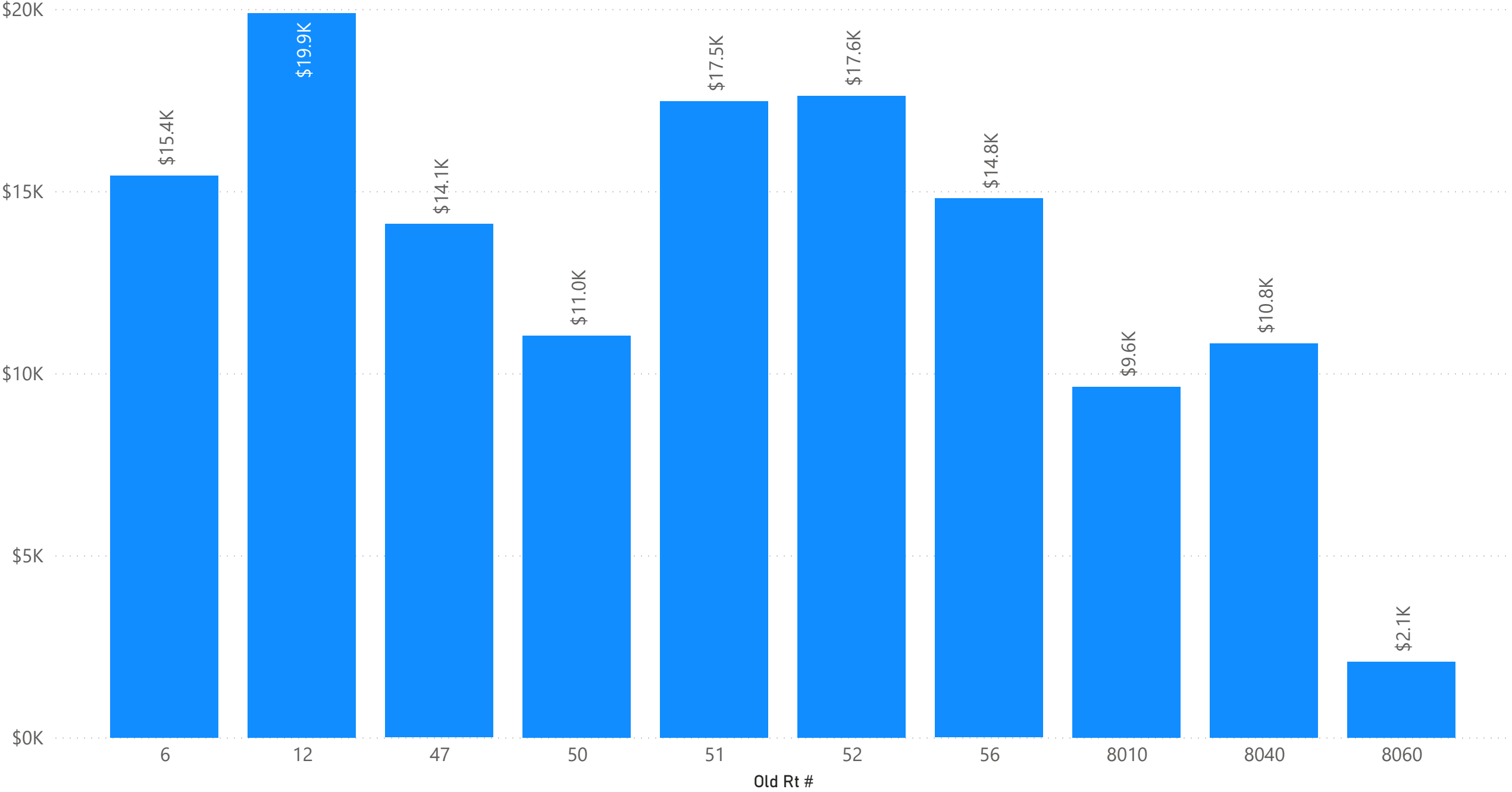
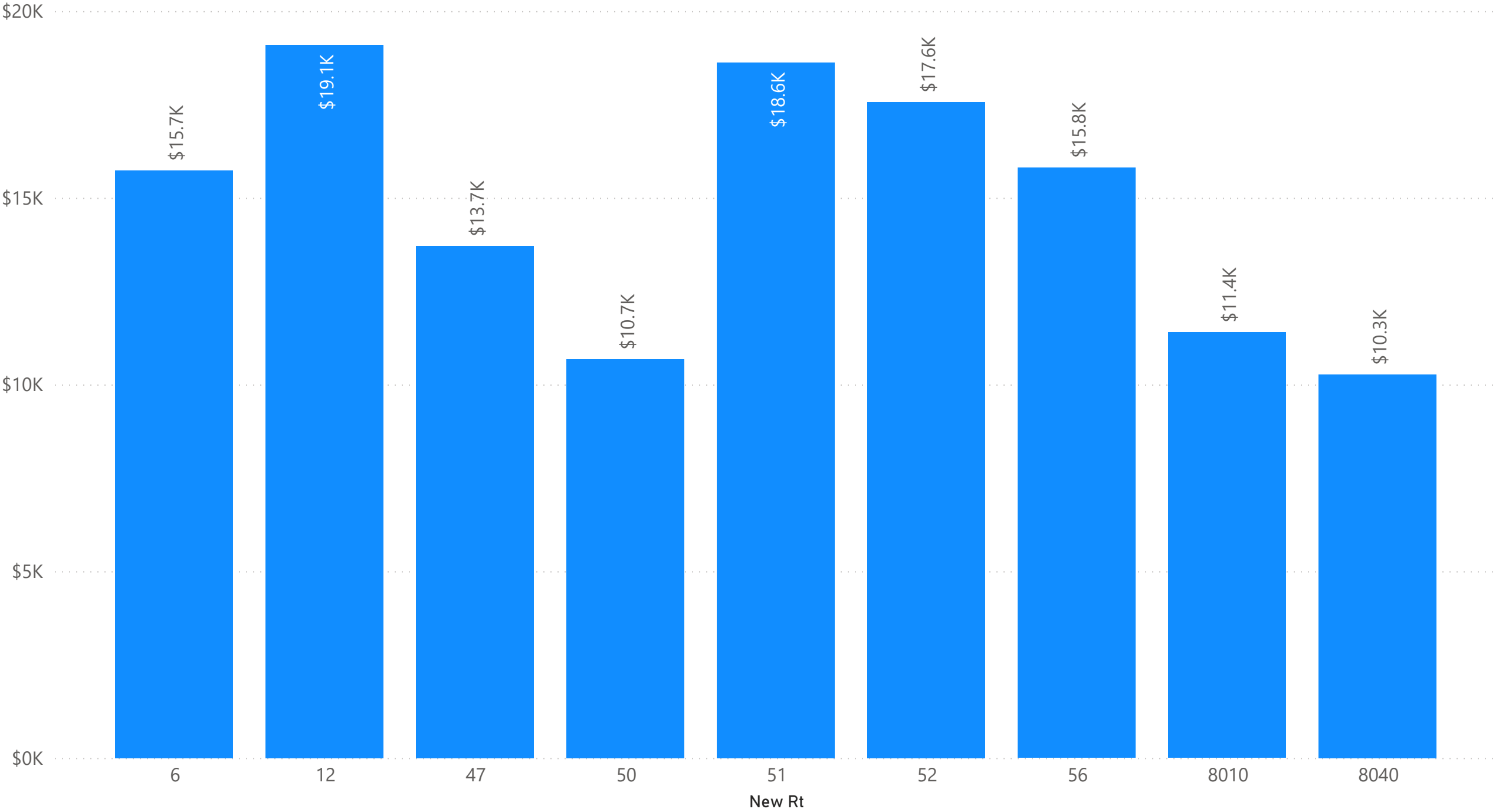


Current Route Revenue Distribution

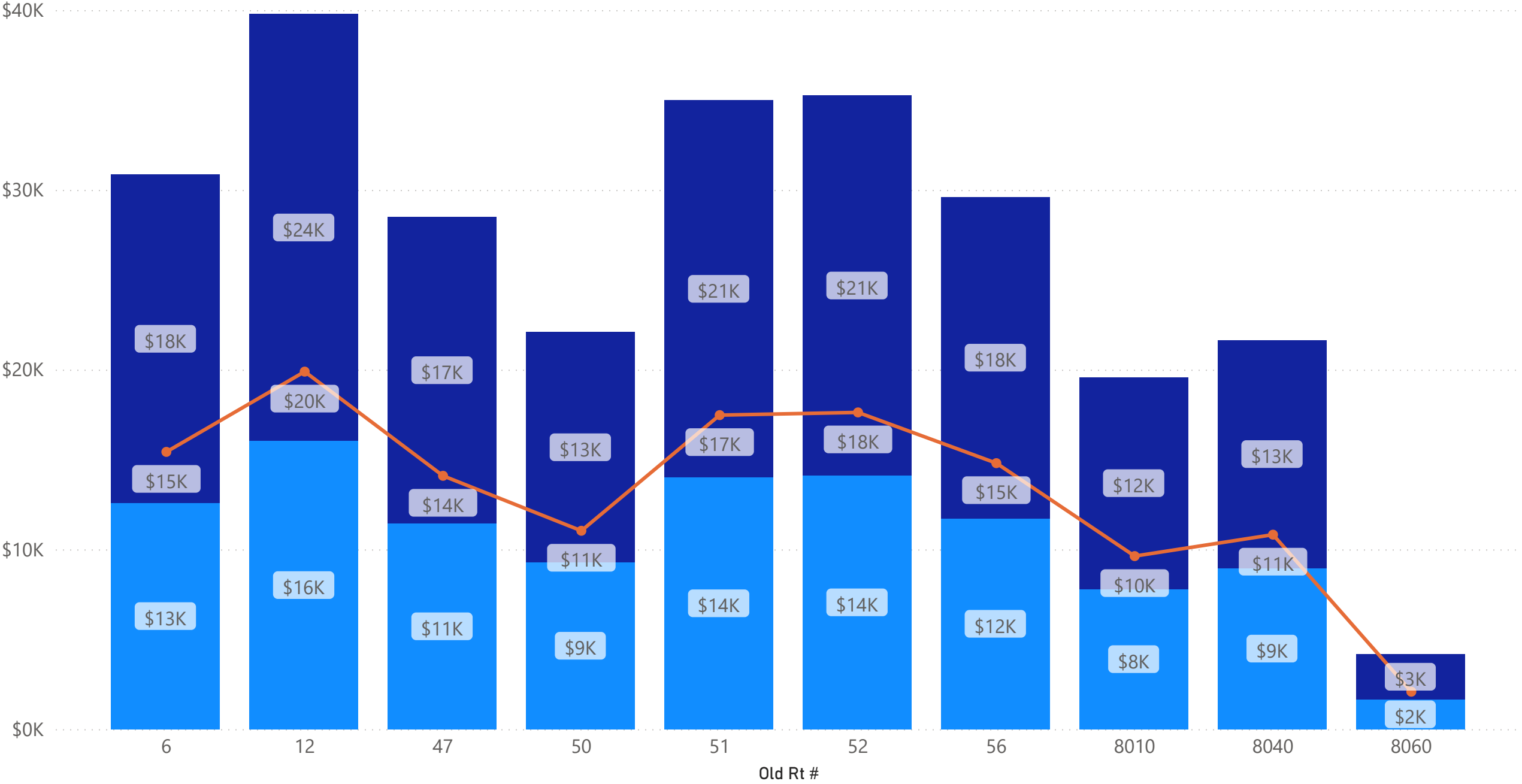


After Reroute Revenue Distribution



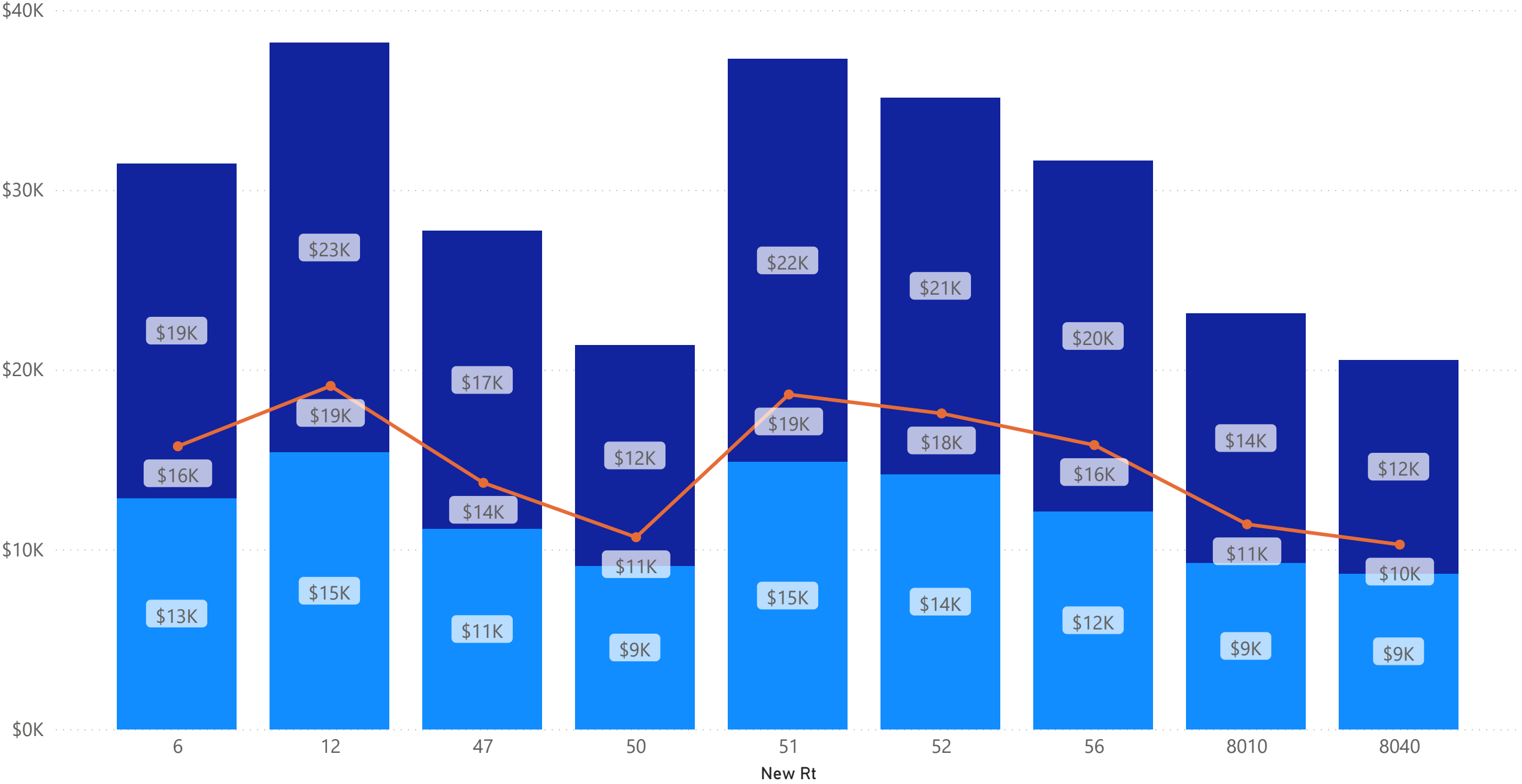
Current Route Revenue Deviation

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



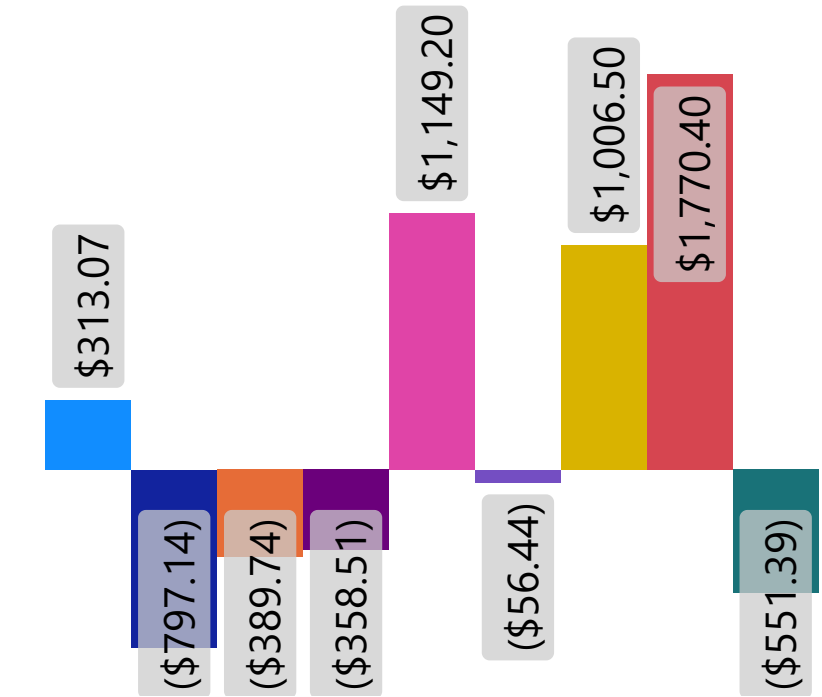
New Route Revenue Deviation

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



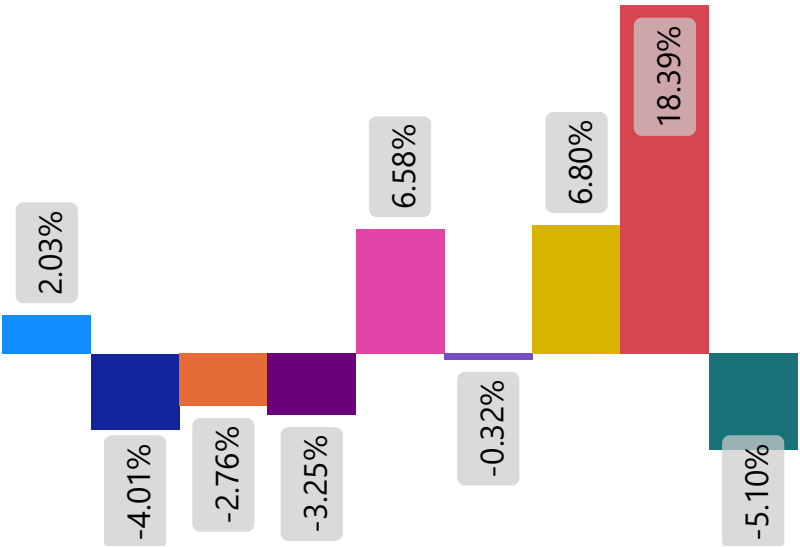
After Reroute Revenue \$ Gained/Lost

- 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



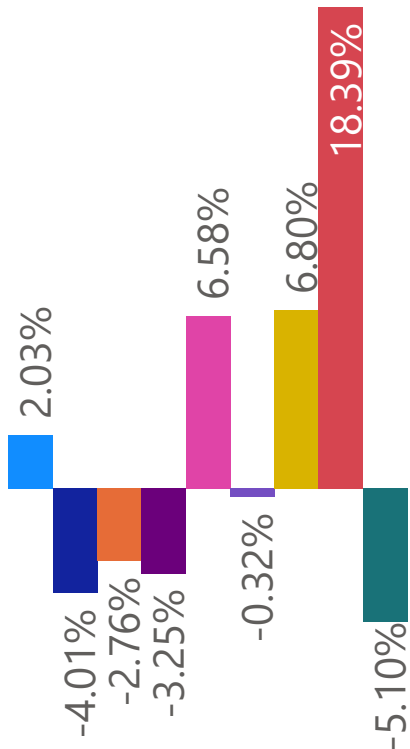
After Reroute Revenue % Change

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

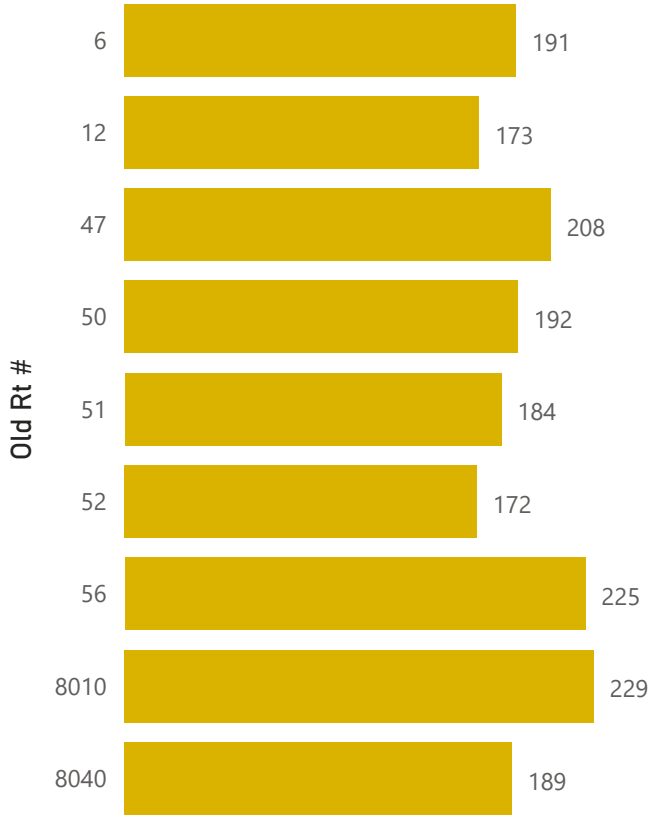


After Reroute Revenue Distribution

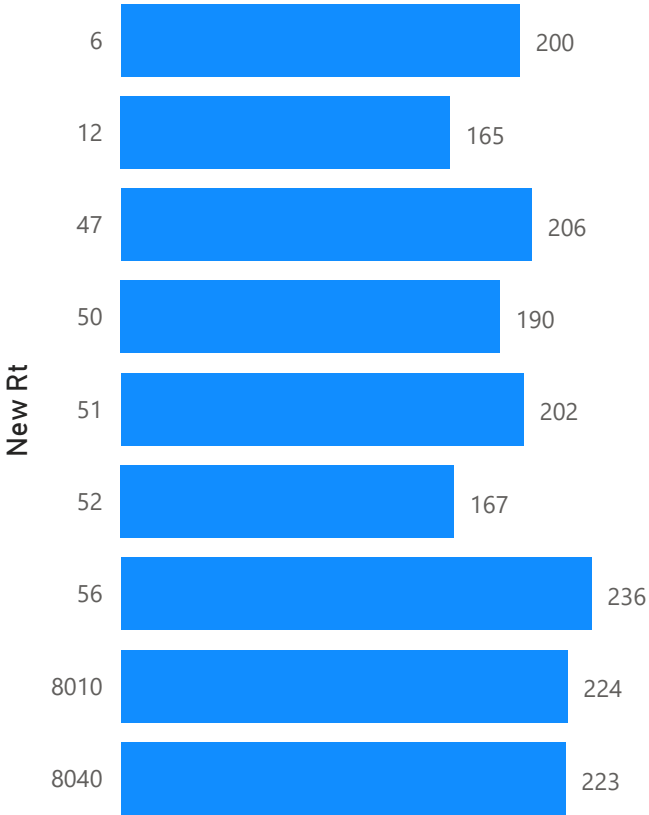
Rt 6 Rt 12 Rt 47 Rt 50 Rt 51 Rt 52 Rt 56 Rt 8010 Rt 8040



Current Customer Count



New Customer count



Accounts Changing Day Only

543

Accounts Changing Route Only

97

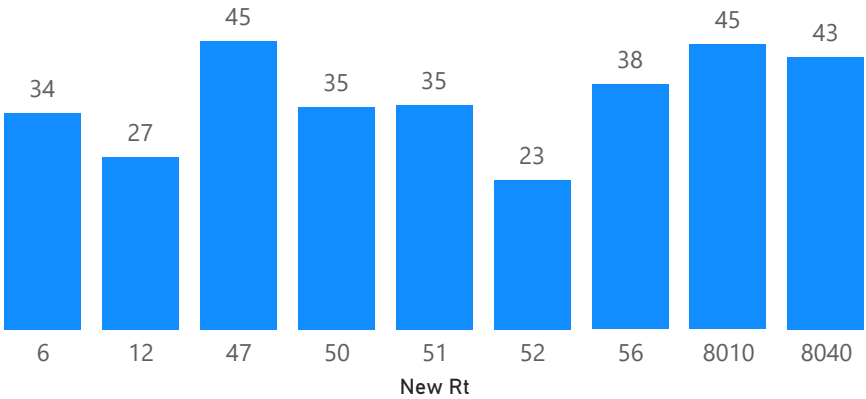
Both Route and Day Changing

383

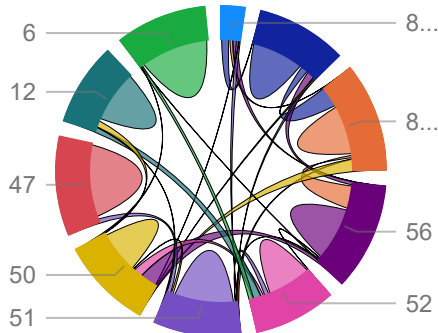
Accounts Not changing

796

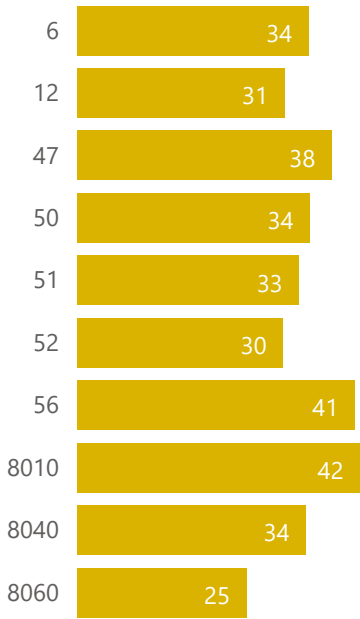
Average Weekly Hours per Route



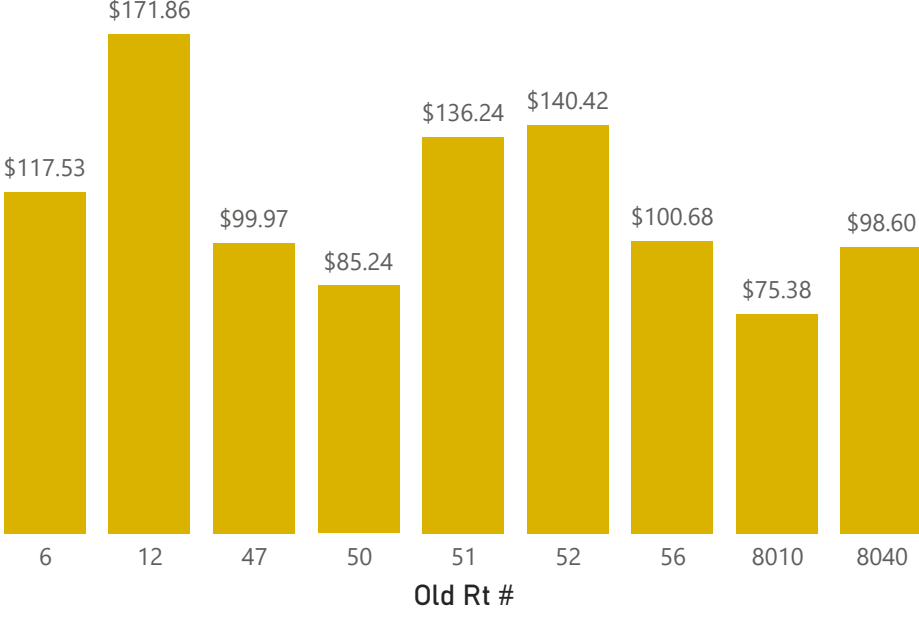
Accounts Moving



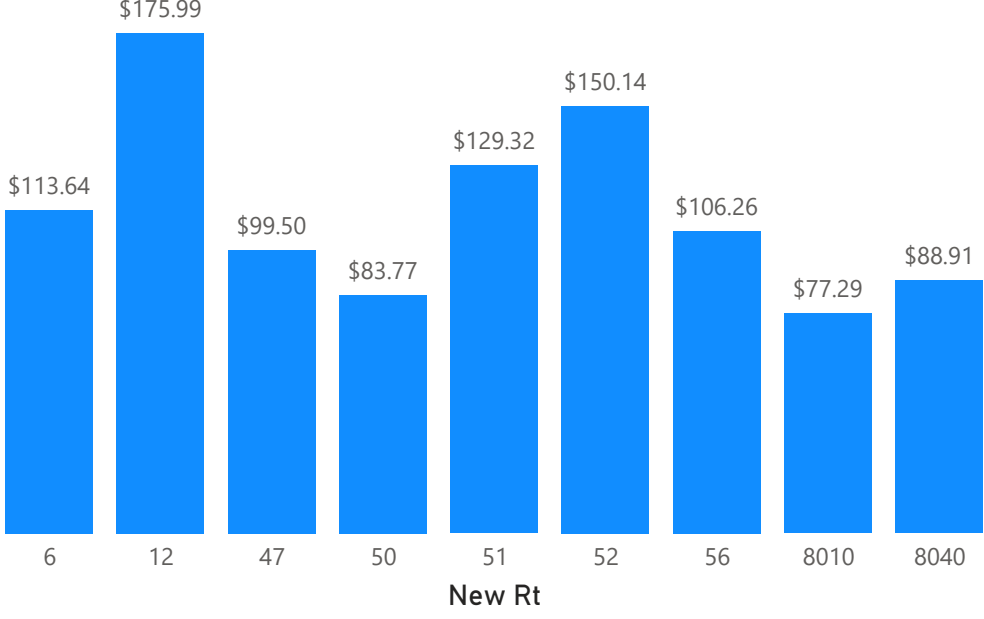
Average Current Daily Stops



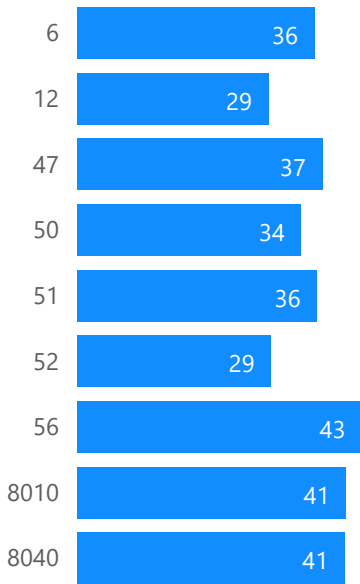
Average Current Stop Size (Q2)



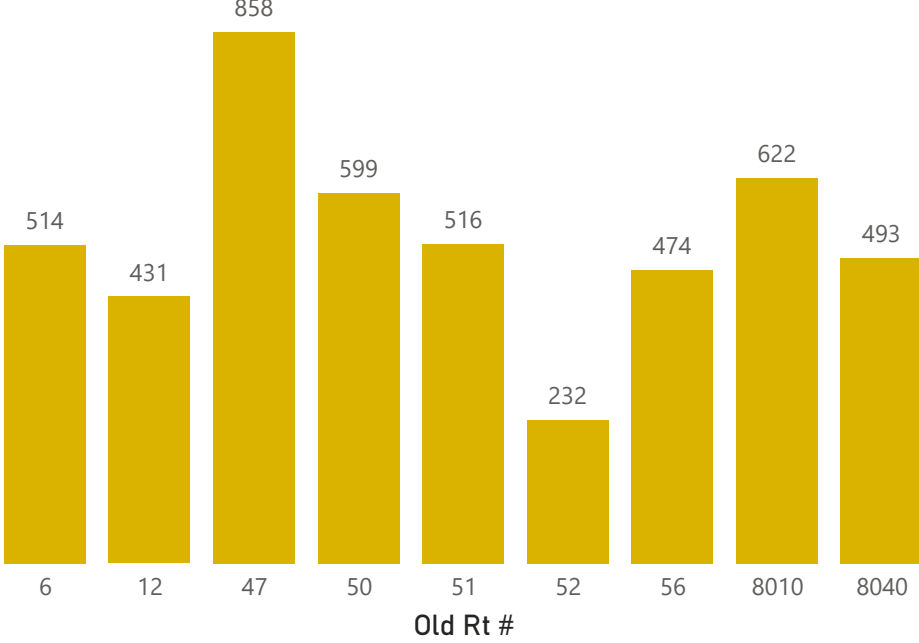
Average New Stop Size (Q2)



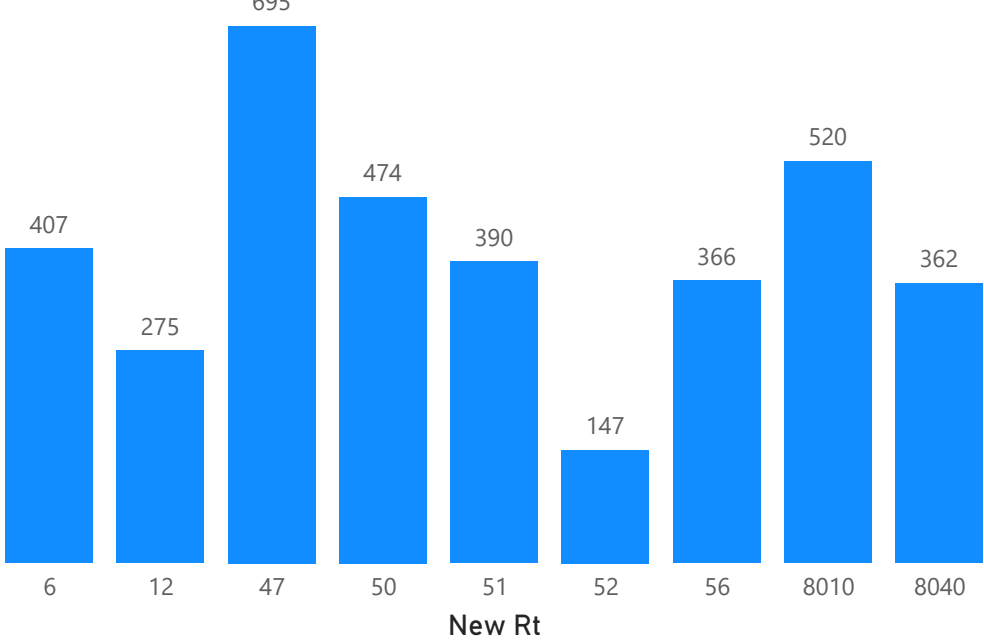
Average Current Daily Stops



Average Current Weekly Miles

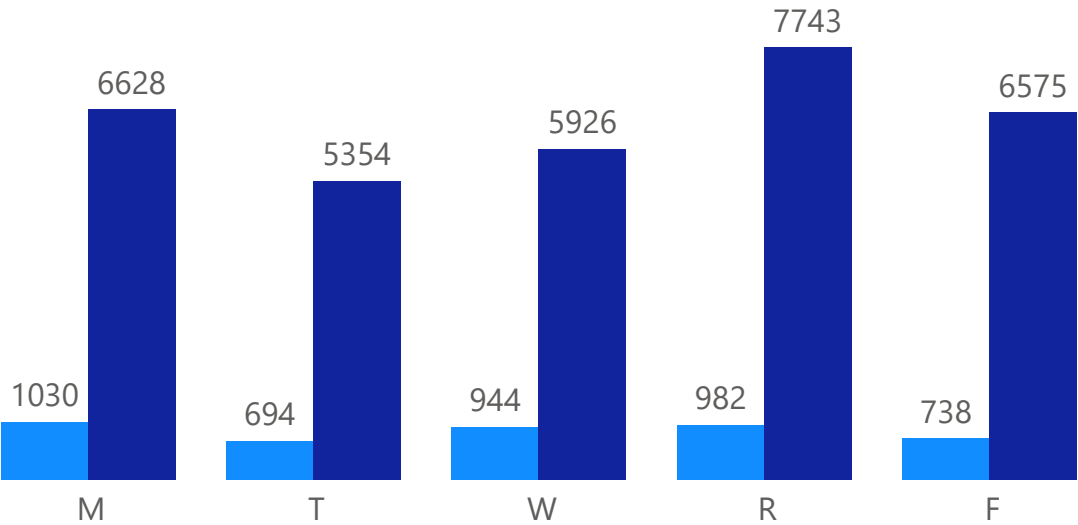


Average Total Miles by New Rt



Garment Distribution

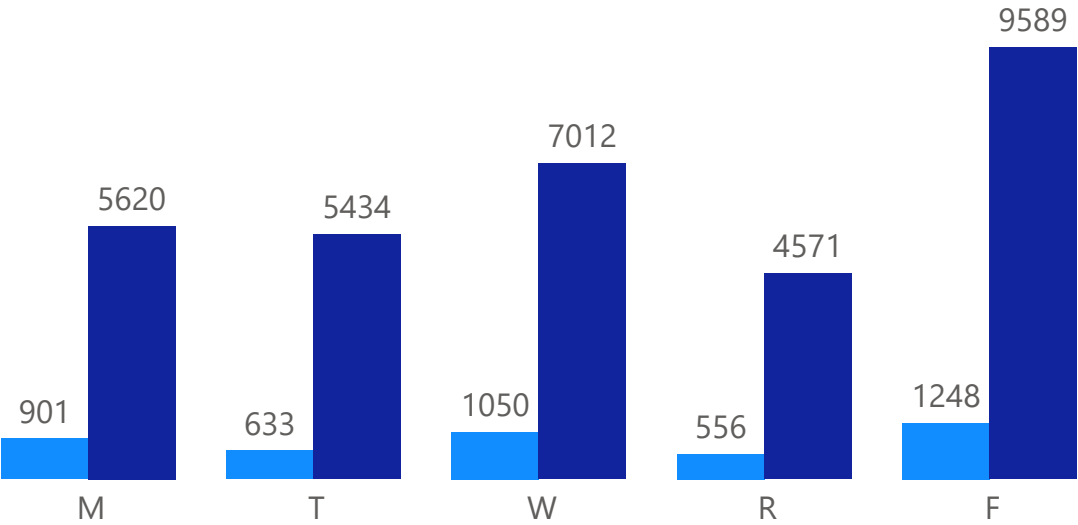
● Avg Garment Scans per Delivery ● Garment Inventory



Old Delivery Day

Garment Distribution

● Avg Garment Scans per Delivery ● Garment Inventory



New Delivery Day

Average Pieces processed of Retape Accounts

2164

Average Underwash of Retape Accounts

86.48%

Total Garment inventory of Retape Accounts

16604

Total # Of Wearers to be Retaped

781

Total # Of accounts Needing Retaping

183

Garment Accounts Changing Day Only

113

Garment Accounts Changing Route Only

19

Garment Accounts Changing Both Route and Day

51

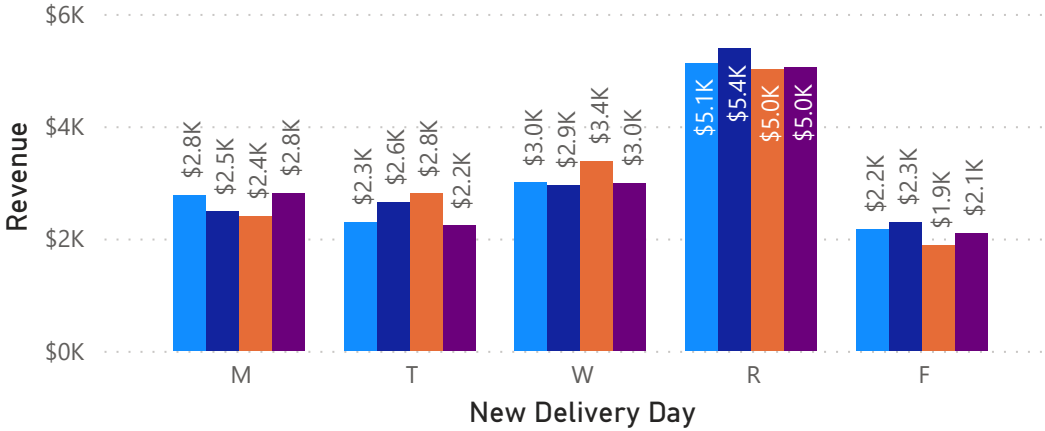
Garment Accounts Not Changing

131



Average Revenue

Q1 Revenue Q2 Revenue Q3 Revenue Q4 Revenue



\$15.34K \$15.74K

Q1 Revenue Q2 Revenue

1.88% 2.03%

Rt 6 Q1 %Change Rt 6 Q2 %Change

\$15.47K \$15.16K

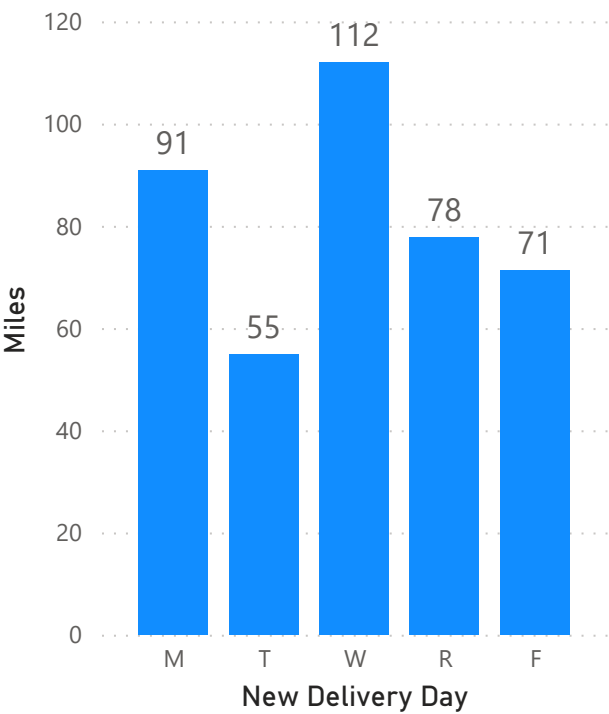
Q3 Revenue Q4 Revenue

6.23% 1.70%

Rt 6 Q3 %Change Rt 6 Q4 %Change

Average Stop Size

Total Miles Driven



New Rt

Week #

Avg Week Hours

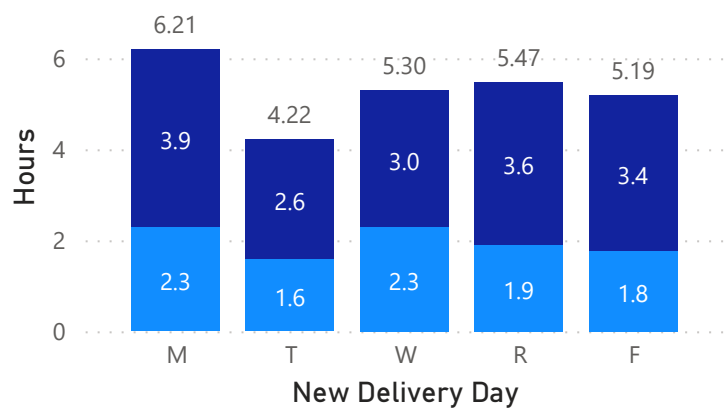
33.89

# Of Customers

200

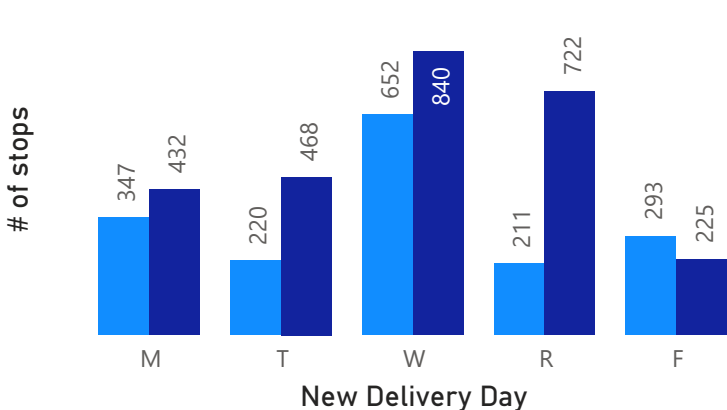
Hours Breakdown

Hours Travel Hours Of Service



Typical Garment Load

Avg Garments Processed Garment Inventory



\$113.64

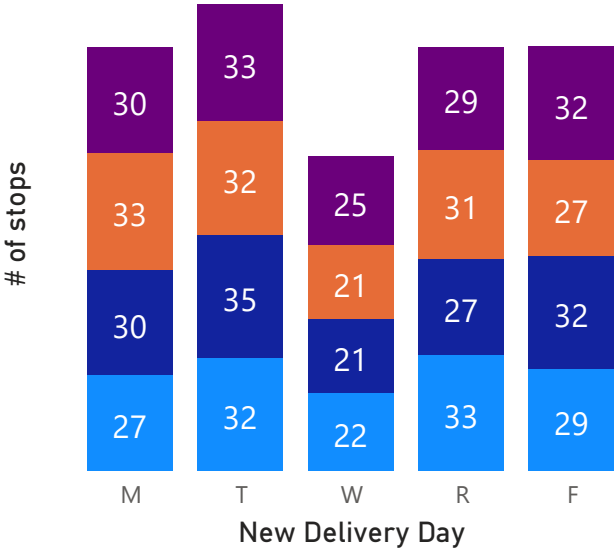
Average Miles Between Stops

4

Average Daily Miles

81

Stop Counts



# of Accounts on New Route    # of New Accounts

200

16

Origin of accounts Comprising New Route

Old Rt #    6    52    50    56



Destination of Accounts Leaving Original Route

New Rt    52

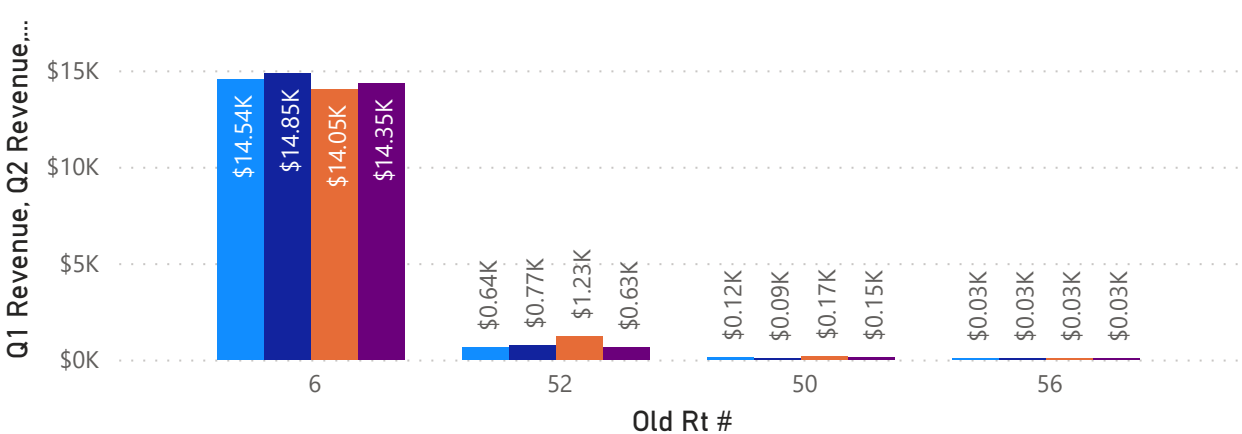


New Rt

6

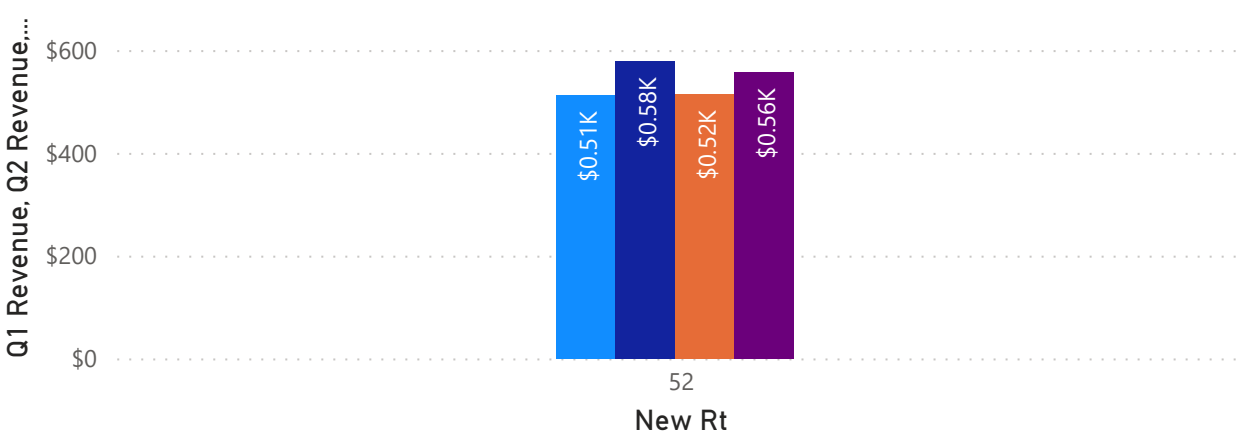
Origin of Revenue Comprising New Route

Q1 Revenue    Q2 Revenue    Q3 Revenue    Q4 Revenue



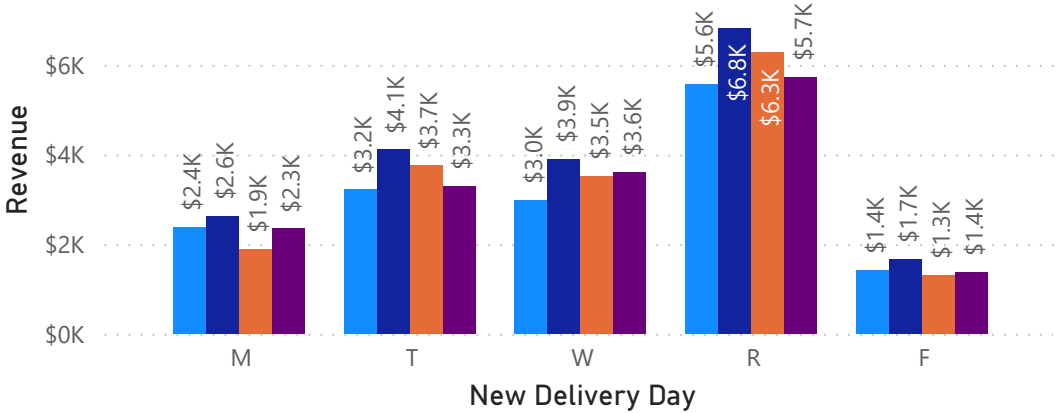
Destination of Revenue Leaving Original Route

Q1 Revenue    Q2 Revenue    Q3 Revenue    Q4 Revenue



Average Revenue

Q1 Revenue Q2 Revenue Q3 Revenue Q4 Revenue



New Rt 

12

Week # 

All

Avg Week Hours

26.98

# Of Customers

165

\$15.56K \$19.10K

Q1 Revenue

Q2 Revenue

-1.73%

Rt 12 Q1 %Change

-4.01%

Rt 12 Q2 %Change

\$16.74K \$16.34K

Q3 Revenue

Q4 Revenue

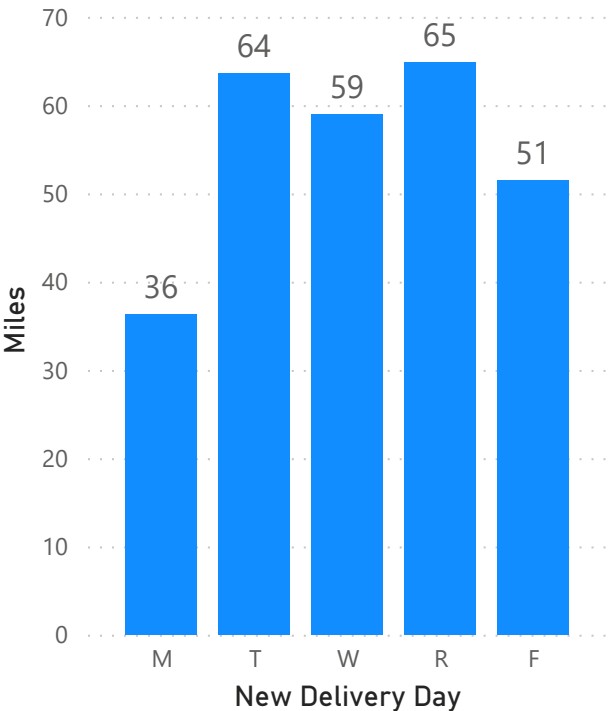
-3.75%

Rt 12 Q3 %Change

-2.86%

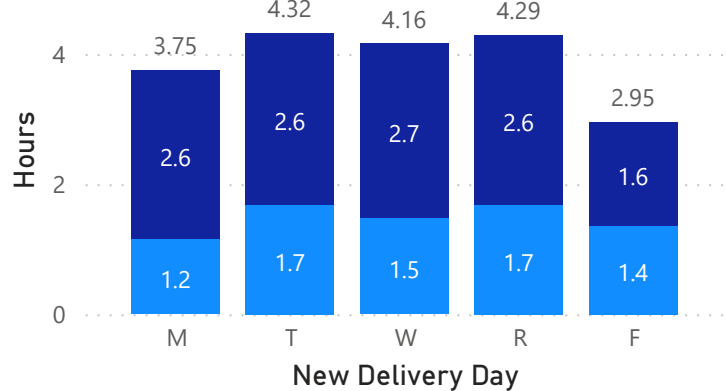
Rt 12 Q4 %Change

Total Miles Driven



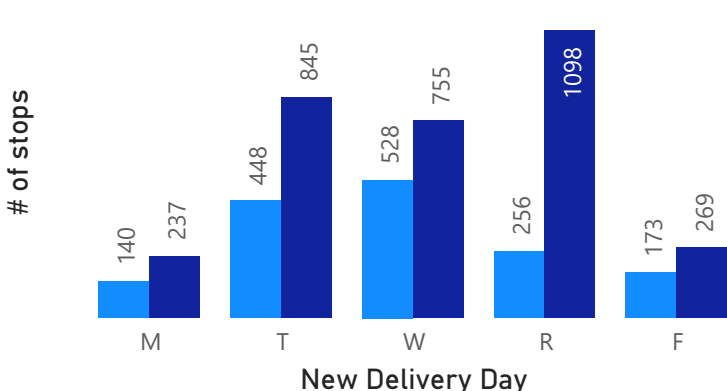
Hours Breakdown

Hours Travel Hours Of Service



Typical Garment Load

Avg Garments Processed Garment Inventory



\$175.99

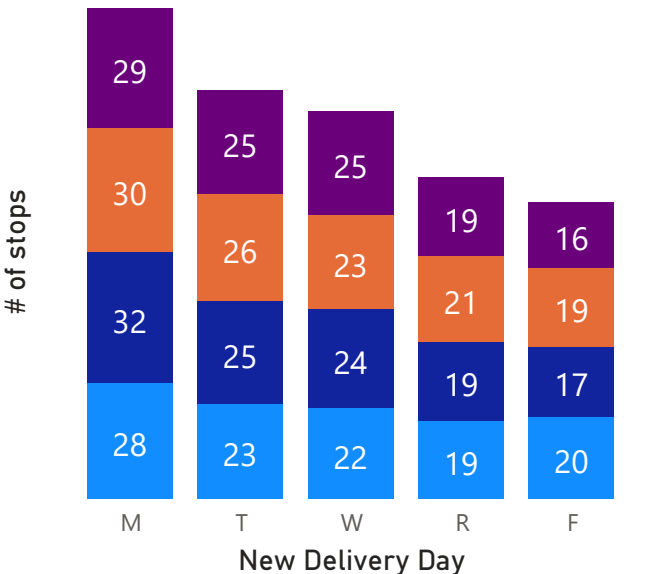
Average Miles Between Stops

3

Average Daily Miles

55

Stop Counts



# of Accounts on New Route    # of New Accounts

165

24

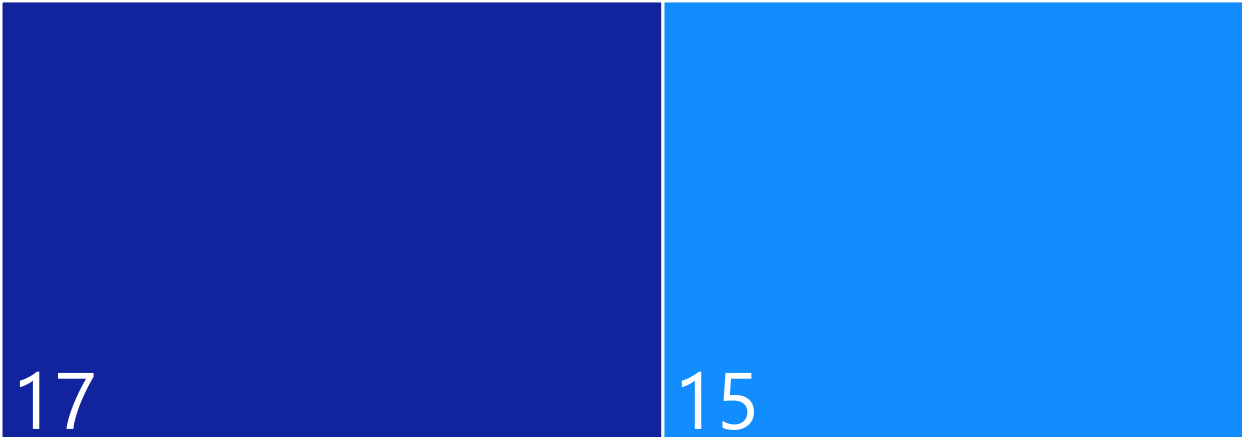
Origin of accounts Comprising New Route

Old Rt #    12    52    51



Destination of Accounts Leaving Original Route

New Rt    50    52

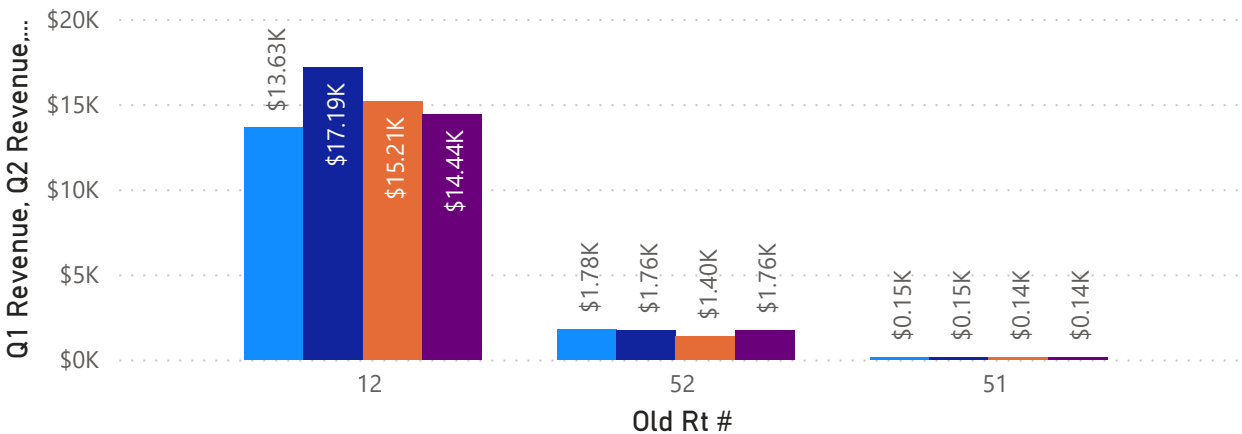


New Rt

12

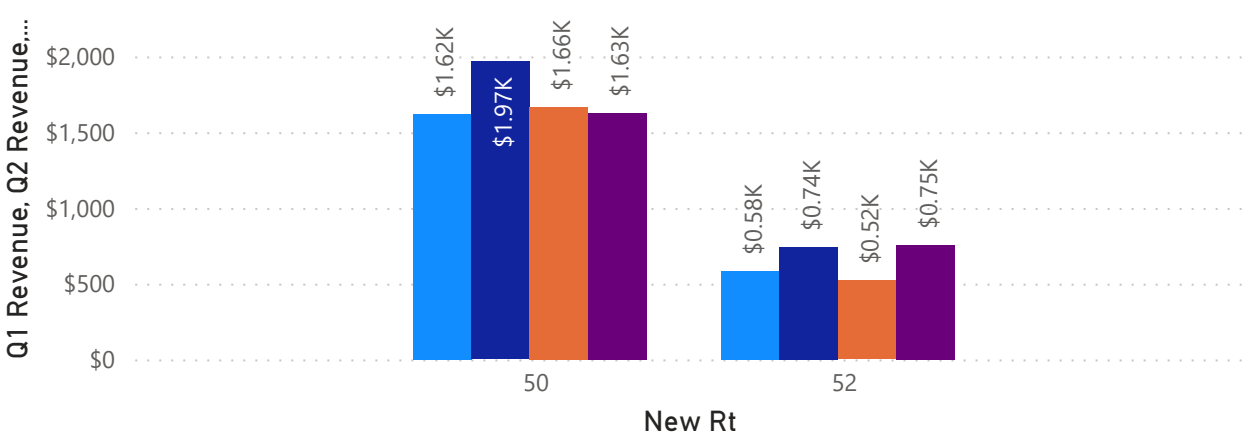
Origin of Revenue Comprising New Route

Q1 Revenue    Q2 Revenue    Q3 Revenue    Q4 Revenue



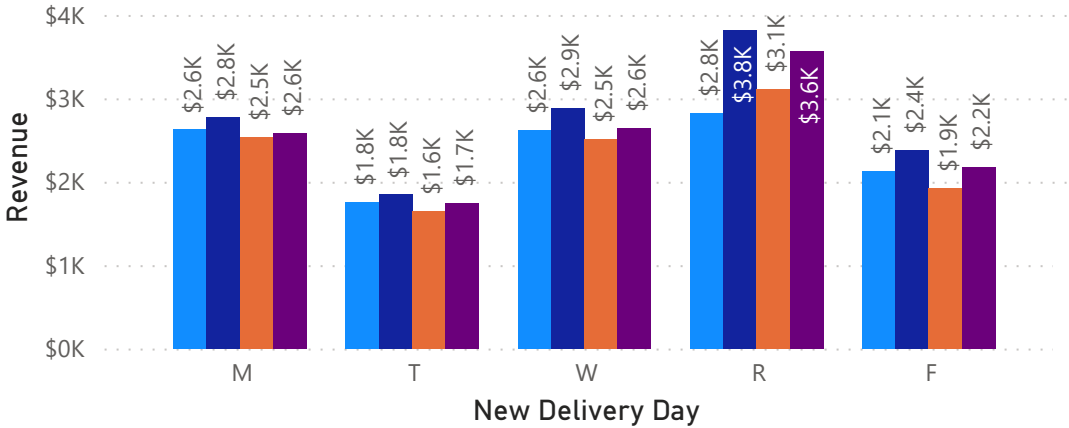
Destination of Revenue Leaving Original Route

Q1 Revenue    Q2 Revenue    Q3 Revenue    Q4 Revenue



Average Revenue

Q1 Revenue Q2 Revenue Q3 Revenue Q4 Revenue



New Rt 

47

Week # 

All

Avg Week Hours

45.15

# Of Customers

206

\$11.95K \$13.71K

Q1 Revenue

-2.52%

Rt 47 Q1 %Change

Q2 Revenue

-2.52%

Rt 47 Q1 %Change

\$11.72K \$12.72K

Q3 Revenue

-2.58%

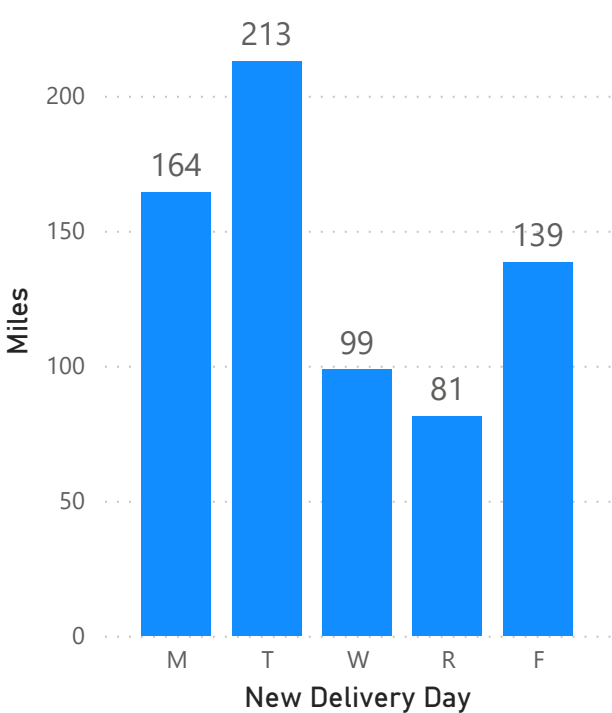
Rt 47 Q3 %Change

Q4 Revenue

-2.69%

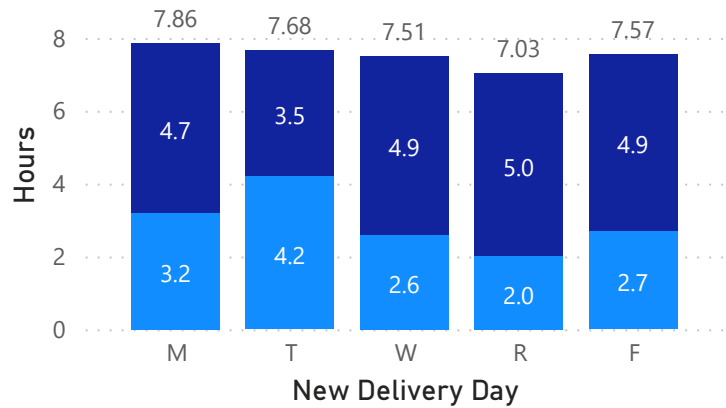
Rt 47 Q4 %Change

Total Miles Driven



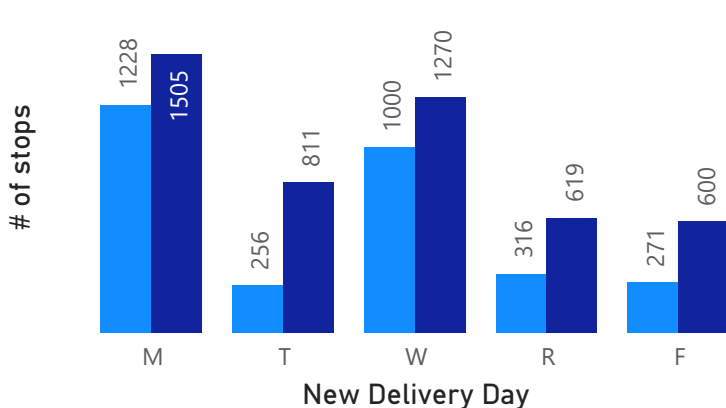
Hours Breakdown

Hours Travel Hours Of Service



Typical Garment Load

Avg Garments Processed Garment Inventory



\$99.50

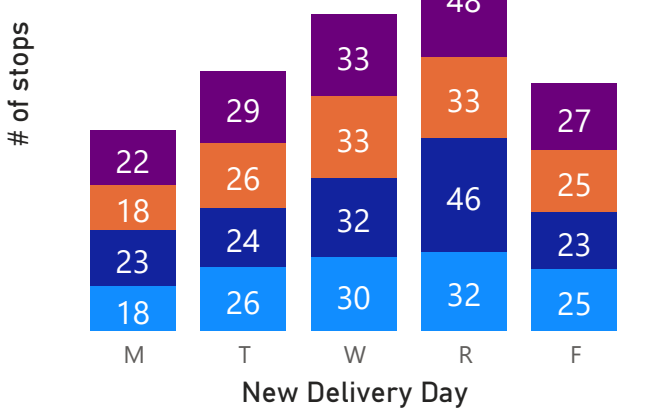
Average Miles Between Stops

6

Average Daily Miles

139

Stop Counts



# of Accounts on New Route    # of New Accounts

206

10

Origin of accounts Comprising New Route

Old Rt #    ● 47    ● 51



Destination of Accounts Leaving Original Route

New Rt    ● 51

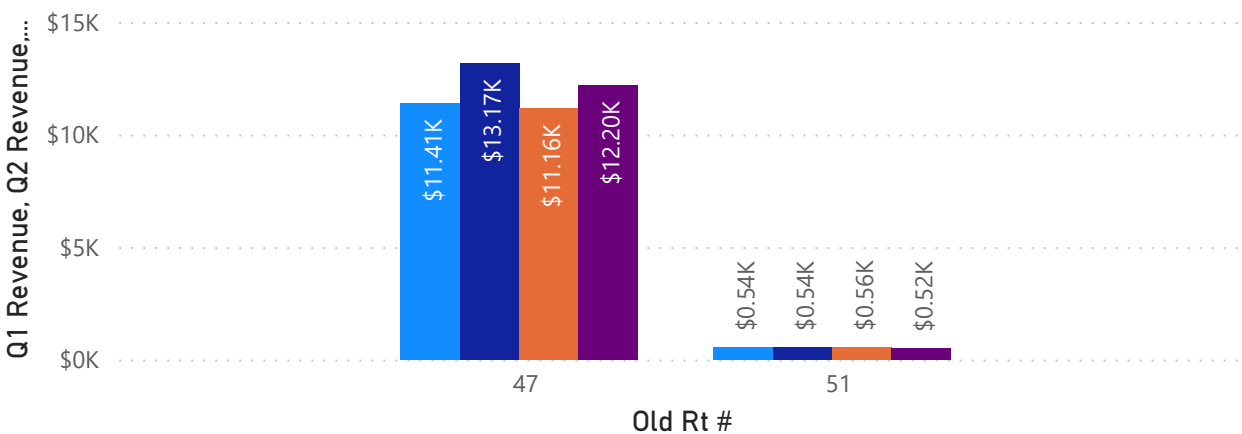


New Rt

47

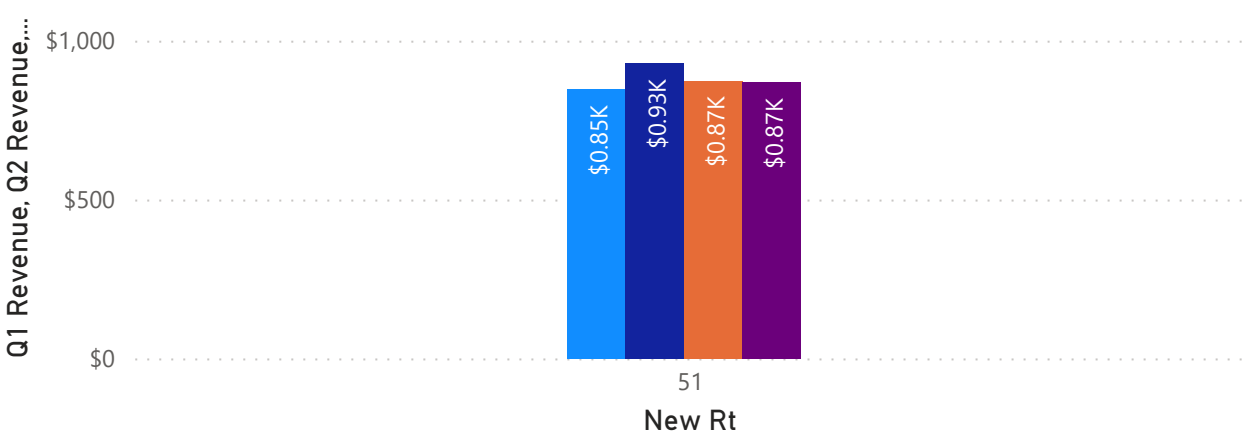
Origin of Revenue Comprising New Route

● Q1 Revenue    ● Q2 Revenue    ● Q3 Revenue    ● Q4 Revenue



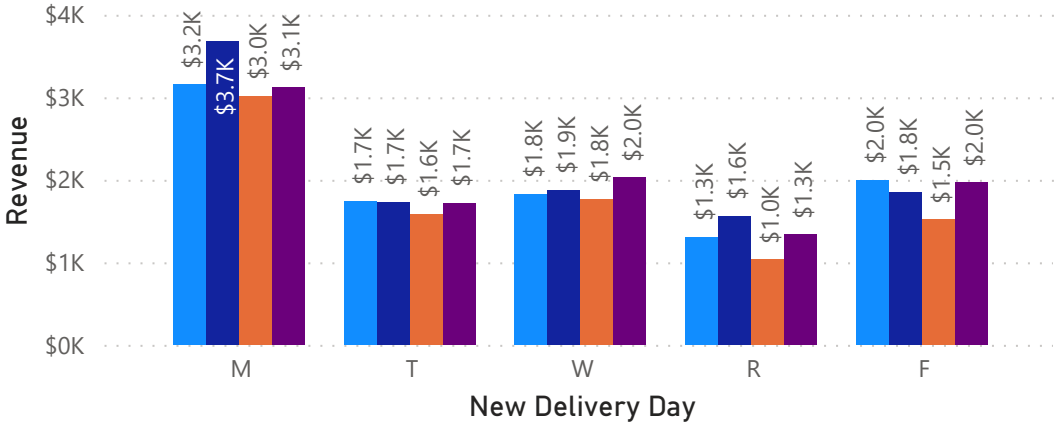
Destination of Revenue Leaving Original Route

● Q1 Revenue    ● Q2 Revenue    ● Q3 Revenue    ● Q4 Revenue



Average Revenue

Q1 Revenue Q2 Revenue Q3 Revenue Q4 Revenue



New Rt 

50

Week # 

All

Avg Week Hours

34.77

# Of Customers

190

\$10.03K \$10.68K

Q1 Revenue

Q2 Revenue

-6.51%

Rt 50 Q1 %Change

-3.25%

Rt 50 Q2 %Change

\$8.91K

Q3 Revenue

\$10.16K

Q4 Revenue

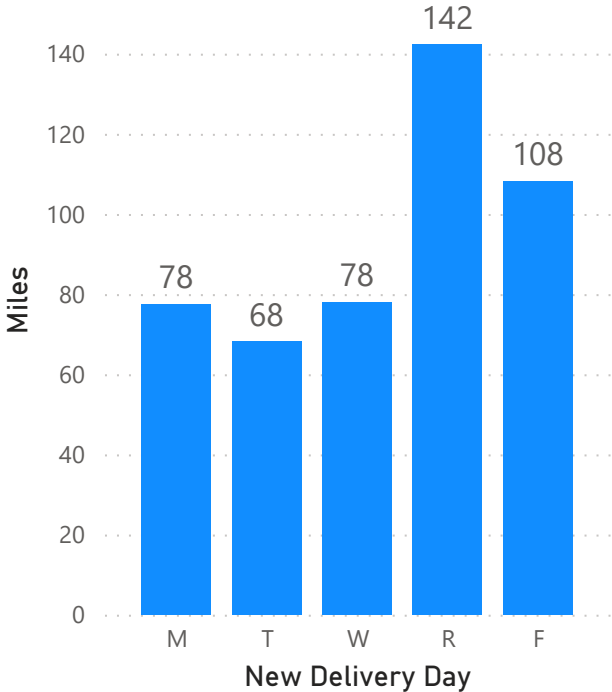
-1.96%

Rt 50 Q3 %Change

-6.91%

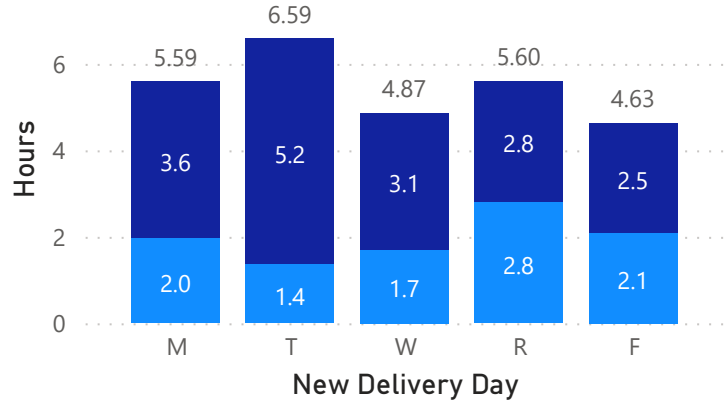
Rt 50 Q4 %Change

Total Miles Driven



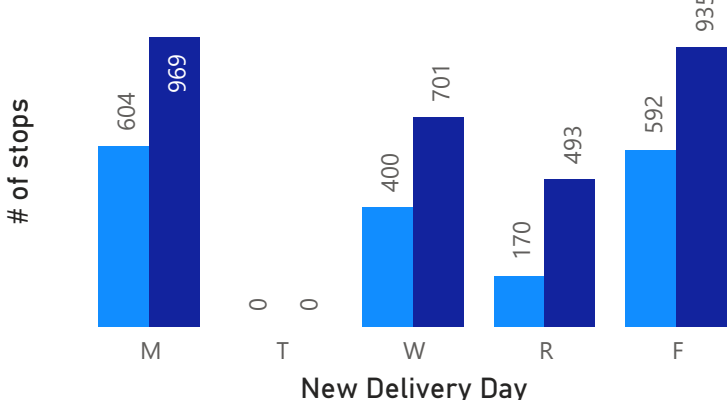
Hours Breakdown

Hours Travel Hours Of Service



Typical Garment Load

Avg Garments Processed Garment Inventory



\$83.77

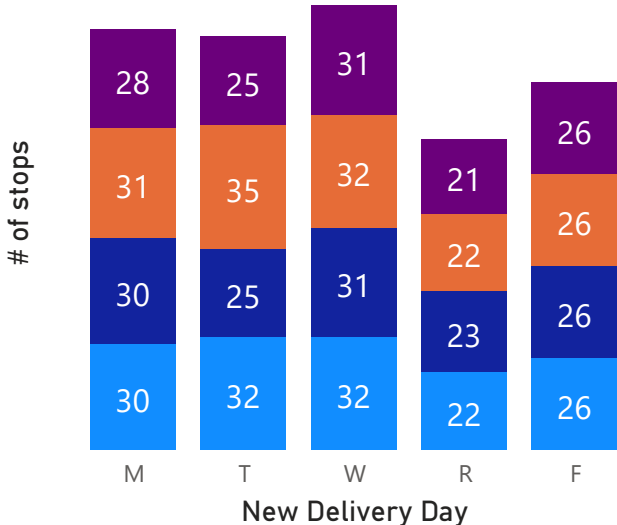
Average Miles Between Stops

4

Average Daily Miles

95

Stop Counts



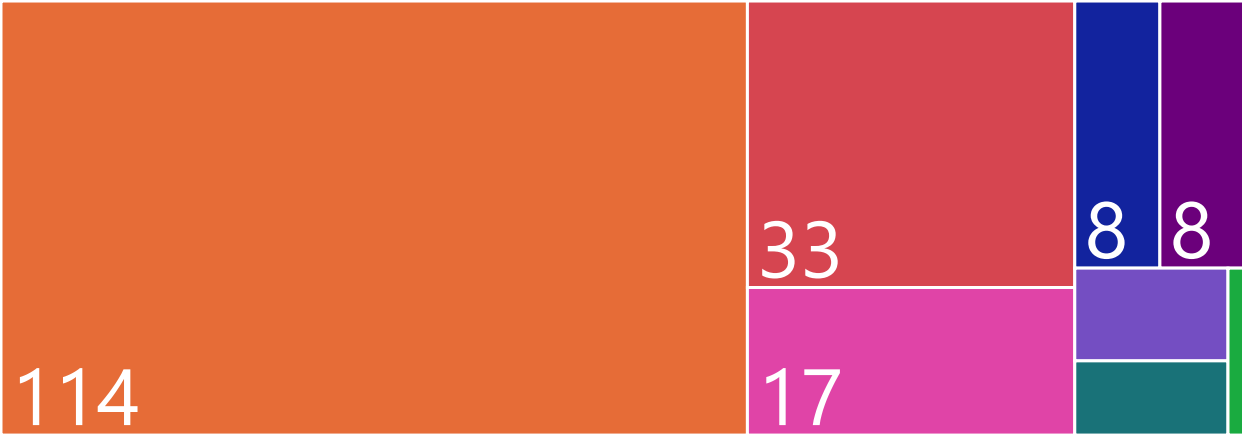
# of Accounts on New Route    # of New Accounts

190

76

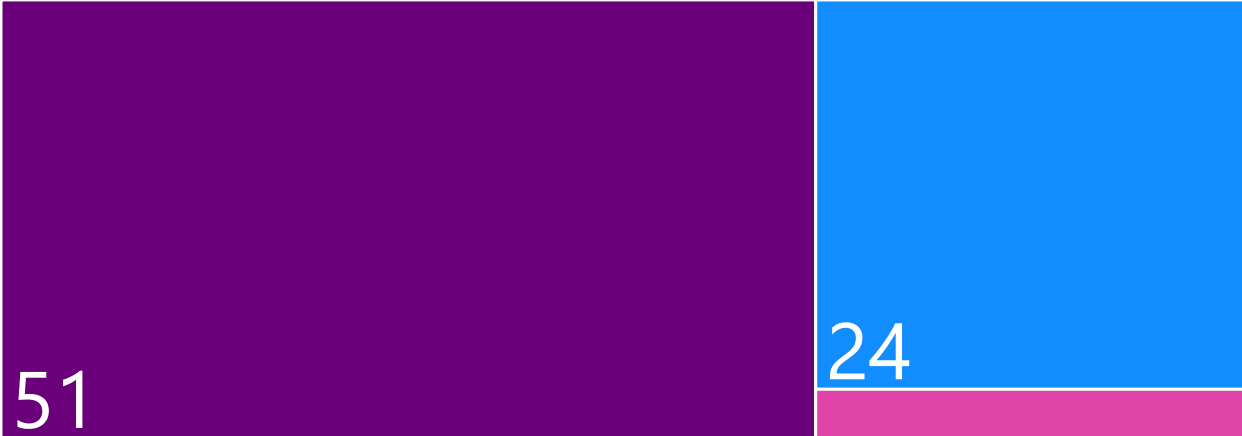
Origin of accounts Comprising New Route

Old Rt #    50    8010    12    52    56    51    8040    8060



Destination of Accounts Leaving Original Route

New Rt    56    52    6

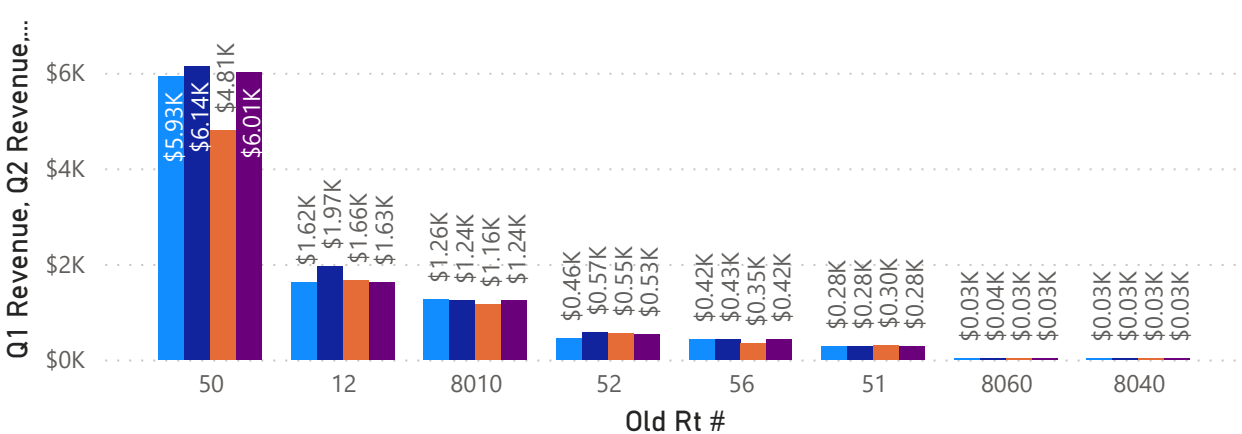


New Rt

50

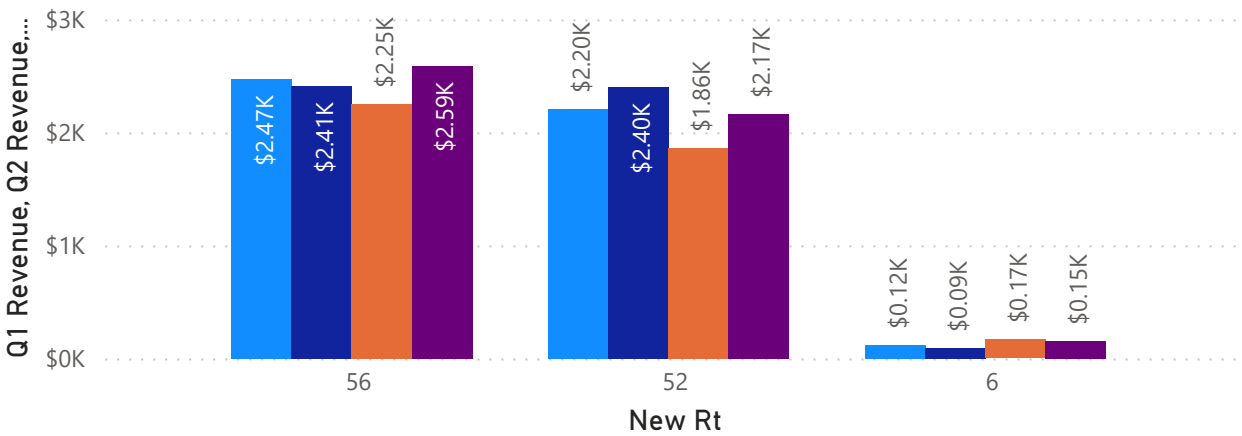
Origin of Revenue Comprising New Route

Q1 Revenue    Q2 Revenue    Q3 Revenue    Q4 Revenue



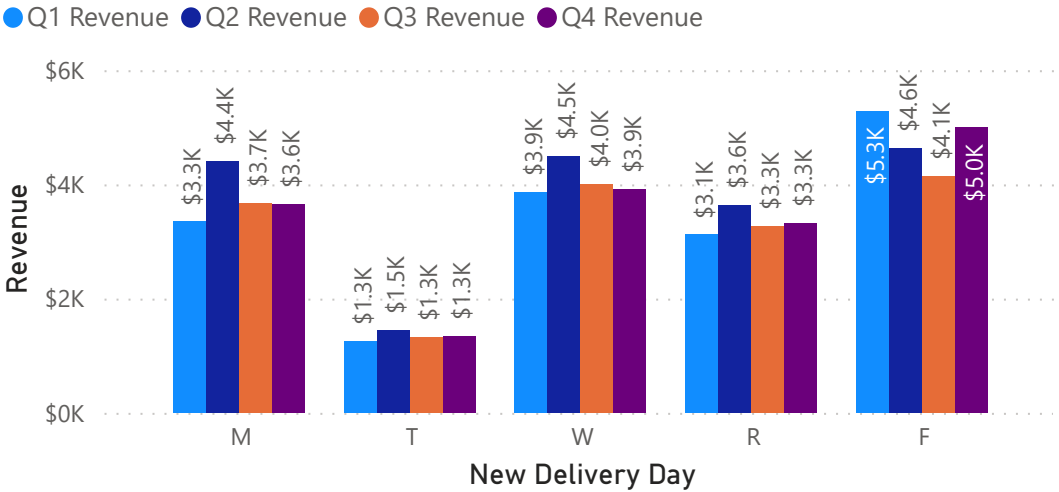
Destination of Revenue Leaving Original Route

Q1 Revenue    Q2 Revenue    Q3 Revenue    Q4 Revenue





Average Revenue



New Rt

Week #

Avg Week Hours

35.15

# Of Customers

202

\$16.87K \$18.62K

Q1 Revenue

Q2 Revenue

6.21%

Rt 51 Q1 %Change

6.58%

Rt 51 Q2 %Change

\$16.40K \$17.22K

Q3 Revenue

Q4 Revenue

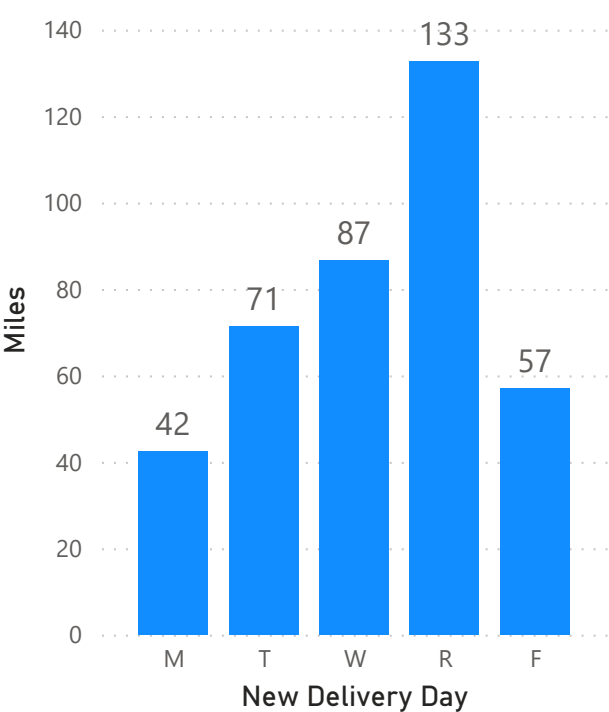
8.07%

Rt 51 Q3 %Change

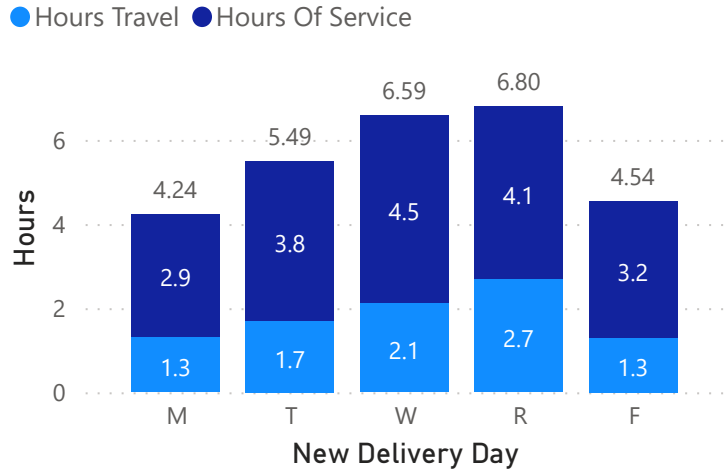
6.27%

Rt 51 Q4 %Change

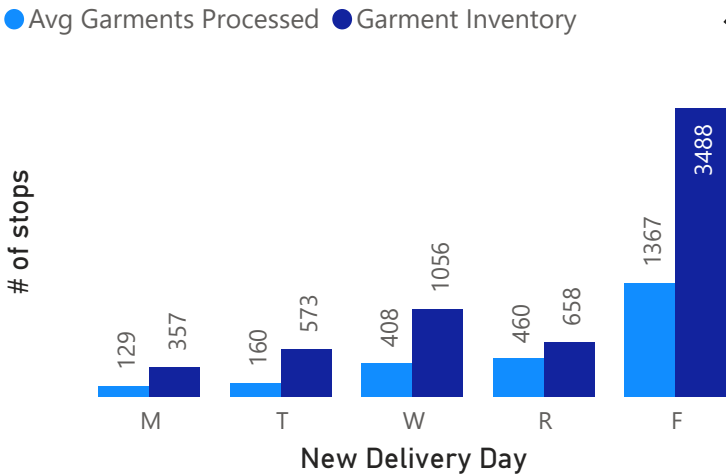
Total Miles Driven



Hours Breakdown



Typical Garment Load



\$129.32

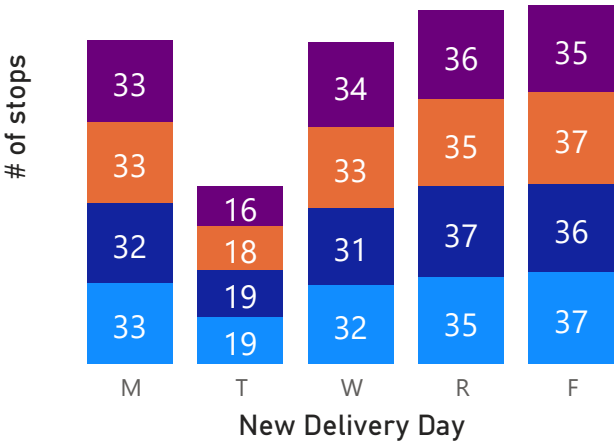
Average Miles Between Stops

4

Average Daily Miles

78

Stop Counts



# of Accounts on New Route    # of New Accounts

202

41

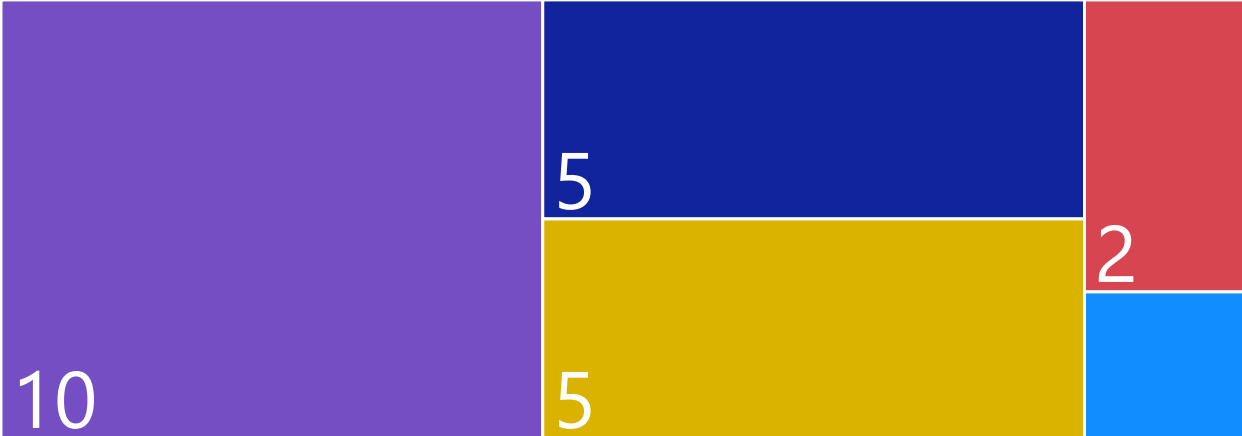
Origin of accounts Comprising New Route

Old Rt #    51    47    52    8060    8040    56    8010



Destination of Accounts Leaving Original Route

New Rt    47    50    8010    12    52

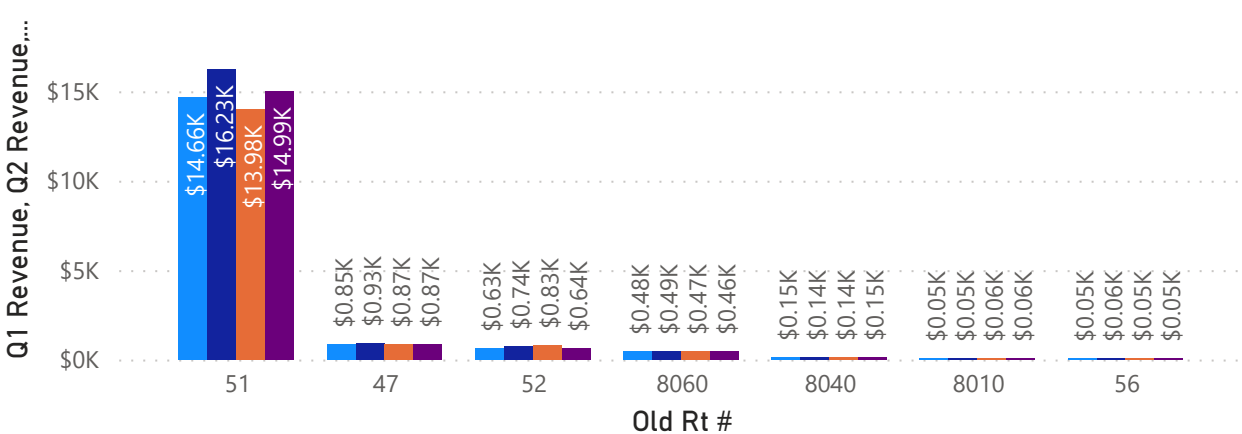


New Rt

51

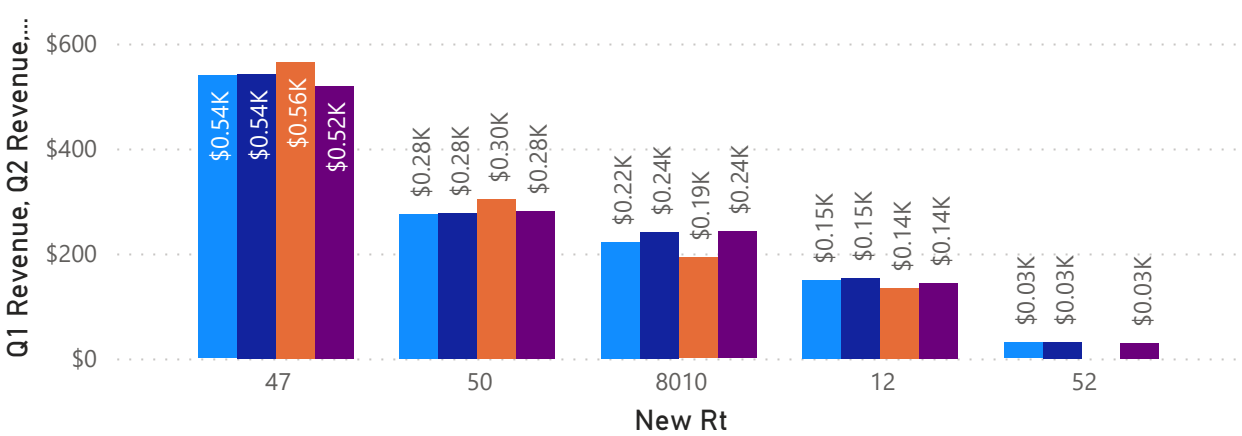
Origin of Revenue Comprising New Route

Q1 Revenue    Q2 Revenue    Q3 Revenue    Q4 Revenue



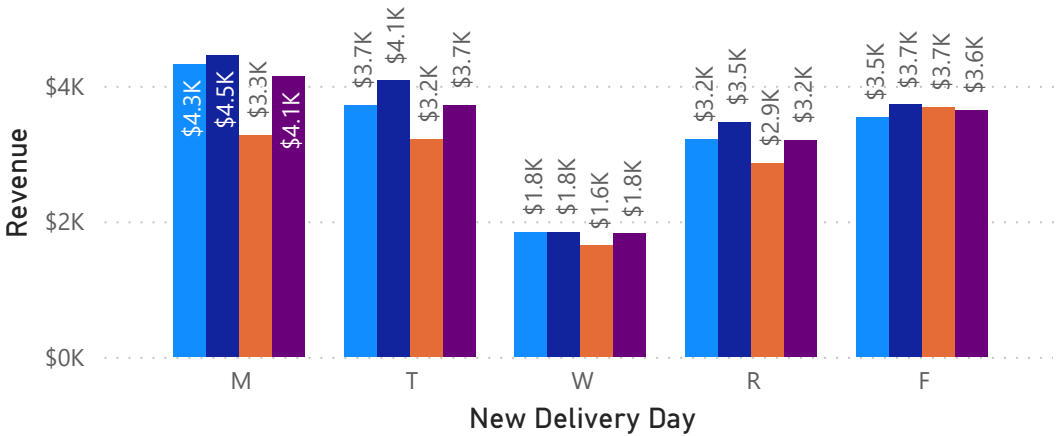
Destination of Revenue Leaving Original Route

Q1 Revenue    Q2 Revenue    Q3 Revenue    Q4 Revenue



Average Revenue

Q1 Revenue Q2 Revenue Q3 Revenue Q4 Revenue



New Rt 

52

Week # 

All

Avg Week Hours

23.33

# Of Customers

167

\$16.63K \$17.57K

Q1 Revenue

Q2 Revenue

-0.92%

Rt 52 Q1 %Change

-0.32%

Rt 52 Q2 %Change

\$14.67K \$16.52K

Q3 Revenue

Q4 Revenue

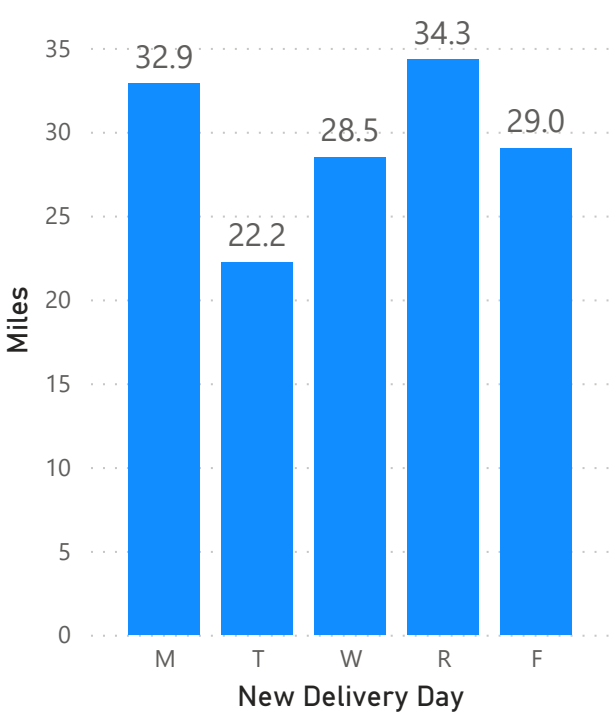
-6.96%

Rt 52 Q3 %Change

-0.20%

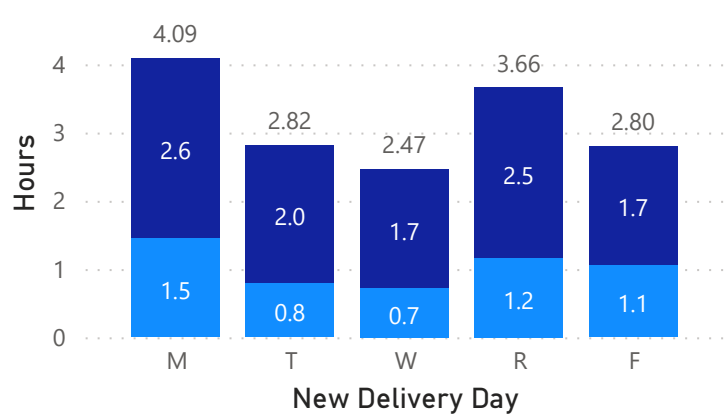
Rt 52 Q4 %Change

Total Miles Driven



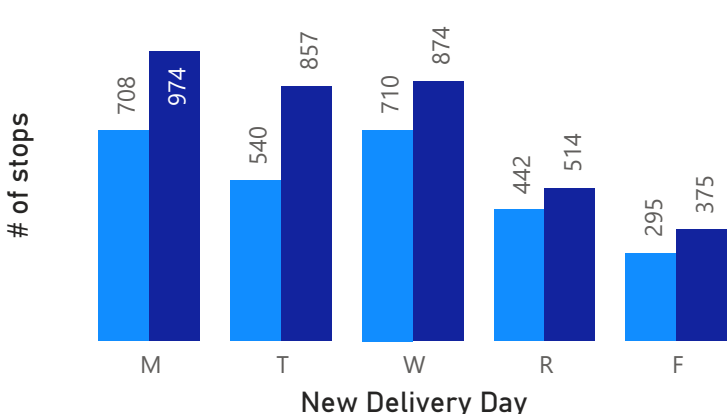
Hours Breakdown

Hours Travel Hours Of Service



Typical Garment Load

Avg Garments Processed Garment Inventory



\$150.14

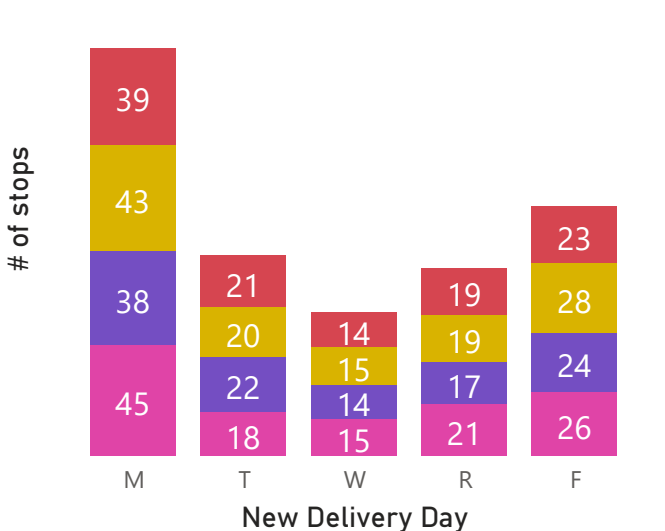
Average Miles Between Stops

1

Average Daily Miles

29

Stop Counts



# of Accounts on New Route    # of New Accounts

167

48

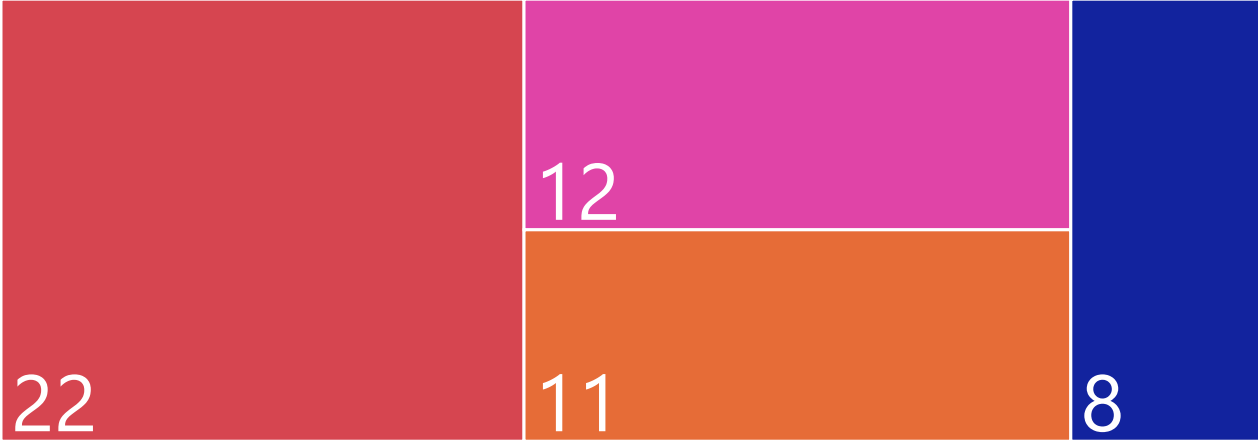
Origin of accounts Comprising New Route

Old Rt #    52    50    12    6    51    56



Destination of Accounts Leaving Original Route

New Rt    12    6    51    50

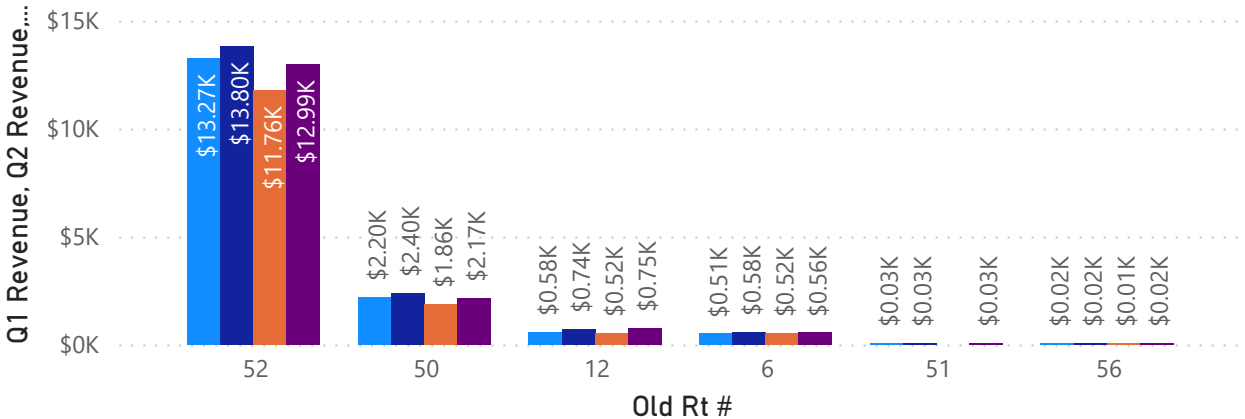


New Rt

52

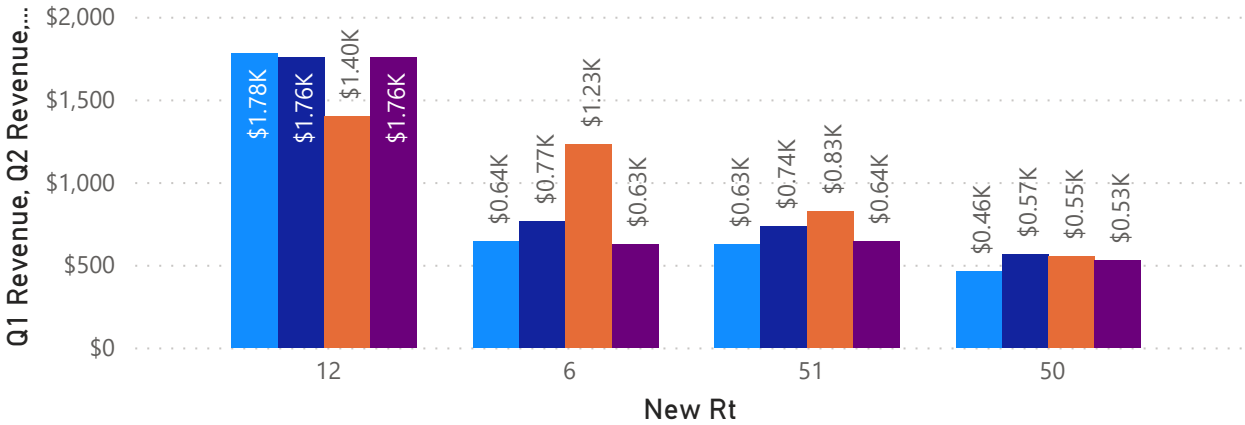
Origin of Revenue Comprising New Route

Q1 Revenue    Q2 Revenue    Q3 Revenue    Q4 Revenue



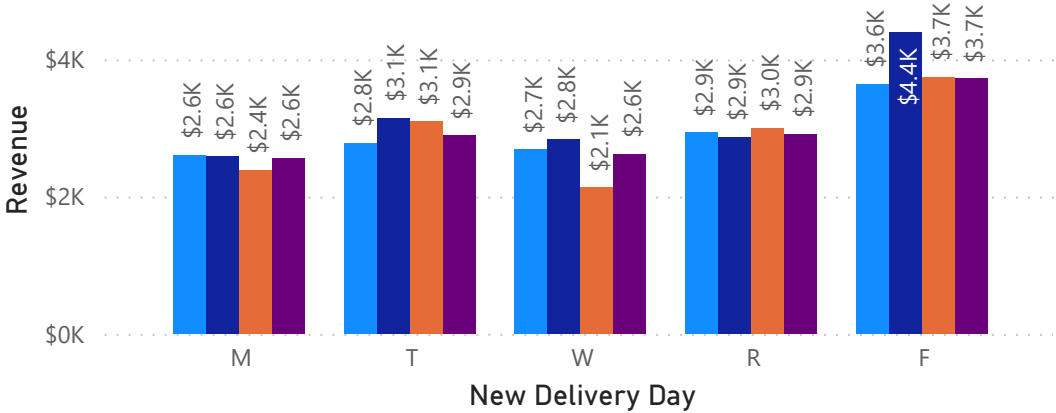
Destination of Revenue Leaving Original Route

Q1 Revenue    Q2 Revenue    Q3 Revenue    Q4 Revenue



Average Revenue

Q1 Revenue Q2 Revenue Q3 Revenue Q4 Revenue



New Rt 

56

Week # 

All

Avg Week Hours

38.34

# Of Customers

236

\$14.63K \$15.81K

Q1 Revenue

Q2 Revenue

9.11%

Rt 56 Q1 %Change

6.80%

Rt 56 Q2 %Change

\$14.34K \$14.68K

Q3 Revenue

Q4 Revenue

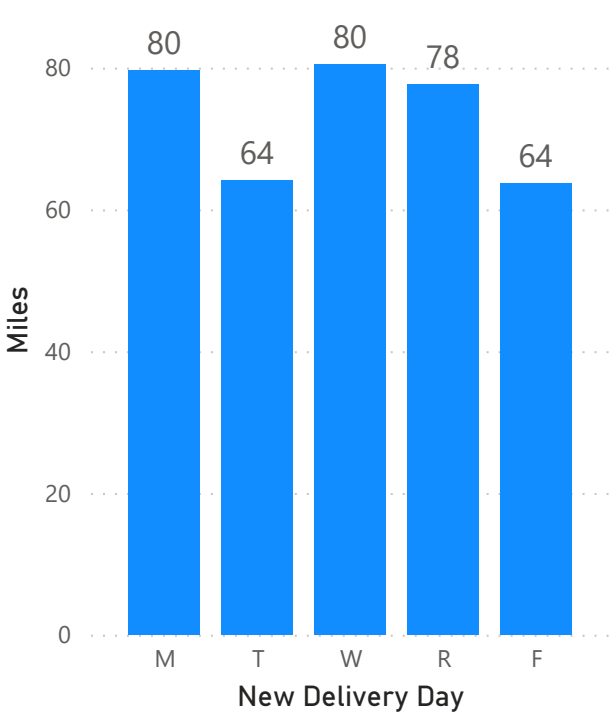
6.20%

Rt 56 Q3 %Change

10.00%

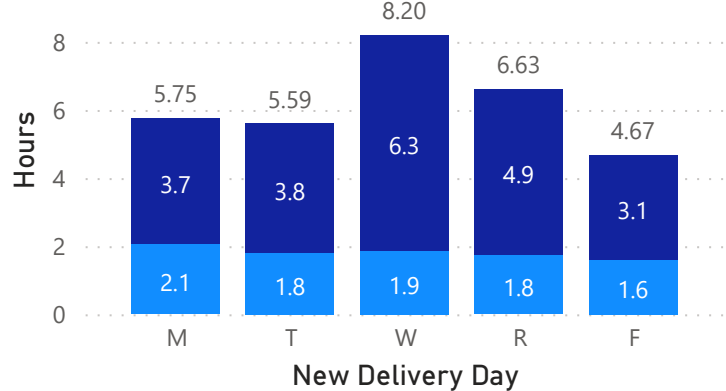
Rt 56 Q4 %Change

Total Miles Driven



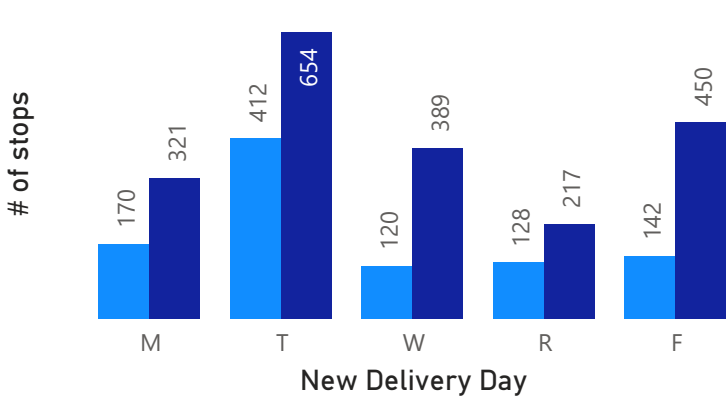
Hours Breakdown

Hours Travel Hours Of Service



Typical Garment Load

Avg Garments Processed Garment Inventory



\$106.26

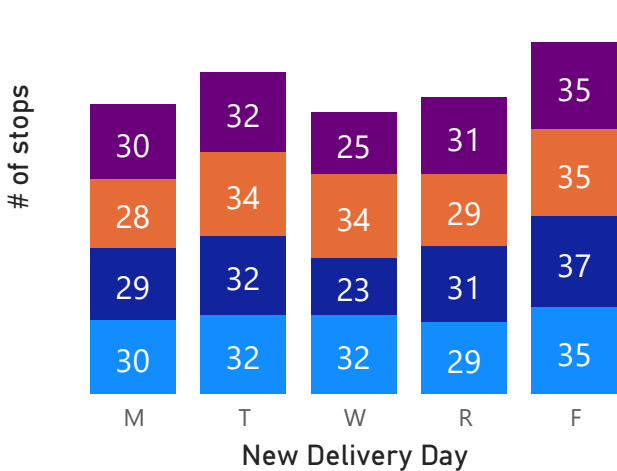
Average Miles Between Stops

3

Average Daily Miles

73

Stop Counts



# of Accounts on New Route   # of New Accounts

236

91

Origin of accounts Comprising New Route

Old Rt #   56   50   8040   8060   8010



Destination of Accounts Leaving Original Route

New Rt   8010   8040   50   6   51   52

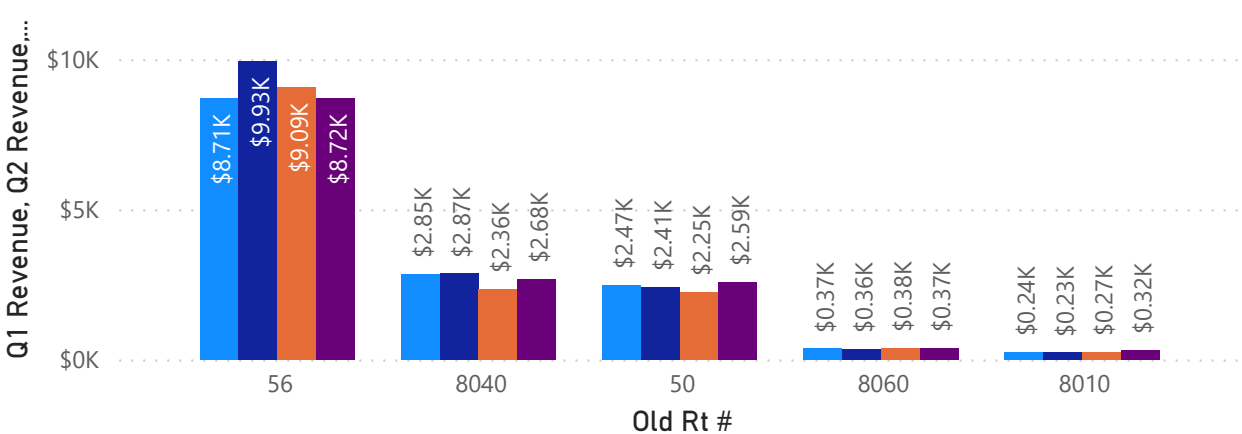


New Rt

56

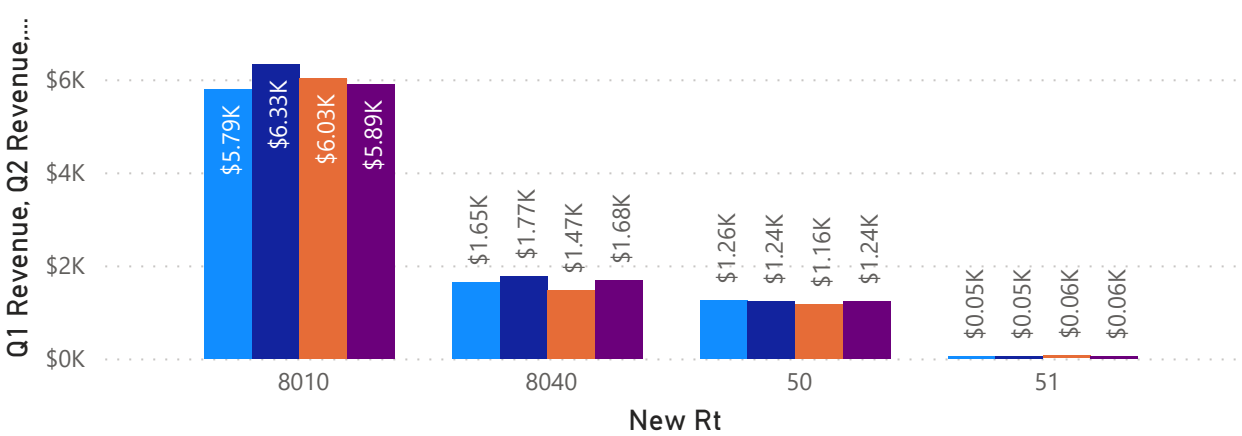
Origin of Revenue Comprising New Route

Q1 Revenue   Q2 Revenue   Q3 Revenue   Q4 Revenue



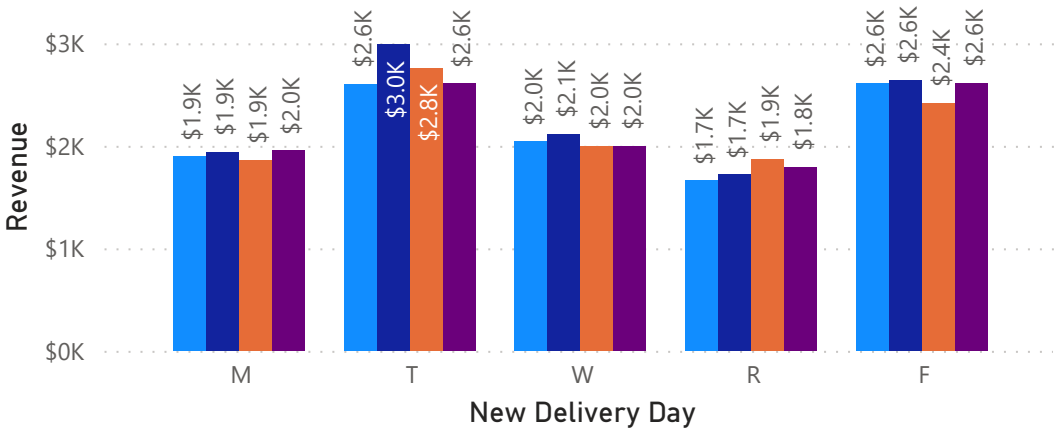
Destination of Revenue Leaving Original Route

Q1 Revenue   Q2 Revenue   Q3 Revenue   Q4 Revenue



Average Revenue

Q1 Revenue Q2 Revenue Q3 Revenue Q4 Revenue



New Rt 

8010

Week # 

All

Avg Week Hours

44.59

# Of Customers

224

\$10.80K \$11.40K

Q1 Revenue

Q2 Revenue

20.20%

Rt 8010 Q1 %Change

18.39%

Rt 8010 Q2 %Change

\$10.90K \$10.95K

Q3 Revenue

Q4 Revenue

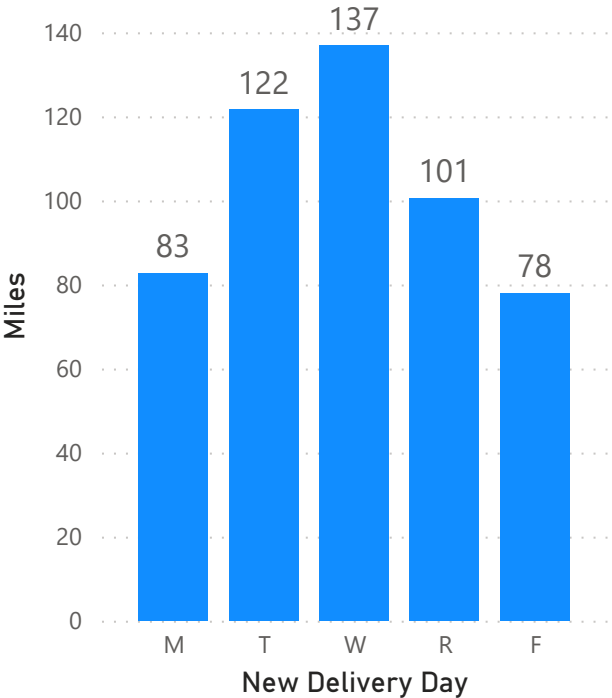
21.23%

Rt 8010 Q3 %Change

19.23%

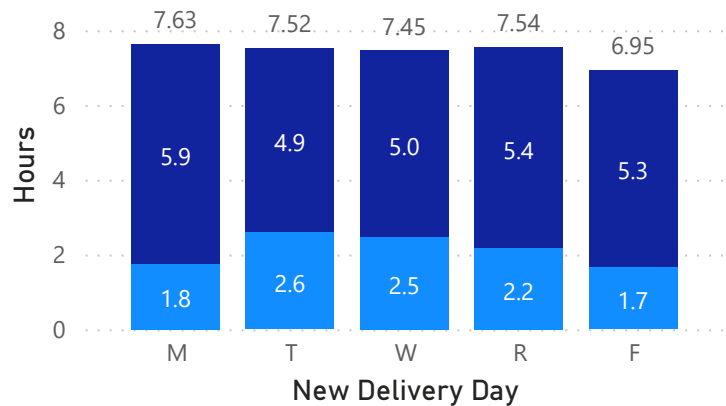
Rt 8010 Q4 %Change

Total Miles Driven



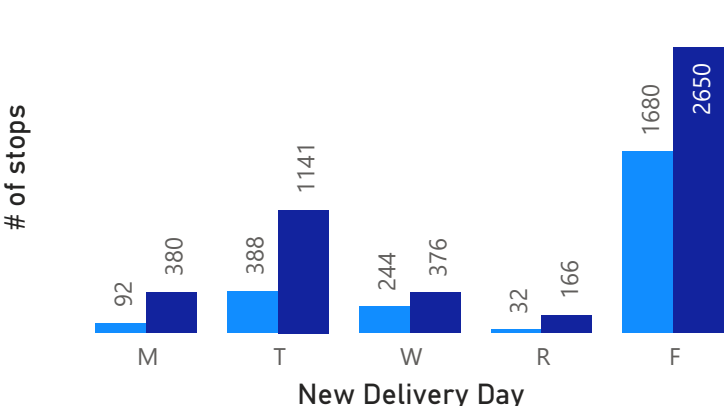
Hours Breakdown

Hours Travel Hours Of Service



Typical Garment Load

Avg Garments Processed Garment Inventory



\$77.29

Average Miles Between Stops

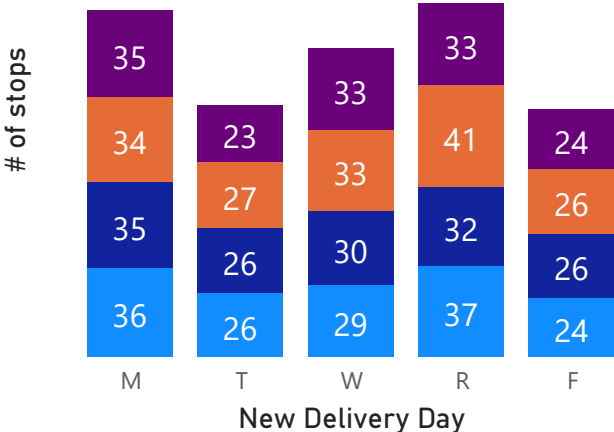
4

Average Daily Miles

104

Average Stop Size

Stop Counts



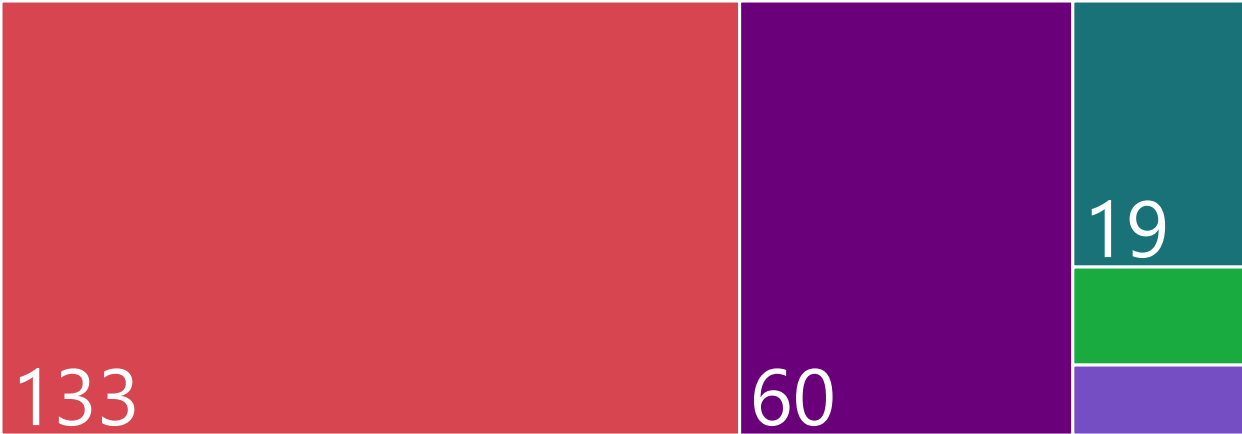
# of Accounts on New Route    # of New Accounts

224

91

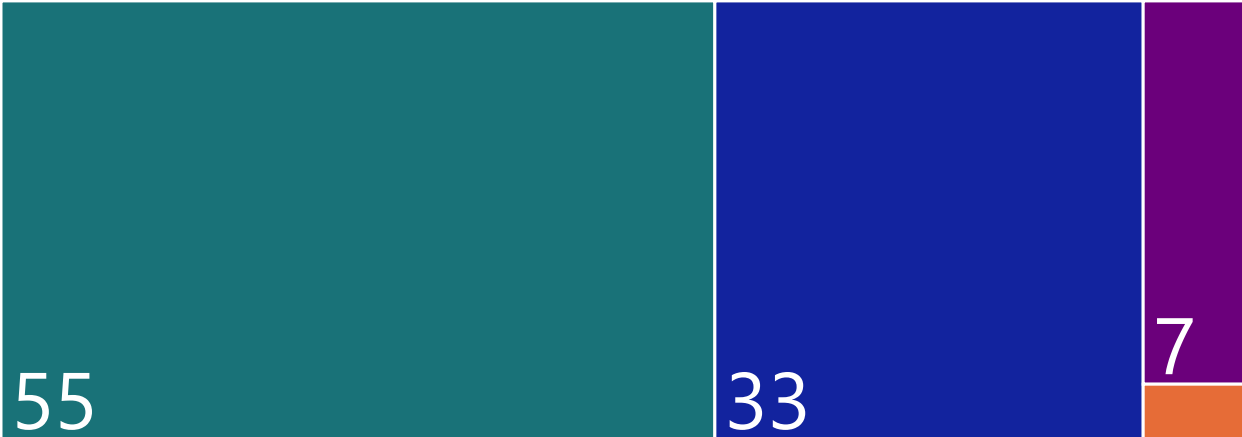
Origin of accounts Comprising New Route

Old Rt #    8010    56    8040    8060    51



Destination of Accounts Leaving Original Route

New Rt    8040    50    56    51

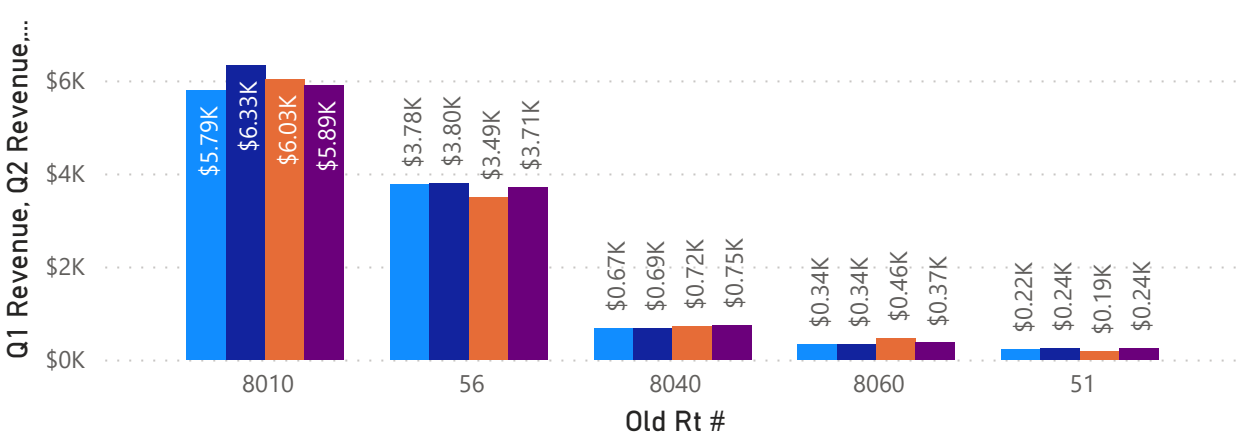


New Rt

8010

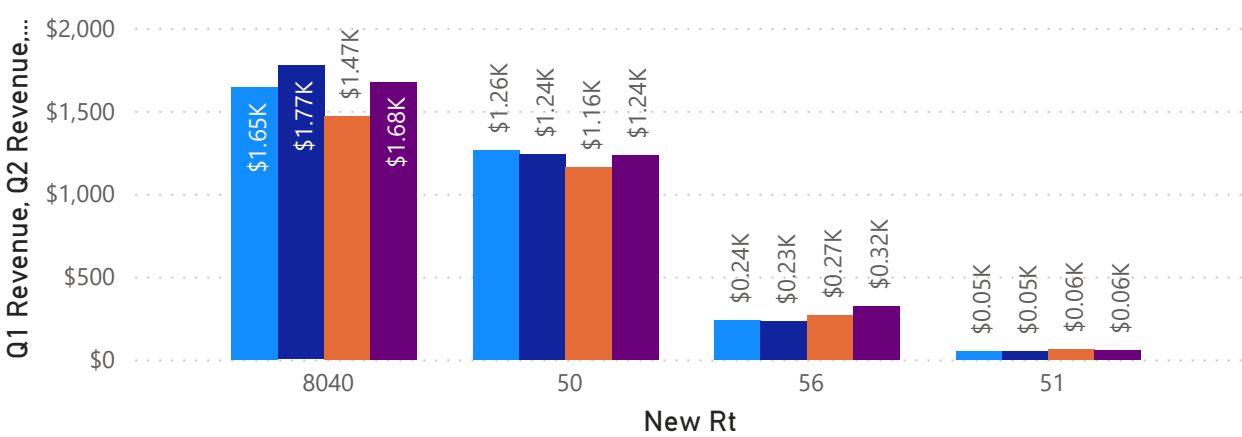
Origin of Revenue Comprising New Route

Q1 Revenue    Q2 Revenue    Q3 Revenue    Q4 Revenue



Destination of Revenue Leaving Original Route

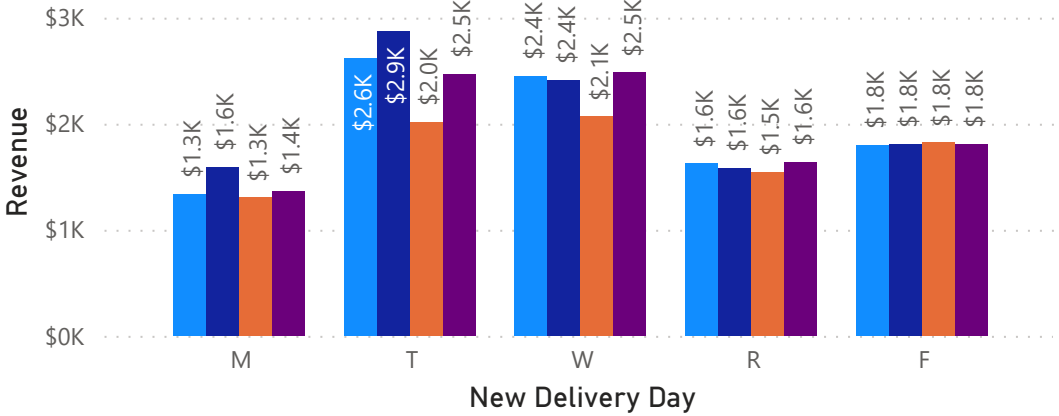
Q1 Revenue    Q2 Revenue    Q3 Revenue    Q4 Revenue





Average Revenue

Q1 Revenue Q2 Revenue Q3 Revenue Q4 Revenue



New Rt  
8040

Week #  
All

Avg Week Hours

42.61

# Of Customers

224

\$9.82K

Q1 Revenue

-8.20%

Rt 8040 Q1 %Change

\$8.75K

Q3 Revenue

-6.10%

Rt 8040 Q3 %Change

\$10.27K

Q2 Revenue

-5.10%

Rt 8040 Q2 %Change

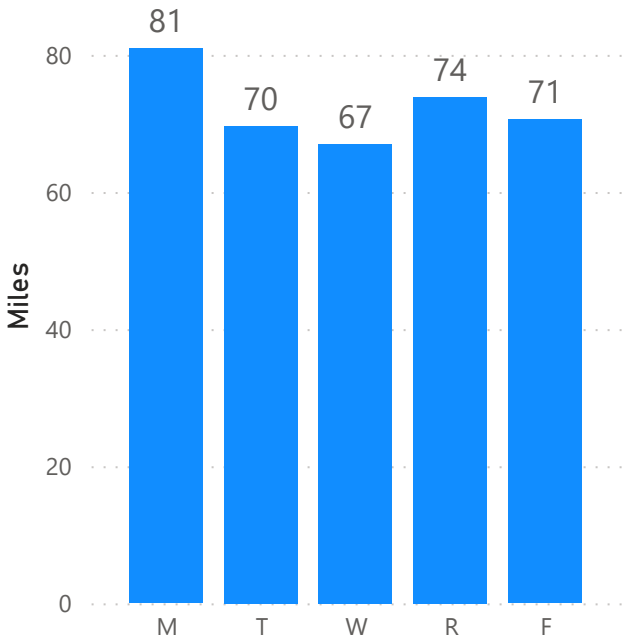
\$9.75K

Q4 Revenue

-7.31%

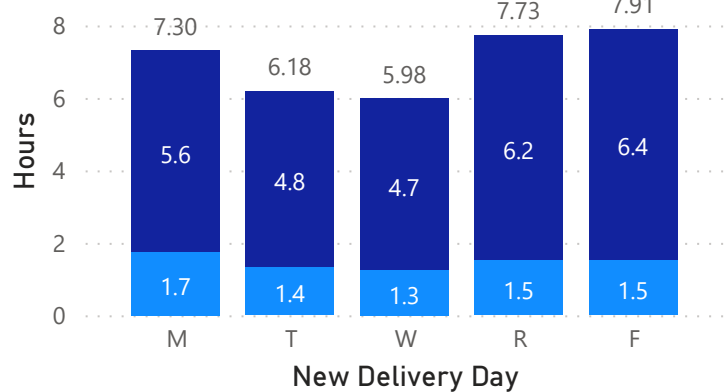
Rt 8040 Q4 %Change

Total Miles Driven



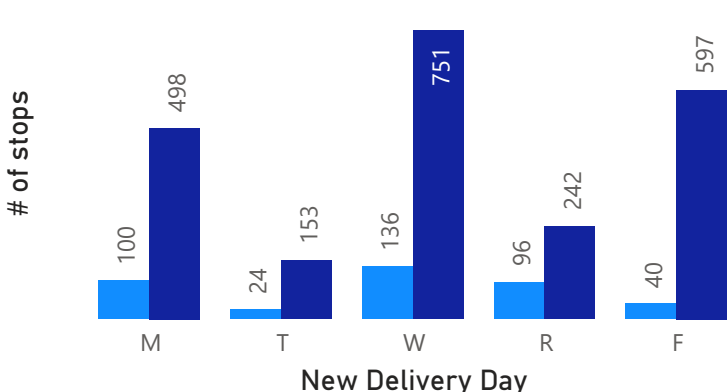
Hours Breakdown

Hours Travel Hours Of Service



Typical Garment Load

Avg Garments Processed Garment Inventory



\$88.91

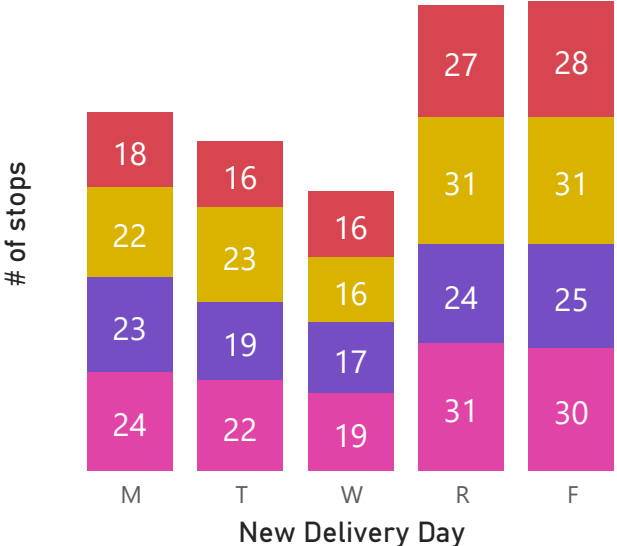
Average Miles Between Stops

3

Average Daily Miles

72

Stop Counts



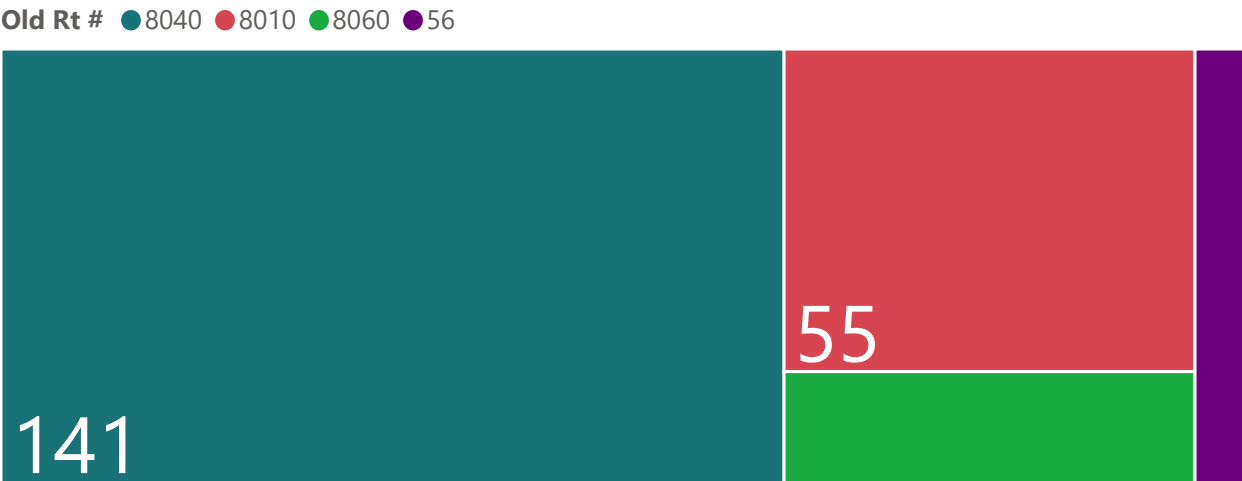
# of Accounts on New Route

# of New Accounts

224

83

Origin of accounts Comprising New Route



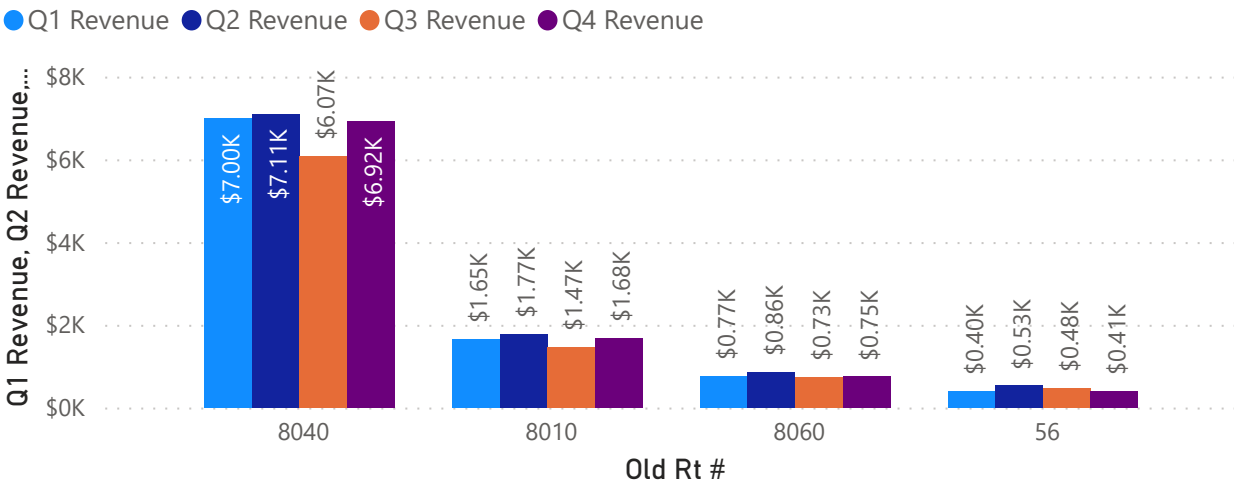
Destination of Accounts Leaving Original Route



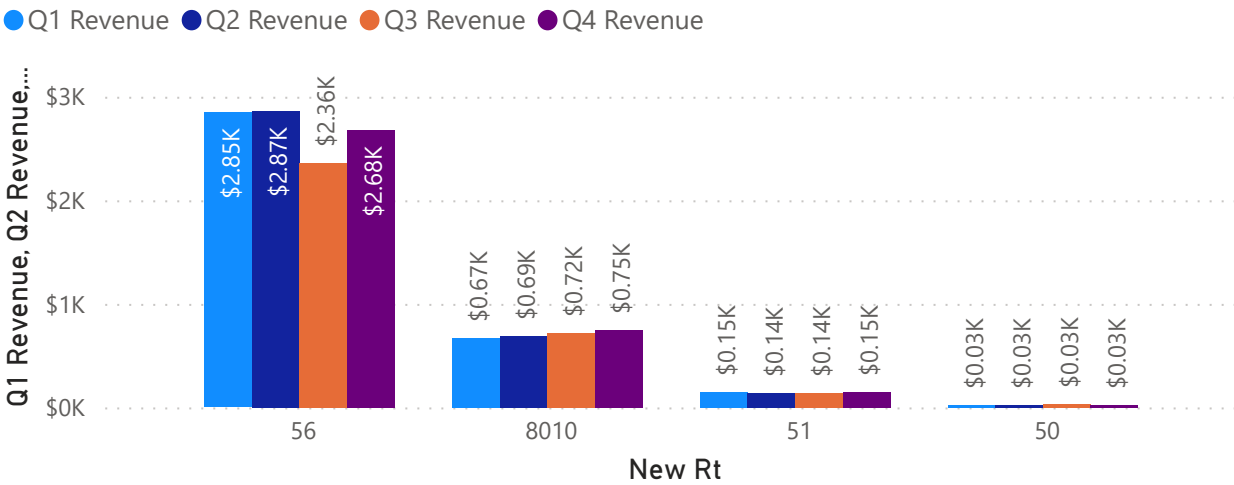
New Rt

8040

Origin of Revenue Comprising New Route



Destination of Revenue Leaving Original Route

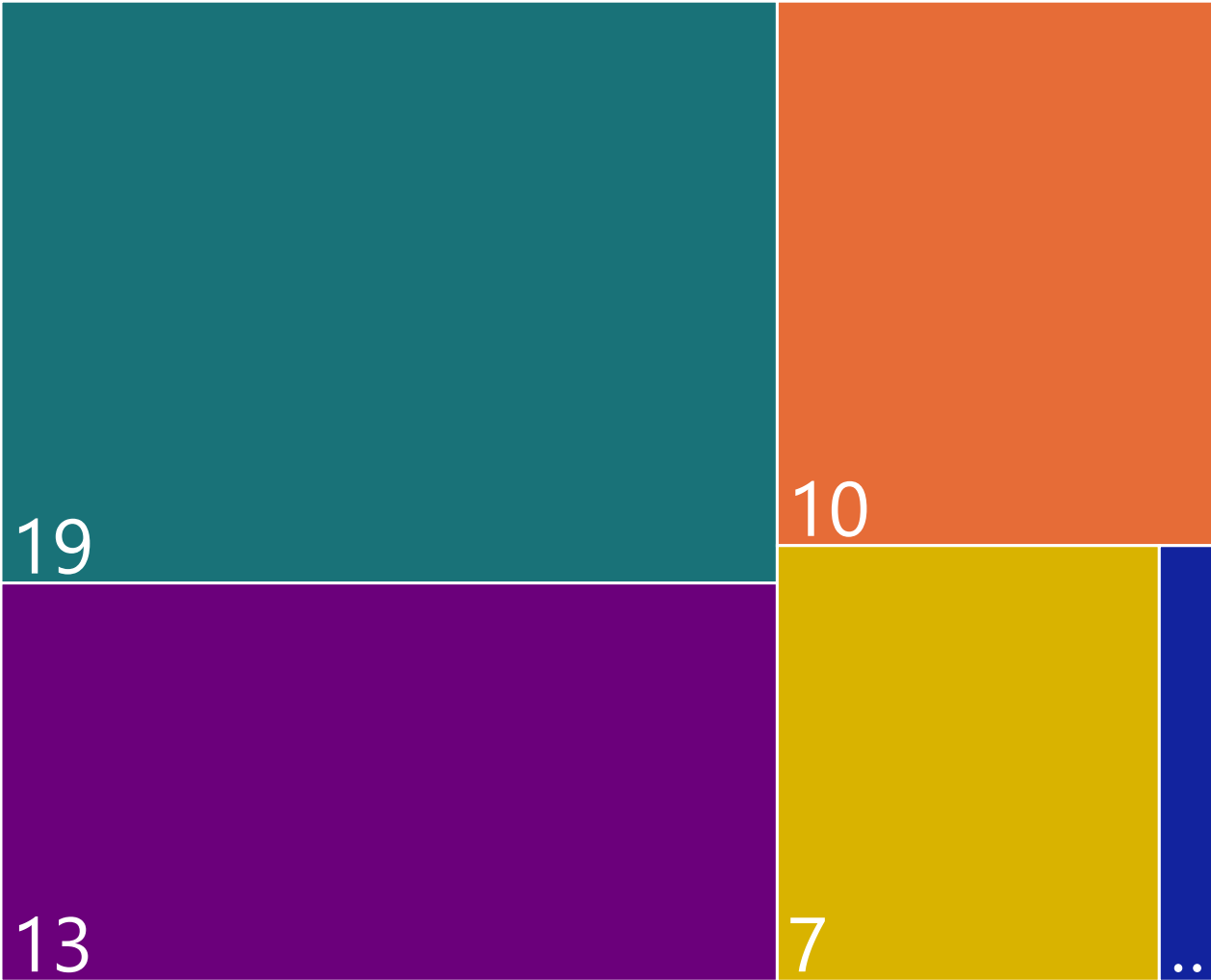


# of Accounts on New Route

(Blank)

Destination of Accounts Leaving Original Route

New Rt 8040 56 51 8010 50

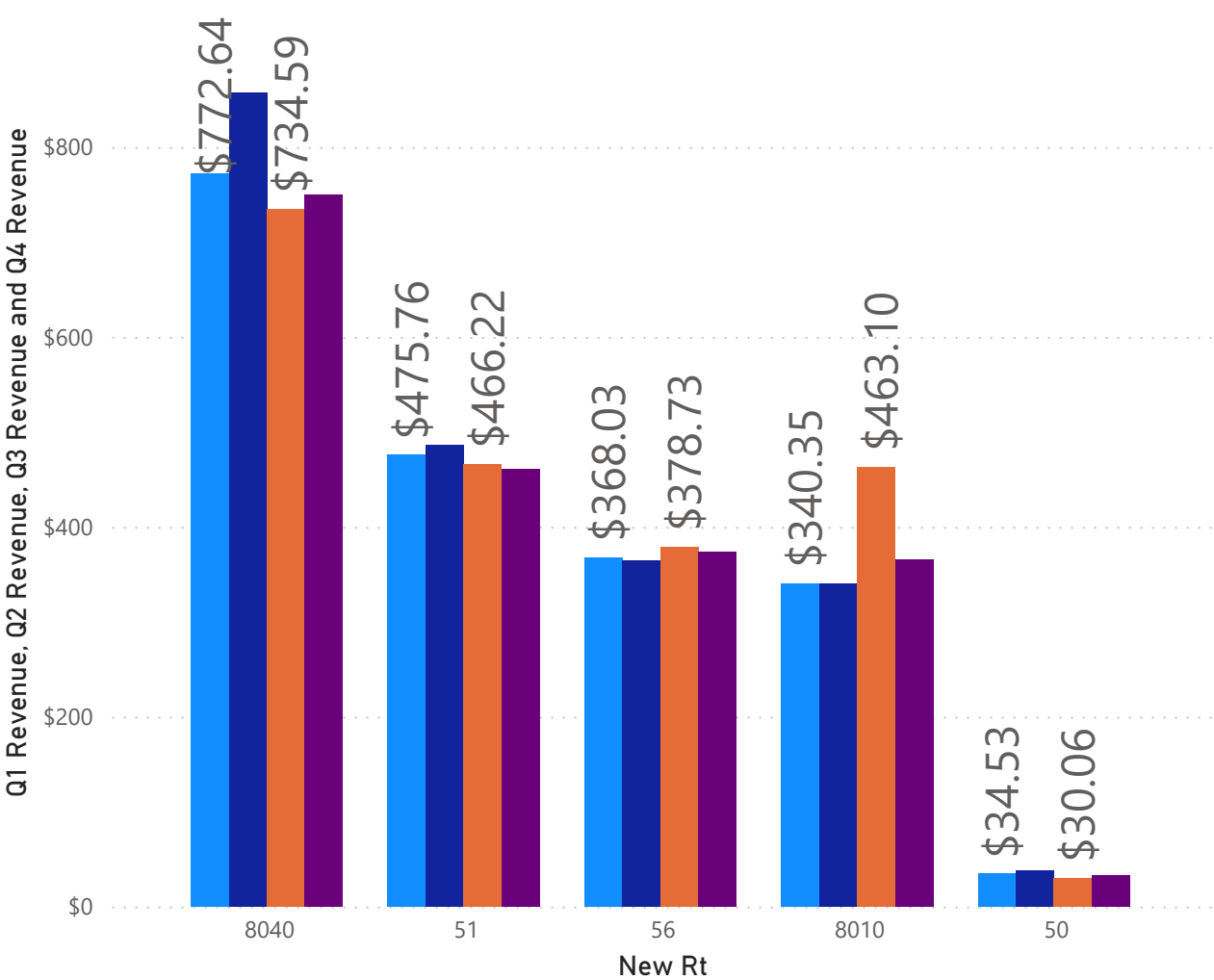


New Rt

8060

Destination of Revenue Leaving Original Route

Q1 Revenue Q2 Revenue Q3 Revenue Q4 Revenue



New Rt and New Delivery Day

Rt ND OD	Count
12 F=F	11
12 F=M	1
12 F=T	1
12 F=W	17
12 M=M	4
12 M=R	17
12 M=W	19
12 R=F	2
12 R=R	9
12 R=T	9
12 R=W	8
12 T=M	15
12 T=R	14
12 T=T	6
12 T=W	2
12 W=F	16
12 W=M	2
Total	1813