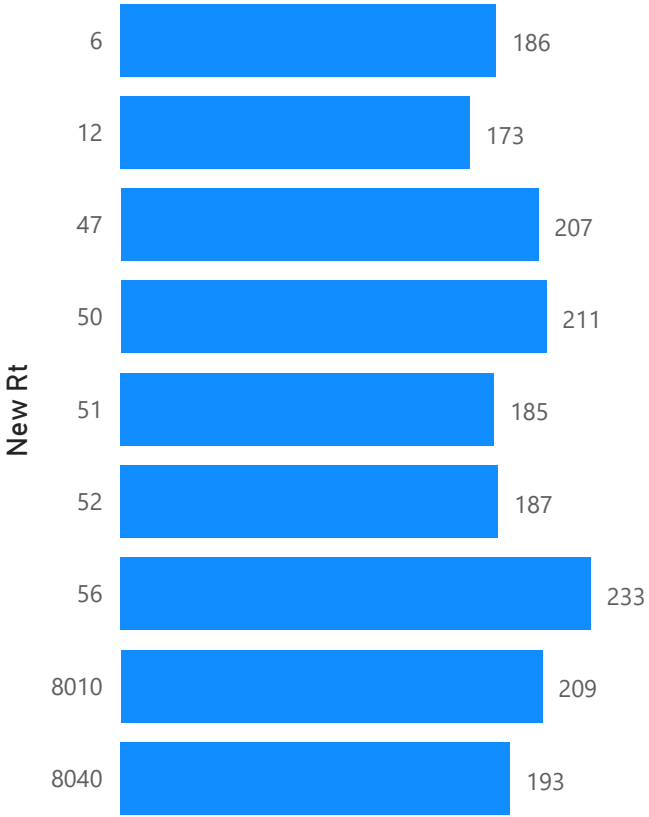
Rt 6 Rt 12 Rt 47 Rt 50 Rt 51 Rt 52 Rt 56 Rt 8010 Rt 8040



Current Customer Count



New Customer count



Accounts Changing Day Only

507

Accounts Changing Route Only

138

Both Route and Day Changing

366

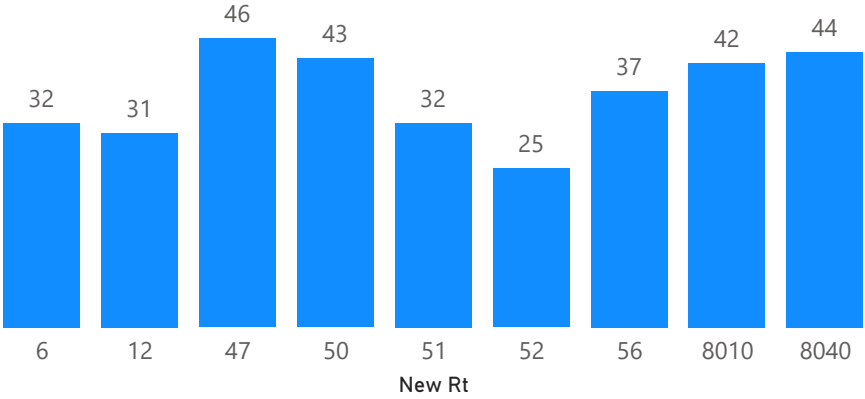
Accounts Not changing

774

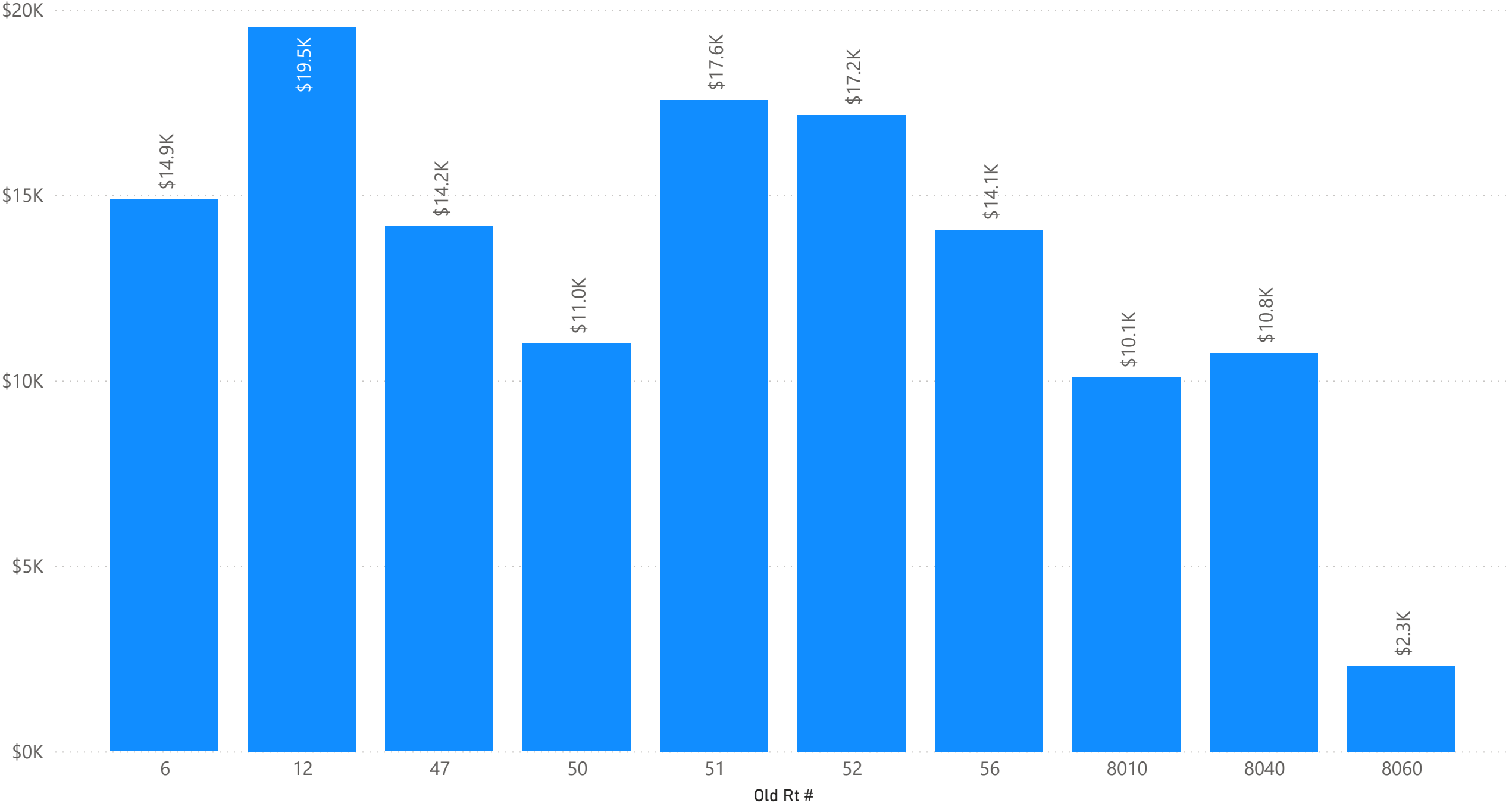
Total # of Accounts

1784

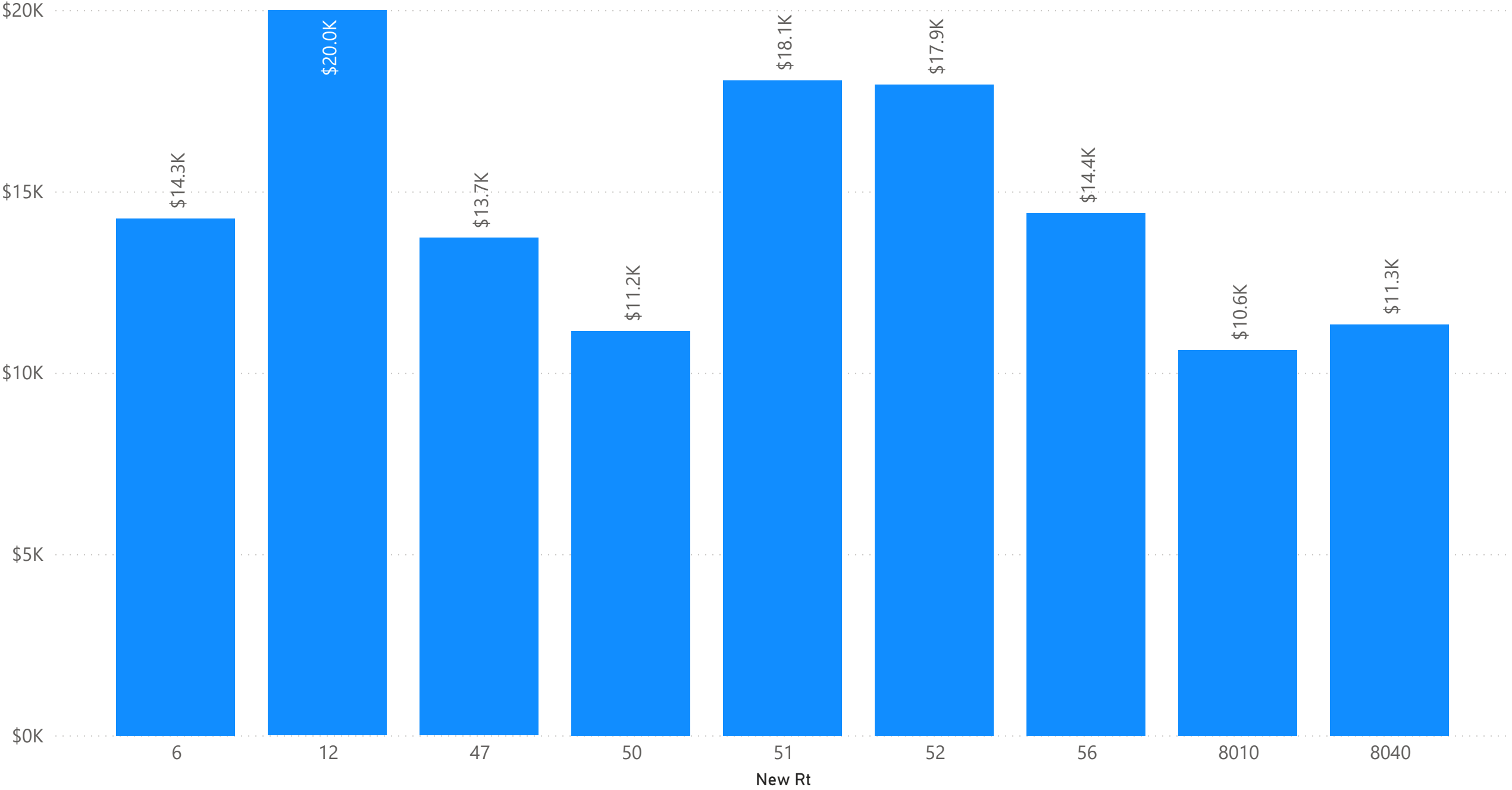
Average Weekly Hours per Route



Current Route Revenue Distribution

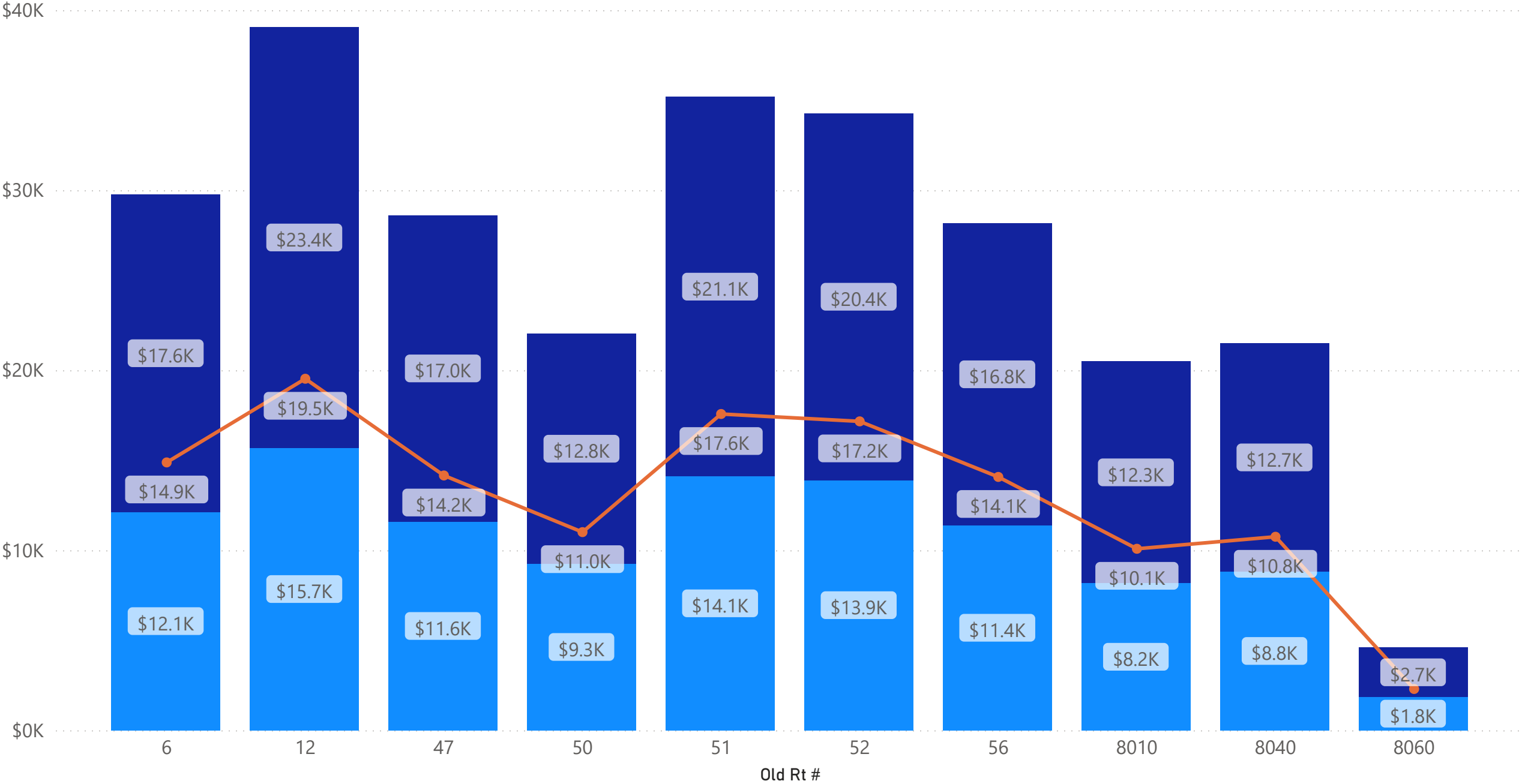


After Reroute Revenue Distribution



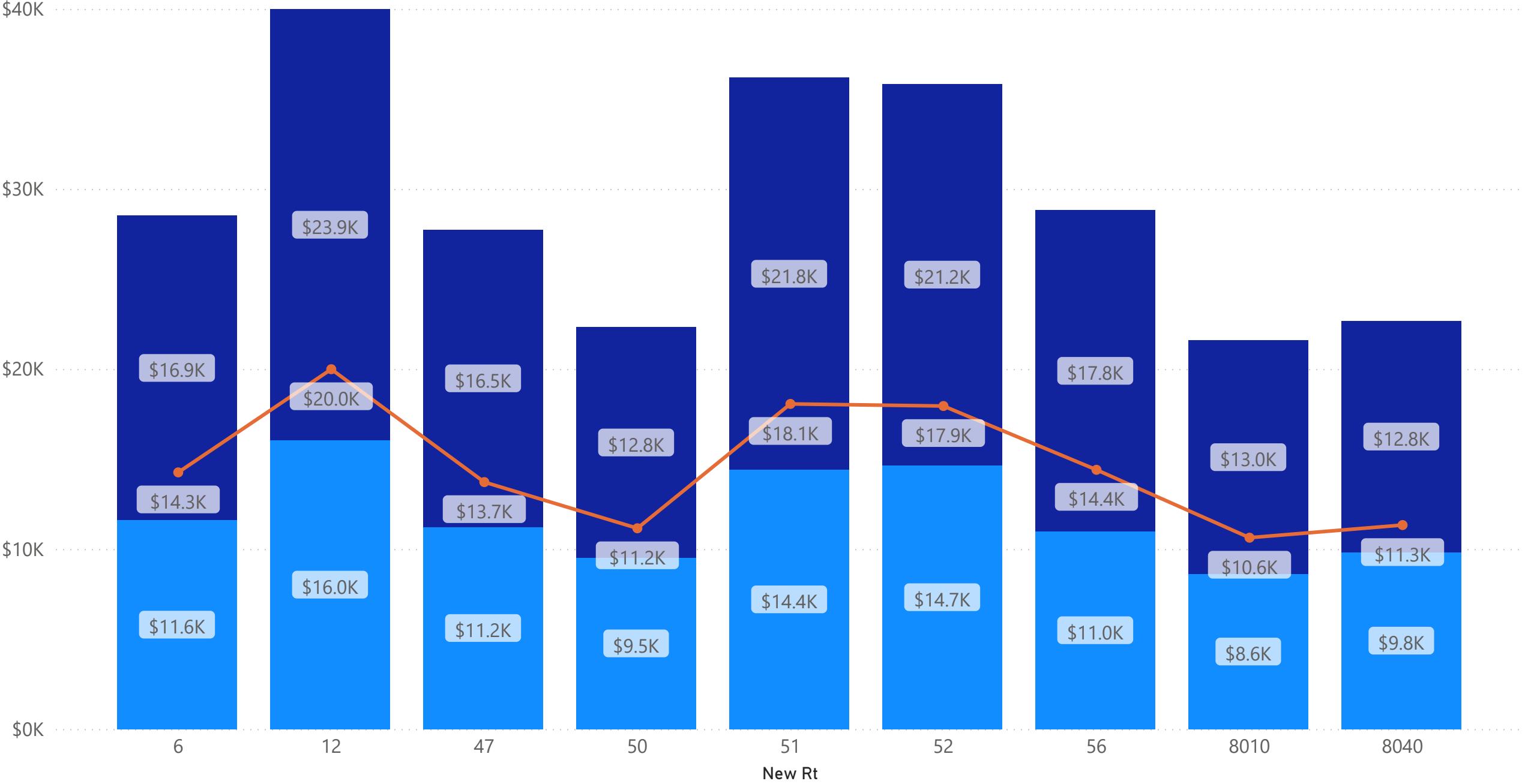
Current Route Revenue Deviation

● Q2 Low Revenue Deviation ● Q2 High Revenue Deviation ● Avg Revenue



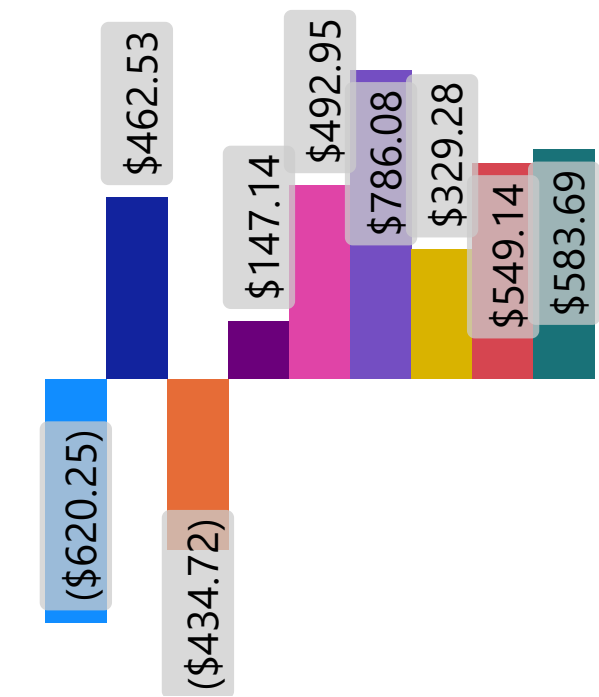
New Route Revenue Deviation

● Q2 Low Revenue Deviation ● Q2 High Revenue Deviation ● Avg Revenue



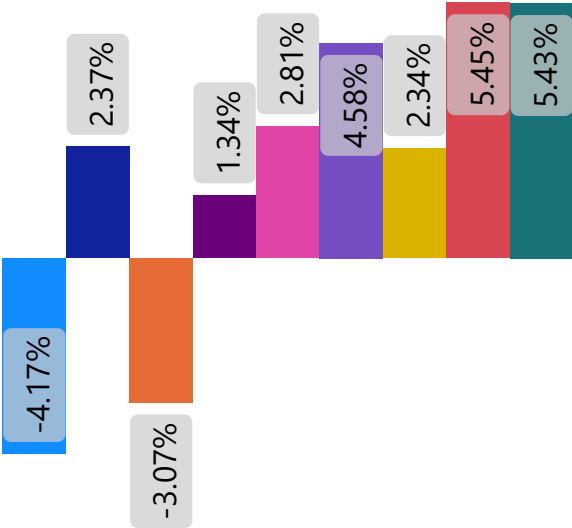
After Reroute Revenue \$ Gained/Lost

- Rt 6 Q2
- Rt 12 Q2
- Rt 47 Q2
- Rt 50 Q2
- Rt 51 Q2
- Rt 52 Q2
- Rt 56 Q2
- Rt 8010 Q2
- Rt 8040 Q2

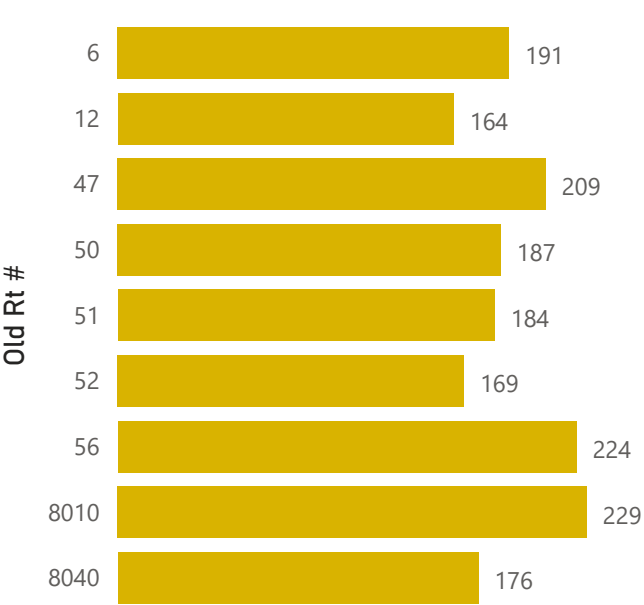


After Reroute Revenue % Change

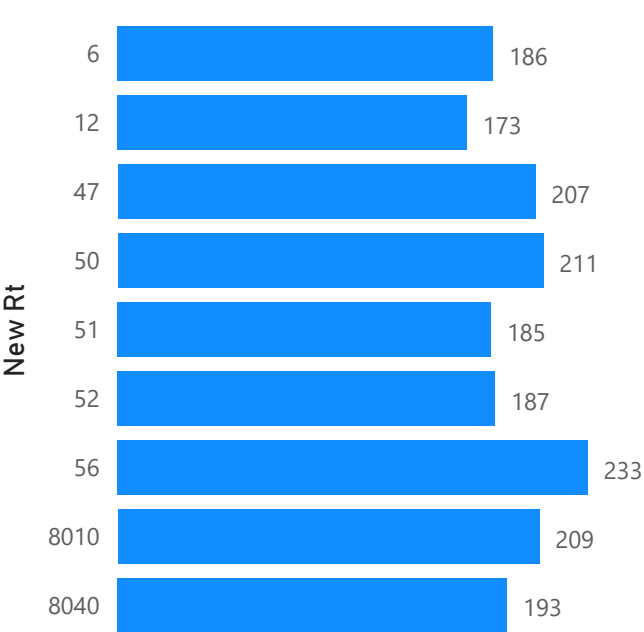
- Rt 6
- Rt 12
- Rt 47
- Rt 50
- Rt 51
- Rt 52
- Rt 56
- Rt 8010
- Rt 8040



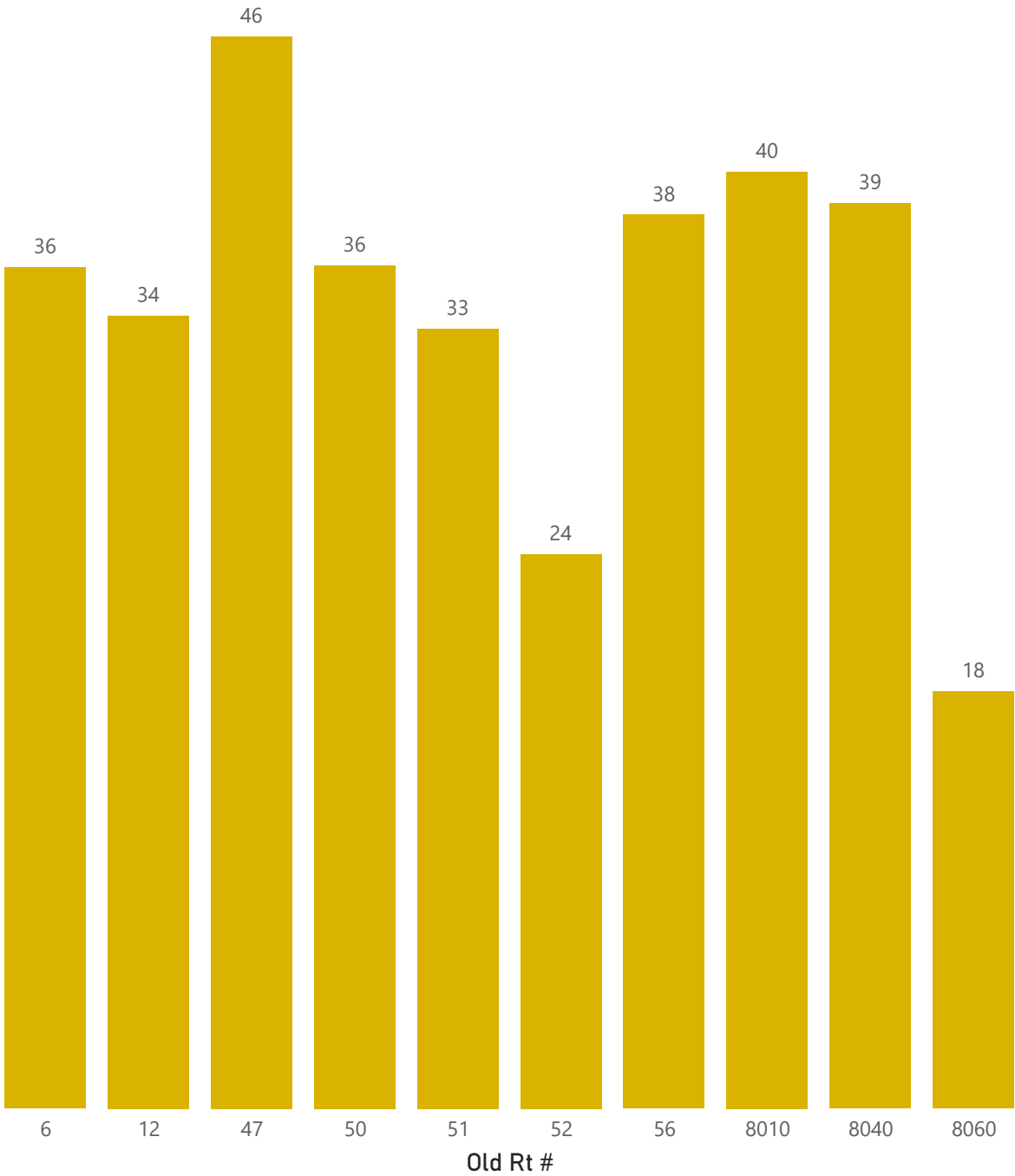
Current Customer Count



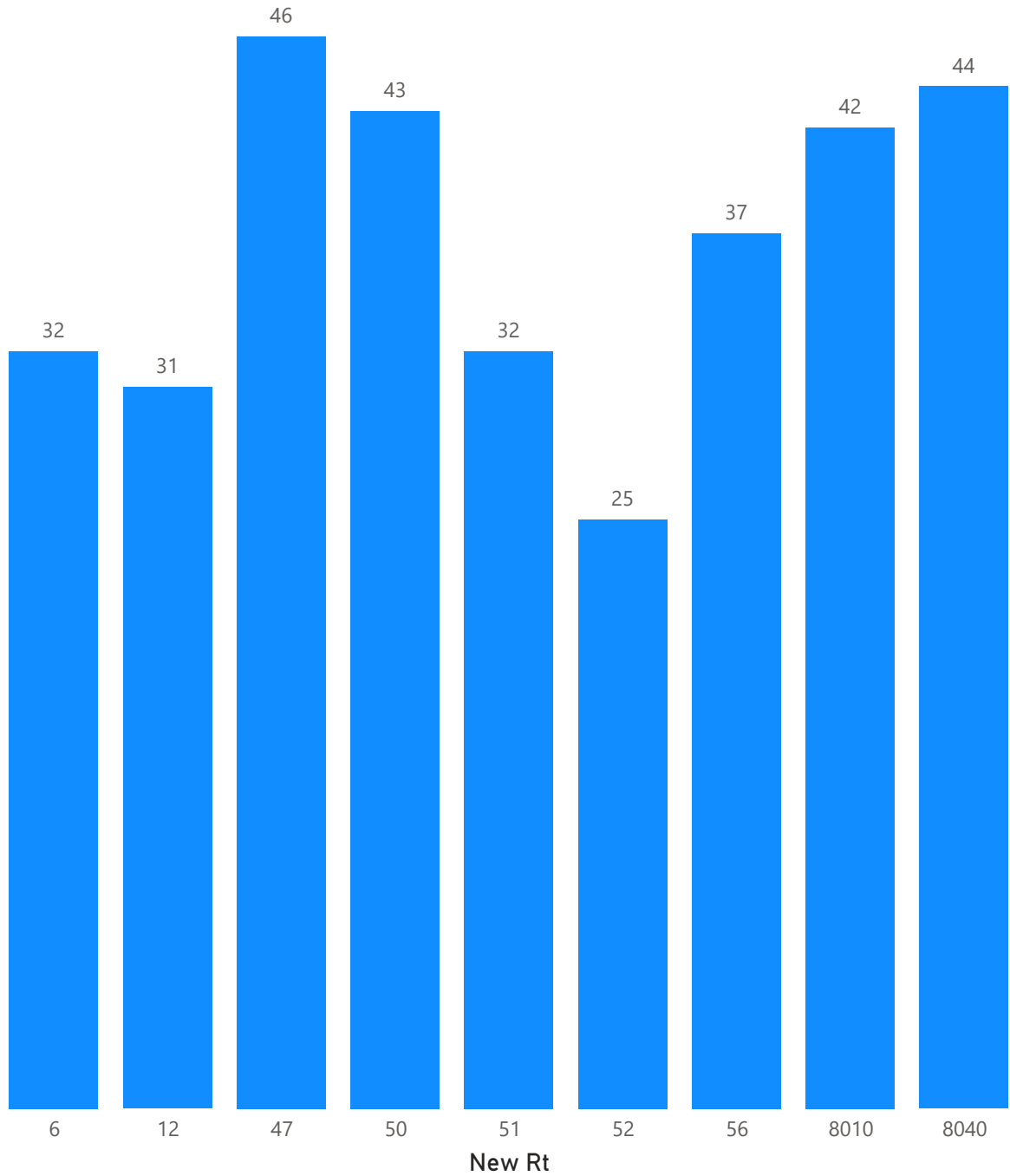
New Customer count



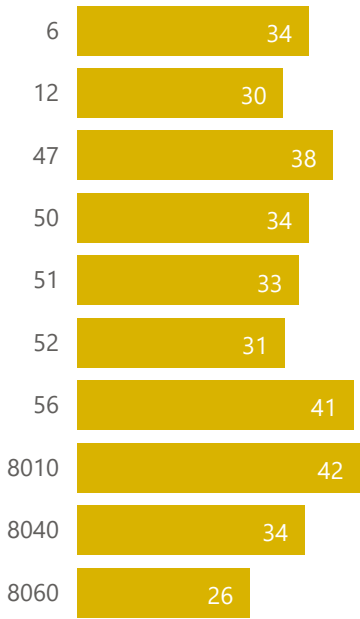
Average Weekly Hours per Route



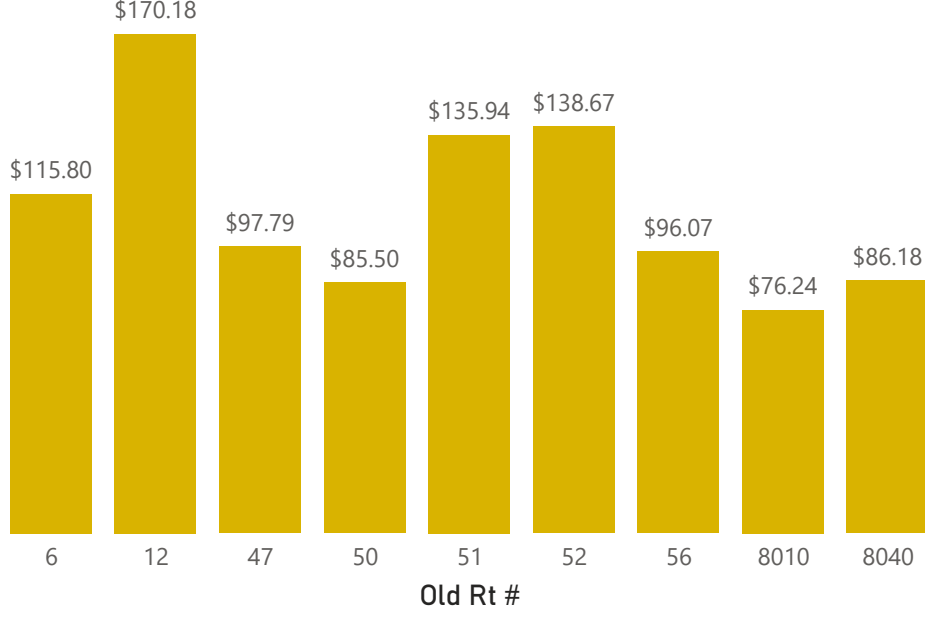
Average Weekly Hours per Route



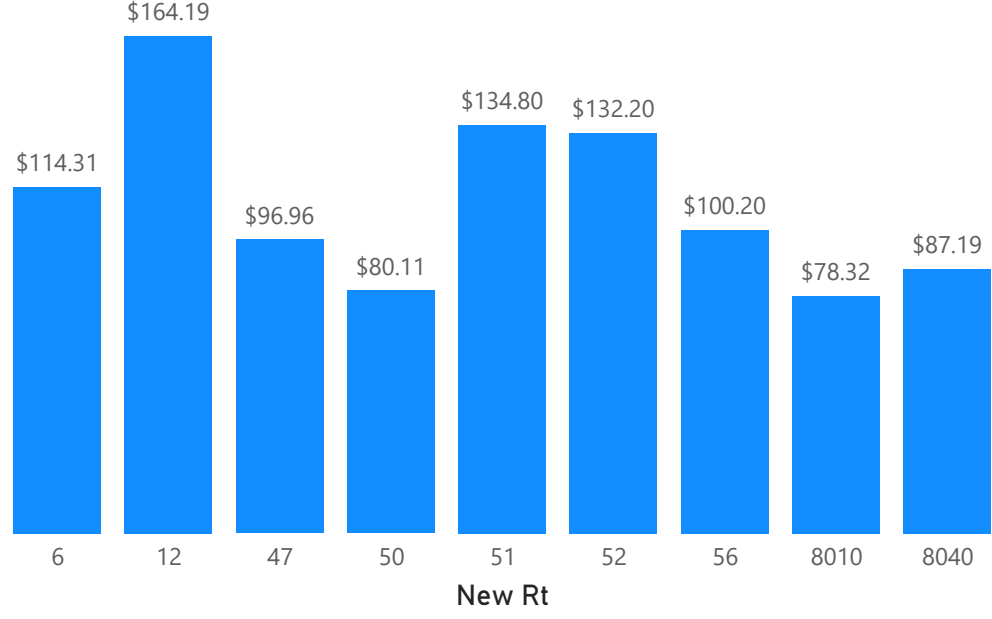
Average Current Daily Stops



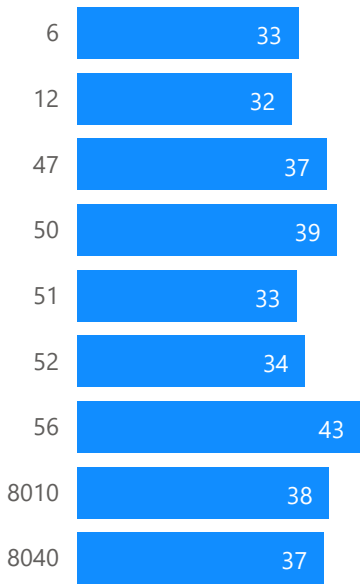
Average Current Stop Size (Q2)



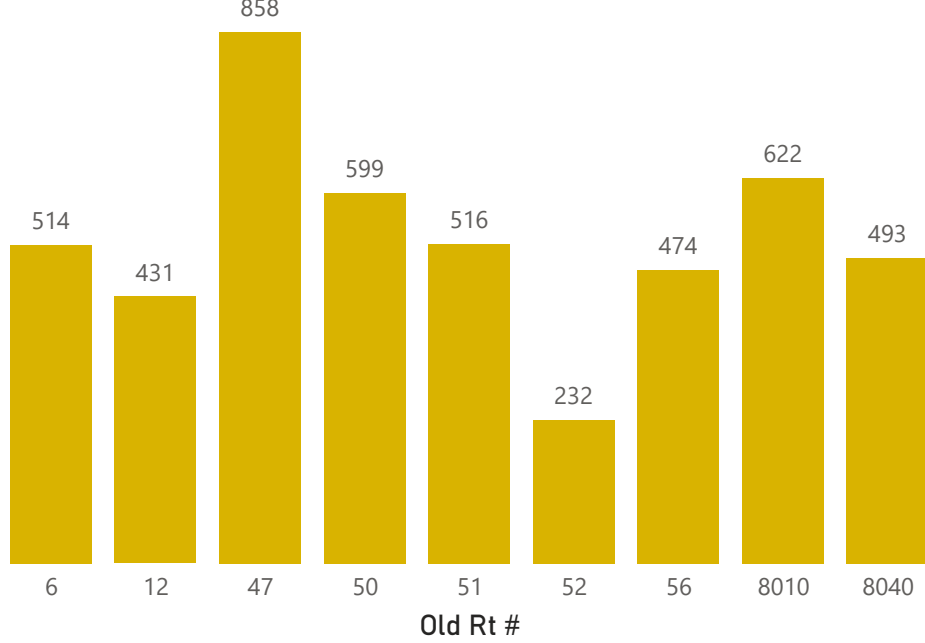
Average New Stop Size (Q2)



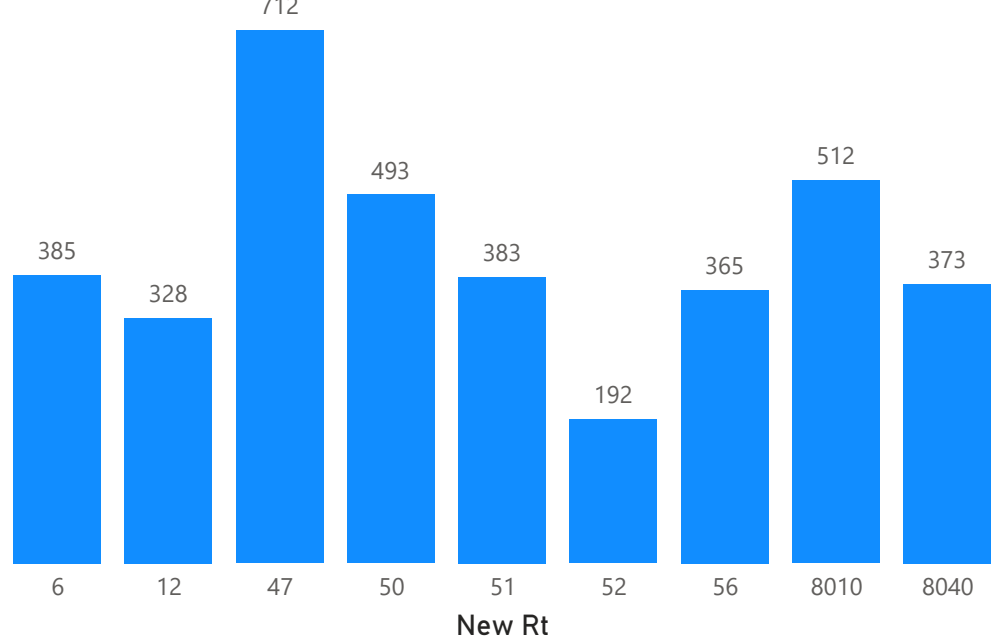
Average Current Daily Stops



Average Current Weekly Miles

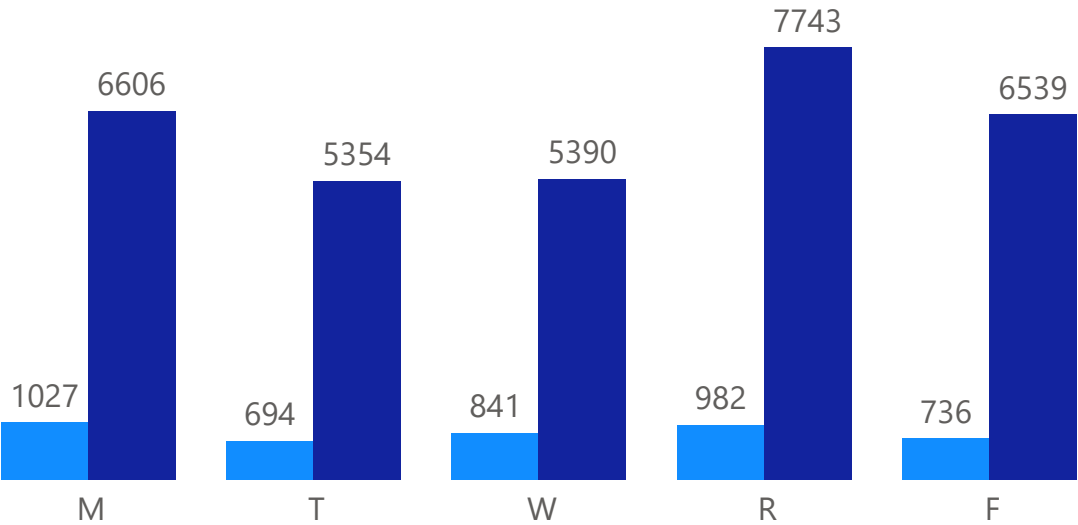


Average Total Miles by New Rt



Garment Distribution

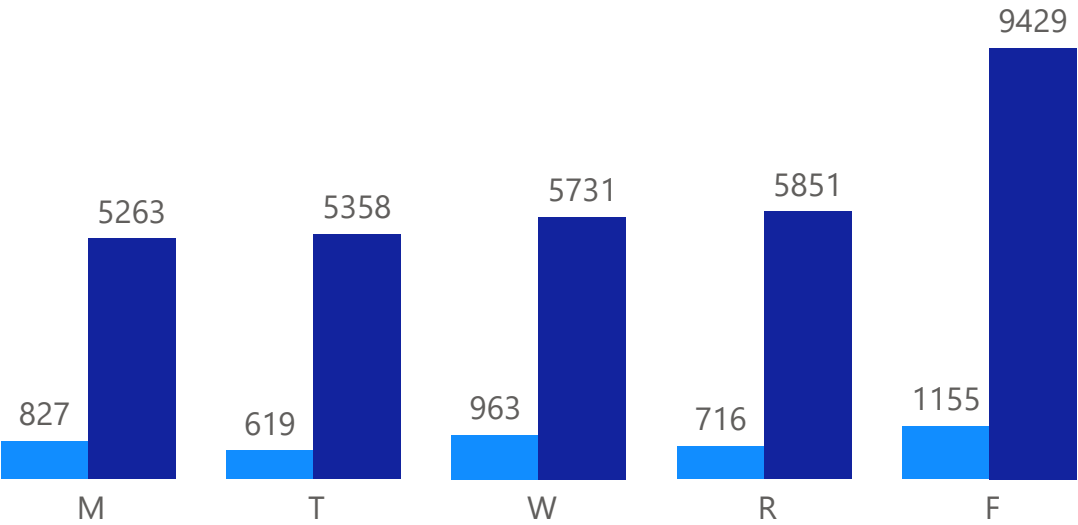
● Avg Garment Scans per Delivery ● Garment Inventory



Old Delivery Day

Garment Distribution

● Avg Garment Scans per Delivery ● Garment Inventory



New Delivery Day

Average Pieces processed of Retape Accounts

2466

Average Underwash of Retape Accounts

85.65%

Total Garment inventory of Retape Accounts

17725

Total # Of Wearers to be Retaped

864

Total # Of accounts Needing Retaping

184

Garment Accounts Changing Day Only

118

Garment Accounts Changing Route Only

19

Garment Accounts Changing Both Route and Day

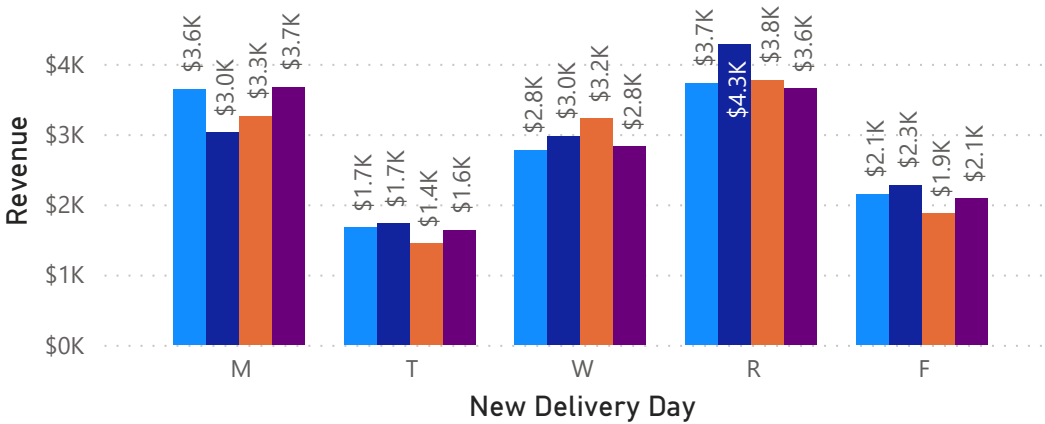
47

Garment Accounts Not Changing

129

Average Revenue

Q1 Revenue Q2 Revenue Q3 Revenue Q4 Revenue



New Rt

Week #

Avg Week Hours

32.36

Of Customers

186

\$13.95K \$14.26K

Q1 Revenue

Q2 Revenue

-3.35%

Rt 6 Q1 %Change

-4.17%

Rt 6 Q2 %Change

\$13.55K \$13.86K

Q3 Revenue

Q4 Revenue

-3.20%

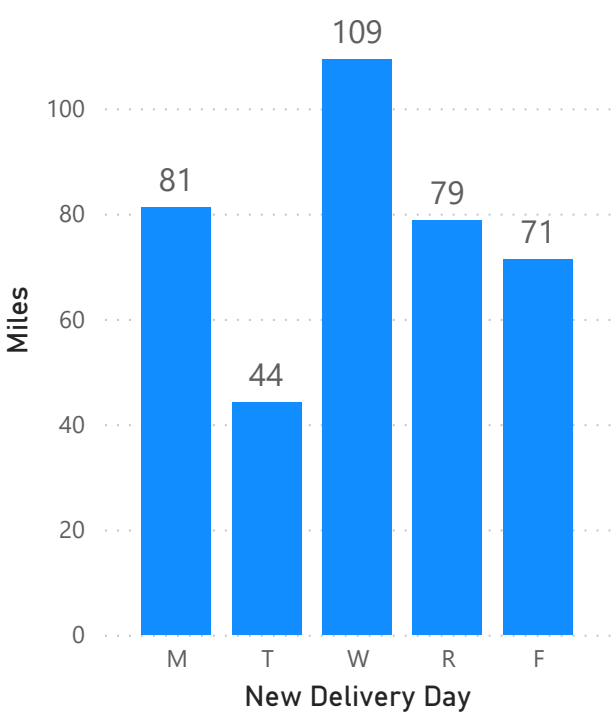
Rt 6 Q3 %Change

-3.46%

Rt 6 Q4 %Change

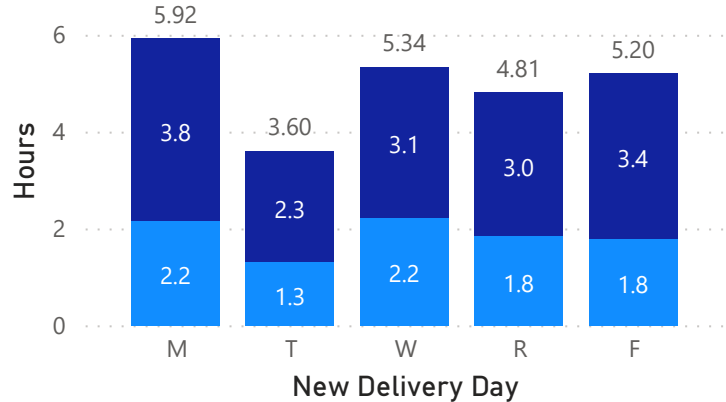
Average Stop Size

Total Miles Driven



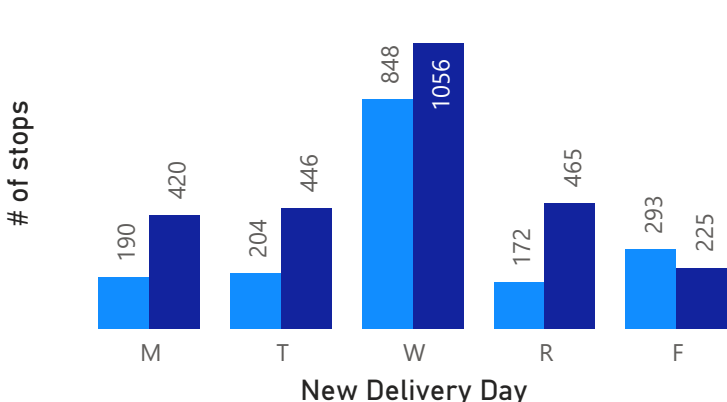
Hours Breakdown

Hours Travel Hours Of Service



Typical Garment Load

Avg Garments Processed Garment Inventory



\$114.31

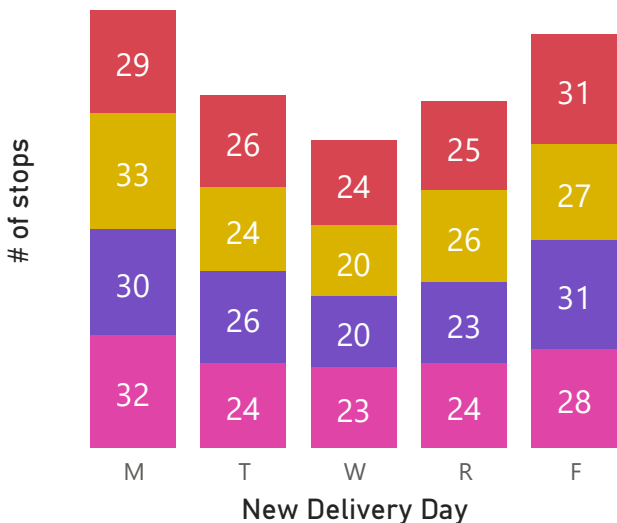
Average Miles Between Stops

4

Average Daily Miles

77

Stop Counts



of Accounts on New Route # of New Accounts

186

4

Origin of accounts Comprising New Route

Old Rt # 6 50 56



Destination of Accounts Leaving Original Route

New Rt 8040 12

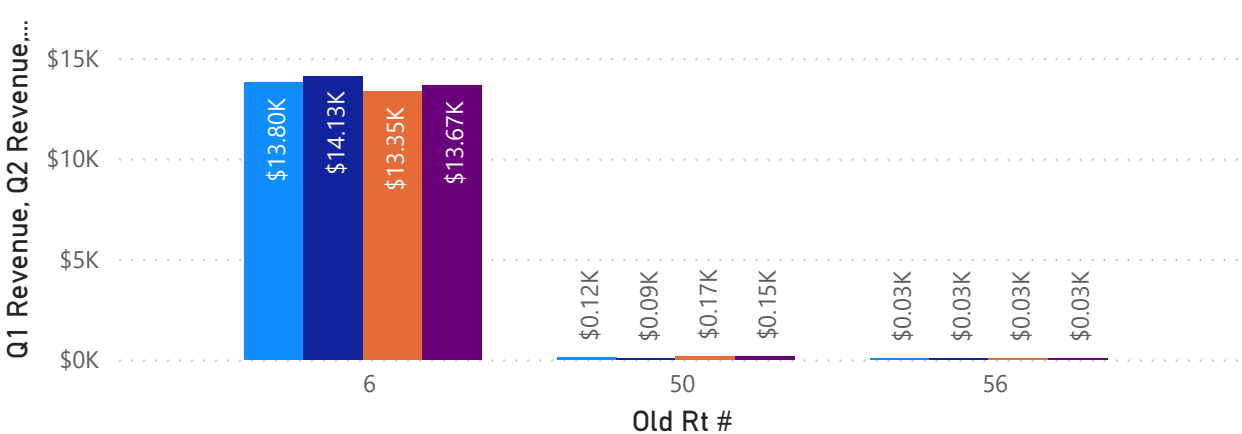


New Rt

6

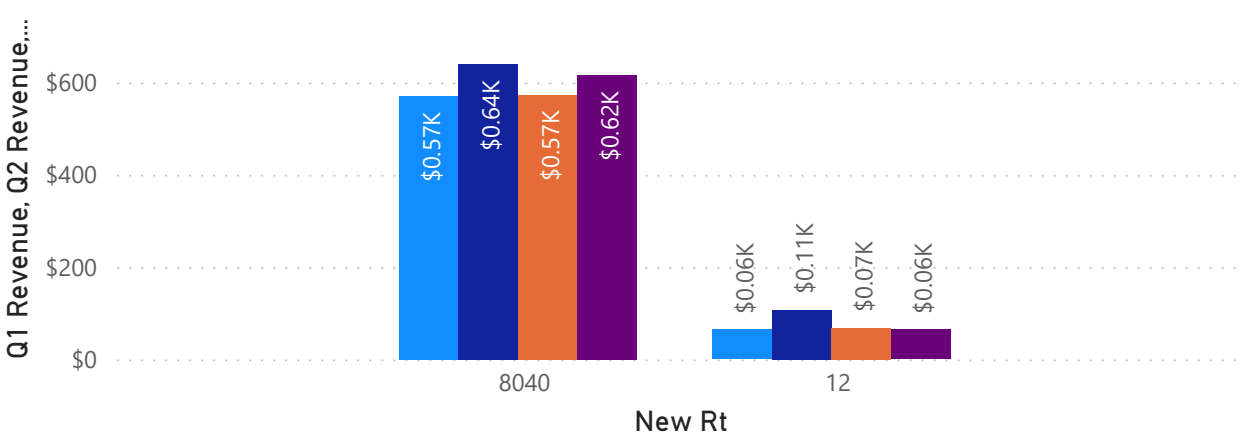
Origin of Revenue Comprising New Route

Q1 Revenue Q2 Revenue Q3 Revenue Q4 Revenue



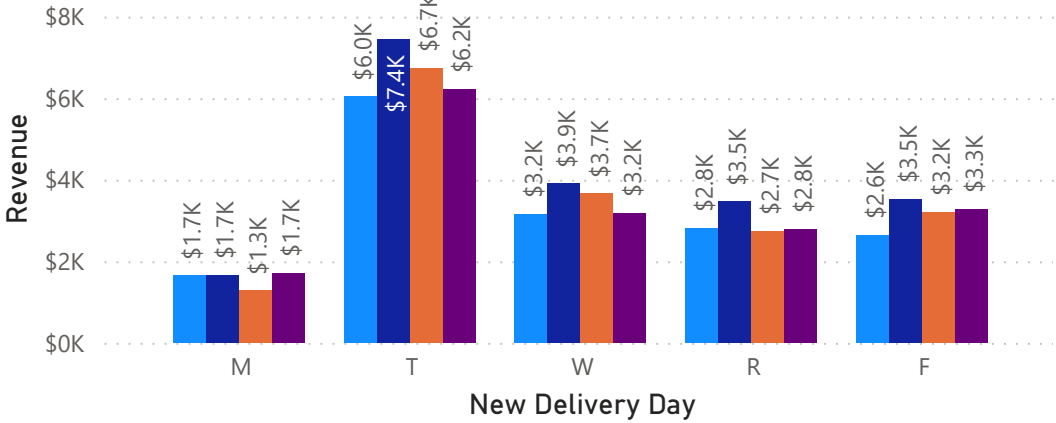
Destination of Revenue Leaving Original Route

Q1 Revenue Q2 Revenue Q3 Revenue Q4 Revenue



Average Revenue

Q1 Revenue Q2 Revenue Q3 Revenue Q4 Revenue



New Rt ⌵

⌵

Week # ⌵

⌵

Avg Week Hours

30.83

Of Customers

181

\$16.30K \$19.99K

Q1 Revenue

Q2 Revenue

5.19%

Rt 12 Q1 %Change

2.37%

Rt 12 Q2 %Change

\$17.62K \$17.17K

Q3 Revenue

Q4 Revenue

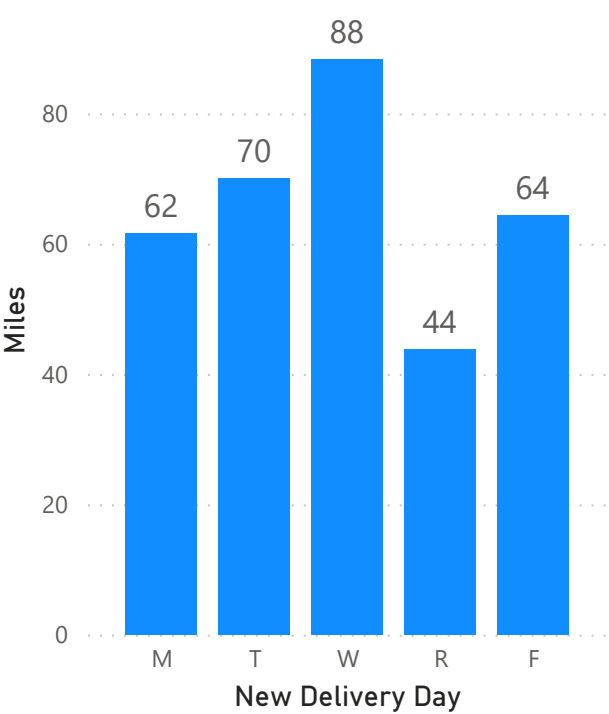
3.26%

Rt 12 Q3 %Change

4.18%

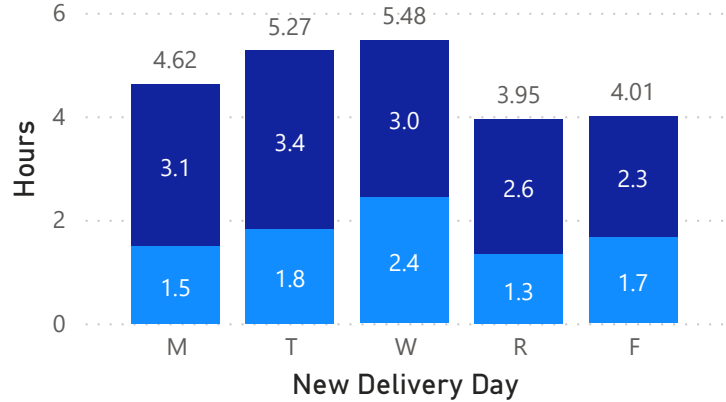
Rt 12 Q4 %Change

Total Miles Driven



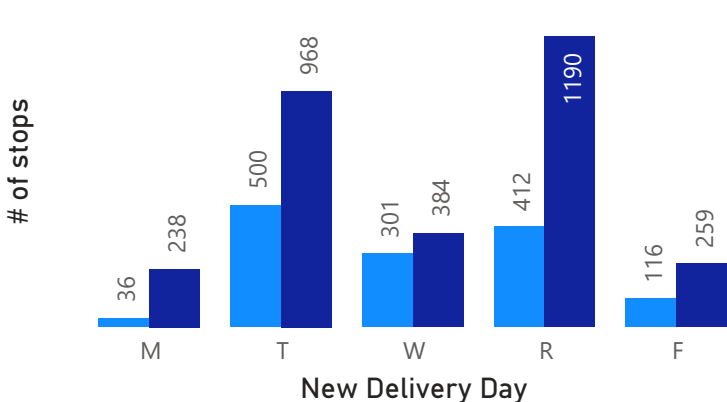
Hours Breakdown

Hours Travel Hours Of Service



Typical Garment Load

Avg Garments Processed Garment Inventory



\$164.19

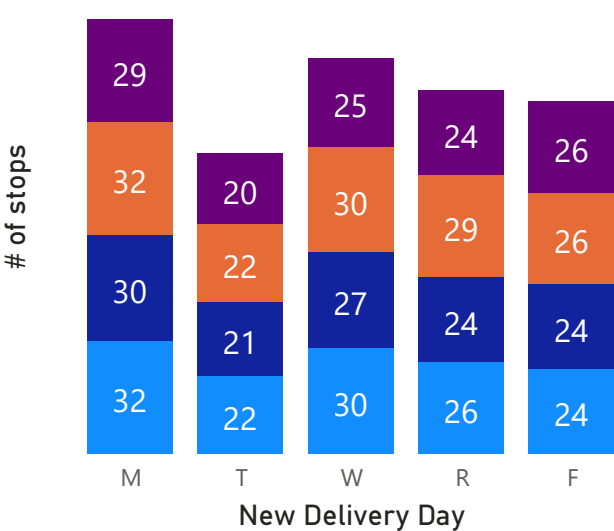
Average Miles Between Stops

3

Average Daily Miles

66

Stop Counts



of Accounts on New Route # of New Accounts

181

38

Origin of accounts Comprising New Route

Old Rt # 12 50 51 6



Destination of Accounts Leaving Original Route

New Rt 52

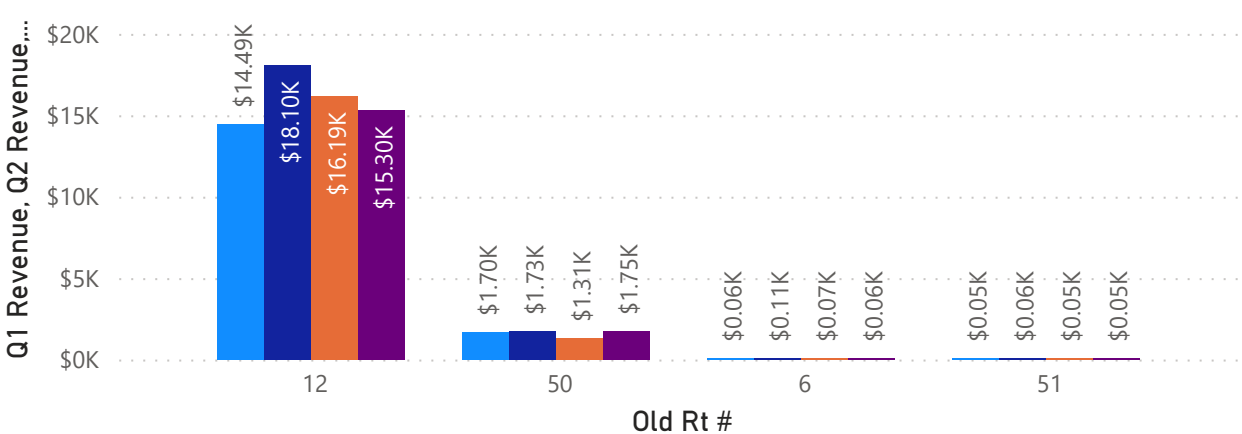


New Rt

12

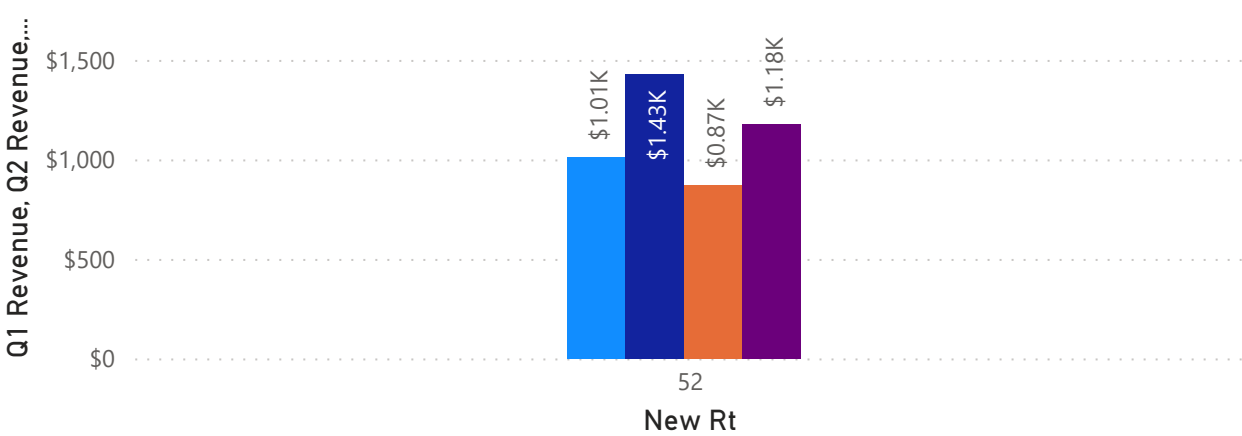
Origin of Revenue Comprising New Route

Q1 Revenue Q2 Revenue Q3 Revenue Q4 Revenue



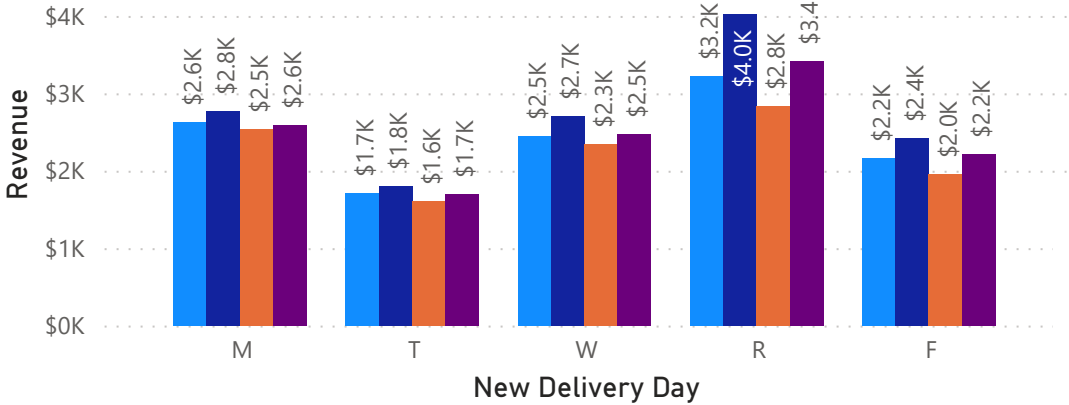
Destination of Revenue Leaving Original Route

Q1 Revenue Q2 Revenue Q3 Revenue Q4 Revenue



Average Revenue

Q1 Revenue Q2 Revenue Q3 Revenue Q4 Revenue



New Rt

Week #

Avg Week Hours

45.80

Of Customers

207

\$12.17K \$13.72K

Q1 Revenue

Q2 Revenue

-2.87%

Rt 47 Q1 %Change

-2.87%

Rt 47 Q1 %Change

\$11.27K \$12.39K

Q3 Revenue

Q4 Revenue

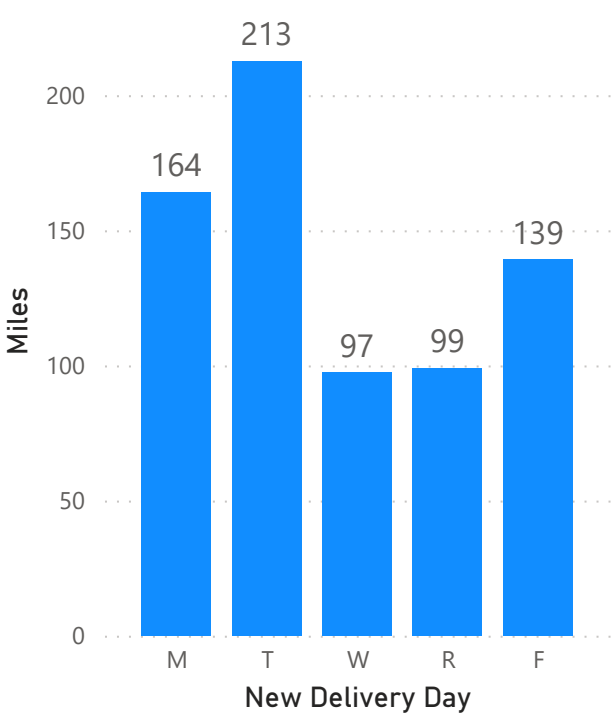
-3.10%

Rt 47 Q3 %Change

-3.15%

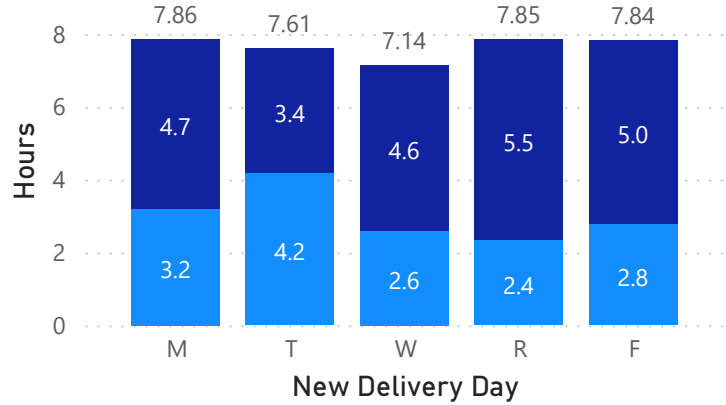
Rt 47 Q4 %Change

Total Miles Driven



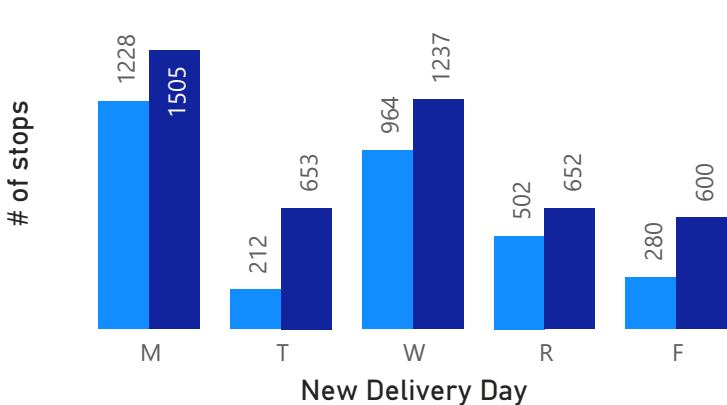
Hours Breakdown

Hours Travel Hours Of Service



Typical Garment Load

Avg Garments Processed Garment Inventory



\$96.96

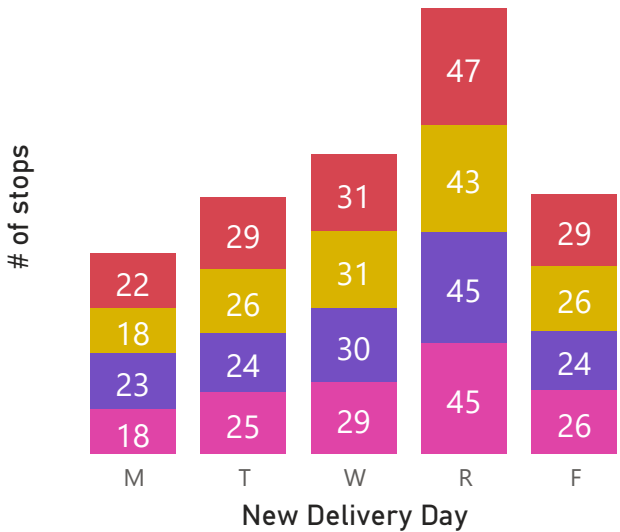
Average Miles Between Stops

6

Average Daily Miles

142

Stop Counts



of Accounts on New Route # of New Accounts

207

10

Origin of accounts Comprising New Route

Old Rt # 47 51



Destination of Accounts Leaving Original Route

New Rt 51

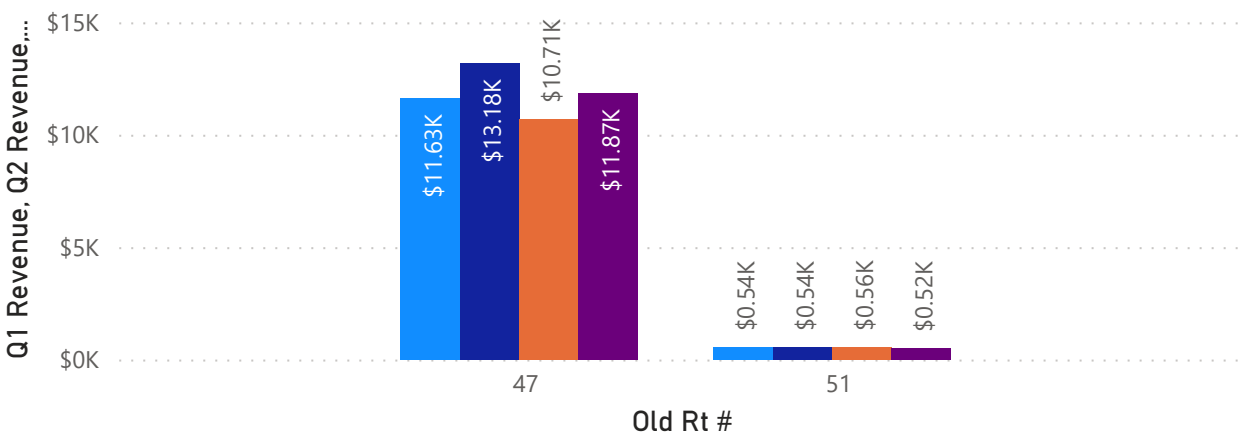


New Rt

47

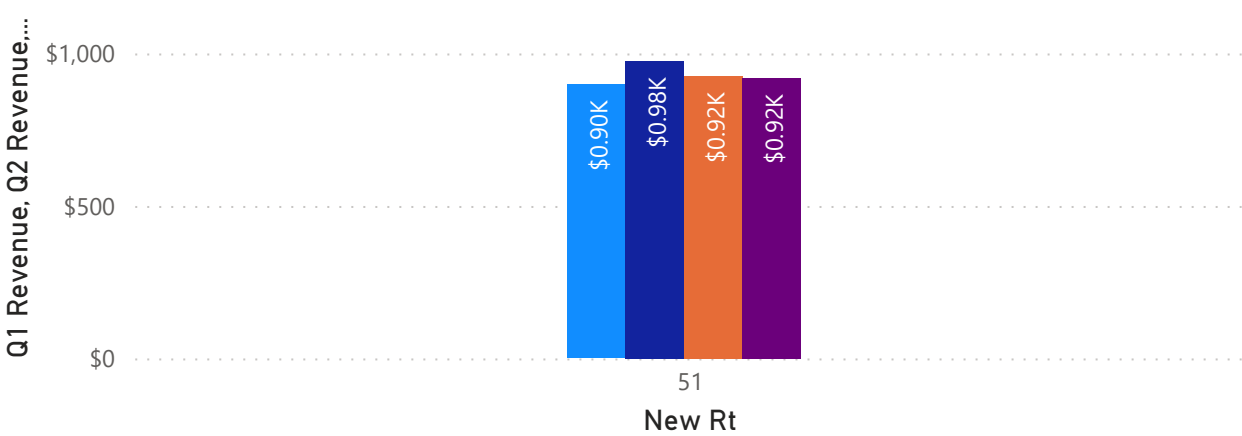
Origin of Revenue Comprising New Route

Q1 Revenue Q2 Revenue Q3 Revenue Q4 Revenue



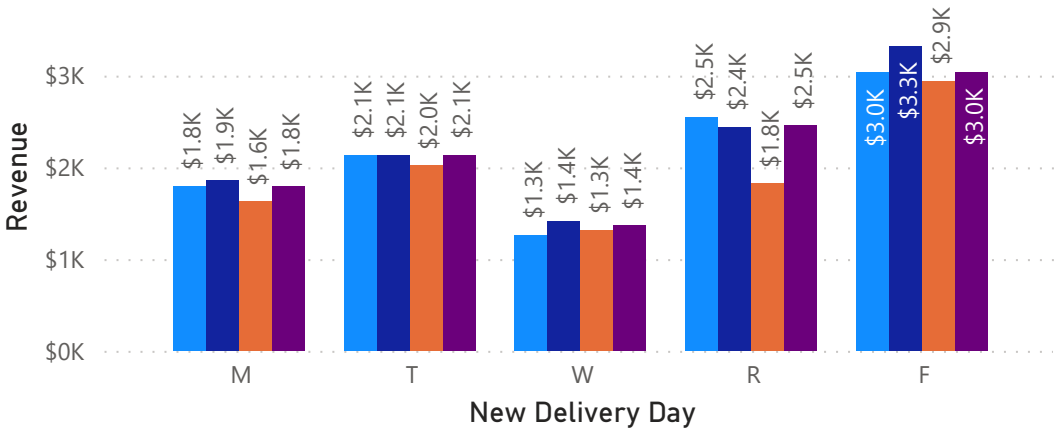
Destination of Revenue Leaving Original Route

Q1 Revenue Q2 Revenue Q3 Revenue Q4 Revenue



Average Revenue

Q1 Revenue Q2 Revenue Q3 Revenue Q4 Revenue



New Rt

Week #

Avg Week Hours

42.61

Of Customers

215

\$10.77K \$11.16K

Q1 Revenue

Q2 Revenue

1.23%

Rt 50 Q1 %Change

1.34%

Rt 50 Q2 %Change

\$9.72K

Q3 Revenue

7.25%

Rt 50 Q3 %Change

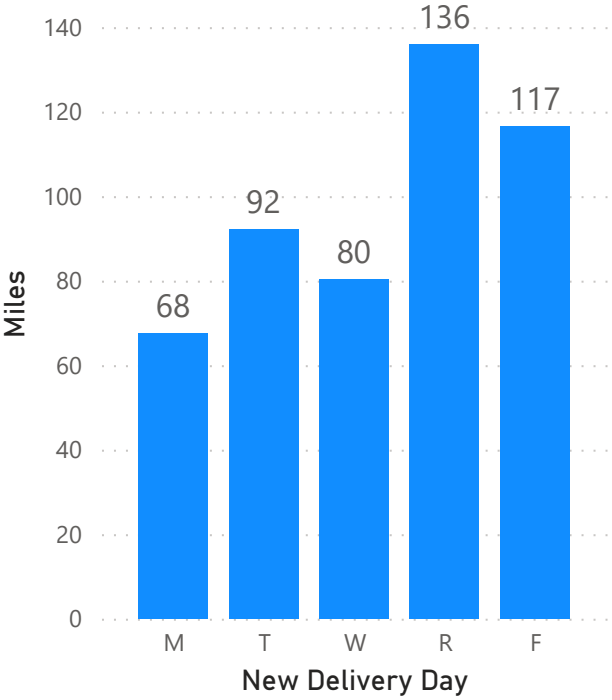
\$10.78K

Q4 Revenue

-0.20%

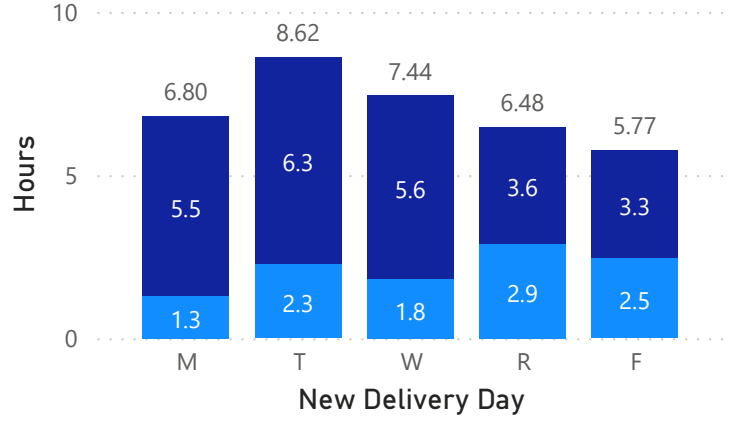
Rt 50 Q4 %Change

Total Miles Driven



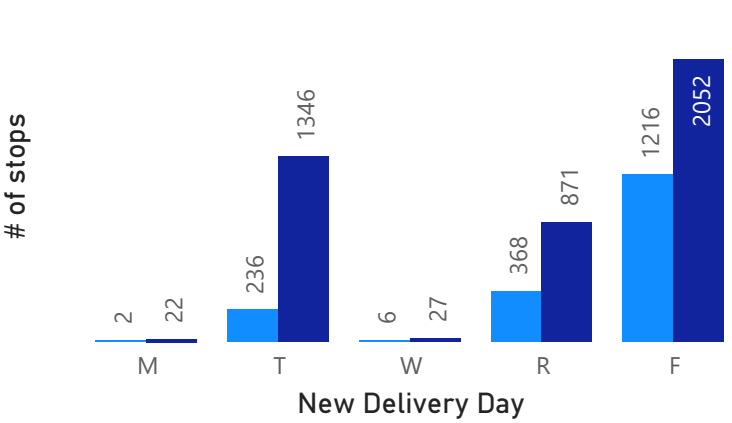
Hours Breakdown

Hours Travel Hours Of Service



Typical Garment Load

Avg Garments Processed Garment Inventory



\$80.11

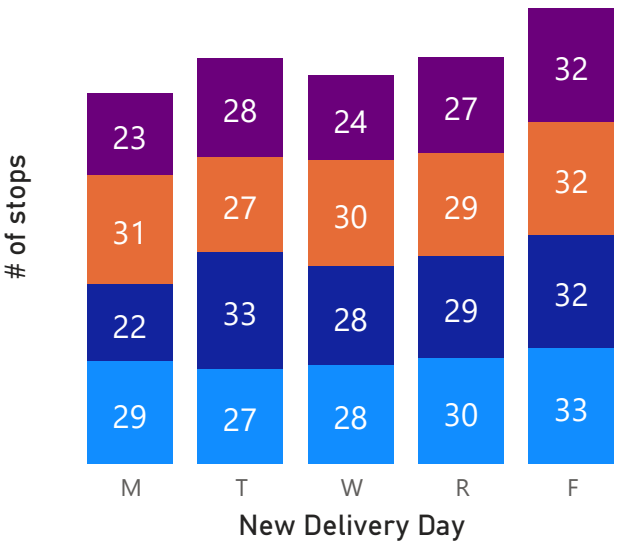
Average Miles Between Stops

4

Average Daily Miles

99

Stop Counts



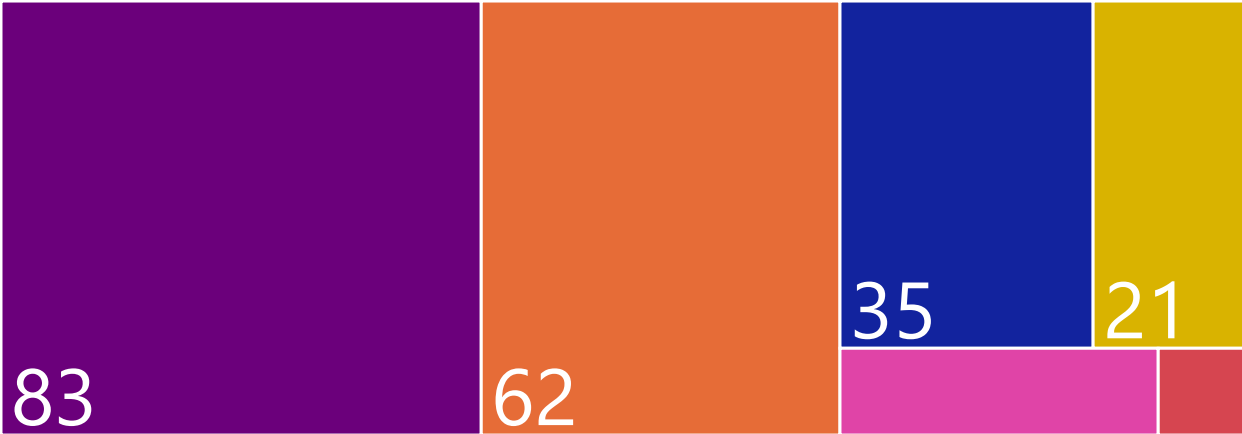
of Accounts on New Route # of New Accounts

215

132

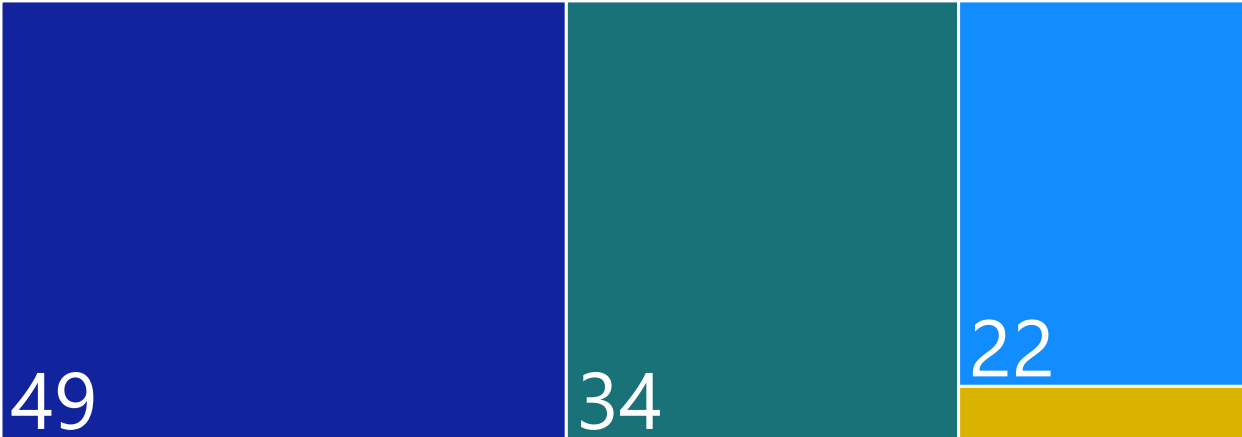
Origin of accounts Comprising New Route

Old Rt # 50 8010 8040 56 8060 51



Destination of Accounts Leaving Original Route

New Rt 56 12 8040 6

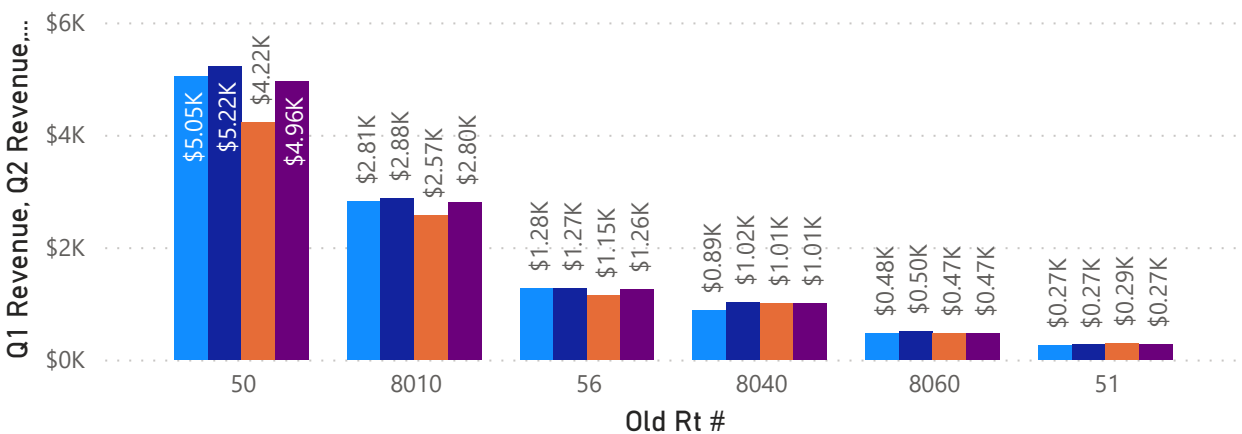


New Rt

50

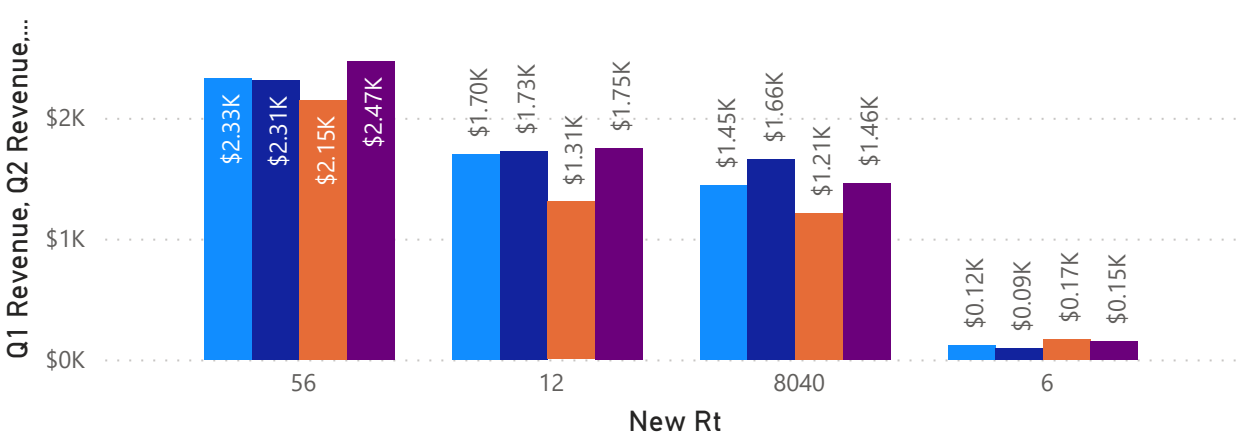
Origin of Revenue Comprising New Route

Q1 Revenue Q2 Revenue Q3 Revenue Q4 Revenue



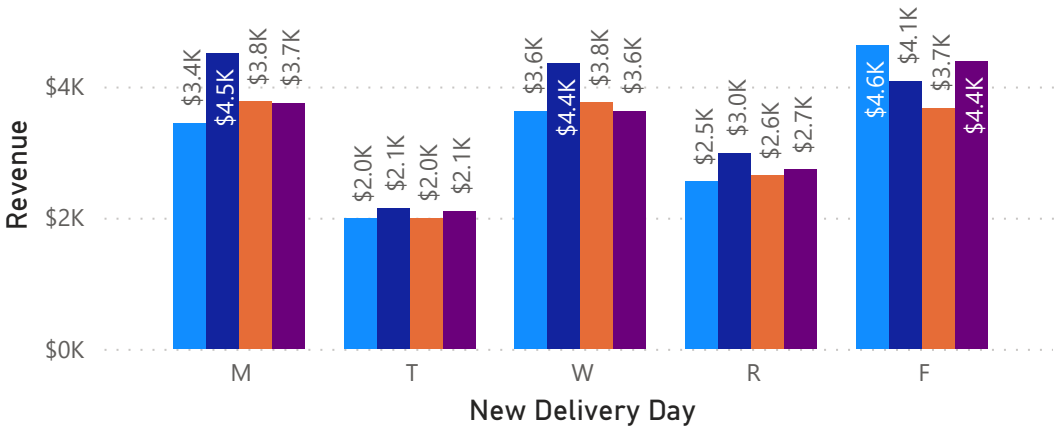
Destination of Revenue Leaving Original Route

Q1 Revenue Q2 Revenue Q3 Revenue Q4 Revenue



Average Revenue

Q1 Revenue Q2 Revenue Q3 Revenue Q4 Revenue



New Rt

Week #

Avg Week Hours

32.36

Of Customers

185

\$16.23K \$18.06K

Q1 Revenue

Q2 Revenue

2.17%

Rt 51 Q1 %Change

2.81%

Rt 51 Q2 %Change

\$15.83K \$16.59K

Q3 Revenue

Q4 Revenue

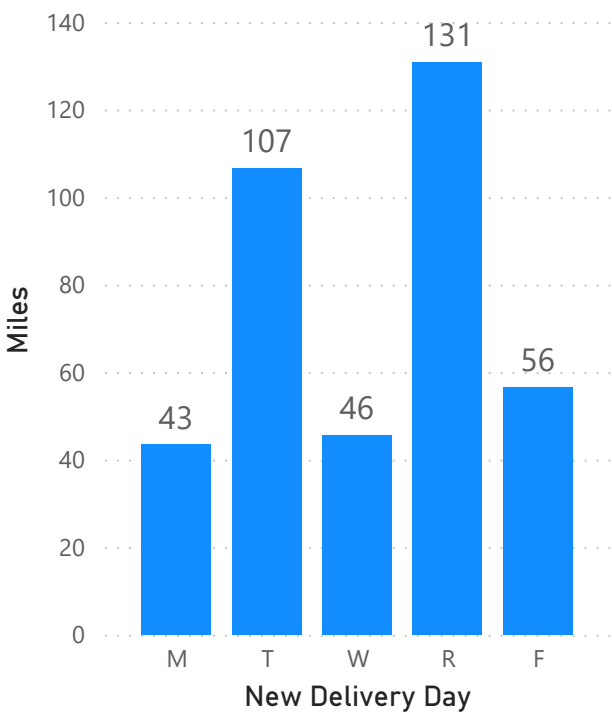
3.82%

Rt 51 Q3 %Change

2.34%

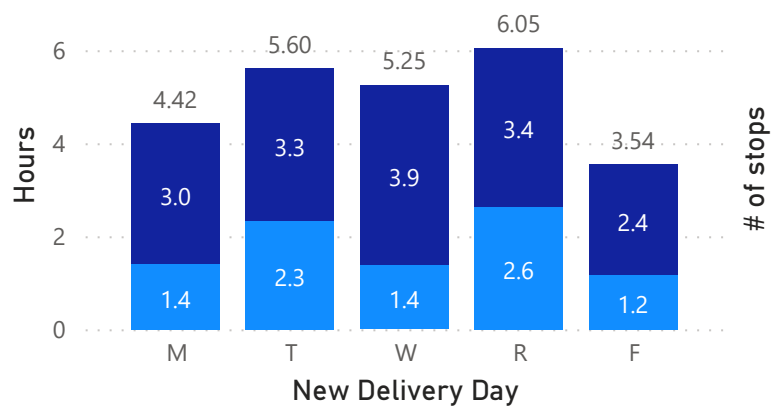
Rt 51 Q4 %Change

Total Miles Driven



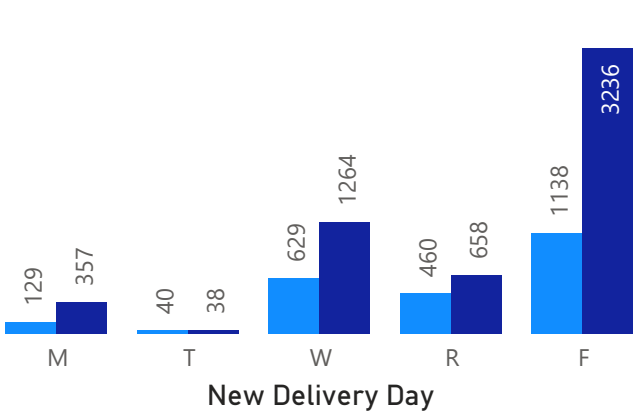
Hours Breakdown

Hours Travel Hours Of Service



Typical Garment Load

Avg Garments Processed Garment Inventory



\$134.80

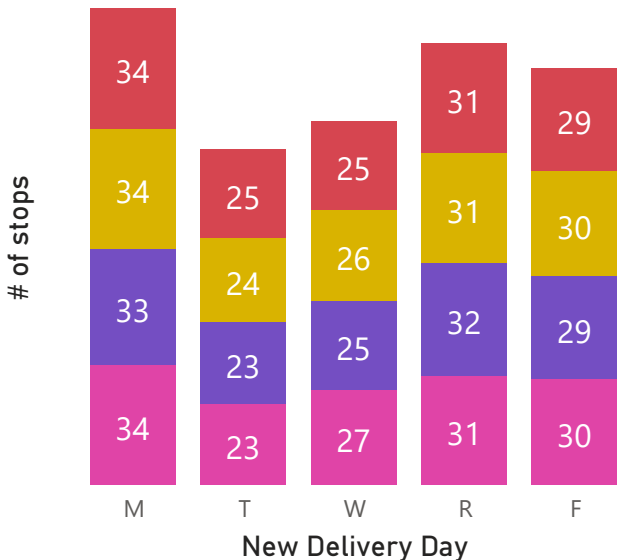
Average Miles Between Stops

4

Average Daily Miles

77

Stop Counts



of Accounts on New Route # of New Accounts

185

24

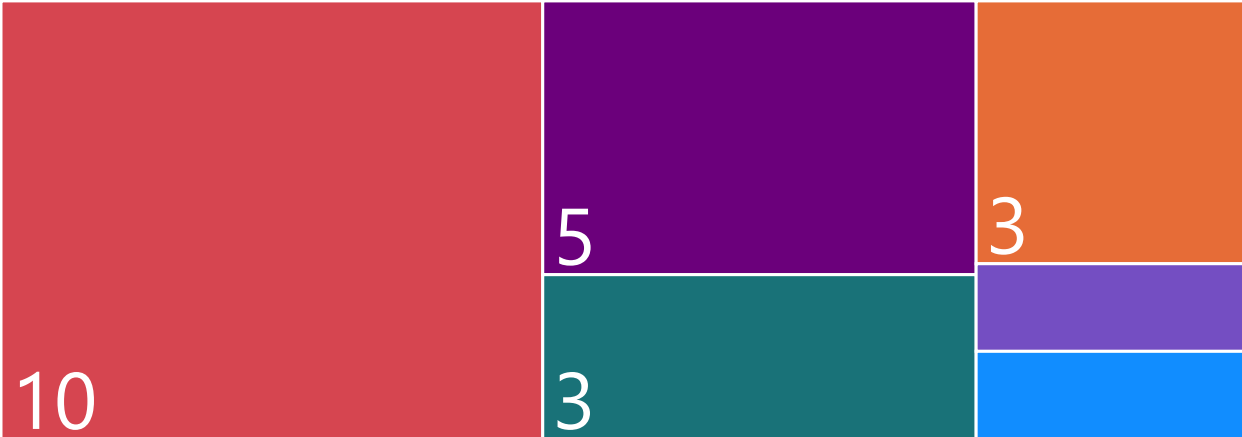
Origin of accounts Comprising New Route

Old Rt # 51 47 52 8060



Destination of Accounts Leaving Original Route

New Rt 47 8010 12 50 52 8040

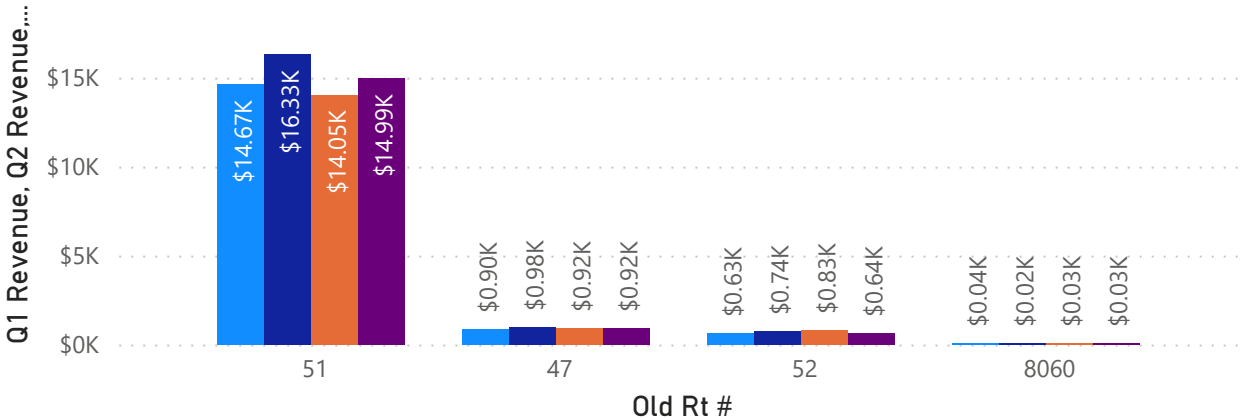


New Rt

51

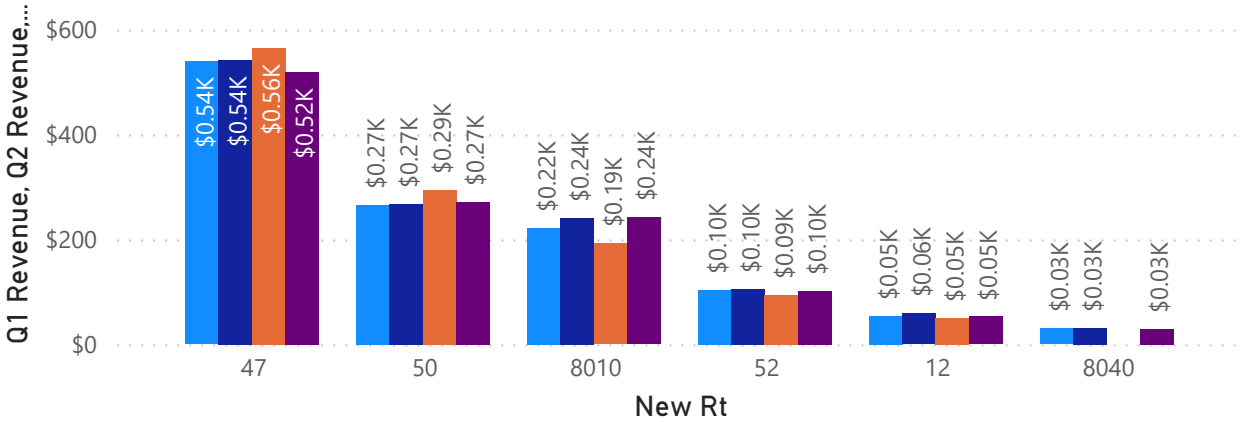
Origin of Revenue Comprising New Route

Q1 Revenue Q2 Revenue Q3 Revenue Q4 Revenue



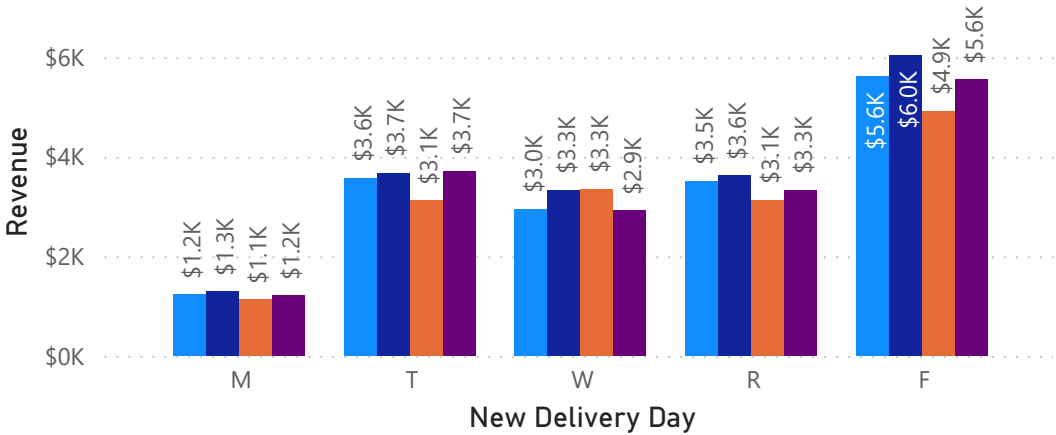
Destination of Revenue Leaving Original Route

Q1 Revenue Q2 Revenue Q3 Revenue Q4 Revenue



Average Revenue

Q1 Revenue Q2 Revenue Q3 Revenue Q4 Revenue



\$16.88K \$17.95K

Q1 Revenue

Q2 Revenue

2.92%

Rt 52 Q1 %Change

4.58%

Rt 52 Q2 %Change

\$15.64K \$16.71K

Q3 Revenue

Q4 Revenue

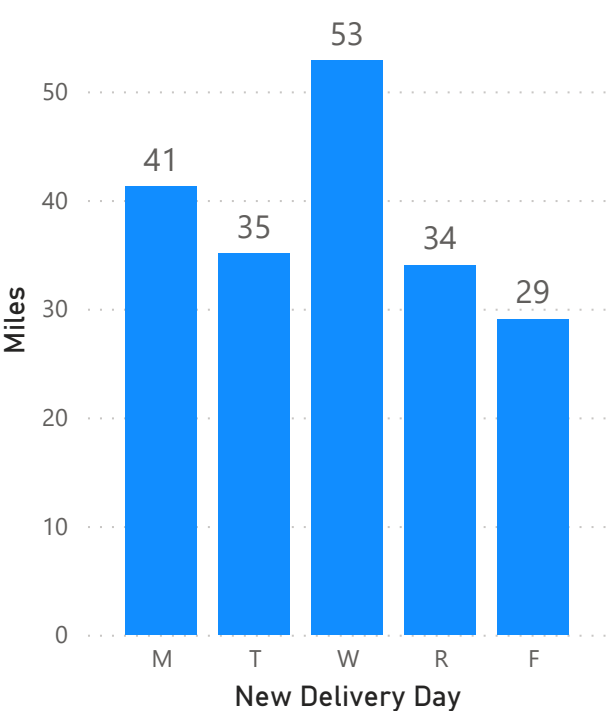
0.82%

Rt 52 Q3 %Change

3.89%

Rt 52 Q4 %Change

Total Miles Driven



New Rt

Week #

Avg Week Hours

25.18

Of Customers

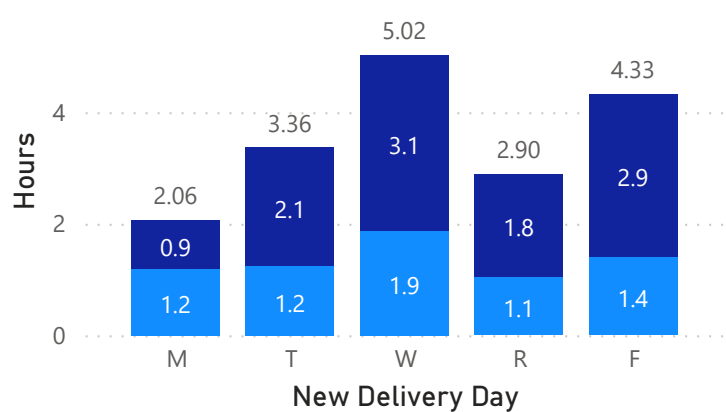
191

Average Stop Size

Stop Counts

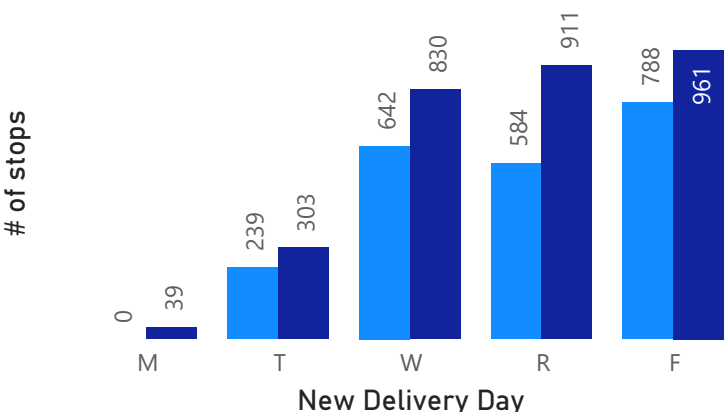
Hours Breakdown

Hours Travel Hours Of Service



Typical Garment Load

Avg Garments Processed Garment Inventory



\$132.20

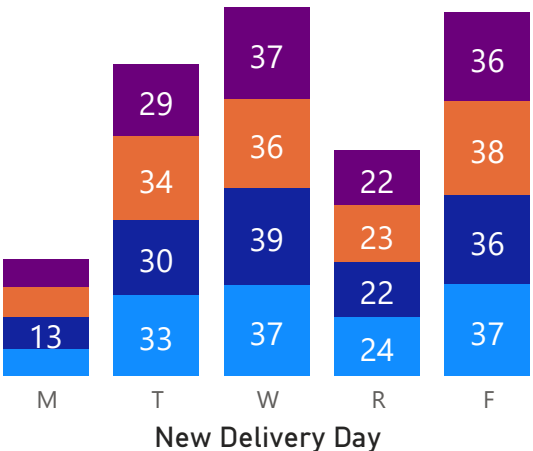
Average Miles Between Stops

2

Average Daily Miles

38

of stops



of Accounts on New Route # of New Accounts

191

30

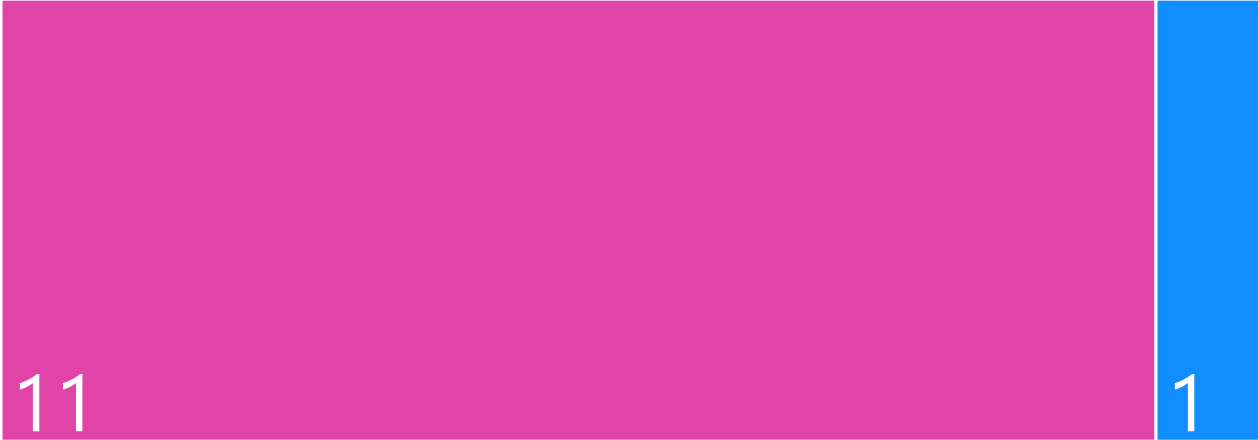
Origin of accounts Comprising New Route

Old Rt # 52 12 51



Destination of Accounts Leaving Original Route

New Rt 51 8040

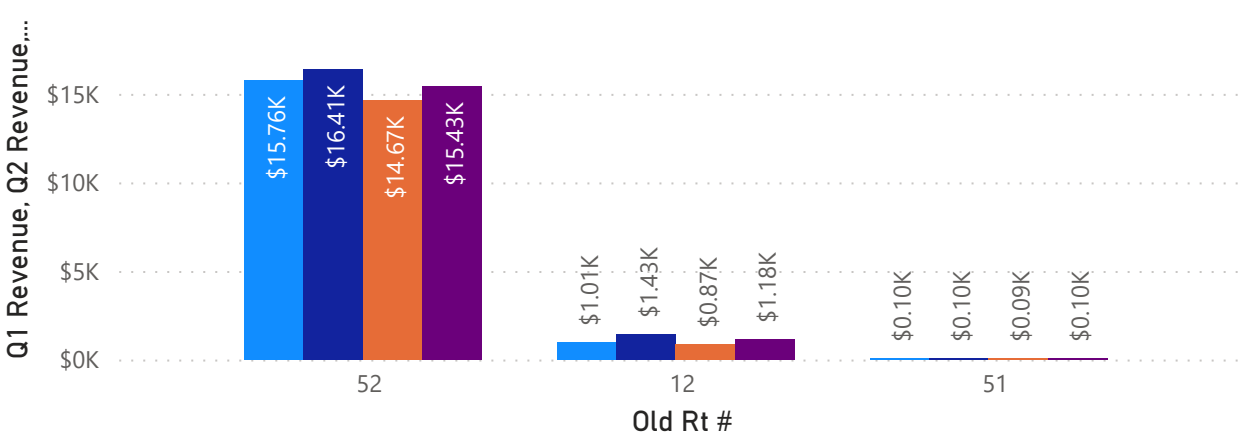


New Rt

52

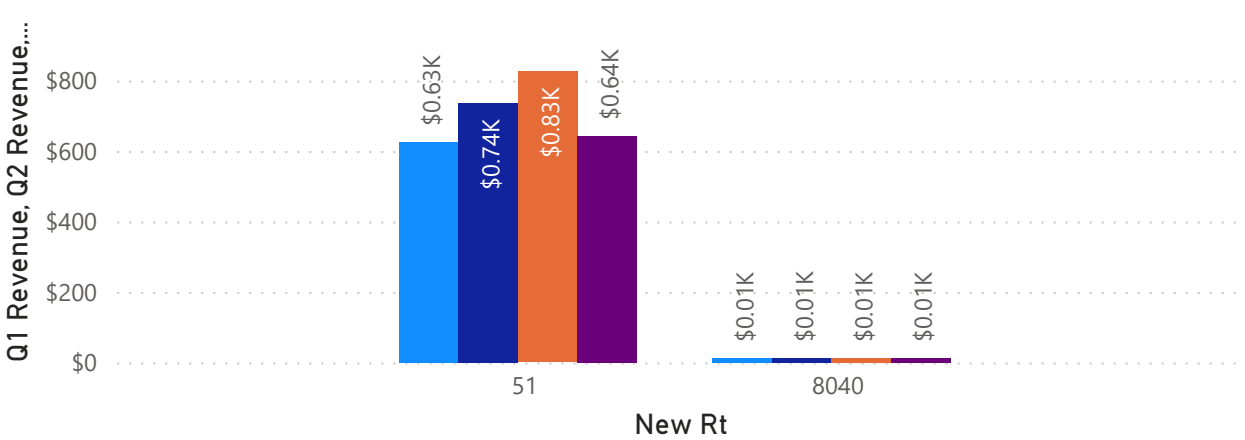
Origin of Revenue Comprising New Route

Q1 Revenue Q2 Revenue Q3 Revenue Q4 Revenue



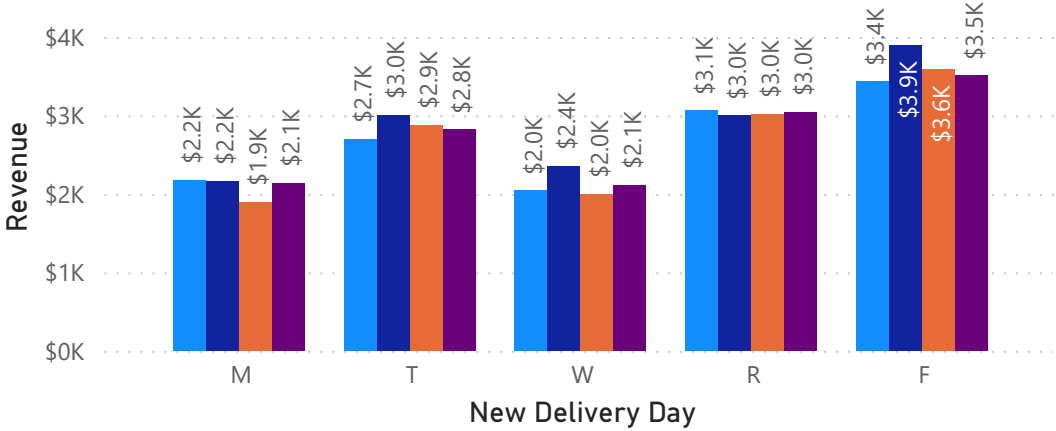
Destination of Revenue Leaving Original Route

Q1 Revenue Q2 Revenue Q3 Revenue Q4 Revenue



Average Revenue

Q1 Revenue Q2 Revenue Q3 Revenue Q4 Revenue



New Rt

Week #

Avg Week Hours

37.41

Of Customers

233

\$13.40K \$14.40K

Q1 Revenue

Q2 Revenue

1.68%

Rt 56 Q1 %Change

2.34%

Rt 56 Q2 %Change

\$13.37K \$13.61K

Q3 Revenue

Q4 Revenue

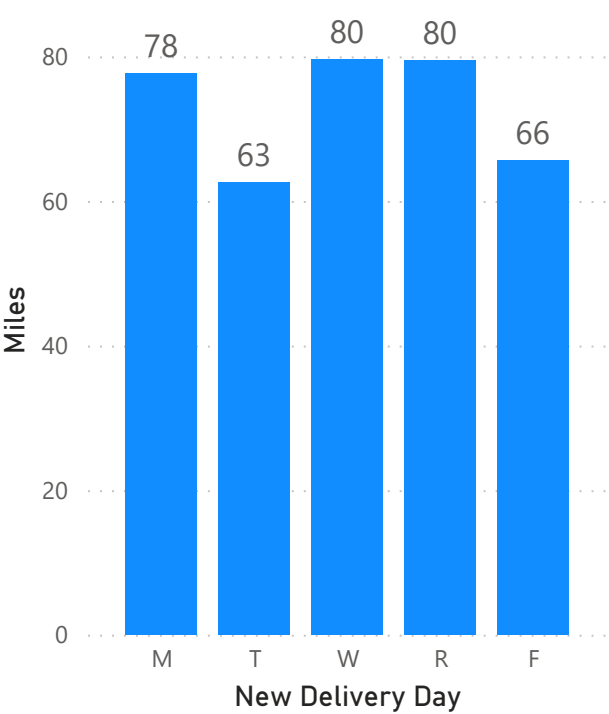
3.06%

Rt 56 Q3 %Change

3.95%

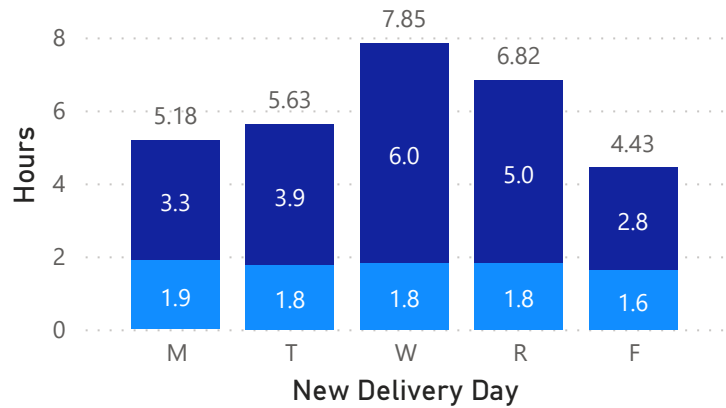
Rt 56 Q4 %Change

Total Miles Driven



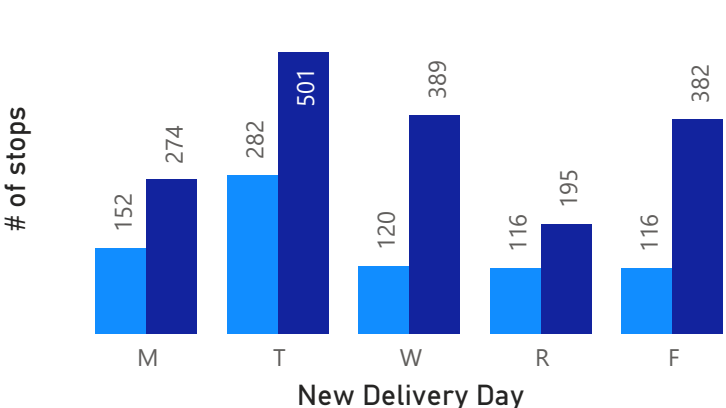
Hours Breakdown

Hours Travel Hours Of Service



Typical Garment Load

Avg Garments Processed Garment Inventory



\$100.20

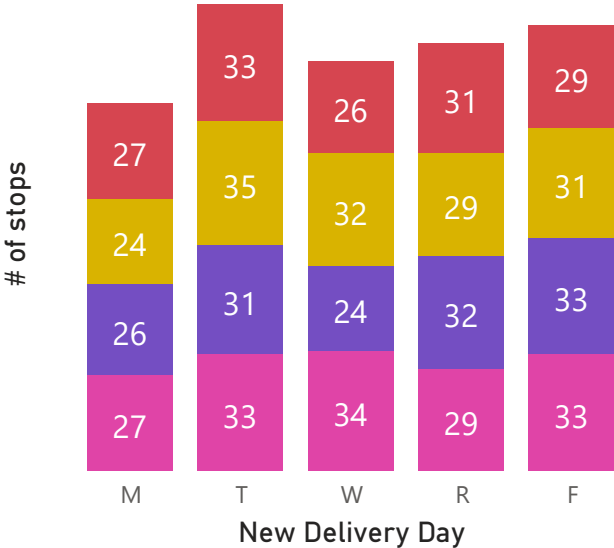
Average Miles Between Stops

3

Average Daily Miles

73

Stop Counts



of Accounts on New Route # of New Accounts

233

91

Origin of accounts Comprising New Route

Old Rt # 56 50 8040 8060 8010



Destination of Accounts Leaving Original Route

New Rt 8010 50 8040 6

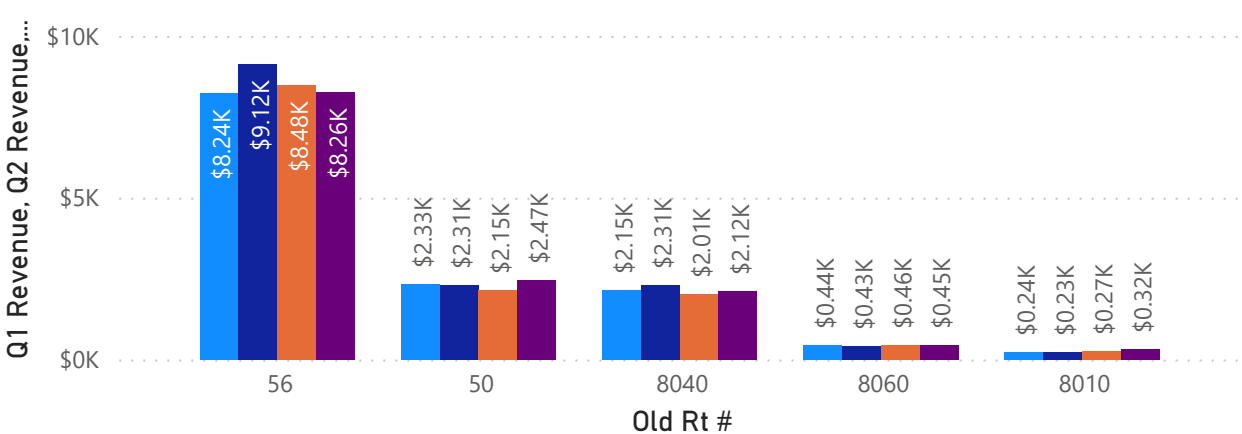


New Rt

56

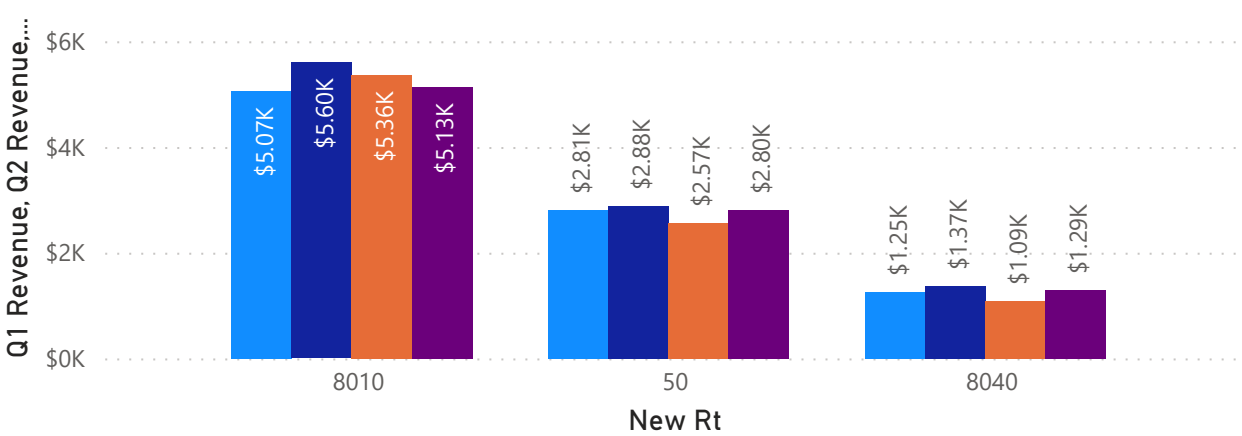
Origin of Revenue Comprising New Route

Q1 Revenue Q2 Revenue Q3 Revenue Q4 Revenue



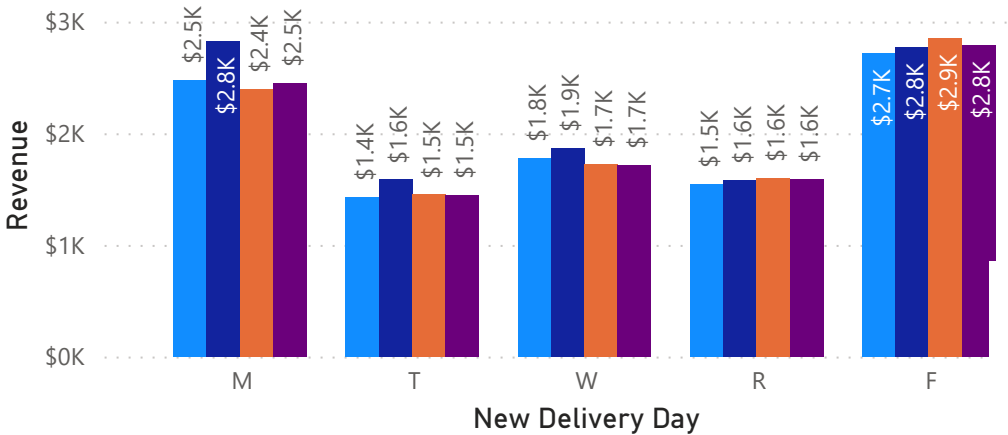
Destination of Revenue Leaving Original Route

Q1 Revenue Q2 Revenue Q3 Revenue Q4 Revenue



Average Revenue

Q1 Revenue Q2 Revenue Q3 Revenue Q4 Revenue



\$9.95K

Q1 Revenue

6.20%

Rt 8010 Q1 %Change

\$10.02K

Q3 Revenue

7.83%

Rt 8010 Q3 %Change

\$10.63K

Q2 Revenue

5.45%

Rt 8010 Q2 %Change

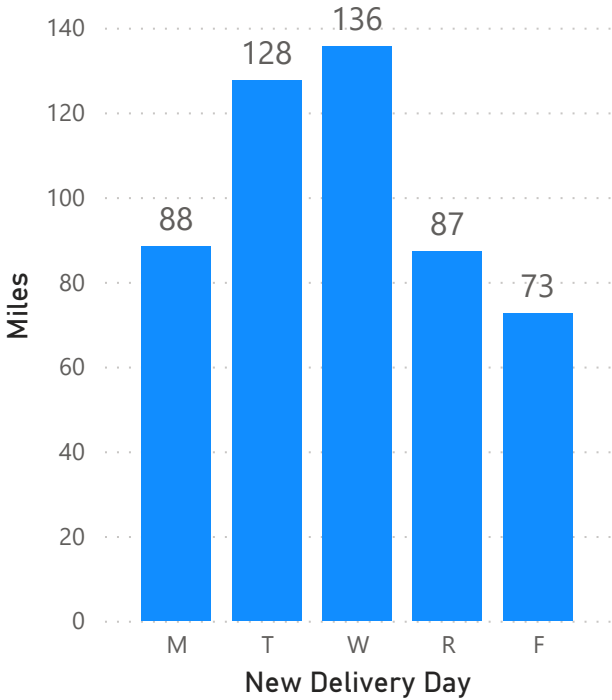
\$10.00K

Q4 Revenue

4.78%

Rt 8010 Q4 %Change

Total Miles Driven



New Rt

8010

Week #

All

Avg Week Hours

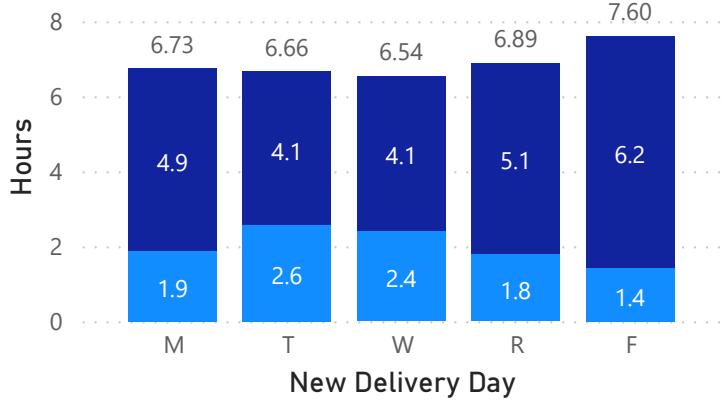
41.92

Of Customers

209

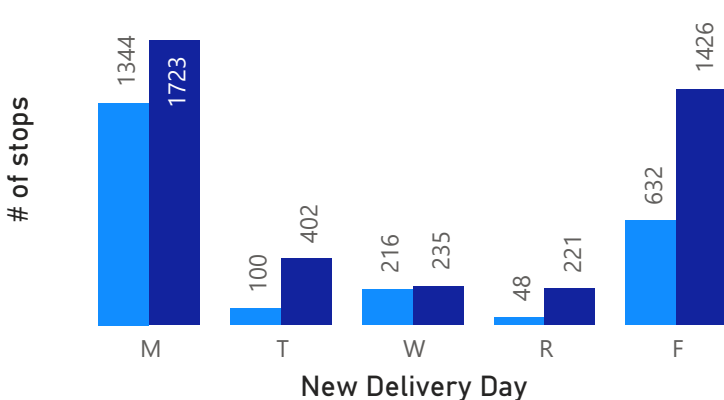
Hours Breakdown

Hours Travel Hours Of Service



Typical Garment Load

Avg Garments Processed Garment Inventory



\$78.32

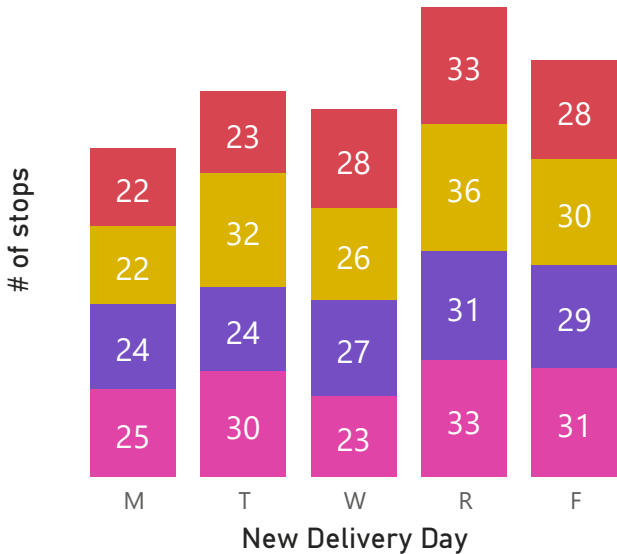
Average Miles Between Stops

4

Average Daily Miles

102

Stop Counts



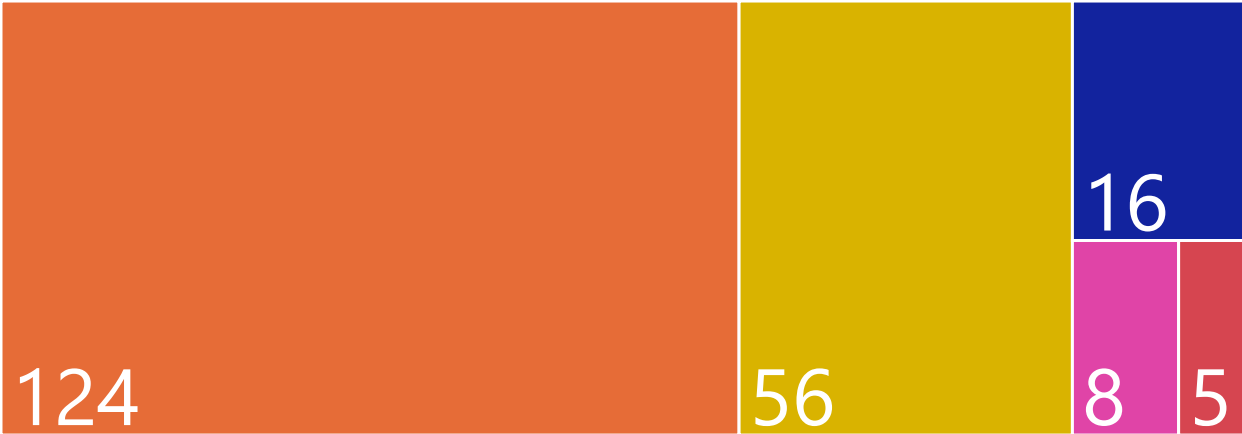
of Accounts on New Route # of New Accounts

209

85

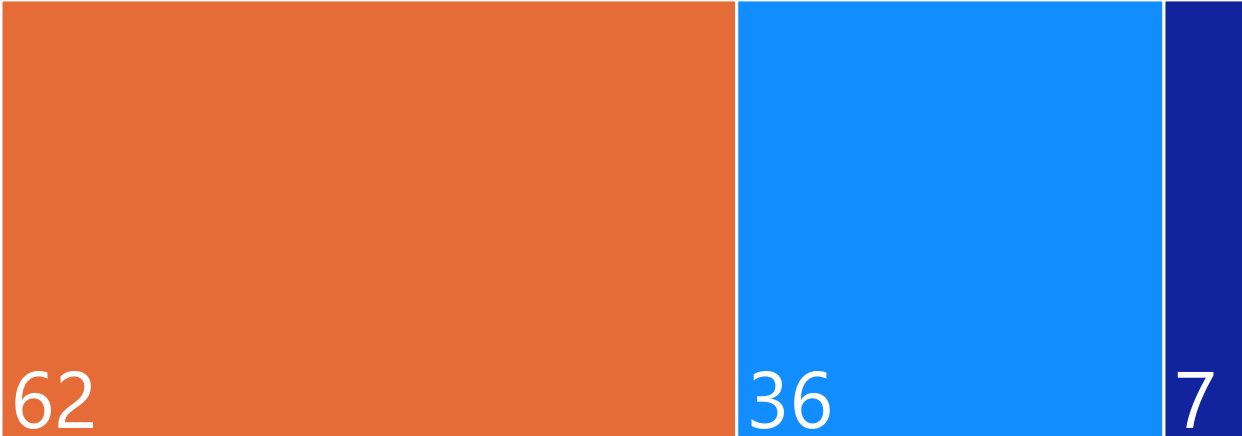
Origin of accounts Comprising New Route

Old Rt # 8010 56 8040 8060 51



Destination of Accounts Leaving Original Route

New Rt 50 8040 56

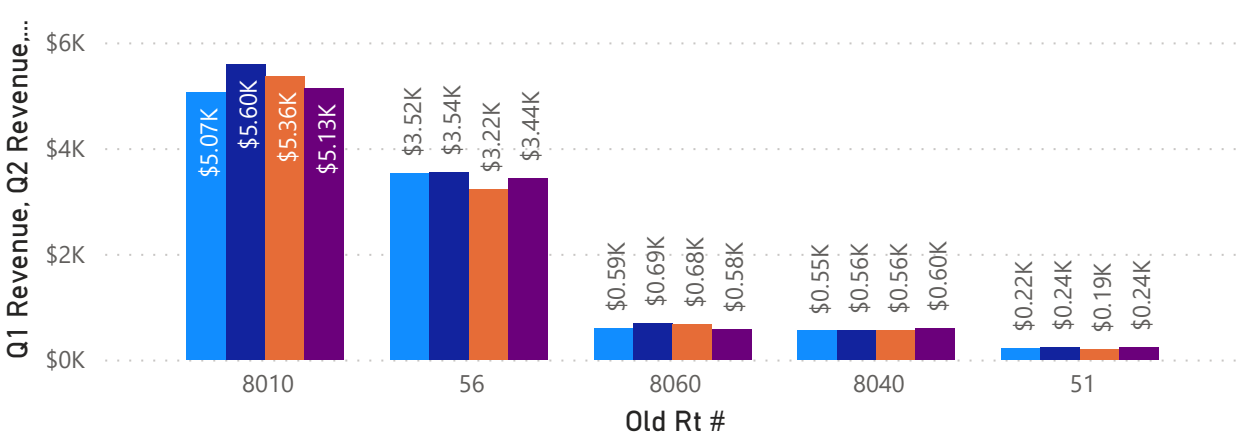


New Rt

8010

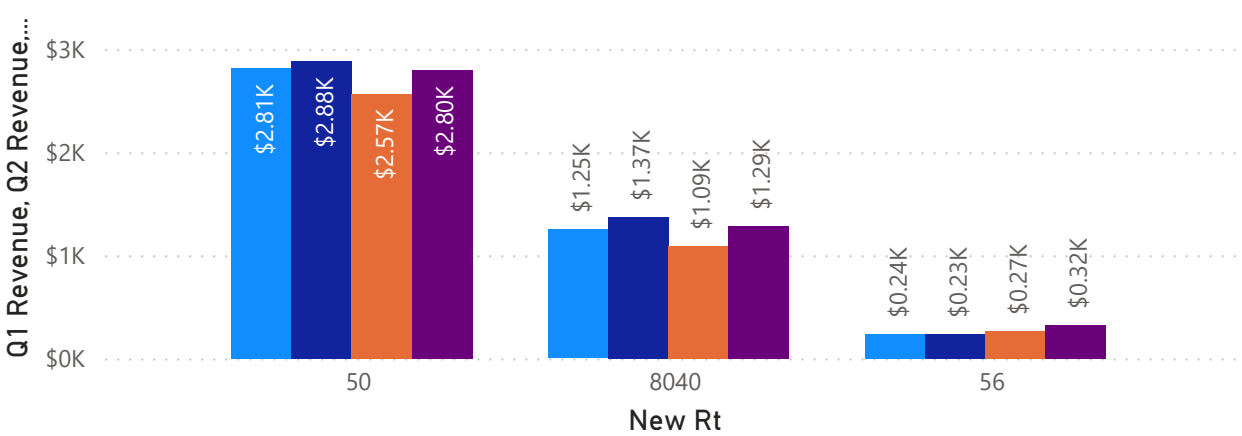
Origin of Revenue Comprising New Route

Q1 Revenue Q2 Revenue Q3 Revenue Q4 Revenue



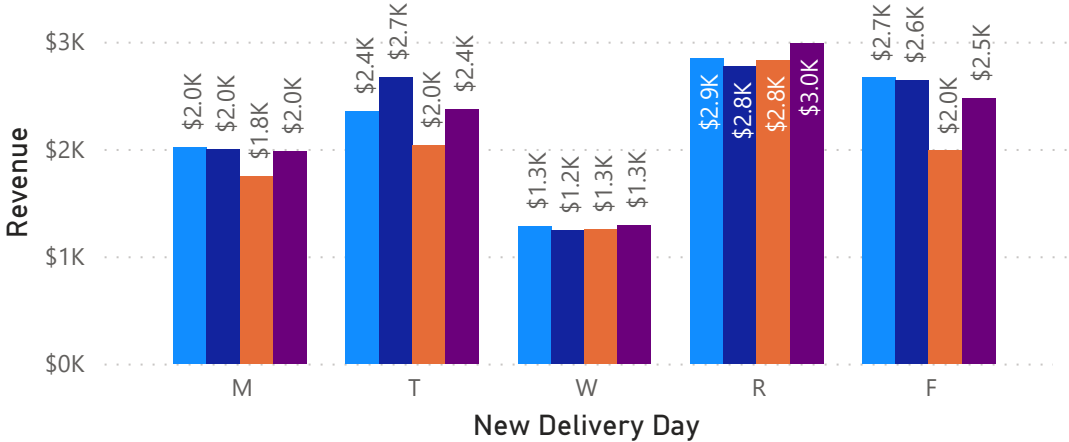
Destination of Revenue Leaving Original Route

Q1 Revenue Q2 Revenue Q3 Revenue Q4 Revenue



Average Revenue

Q1 Revenue Q2 Revenue Q3 Revenue Q4 Revenue



New Rt

Week #

Avg Week Hours

43.68

Of Customers

205

\$11.17K \$11.33K

Q1 Revenue

4.50%

Rt 8040 Q1 %Change

Q2 Revenue

5.43%

Rt 8040 Q2 %Change

\$9.86K

Q3 Revenue

0.56%

Rt 8040 Q3 %Change

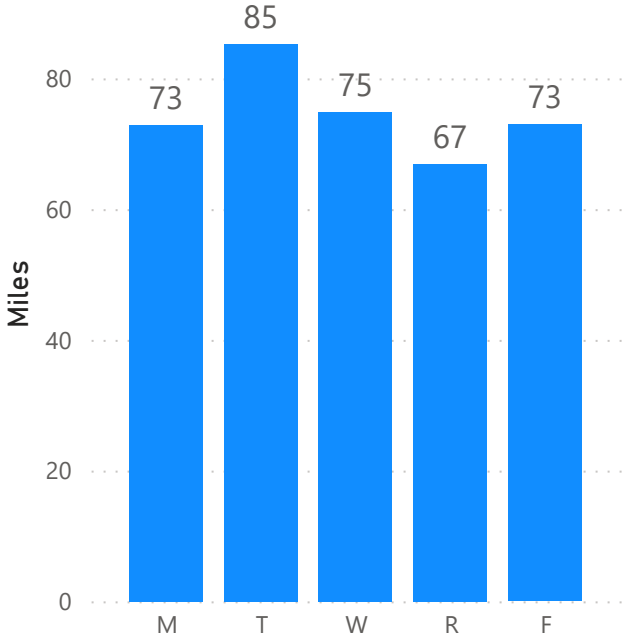
\$11.11K

Q4 Revenue

4.25%

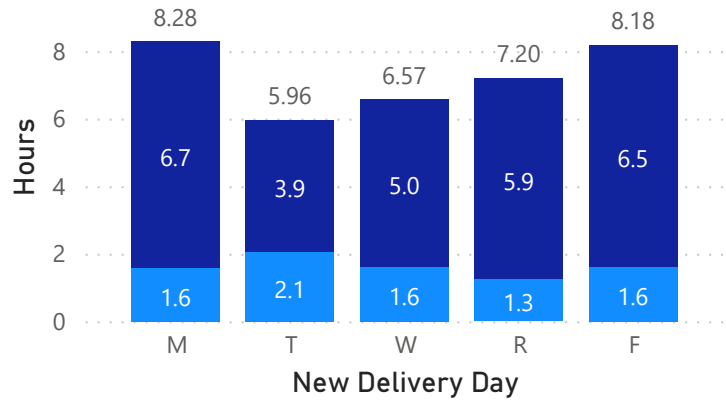
Rt 8040 Q4 %Change

Total Miles Driven



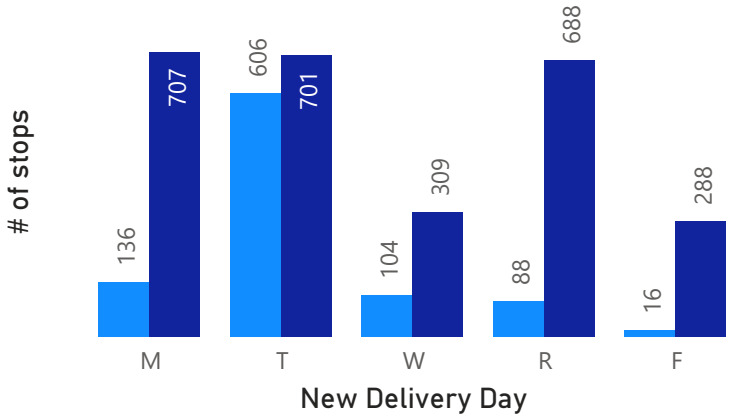
Hours Breakdown

Hours Travel Hours Of Service



Typical Garment Load

Avg Garments Processed Garment Inventory



\$87.19

Average Miles Between Stops

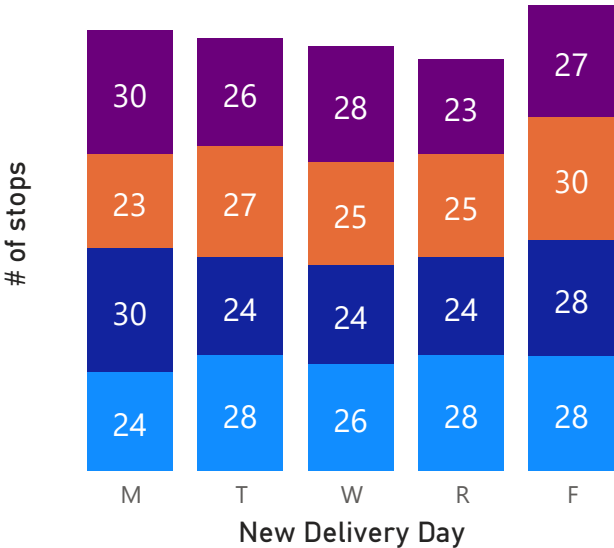
3

Average Daily Miles

75

Average Stop Size

Stop Counts



of Accounts on New Route

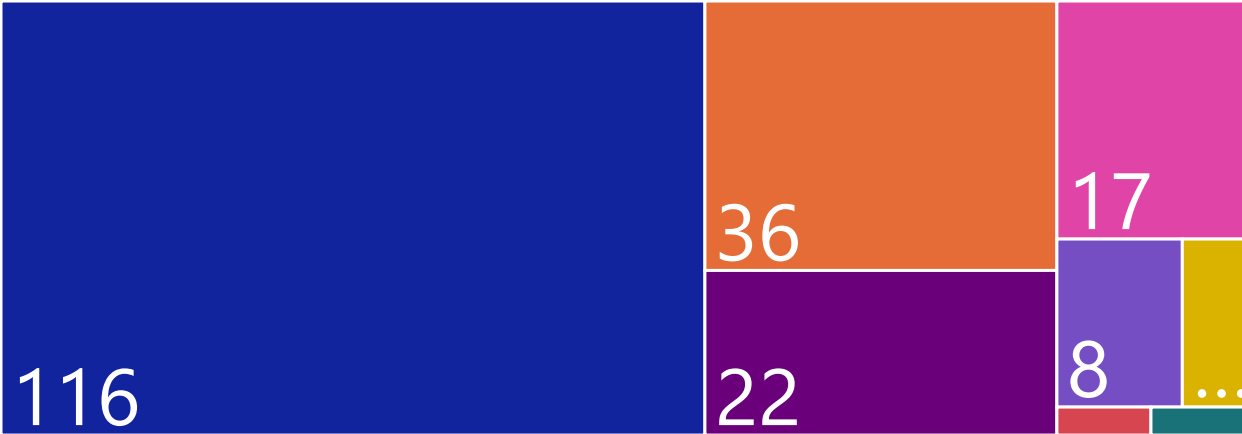
of New Accounts

205

89

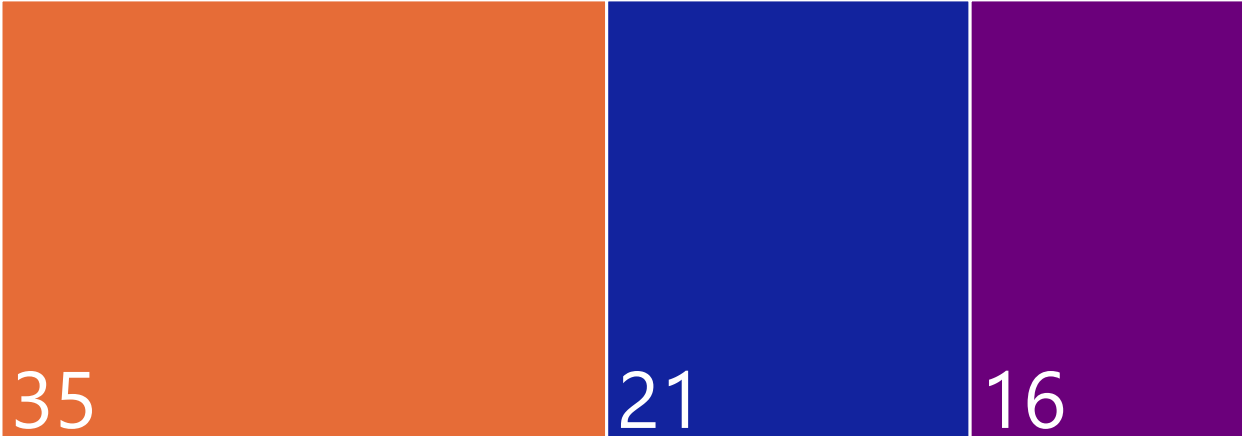
Origin of accounts Comprising New Route

Old Rt # 8040 8010 50 8060 6 56 51 52



Destination of Accounts Leaving Original Route

New Rt 50 56 8010

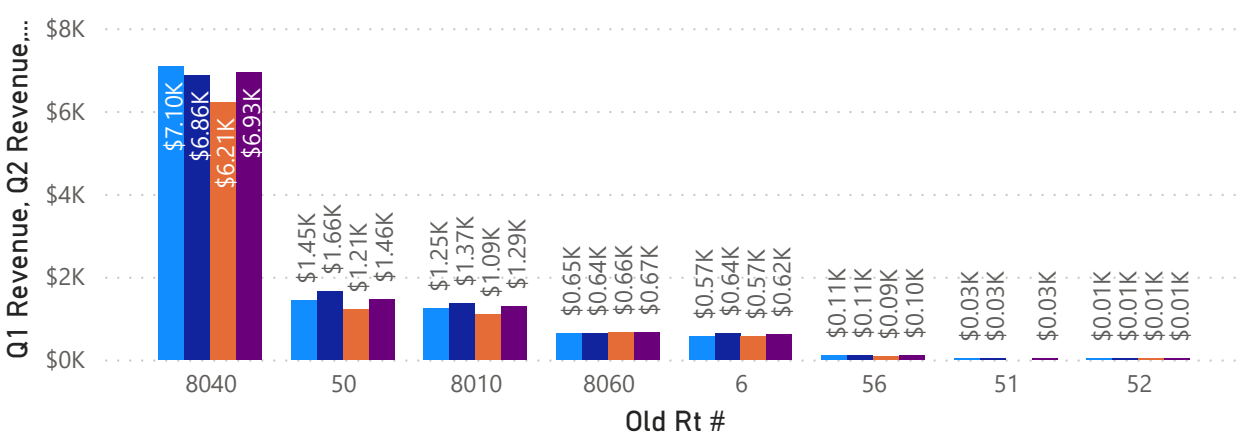


New Rt

8040

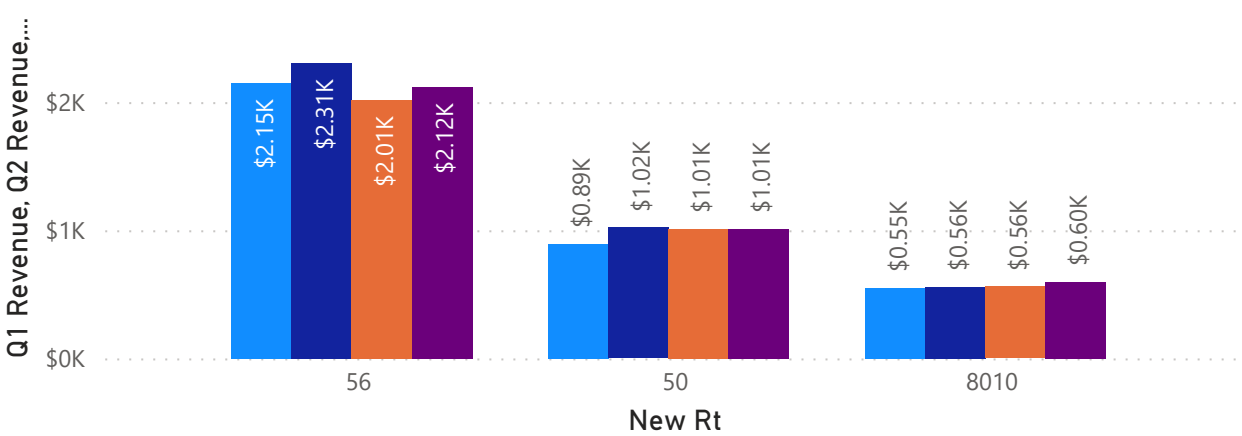
Origin of Revenue Comprising New Route

Q1 Revenue Q2 Revenue Q3 Revenue Q4 Revenue



Destination of Revenue Leaving Original Route

Q1 Revenue Q2 Revenue Q3 Revenue Q4 Revenue

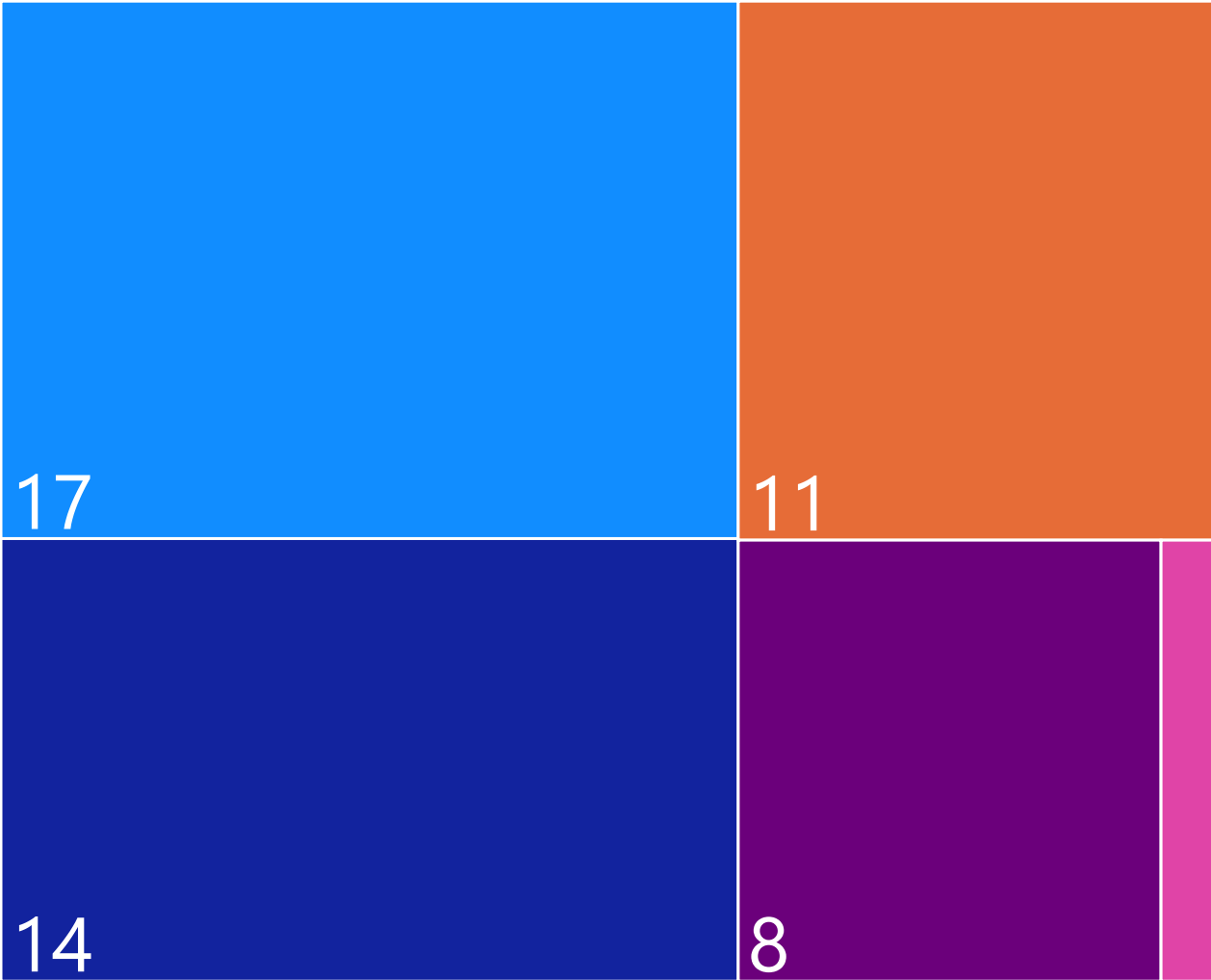


of Accounts on New Route

(Blank)

Destination of Accounts Leaving Original Route

New Rt 8040 56 50 8010 51

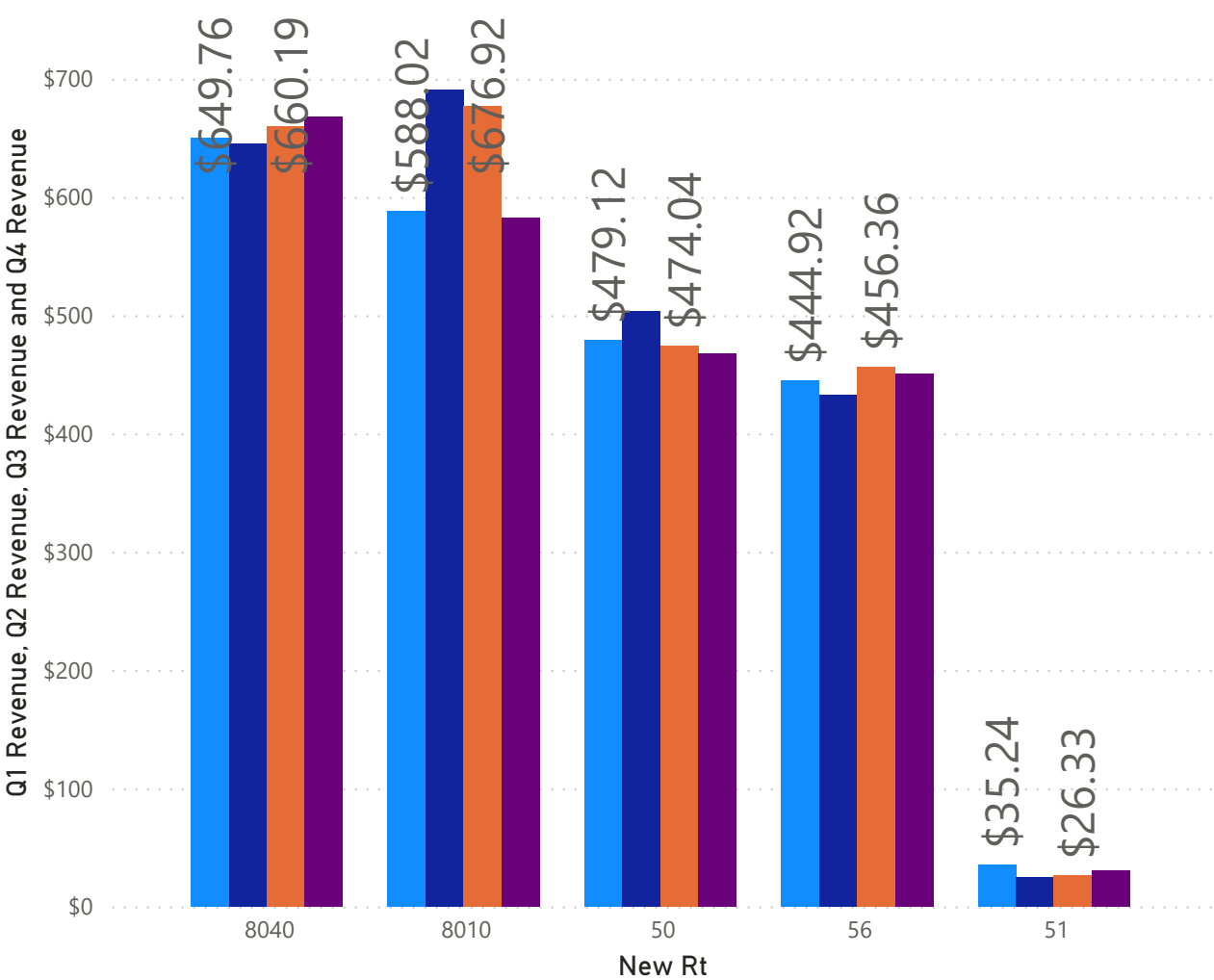


New Rt

8060

Destination of Revenue Leaving Original Route

Q1 Revenue Q2 Revenue Q3 Revenue Q4 Revenue



Rt ND OD ▲	Count
12 F=F	22
12 F=M	3
12 F=W	7
12 M=F	2
12 M=M	7
12 M=R	1
12 M=W	27
12 R=M	8
12 R=R	23
12 R=T	4
12 T=F	3
12 T=M	11
12 T=T	14
12 T=W	1
12 W=F	4
12 W=T	5
12 W=W	21
Total	1784