

| Acct # | Cust # | Week # | New Rt | New Delivery 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 |
|--------|--------|--------|--------|------------------------|-------------|----------|------------------------|----------------------------|---|-----------|--------------------------|----------------------------|----------------------------|----------------------------|----------------------------|----------------------------|
| 231184 | 0 | Week4 | 23 | R | 1 | 23 | R | ACEN TEK | 5351 N M37, MESICK MI 49668 US, US | 6 | 6:23:02 AM | 6:26:08 AM | \$ 52.62 | \$ 51.38 | \$ 58.25 | \$ 75.54 |
| 99062 | 14 | Week4 | 23 | R | 2 | 23 | R | TOM'S INTERLOCHEN 792 | 9475 MARKET DR, INTERLOCHEN MI 49643 US, US, US | 7 | 6:51:05 AM | 7:10:34 AM | \$ 98.18 | \$ 126.94 | \$ 117.93 | \$ 118.57 |
| 99031 | 84 | Week4 | 23 | R | 3 | 23 | R | BLARNEY CASTLE #608 | 9419 US31, INTERLOCHEN MI 49643 US, US, US | 7 | 7:11:25 AM | 7:25:45 AM | \$ 121.69 | \$ 143.02 | \$ 135.58 | \$ 124.38 |
| 229524 | 0 | Week4 | 23 | R | 4 | 23 | R | THE BUCK STOP | 3143 MASON RD, GRAWN MI 49637 US, US, US | 7 | 7:32:39 AM | 7:33:51 AM | \$ 6.69 | \$ - | \$ - | \$ 28.88 |
| 229303 | 0 | Week4 | 23 | R | 5 | 23 | R | LANDSCAPE MANAGEMENT | 3143 MASON RD, GRAWN MI 49637 US, US, US | 7 | 7:33:51 AM | 7:42:24 AM | \$ - | \$ 61.83 | \$ 65.63 | \$ 66.25 |
| 231362 | 0 | Week4 | 23 | R | 6 | 23 | R | KINNEY'S PIONEER | 5200 US 31 SOUTH, GRAWN MI 49637 US, US, US | 7 | 8:00:39 AM | 8:09:52 AM | \$ 99.46 | \$ 98.16 | \$ 91.22 | \$ 101.96 |
| 99054 | 18 | Week4 | 23 | R | 7 | 23 | R | CHARTER COMMUNICATIONS | 5955 CEDAR RUN RD, TRAVERSE CITY MI 49684 US, US, l | 6 | 8:24:06 AM | 8:24:06 AM | \$ 44.34 | \$ 41.97 | \$ 48.63 | \$ 44.09 |
| 99054 | 17 | Week4 | 23 | R | 8 | 23 | R | CHARTER COMMUNICATIONS | 5955 CEDAR RUN RD, TRAVERSSC CITY MI 49684 US, U, l | 6 | 8:24:06 AM | 8:30:39 AM | \$ 53.51 | \$ 43.88 | \$ 39.35 | \$ 40.42 |
| 229260 | 0 | Week4 | 23 | R | 9 | 23 | R | CLUFF WELL DRILLING | 6222 WEST M-72, TRAVERSE CITY MI 49684 US, US, US | 7 | 8:35:22 AM | 8:45:25 AM | \$ 253.87 | \$ 227.33 | \$ 245.27 | \$ 257.40 |
| 99031 | 165 | Week4 | 23 | R | 10 | 23 | R | GRUMPY'S EZ MART #521 | 5101 EAST TRAVERSE HWY, TRAVERSE CITY MI 49684 US,, | 7 | 8:46:39 AM | 9:01:55 AM | \$ 87.74 | \$ - | \$ 115.13 | \$ 88.62 |
| 230548 | 0 | Week4 | 23 | R | 11 | 23 | R | GABES SMOKED MEATS | 12963 S MAPLE CITY RD, MAPLE CITY MI 49664 US, U, U! | 7 | 10:00:46 AM | 10:06:31 AM | \$ 64.13 | \$ 85.42 | \$ 70.17 | \$ 70.21 |
| 232306 | 0 | Week4 | 23 | R | 12 | 23 | R | LEELANAU COFFEE/MAPLE CITY | 176 E. KASSON RD, MAPLE CITY MI 49664 US, US, US | 4 | 10:08:03 AM | 10:12:37 AM | \$ 46.08 | \$ 45.44 | \$ 45.43 | \$ 45.34 |
| 230106 | 0 | Week4 | 23 | R | 13 | 23 | R | LEELANAU COFFEE ROAS | 6443 W WESTERN AVE., GLEN ARBOR MI 49636 US, US, l | 7 | 10:33:37 AM | 10:46:04 AM | \$ 72.51 | \$ 69.85 | \$ 83.25 | \$ 77.40 |
| 230102 | 0 | Week4 | 23 | R | 14 | 23 | R | BECKY THATCHER DESIGN | 5795 LAKE, GLENN ARBOR MI 49636 US, US, US | 4 | 10:47:30 AM | 10:47:30 AM | \$ 35.00 | \$ 35.00 | \$ 35.00 | \$ 35.00 |
| 230105 | 0 | Week4 | 23 | R | 15 | 23 | R | ANDERSON'S IGA | 6545 WESTERN AVE., GLEN ARBOR MI 49636 US, US, US | 7 | 10:49:01 AM | 11:00:03 AM | \$ 64.32 | \$ 105.68 | \$ 124.70 | \$ 139.13 |
| 99031 | 78 | Week4 | 23 | R | 16 | 23 | R | BLARNEY CASTLE #408 | 9988 W. FRONT ST., EMPIRE MI 49630 US, US, US | 7 | 11:12:13 AM | 11:23:03 AM | \$ 43.25 | \$ 60.33 | \$ 78.34 | \$ 41.08 |
| 232401 | 0 | Week4 | 23 | R | 17 | 23 | R | PAPA J'S LAKE ANN | 18557 MAPLE ST., LAKE ANN MI 49650 US, US, US | 6 | 11:40:17 AM | 11:51:32 AM | \$ 94.19 | \$ 93.64 | \$ 108.44 | \$ 111.58 |
| 233507 | 0 | Week4 | 23 | R | 18 | 23 | R | FRESH WIND CHRISTIAN COMM | 18201 HONOR HIGHWAY, INTERLOCHEN MI 49643 US, U! | 4 | 11:57:39 AM | 11:57:46 AM | \$ 107.28 | \$ - | \$ - | \$ 107.28 |
| 230974 | 0 | Week4 | 23 | R | 19 | 23 | R | HEIGES PERFORMANCE | 17792 HONOR HWY, INTERLOCHEN MI 49643 US, US, US | 7 | 11:58:14 AM | 12:01:33 PM | \$ 40.96 | \$ 43.37 | \$ 37.98 | \$ 42.05 |
| 232525 | 0 | Week4 | 23 | R | 20 | 23 | R | EAST BAY AUTO PARTS | 20852 HONOR HIGHWAY, INTERLOCHEN MI 49643 US, U! | 7 | 12:04:58 PM | 12:11:56 PM | \$ 36.75 | \$ 48.61 | \$ 40.77 | \$ 35.47 |
| 233299 | 0 | Week4 | 23 | R | 21 | 23 | R | M-137 PARTY STORE | 2614 M 137, INTERLOCHEN MI 49643 US, US, US | 6 | 12:16:16 PM | 12:28:44 PM | \$ 35.25 | \$ 35.00 | \$ 35.35 | \$ 35.00 |
| 231452 | 0 | Week4 | 23 | R | 22 | 23 | R | MIKOWSKI'S MARKET | 7464 NESSEN RD., KARLIN MI 49643 US, US, US | 6 | 12:36:15 PM | 12:47:19 PM | \$ 89.01 | \$ 78.43 | \$ 81.36 | \$ 87.20 |
| 230138 | 0 | Week4 | 23 | R | 23 | 23 | R | KARLIN INN | 7484 Karlin Rd, Interlochen MI 49643 US, KARLIN MI, US | 7 | 12:47:33 PM | 12:53:57 PM | \$ 55.26 | \$ 48.65 | \$ 56.81 | \$ 52.92 |
| 232749 | 0 | Week4 | 23 | R | 24 | 23 | R | MIDWEST TRACTOR & EQUIPME | 10736 M-37, BUCKLEY MI 49620 US, US, US | 7 | 1:06:11 PM | 1:27:25 PM | \$ 261.39 | \$ 262.05 | \$ 274.44 | \$ 269.99 |
| | | Week4 | 23 | R | | 23 | R | Cadillac Depot | 1539 Plett Rd, Cadillac, MI 49601, Cadillac MI 49601 US | | 2:00:52 PM | 2:00:52 PM | | | | |

of
Stops