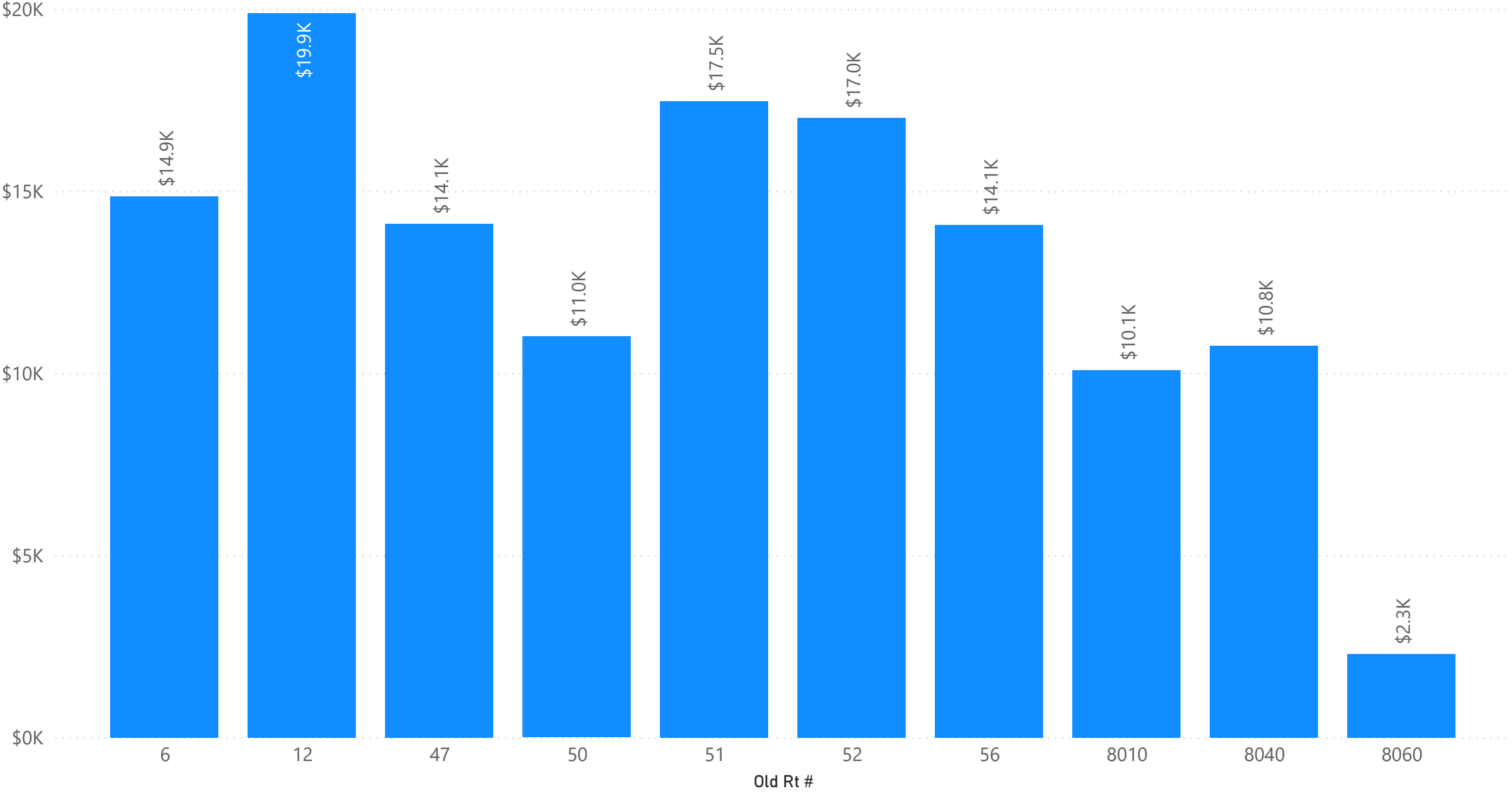
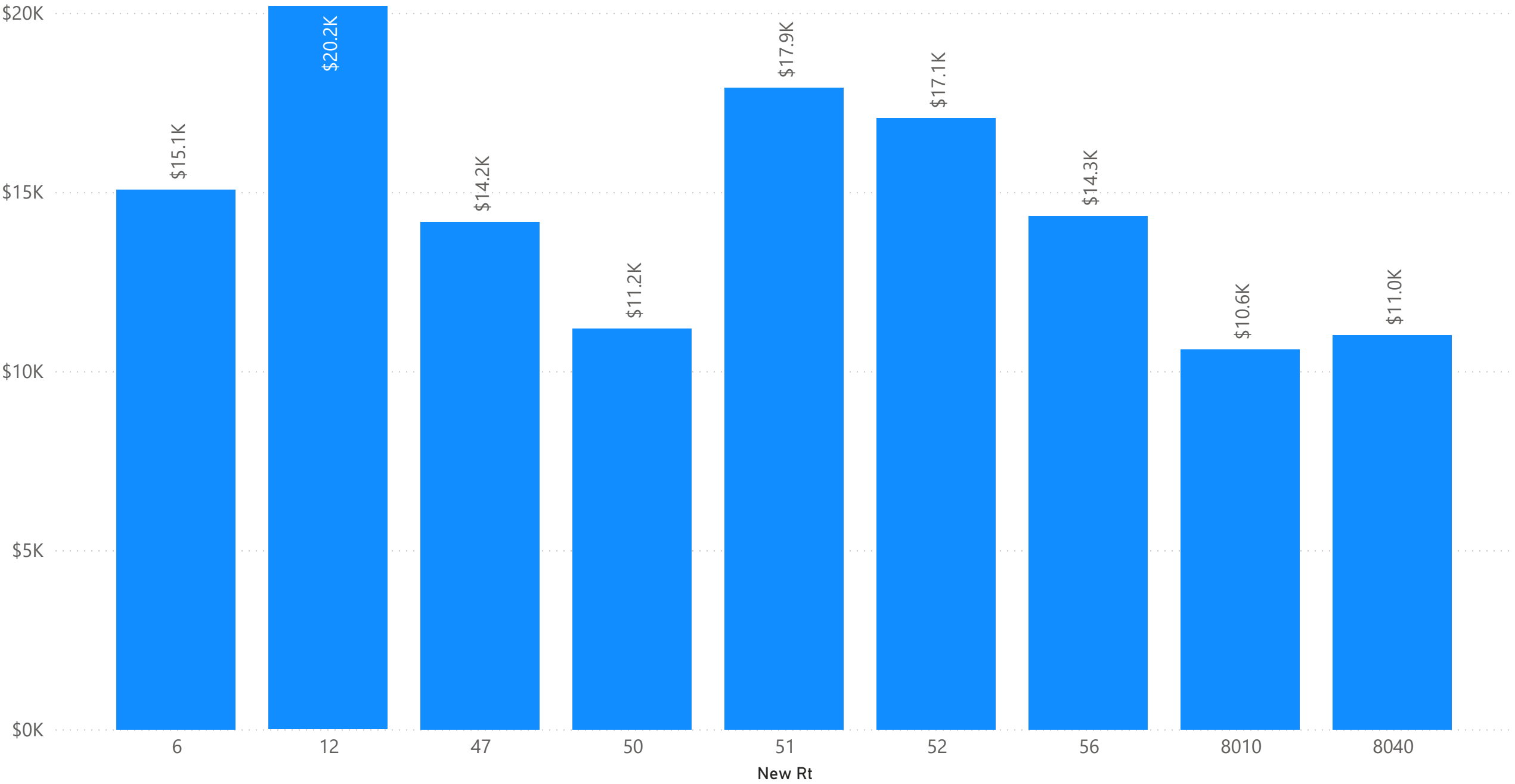


Current Route Revenue Distribution

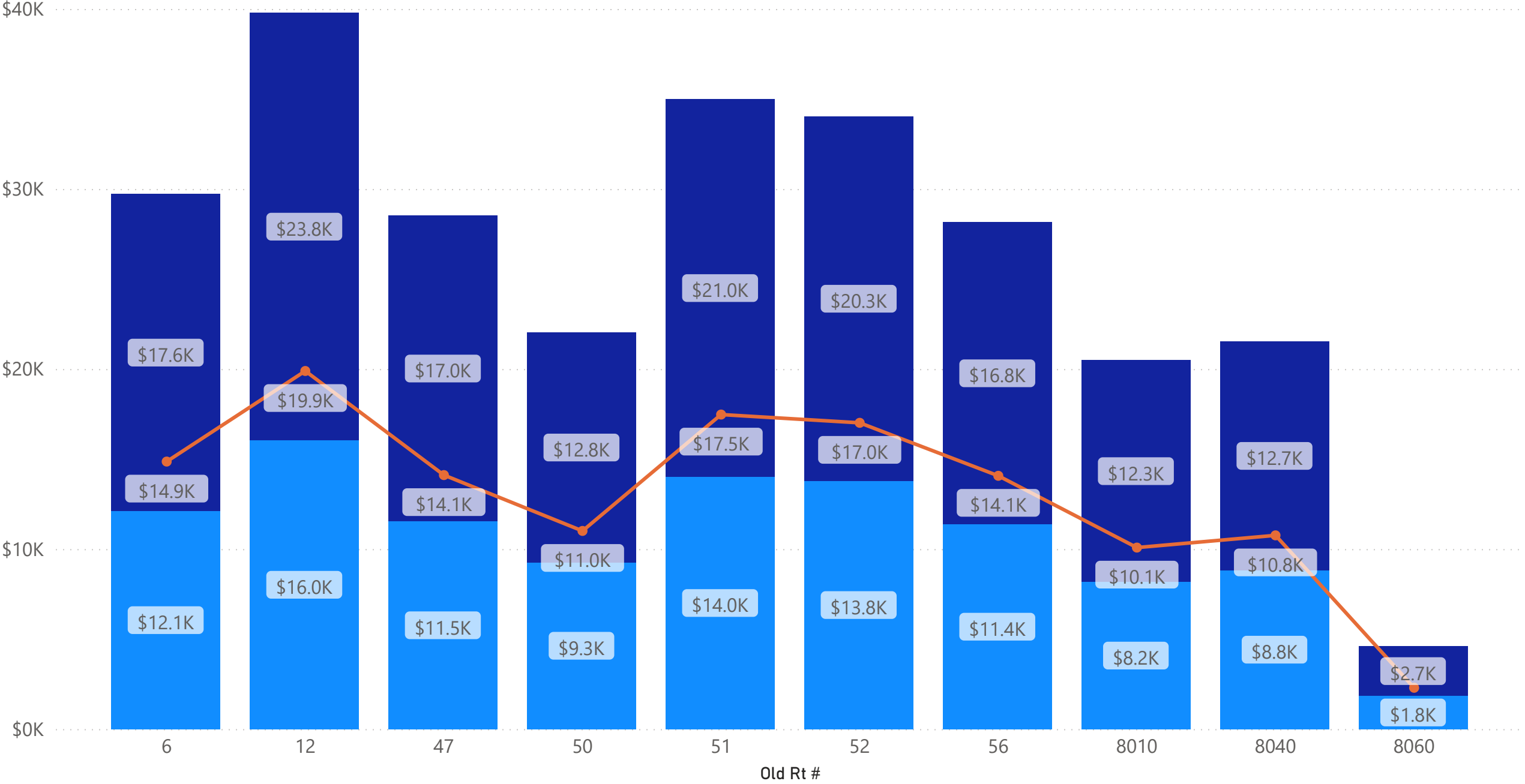


After Reroute Revenue Distribution



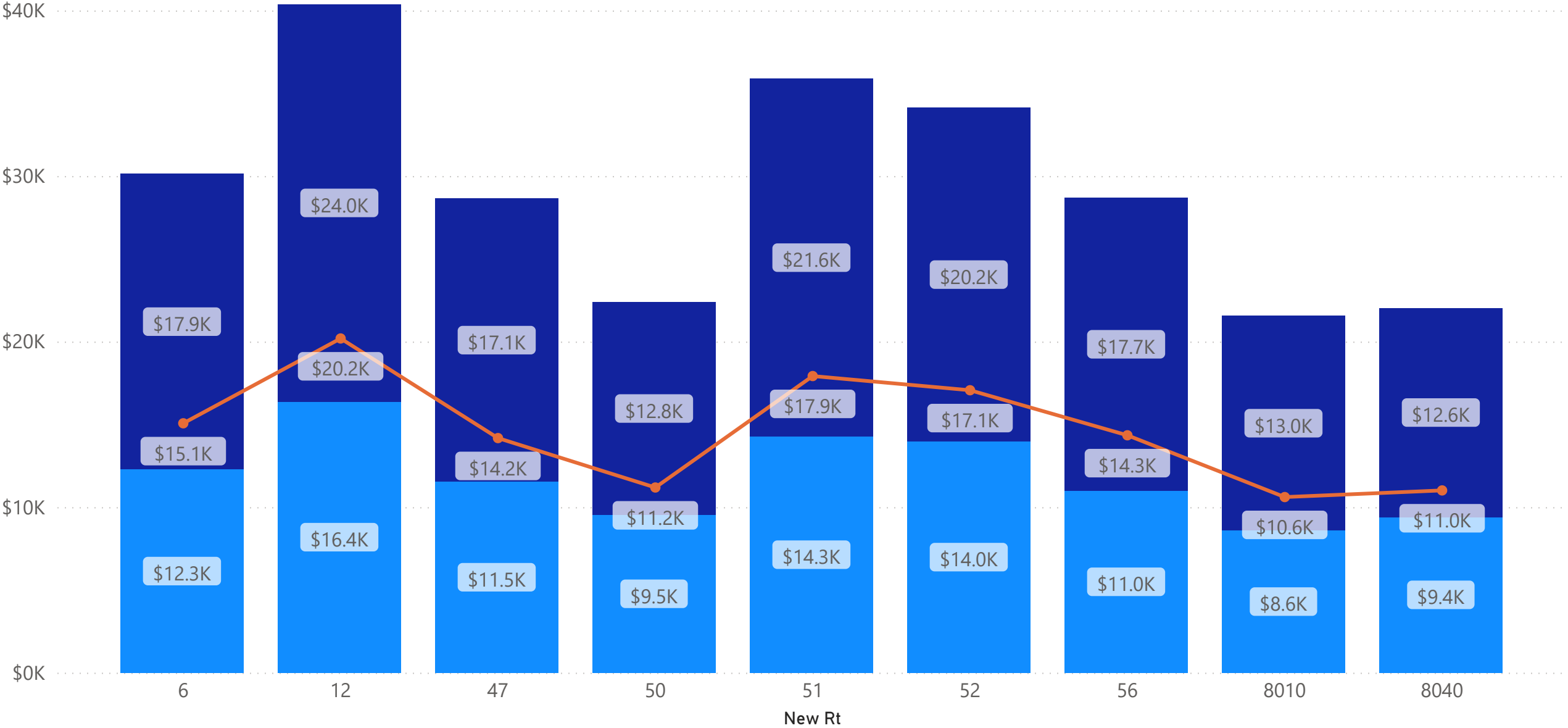
Current Route Revenue Deviation

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



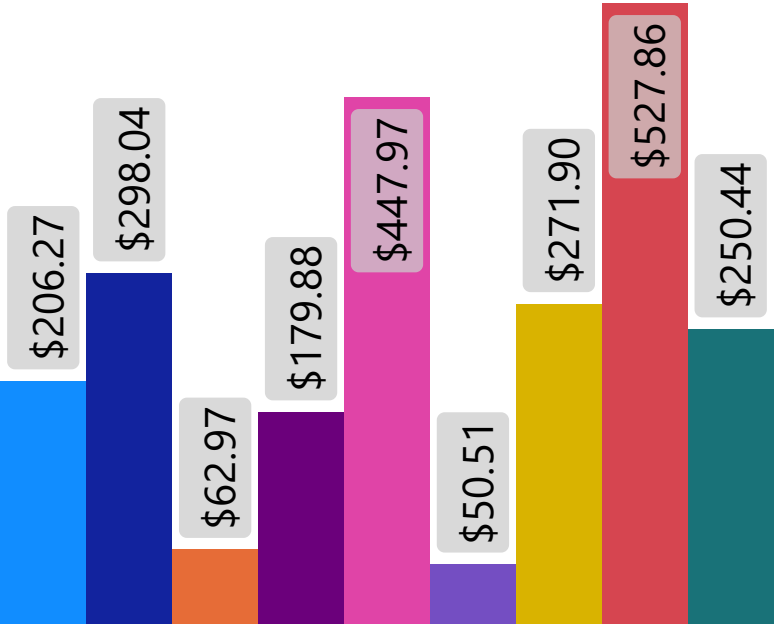
New Route Revenue Deviation

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



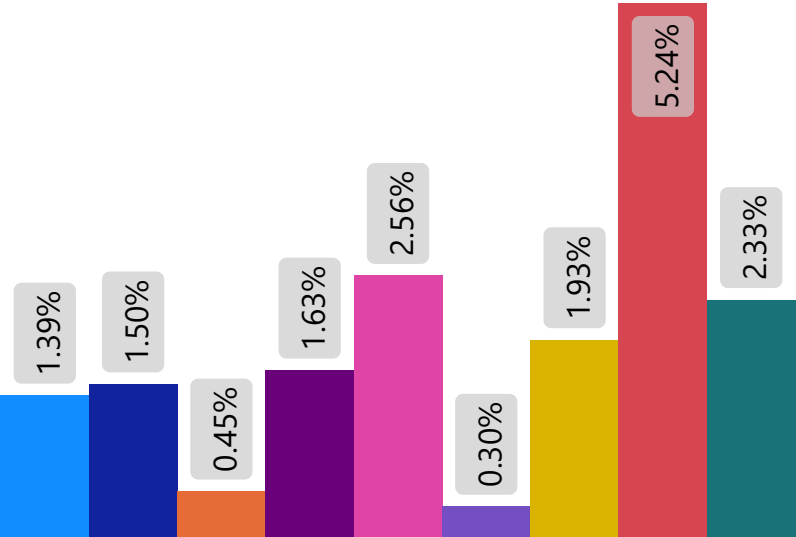
After Reroute Revenue \$ Gained/Lost

- 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



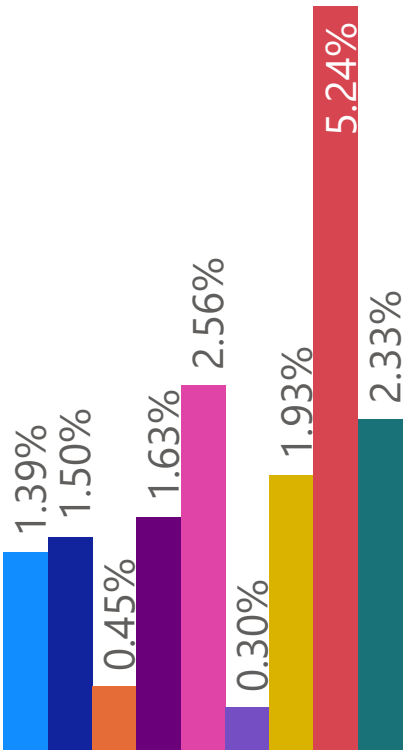
After Reroute Revenue % Change

- 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



Accounts Changing Day Only Both Route and Day Changing

522

423

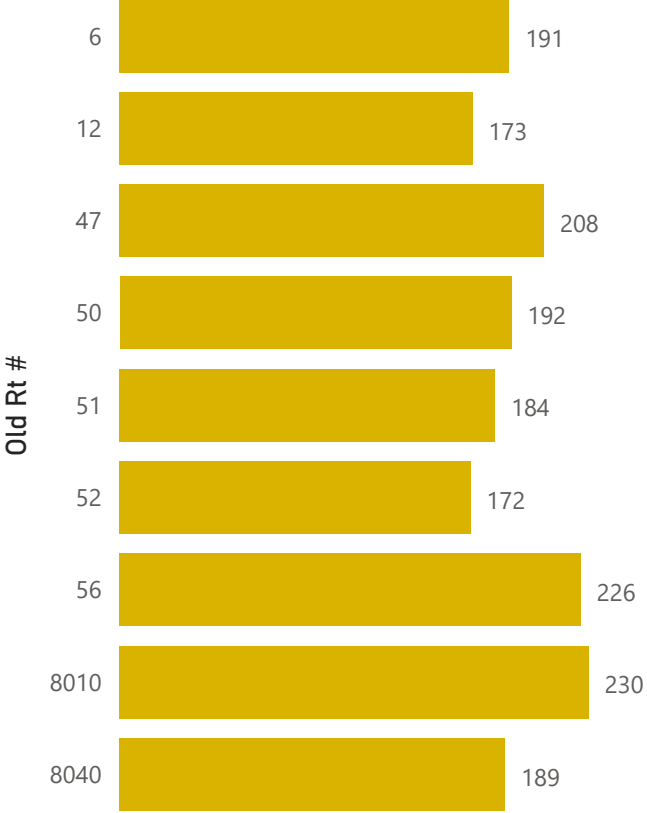
Accounts Changing Route Only

Accounts Not changing

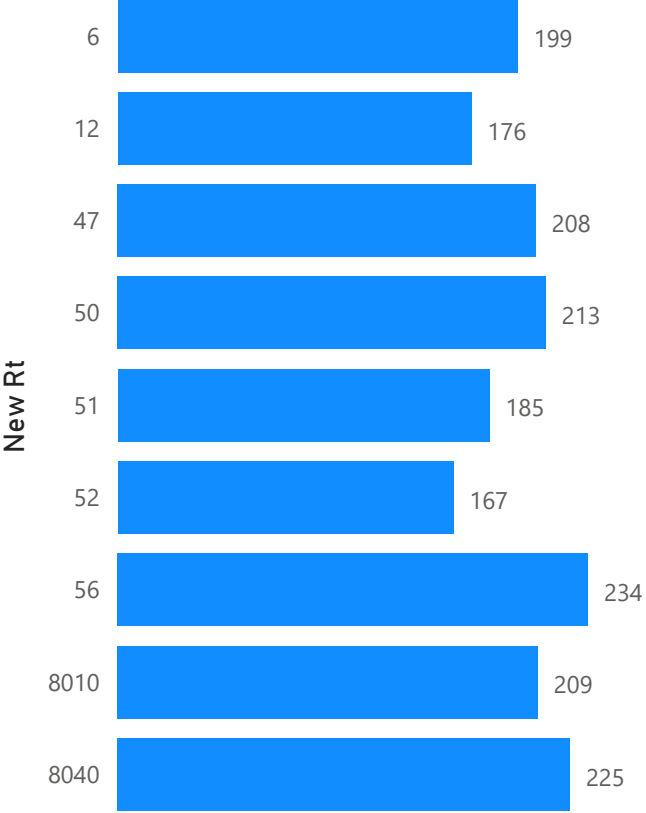
61

815

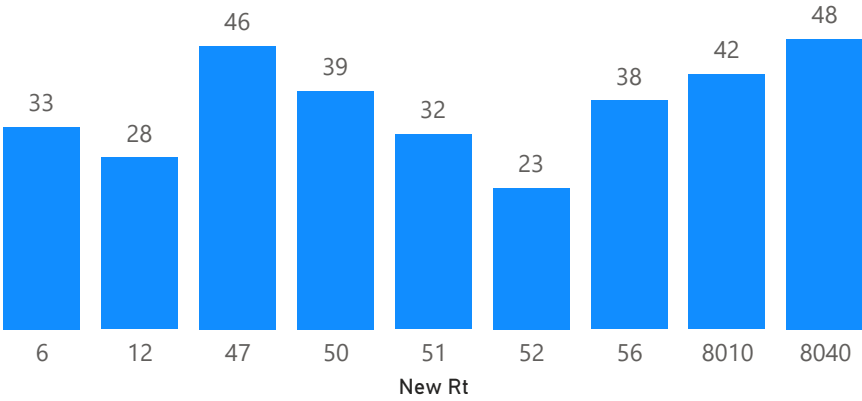
Current Customer Count



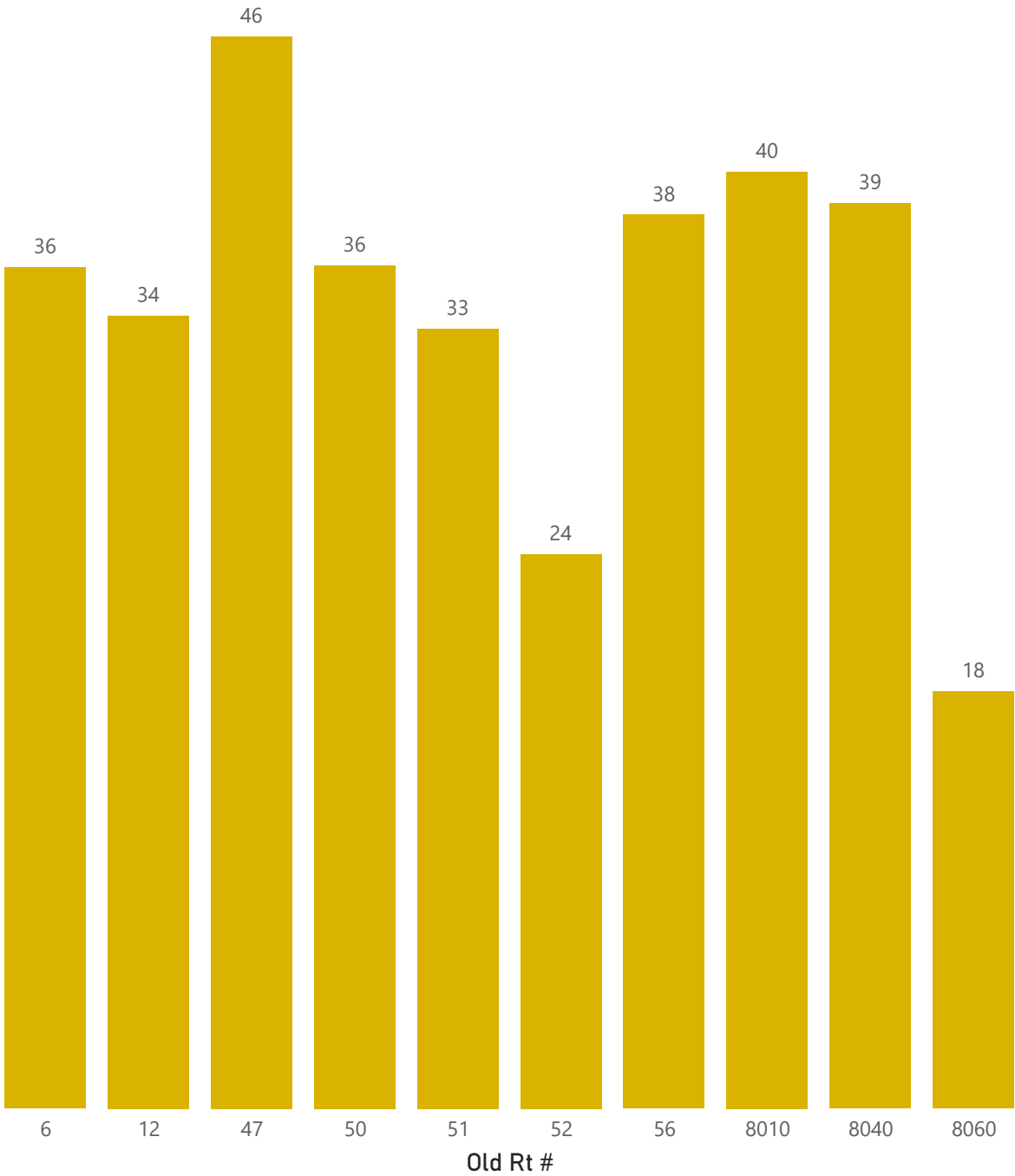
New Customer count



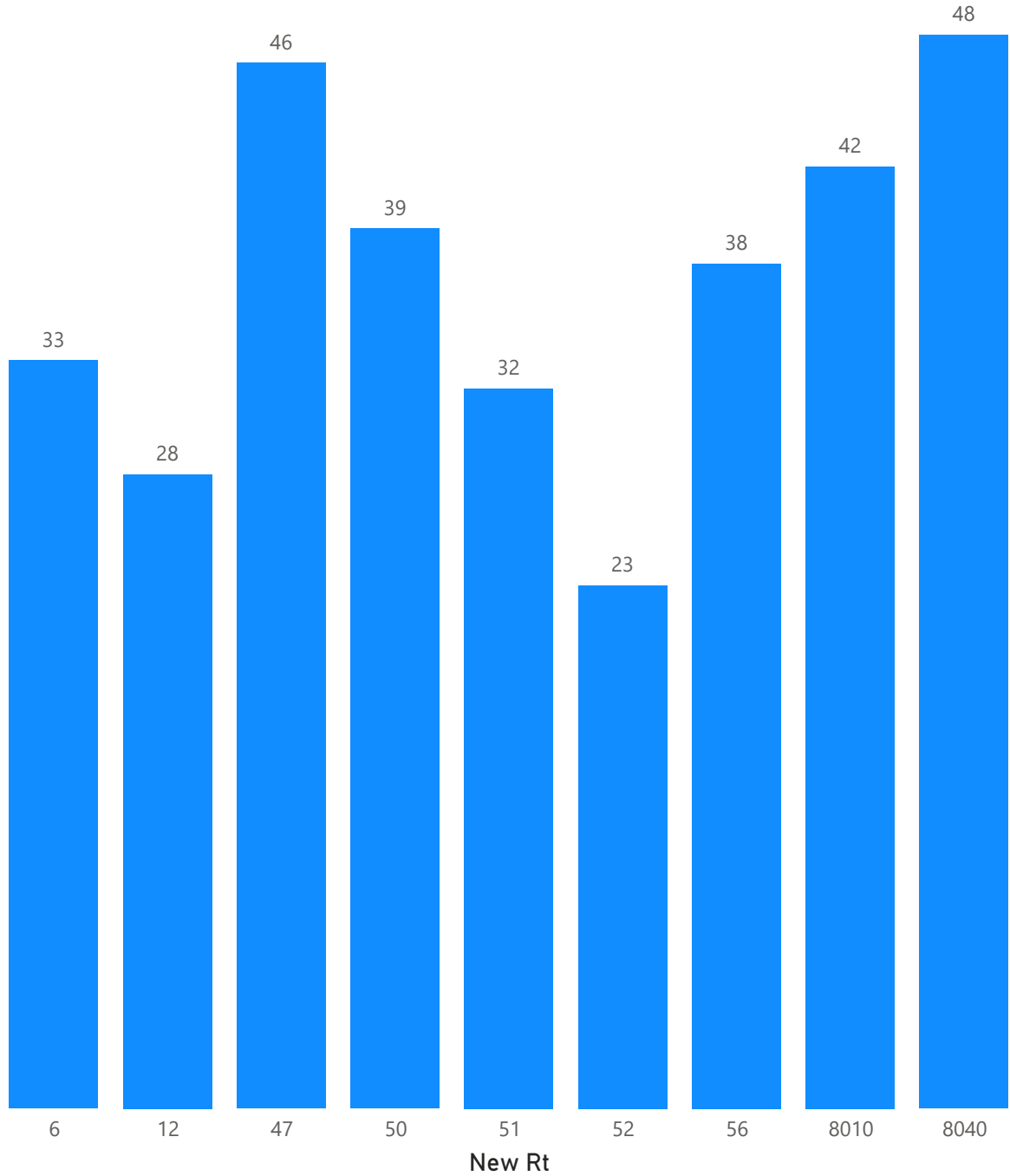
Average Weekly Hours per Route



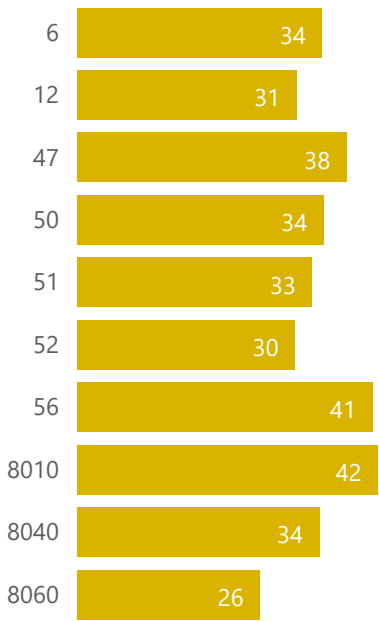
Average Weekly Hours per Route



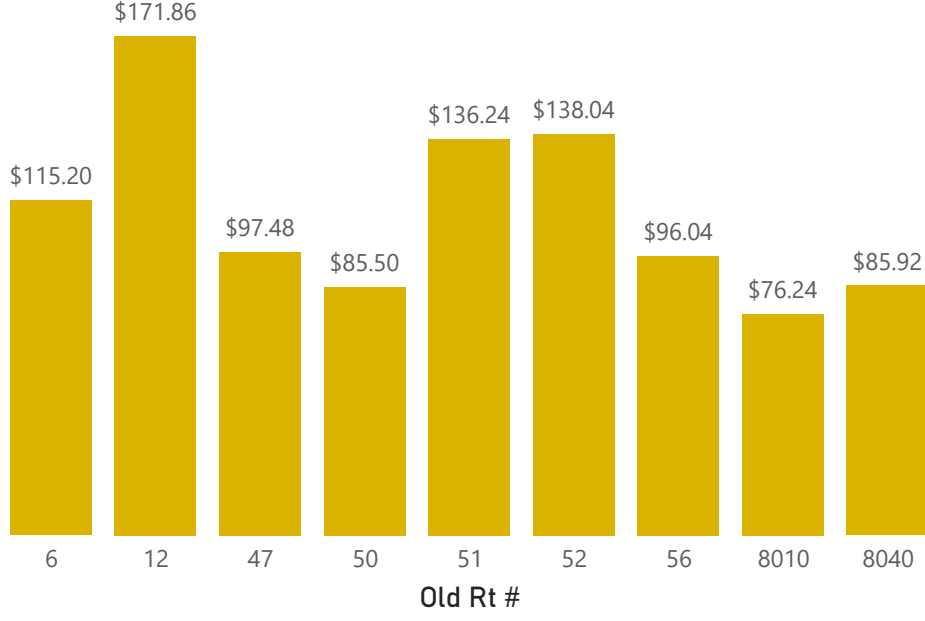
Average Weekly Hours per Route



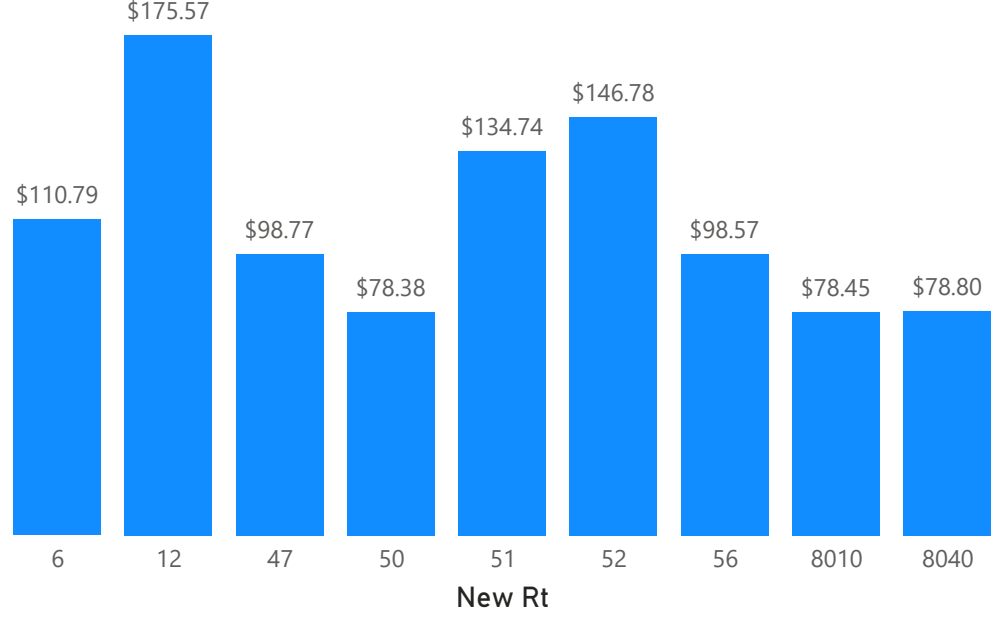
Average Current Daily Stops



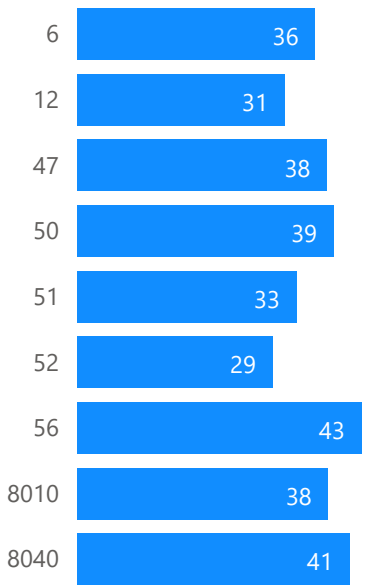
Average Current Stop Size (Q2)



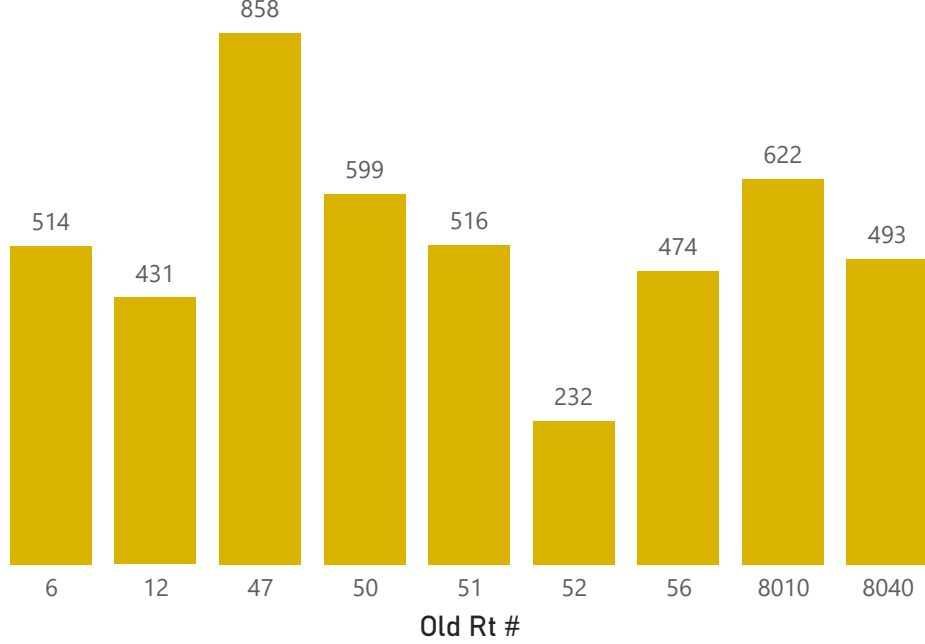
Average New Stop Size (Q2)



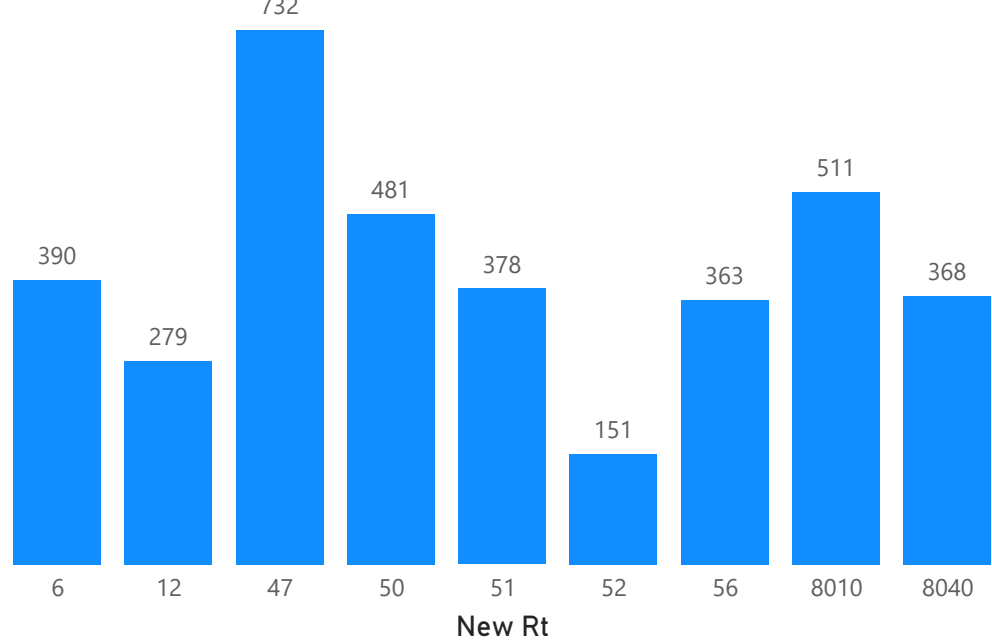
Average Current Daily Stops



Average Current Weekly Miles

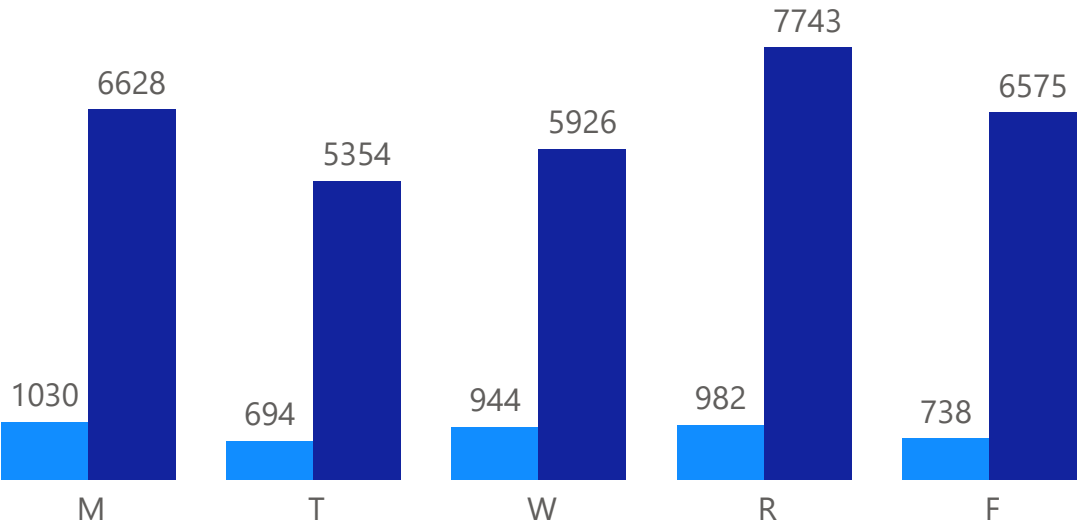


Average Total Miles by New Rt



Garment Distribution

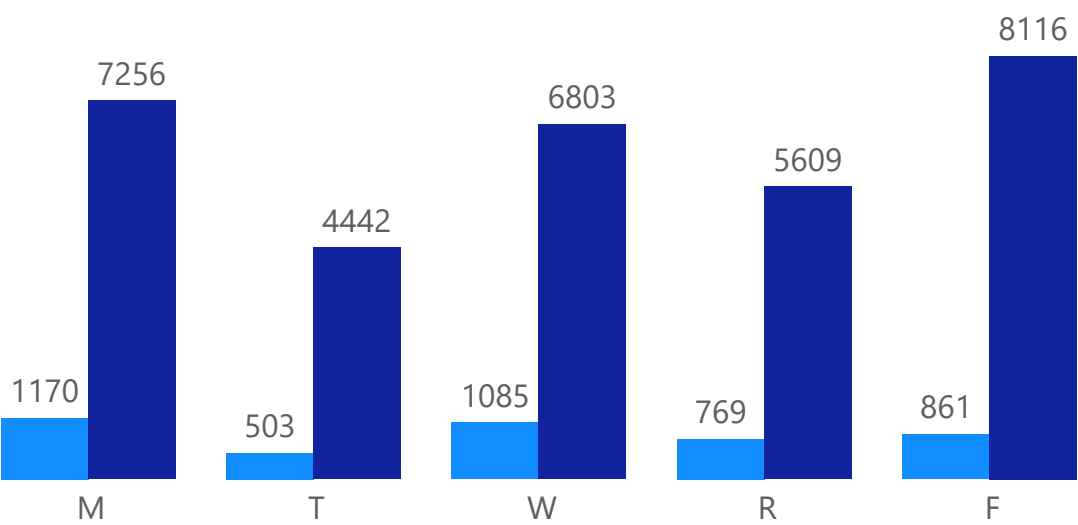
● Avg Garment Scans per Delivery ● Garment Inventory



Old Delivery Day

Garment Distribution

● Avg Garment Scans per Delivery ● Garment Inventory



New Delivery Day

Average Pieces processed of Retape Accounts

2217

Average Underwash of Retape Accounts

85.70%

Total Garment inventory of Retape Accounts

17453

Total # Of Wearers to be Retaped

807

Total # Of accounts Needing Retaping

183

Garment Accounts Changing Day Only

113

Garment Accounts Changing Route Only

14

Garment Accounts Changing Both Route and Day

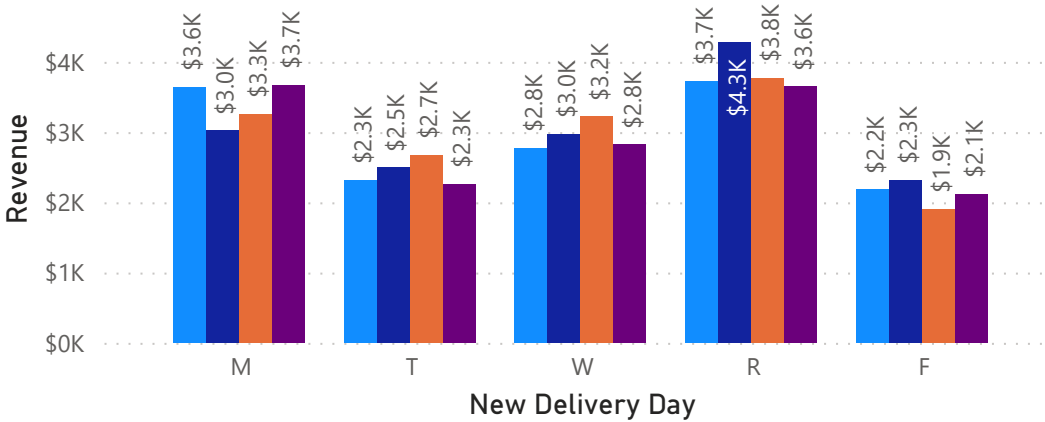
56

Garment Accounts Not Changing

131

Average Revenue

Q1 Revenue Q2 Revenue Q3 Revenue Q4 Revenue



New Rt

Week #

Avg Week Hours

33.27

Of Customers

199

\$14.63K

Q1 Revenue

1.51%

Rt 6 Q1 %Change

\$15.07K

Q2 Revenue

1.39%

Rt 6 Q2 %Change

\$14.81K

Q3 Revenue

6.01%

Rt 6 Q3 %Change

\$14.52K

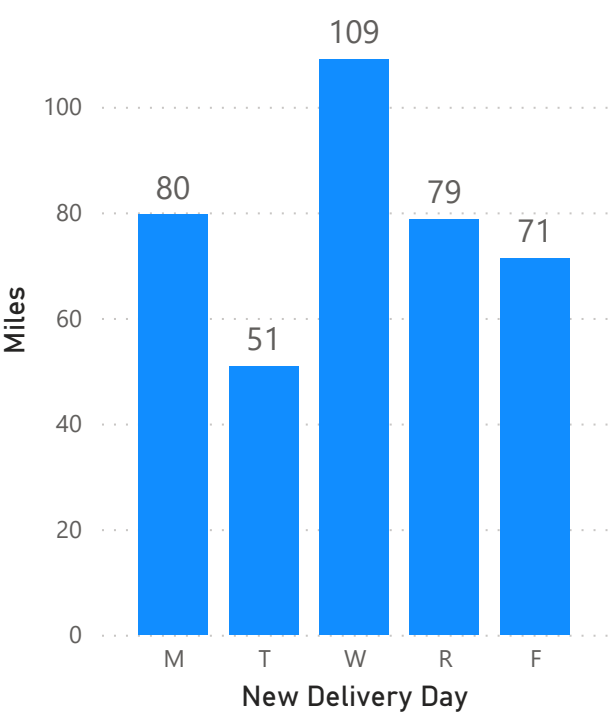
Q4 Revenue

1.31%

Rt 6 Q4 %Change

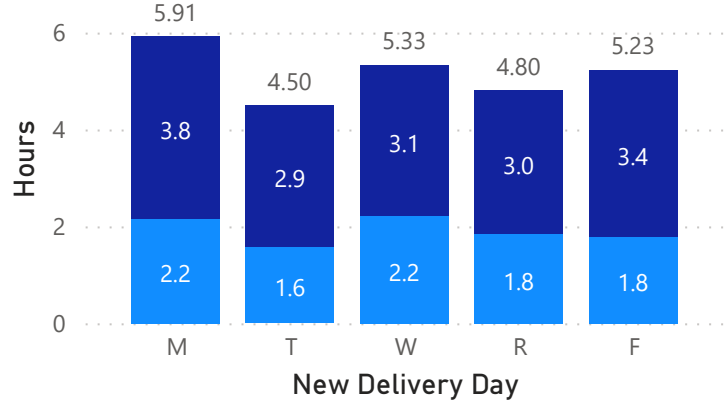
Average Stop Size

Total Miles Driven



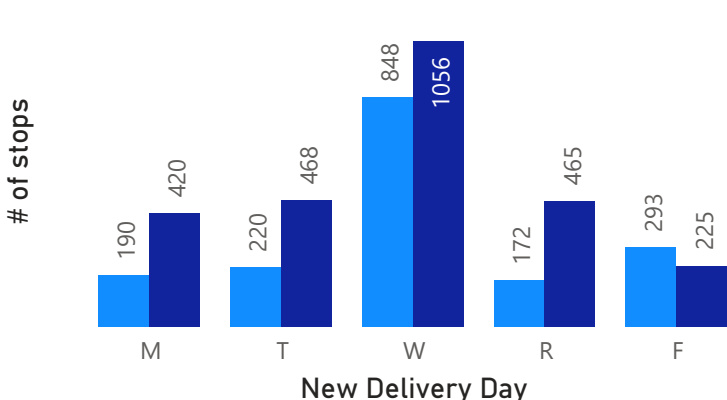
Hours Breakdown

Hours Travel Hours Of Service



Typical Garment Load

Avg Garments Processed Garment Inventory



\$110.79

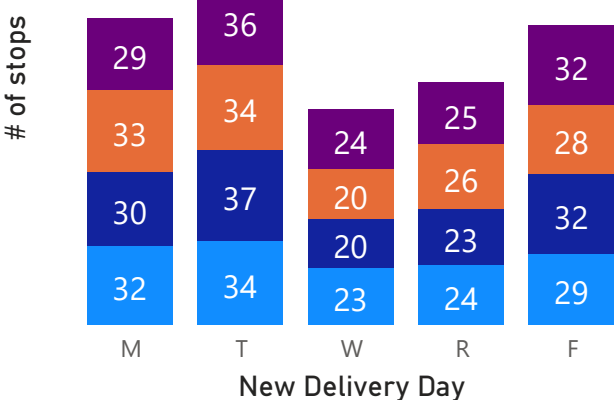
Average Miles Between Stops

4

Average Daily Miles

78

Stop Counts



of Accounts on New Route # of New Accounts

199

16

Origin of accounts Comprising New Route

Old Rt # 6 52 50 56



Destination of Accounts Leaving Original Route

New Rt 52 12

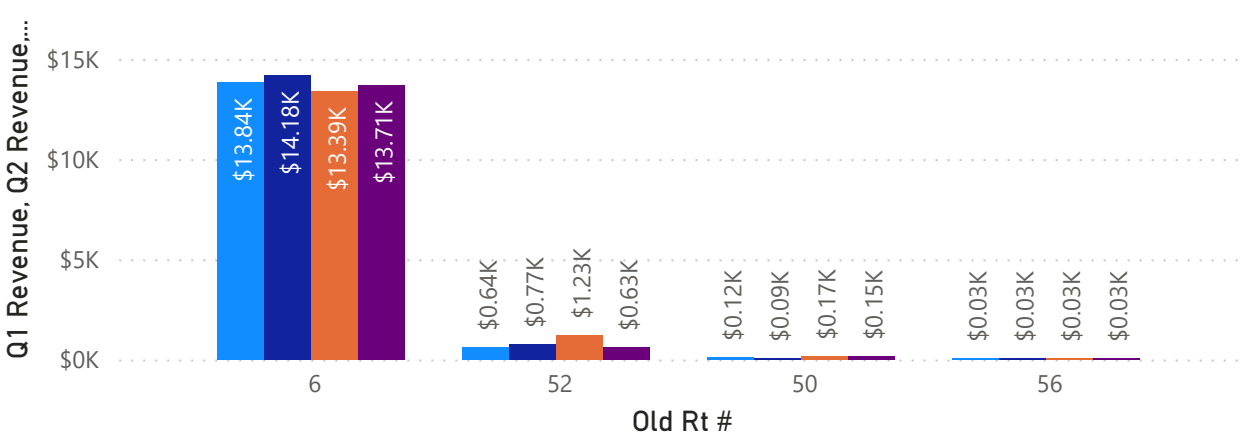


New Rt

6

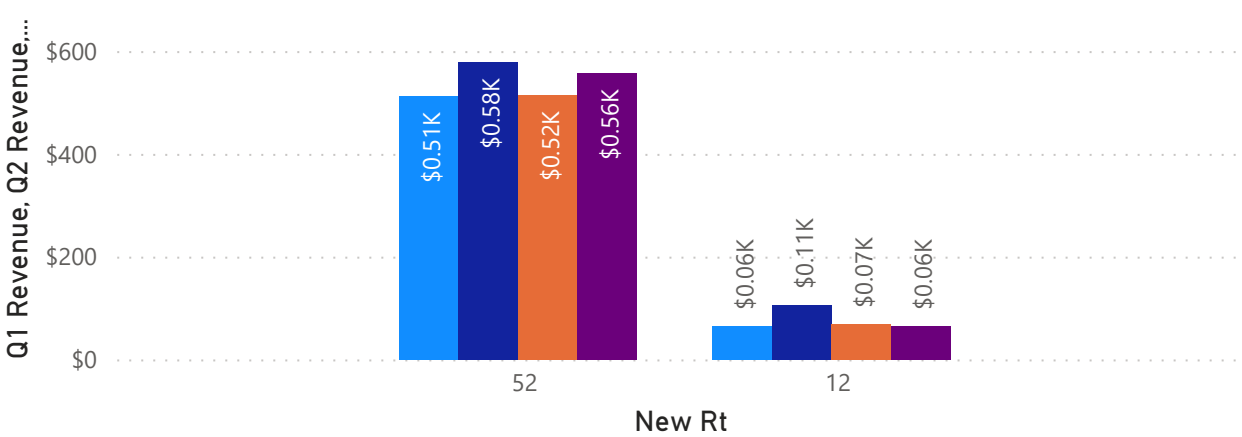
Origin of Revenue Comprising New Route

Q1 Revenue Q2 Revenue Q3 Revenue Q4 Revenue



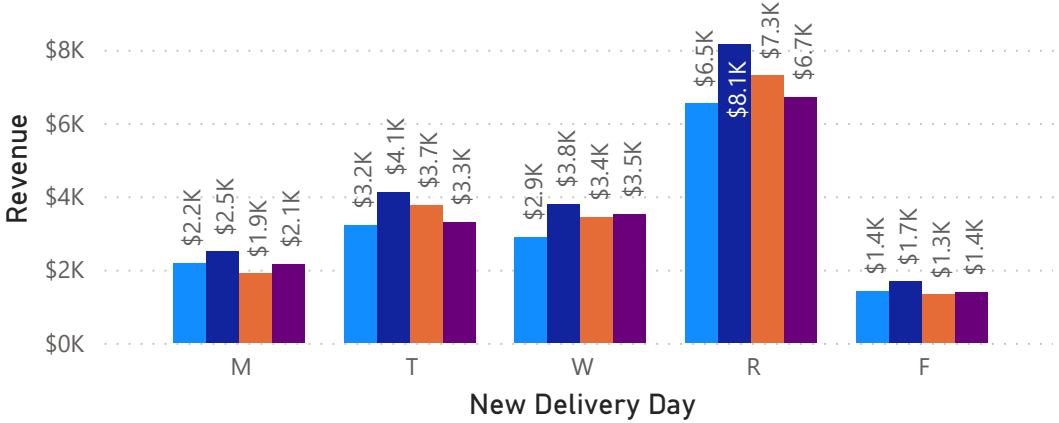
Destination of Revenue Leaving Original Route

Q1 Revenue Q2 Revenue Q3 Revenue Q4 Revenue



Average Revenue

Q1 Revenue Q2 Revenue Q3 Revenue Q4 Revenue



New Rt

12

Week #

All

Avg Week Hours

28.21

Of Customers

176

\$16.21K \$20.19K

Q1 Revenue

Q2 Revenue

2.38%

Rt 12 Q1 %Change

1.50%

Rt 12 Q2 %Change

\$17.67K \$17.02K

Q3 Revenue

Q4 Revenue

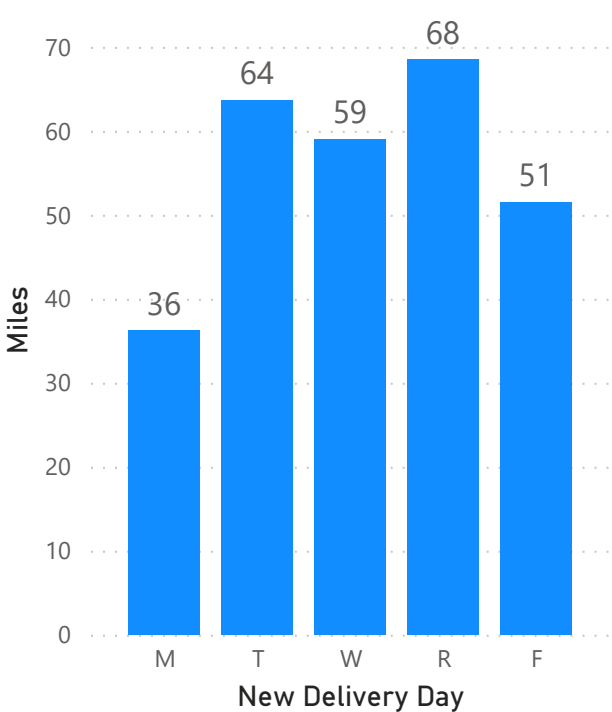
1.58%

Rt 12 Q3 %Change

1.16%

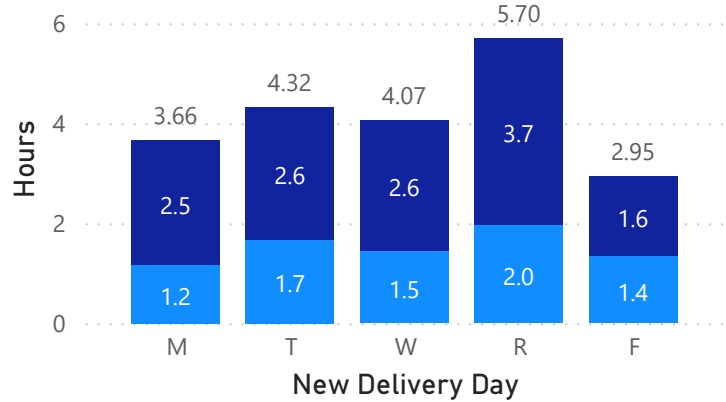
Rt 12 Q4 %Change

Total Miles Driven



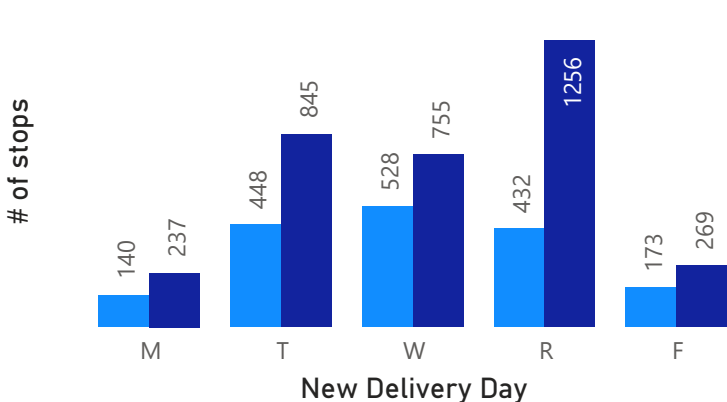
Hours Breakdown

Hours Travel Hours Of Service



Typical Garment Load

Avg Garments Processed Garment Inventory



\$175.57

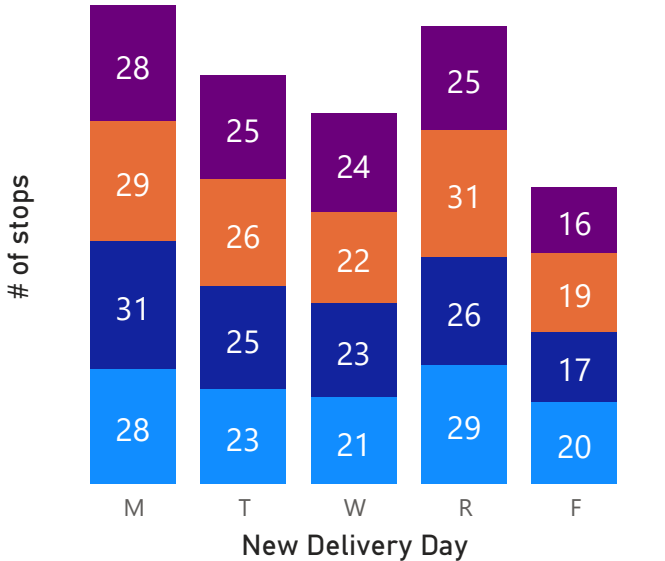
Average Miles Between Stops

3

Average Daily Miles

56

Stop Counts



of Accounts on New Route # of New Accounts

176

24

Origin of accounts Comprising New Route

Old Rt # 12 52 6 51



Destination of Accounts Leaving Original Route

New Rt 52 50

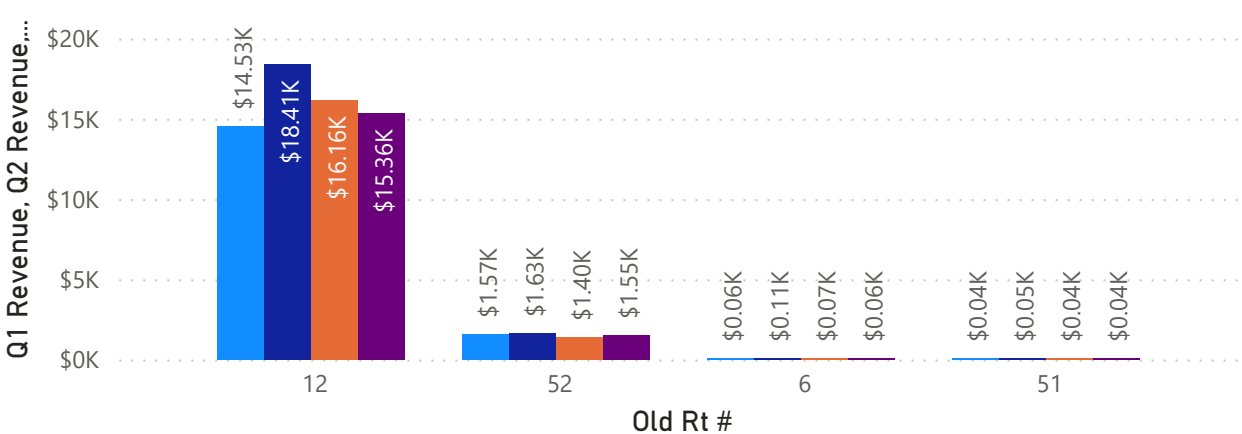


New Rt

12

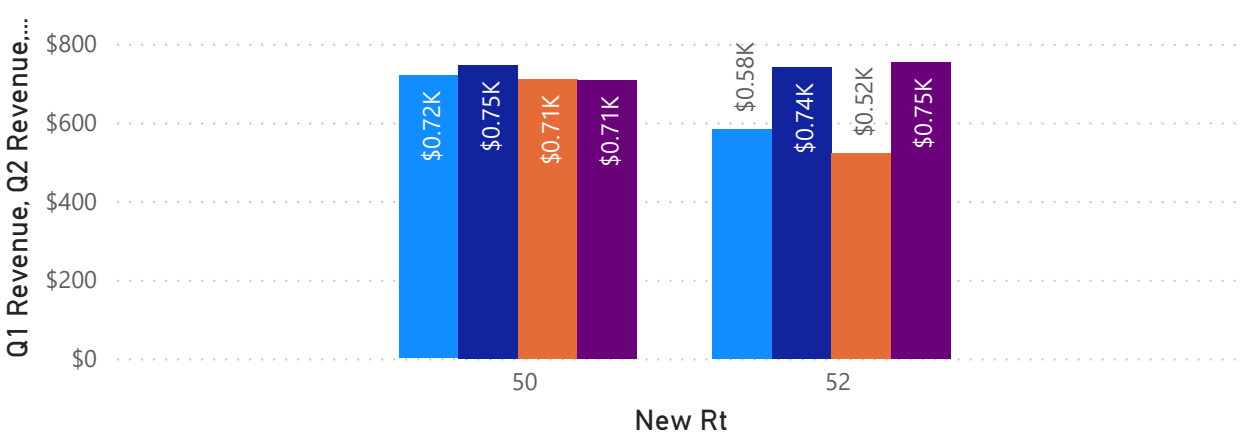
Origin of Revenue Comprising New Route

Q1 Revenue Q2 Revenue Q3 Revenue Q4 Revenue



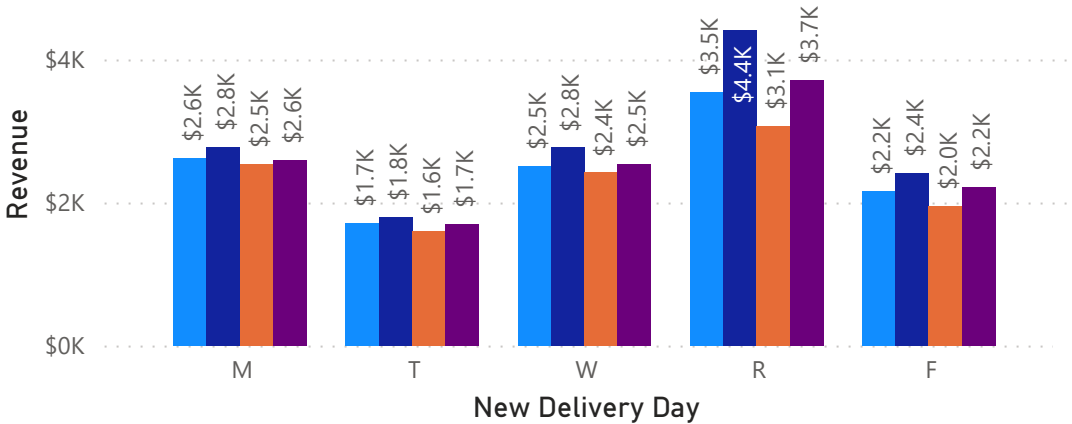
Destination of Revenue Leaving Original Route

Q1 Revenue Q2 Revenue Q3 Revenue Q4 Revenue



Average Revenue

Q1 Revenue Q2 Revenue Q3 Revenue Q4 Revenue



New Rt

Week #

Avg Week Hours

46.49

Of Customers

208

\$12.56K \$14.17K

Q1 Revenue

Q2 Revenue

0.68%

Rt 47 Q1 %Change

0.68%

Rt 47 Q1 %Change

\$11.58K \$12.76K

Q3 Revenue

Q4 Revenue

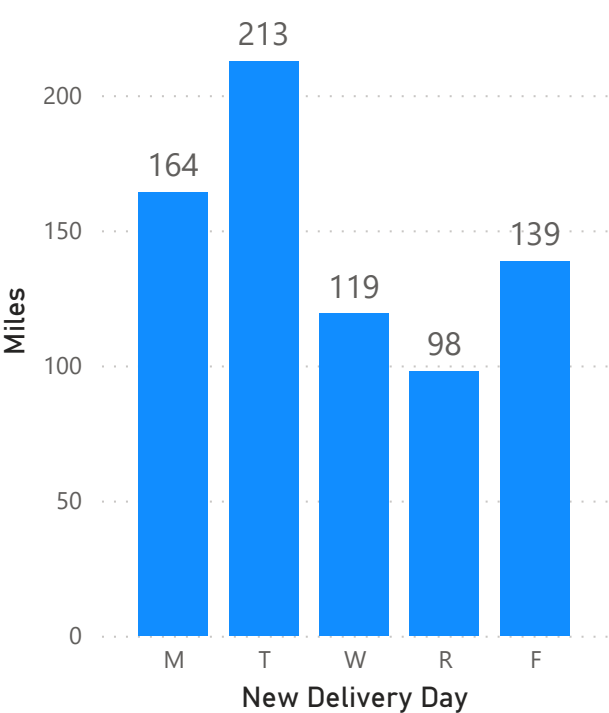
-0.01%

Rt 47 Q3 %Change

0.11%

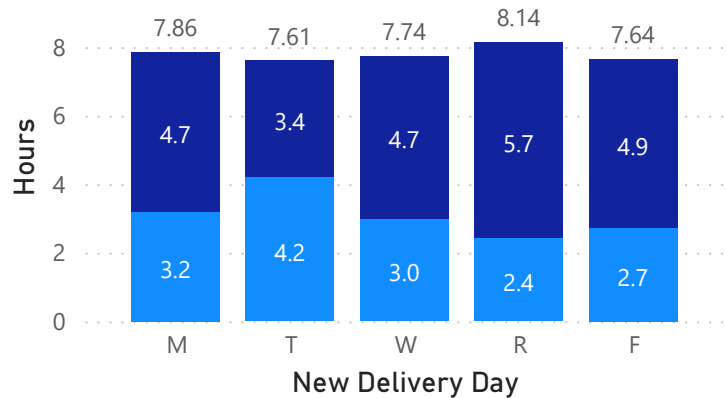
Rt 47 Q4 %Change

Total Miles Driven



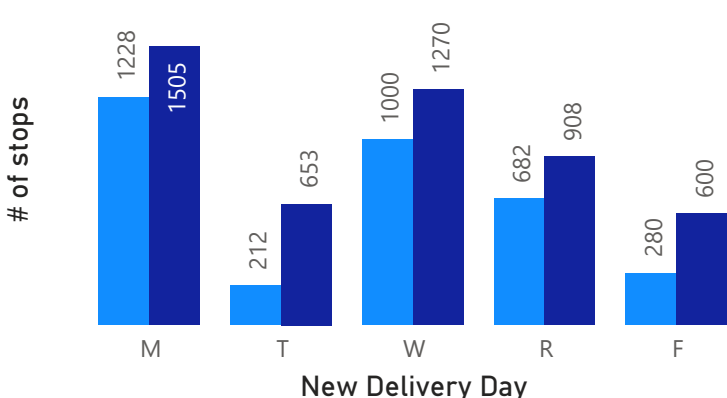
Hours Breakdown

Hours Travel Hours Of Service



Typical Garment Load

Avg Garments Processed Garment Inventory



\$98.77

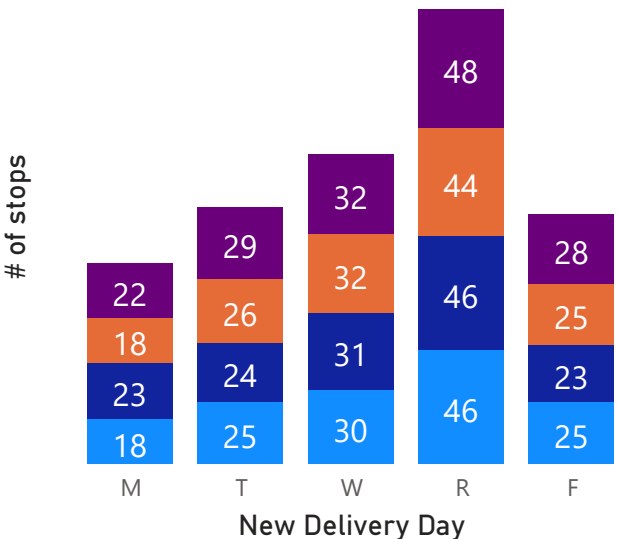
Average Miles Between Stops

6

Average Daily Miles

146

Stop Counts



of Accounts on New Route # of New Accounts

208

12

Origin of accounts Comprising New Route

Old Rt # 47 51 52 56



Destination of Accounts Leaving Original Route

New Rt 51

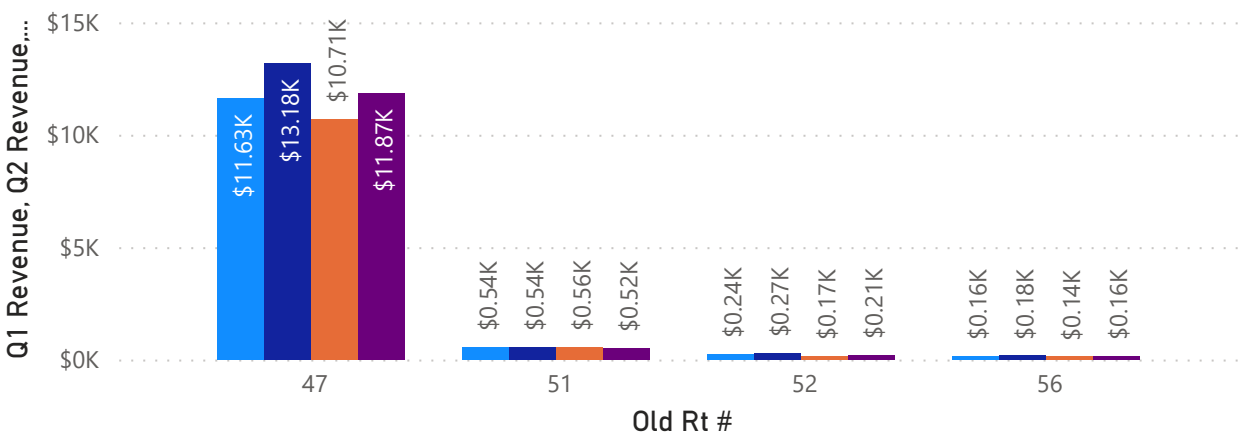


New Rt

47

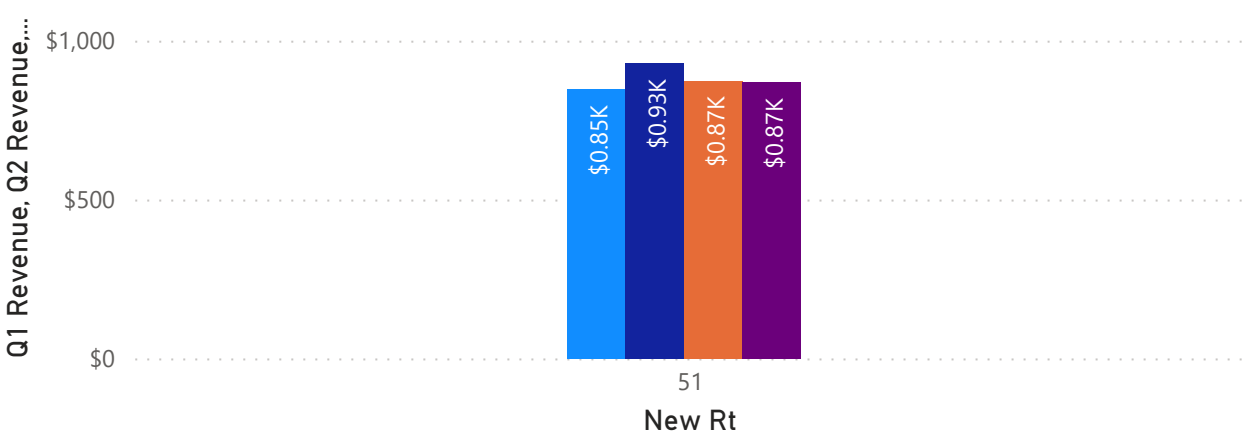
Origin of Revenue Comprising New Route

Q1 Revenue Q2 Revenue Q3 Revenue Q4 Revenue



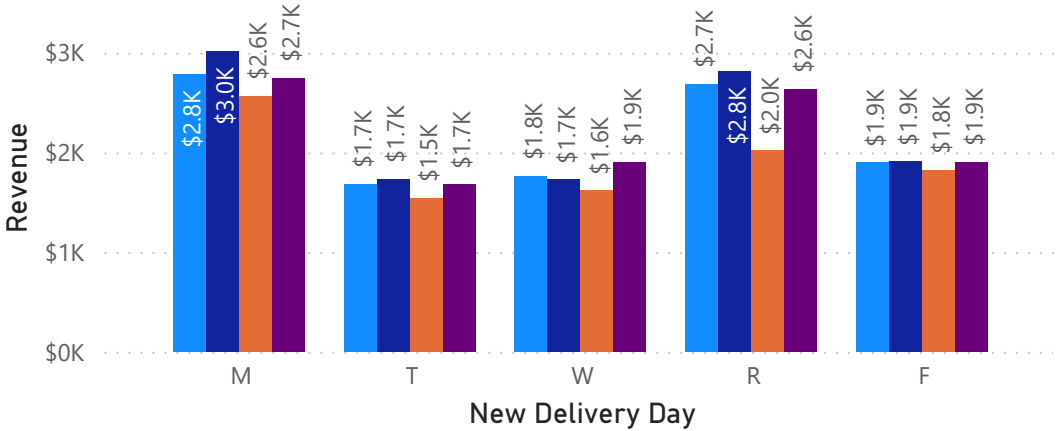
Destination of Revenue Leaving Original Route

Q1 Revenue Q2 Revenue Q3 Revenue Q4 Revenue



Average Revenue

Q1 Revenue Q2 Revenue Q3 Revenue Q4 Revenue



New Rt

Week #

Avg Week Hours

39.13

Of Customers

213

\$10.81K \$11.19K

Q1 Revenue

Q2 Revenue

1.58%

Rt 50 Q1 %Change

1.63%

Rt 50 Q2 %Change

\$9.57K

Q3 Revenue

5.55%

Rt 50 Q3 %Change

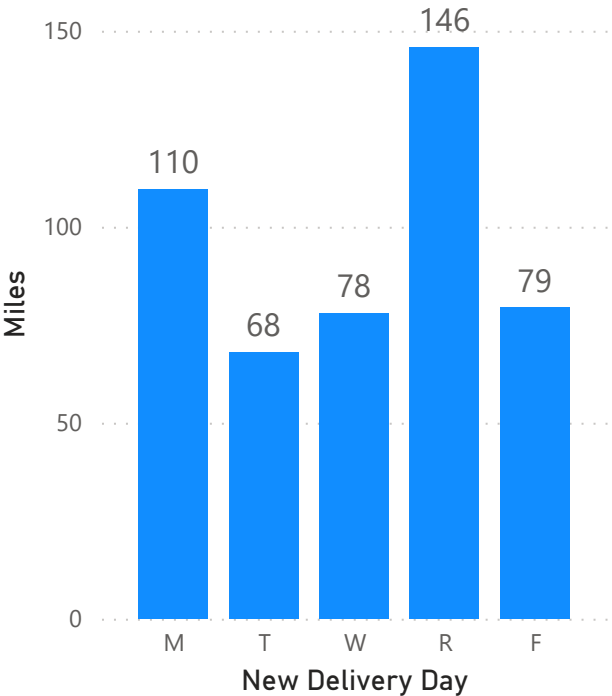
\$10.86K

Q4 Revenue

0.59%

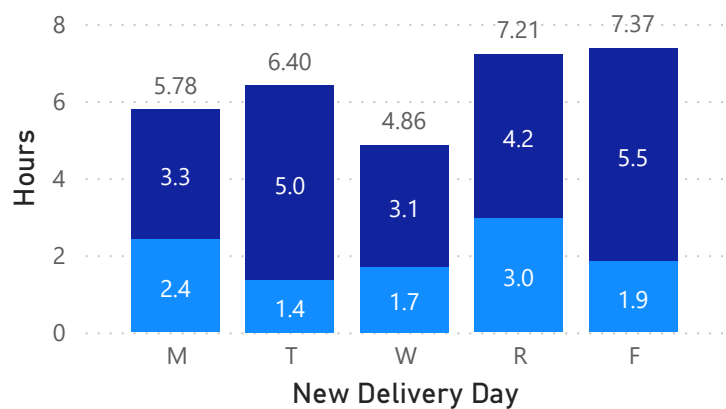
Rt 50 Q4 %Change

Total Miles Driven



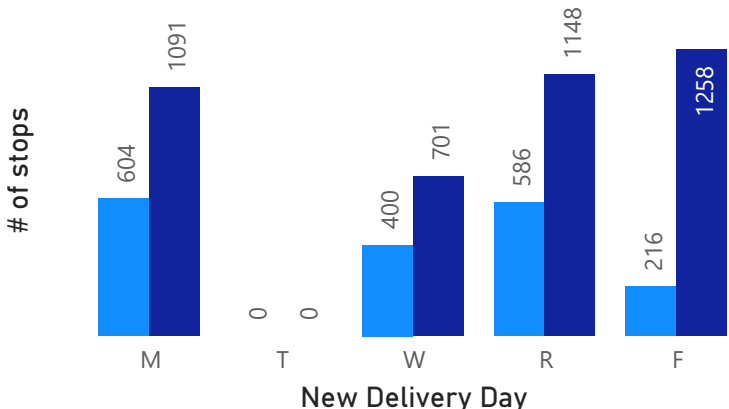
Hours Breakdown

Hours Travel Hours Of Service



Typical Garment Load

Avg Garments Processed Garment Inventory



\$78.38

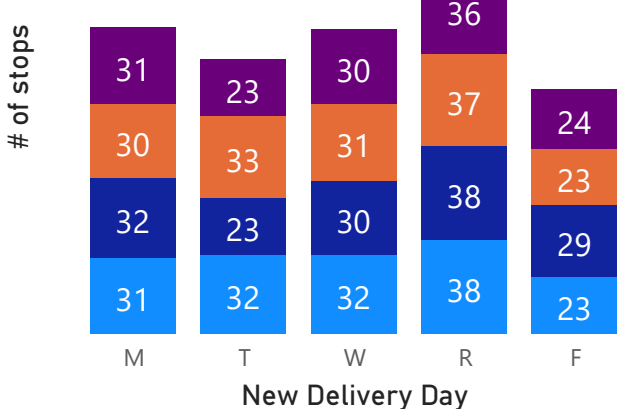
Average Miles Between Stops

4

Average Daily Miles

96

Stop Counts



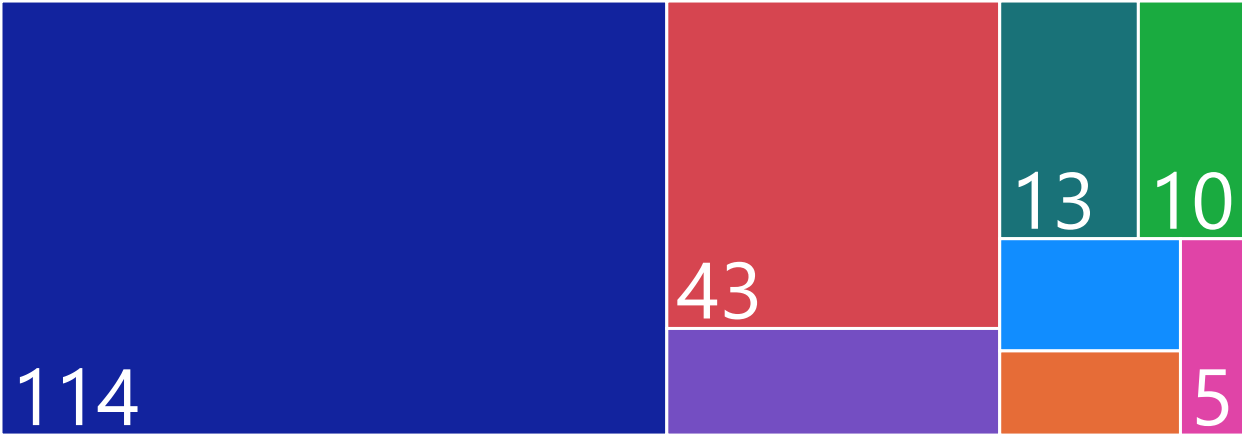
of Accounts on New Route # of New Accounts

213

99

Origin of accounts Comprising New Route

Old Rt # 50 8010 56 8040 8060 52 12 51



Destination of Accounts Leaving Original Route

New Rt 56 52 6

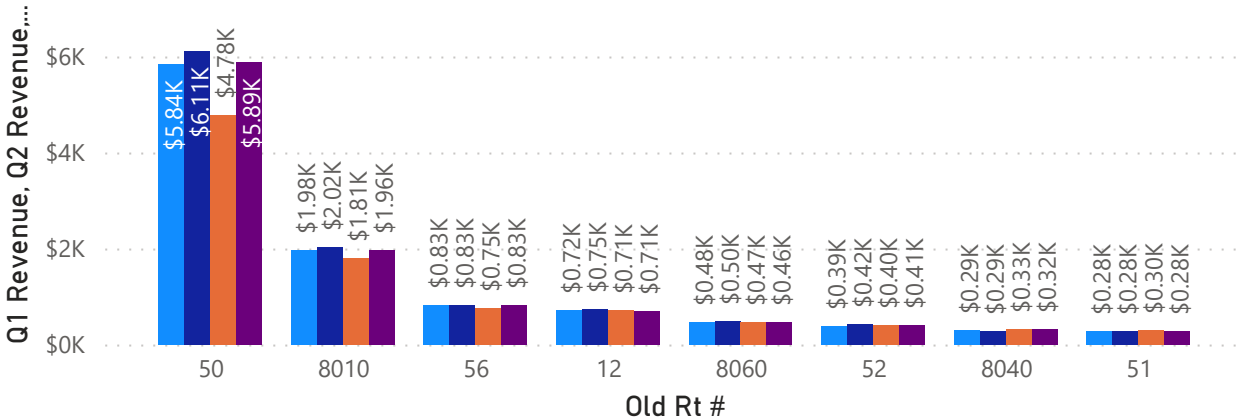


New Rt

50

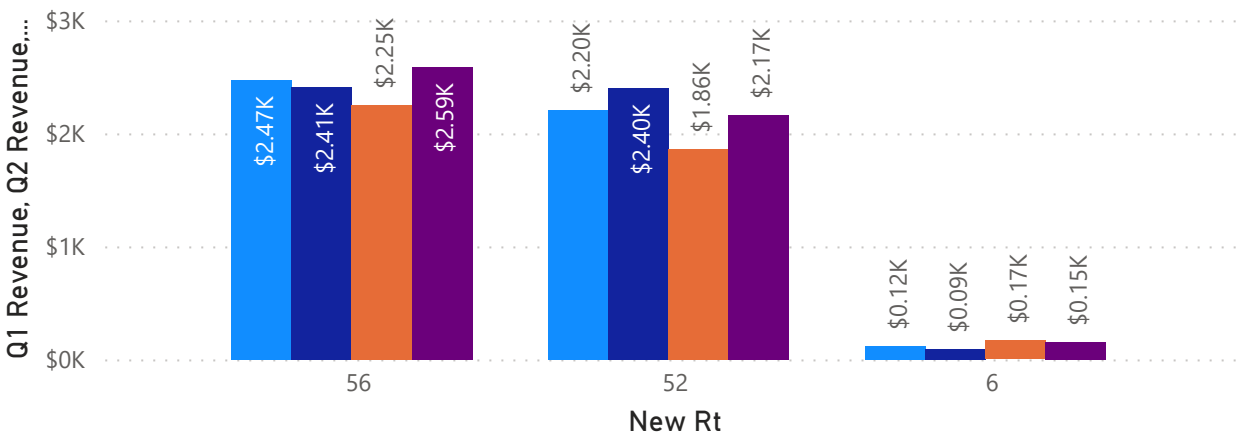
Origin of Revenue Comprising New Route

Q1 Revenue Q2 Revenue Q3 Revenue Q4 Revenue



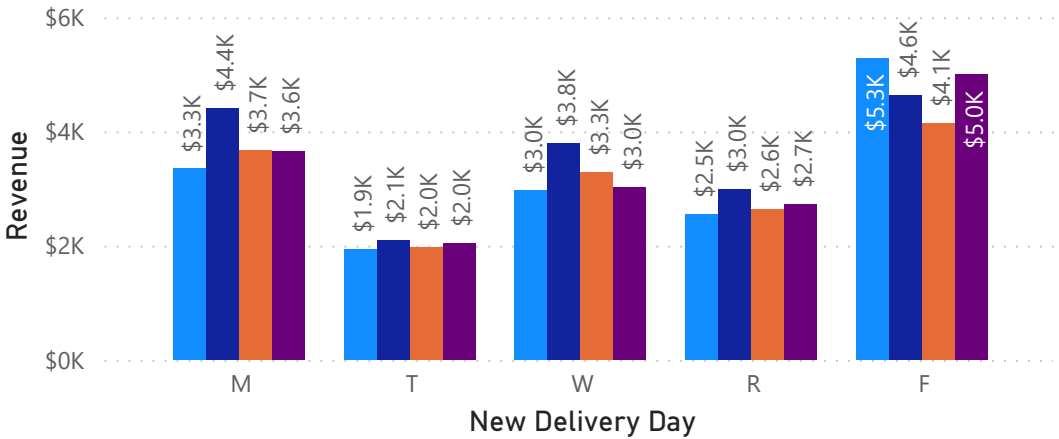
Destination of Revenue Leaving Original Route

Q1 Revenue Q2 Revenue Q3 Revenue Q4 Revenue



Average Revenue

Q1 Revenue Q2 Revenue Q3 Revenue Q4 Revenue



New Rt

51

Week #

All

Avg Week Hours

32.02

Of Customers

185

\$16.08K \$17.92K

Q1 Revenue

Q2 Revenue

1.86%

Rt 51 Q1 %Change

2.56%

Rt 51 Q2 %Change

\$15.71K \$16.44K

Q3 Revenue

Q4 Revenue

3.50%

Rt 51 Q3 %Change

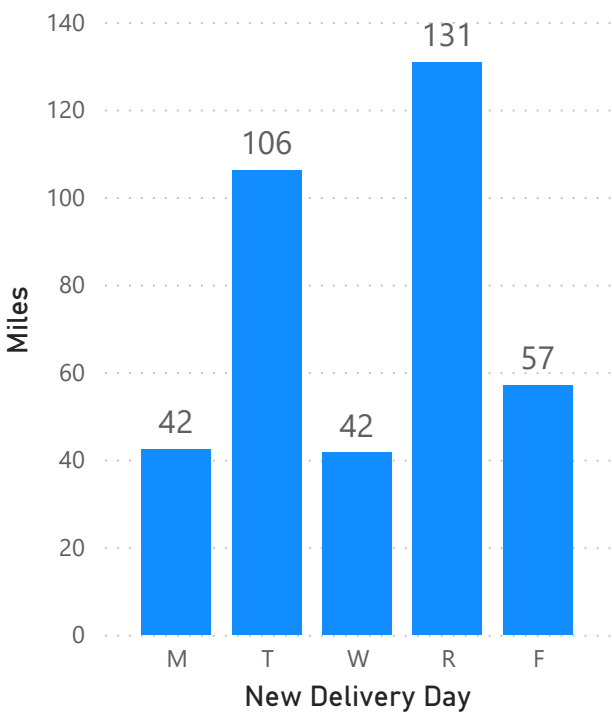
2.04%

Rt 51 Q4 %Change

Average Stop Size

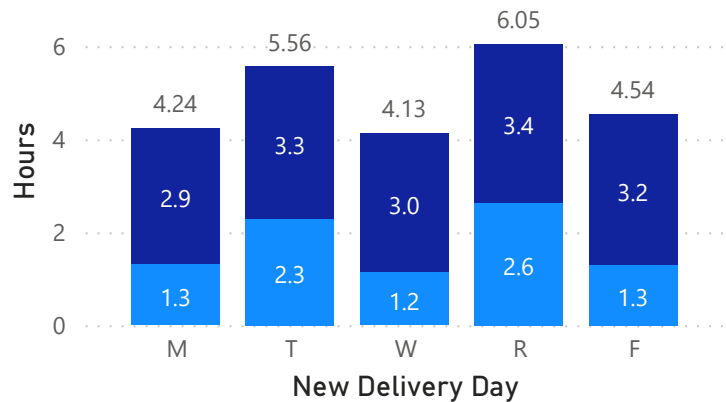
Stop Counts

Total Miles Driven



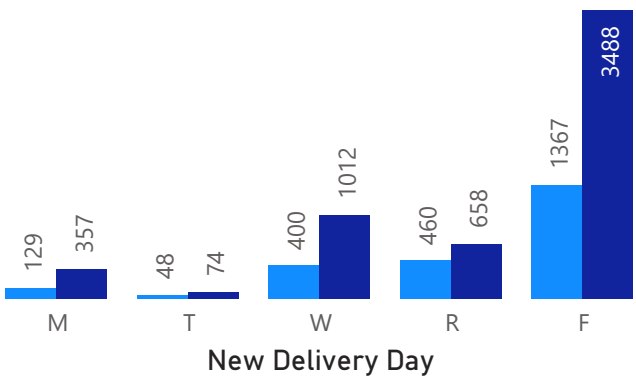
Hours Breakdown

Hours Travel Hours Of Service



Typical Garment Load

Avg Garments Processed Garment Inventory



\$134.74

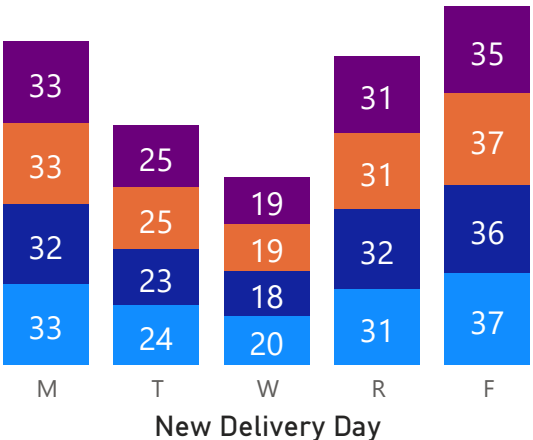
Average Miles Between Stops

4

Average Daily Miles

76

of stops



of Accounts on New Route # of New Accounts

185

24

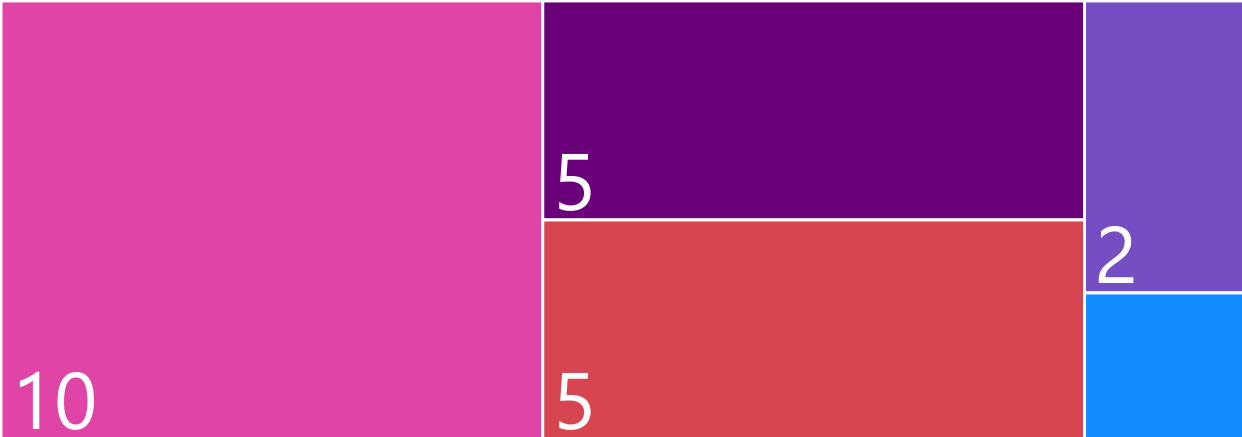
Origin of accounts Comprising New Route

Old Rt # 51 47 52 8060



Destination of Accounts Leaving Original Route

New Rt 47 50 8010 52 12

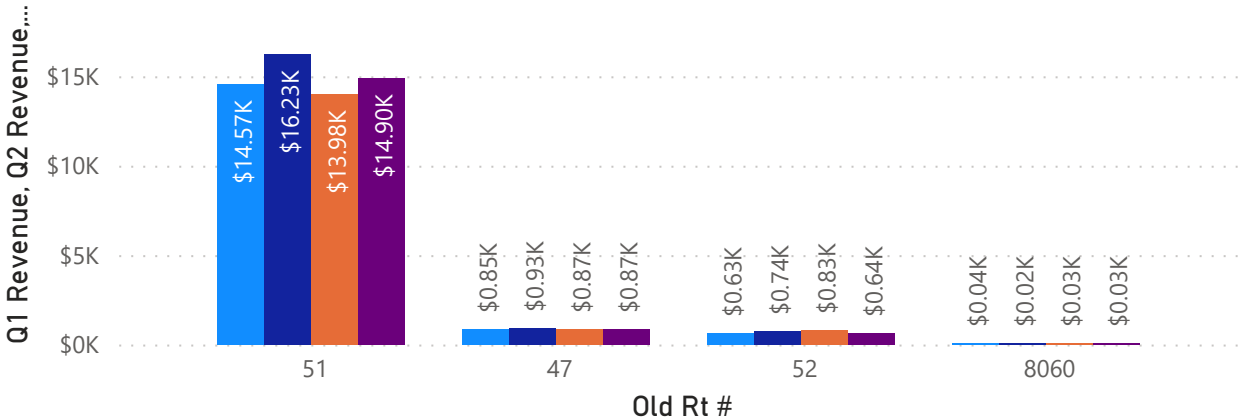


New Rt

51

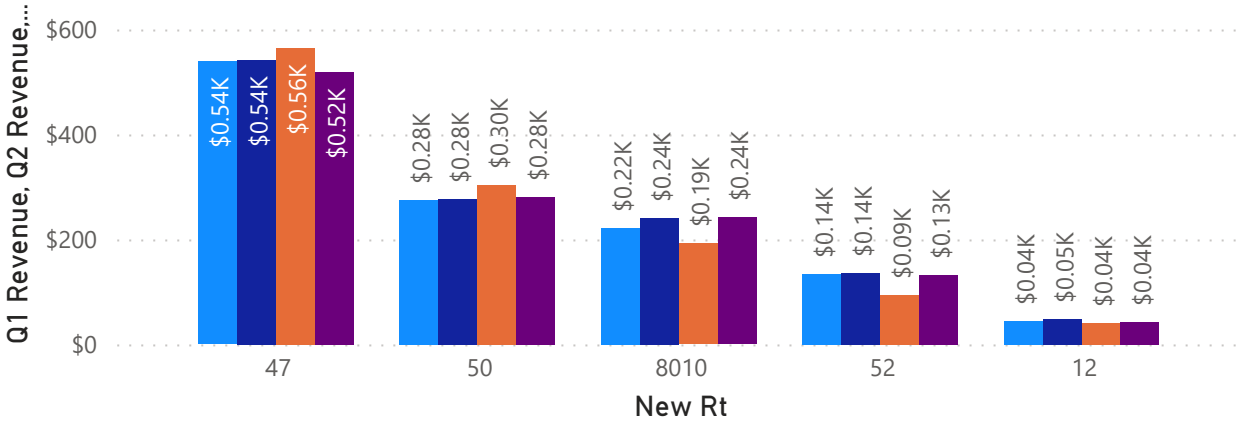
Origin of Revenue Comprising New Route

Q1 Revenue Q2 Revenue Q3 Revenue Q4 Revenue



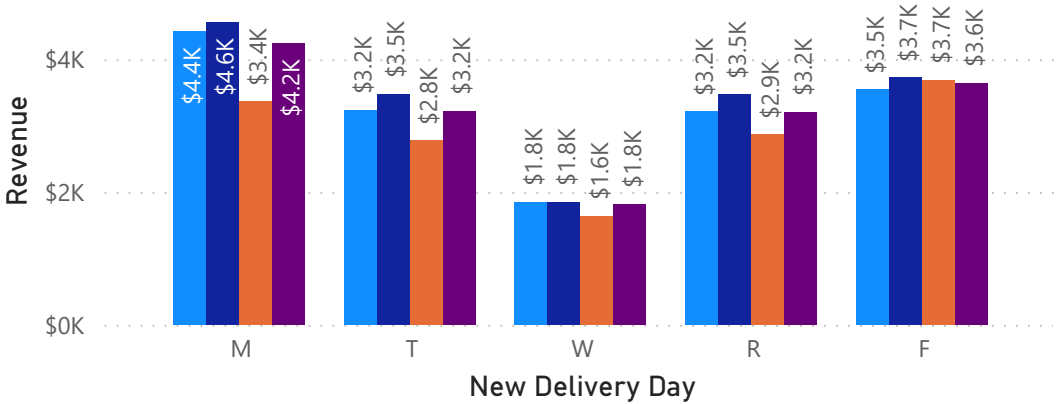
Destination of Revenue Leaving Original Route

Q1 Revenue Q2 Revenue Q3 Revenue Q4 Revenue



Average Revenue

Q1 Revenue Q2 Revenue Q3 Revenue Q4 Revenue



New Rt

Week #

Avg Week Hours

23.26

Of Customers

167

\$16.24K \$17.06K

Q1 Revenue

Q2 Revenue

-0.05%

Rt 52 Q1 %Change

0.30%

Rt 52 Q2 %Change

\$14.33K \$16.12K

Q3 Revenue

Q4 Revenue

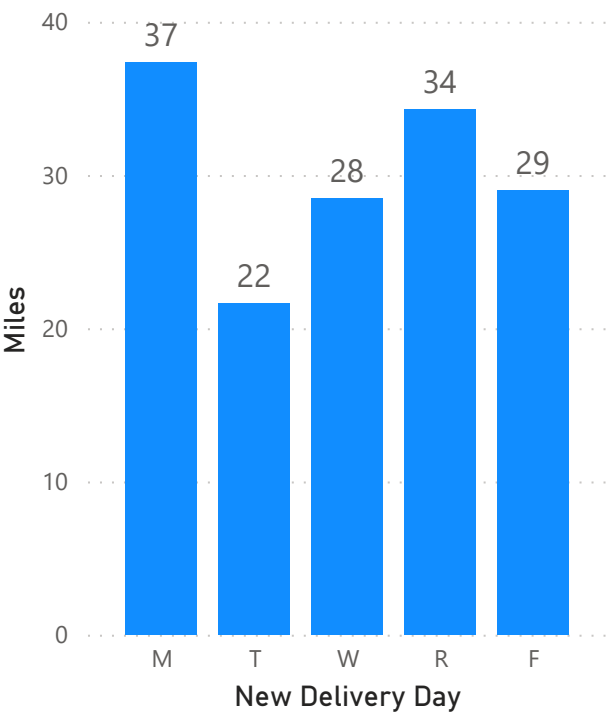
-6.69%

Rt 52 Q3 %Change

1.20%

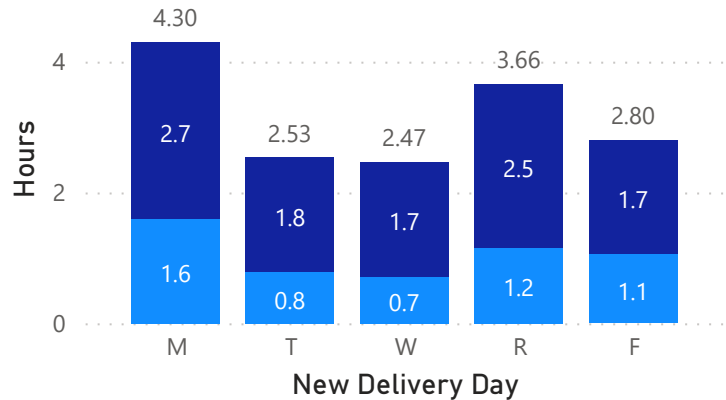
Rt 52 Q4 %Change

Total Miles Driven



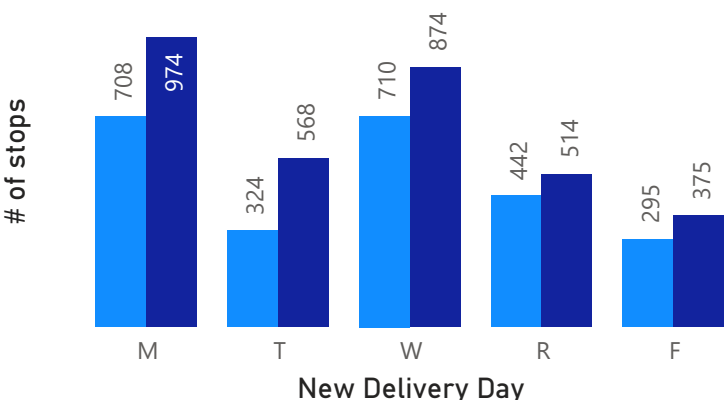
Hours Breakdown

Hours Travel Hours Of Service



Typical Garment Load

Avg Garments Processed Garment Inventory



\$146.78

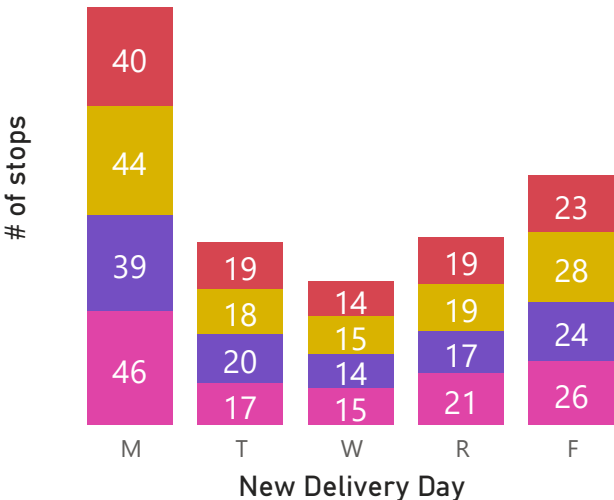
Average Miles Between Stops

2

Average Daily Miles

30

Stop Counts



of Accounts on New Route # of New Accounts

167

49

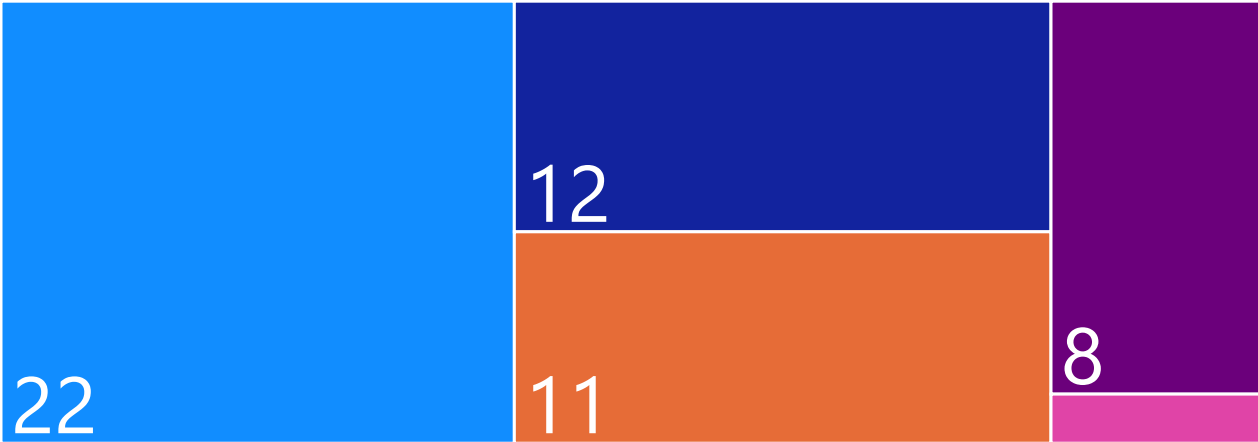
Origin of accounts Comprising New Route

Old Rt # 52 50 12 6 51 56



Destination of Accounts Leaving Original Route

New Rt 12 6 51 50 47

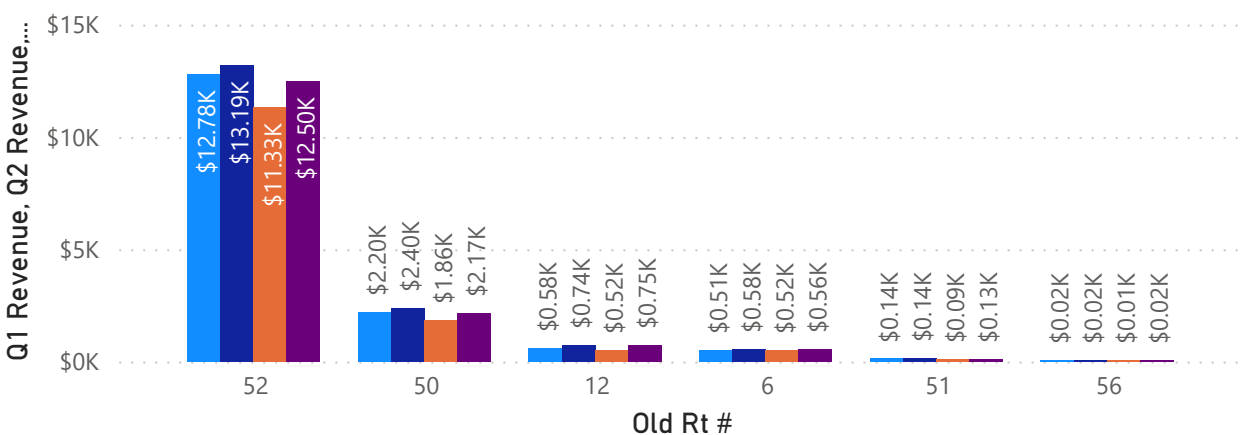


New Rt

52

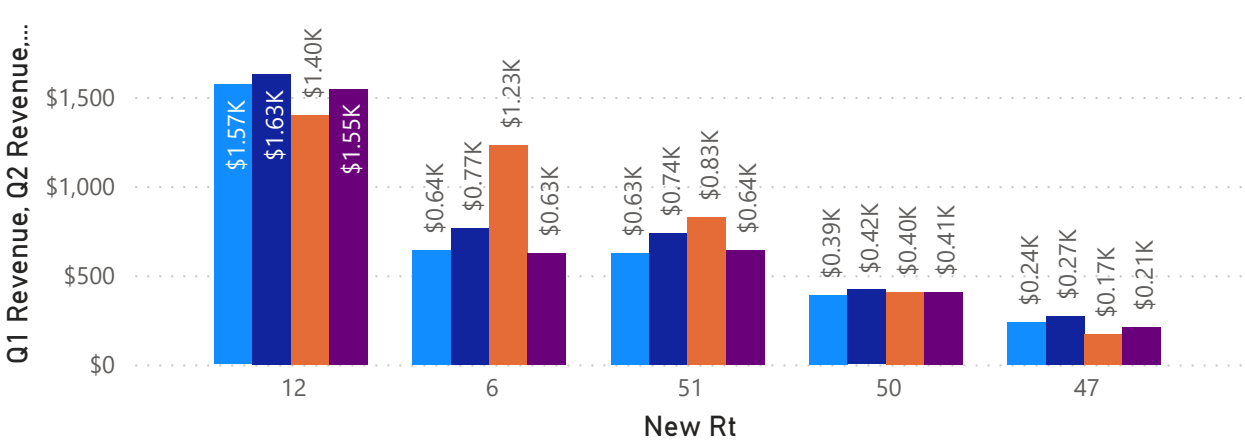
Origin of Revenue Comprising New Route

Q1 Revenue Q2 Revenue Q3 Revenue Q4 Revenue



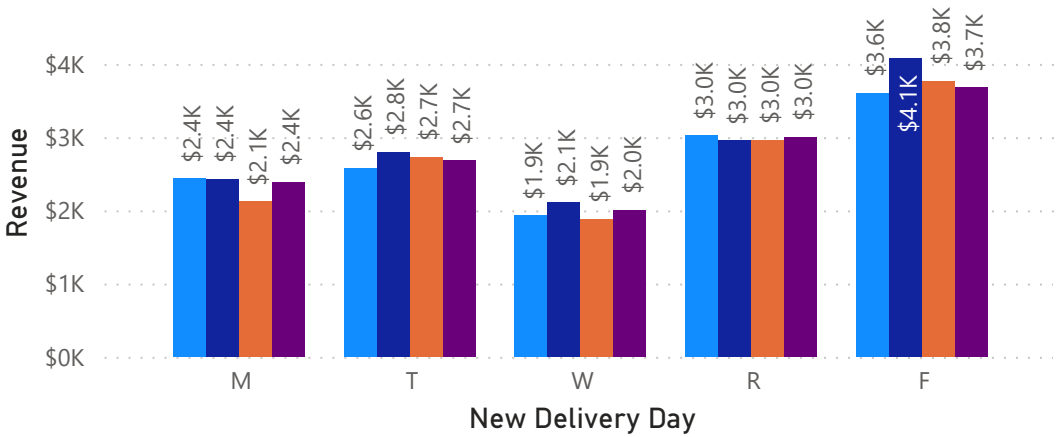
Destination of Revenue Leaving Original Route

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

37.58

Of Customers

234

\$13.55K \$14.34K

Q1 Revenue

Q2 Revenue

2.80%

Rt 56 Q1 %Change

1.93%

Rt 56 Q2 %Change

\$13.46K \$13.74K

Q3 Revenue

Q4 Revenue

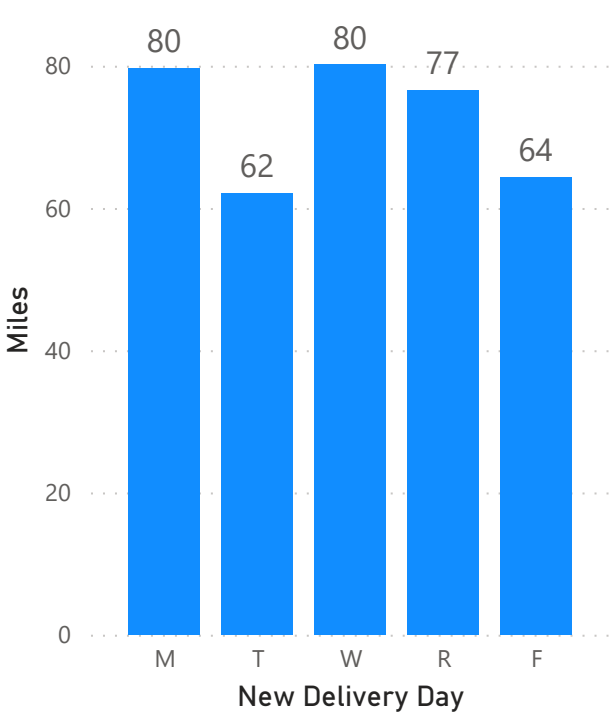
3.79%

Rt 56 Q3 %Change

4.94%

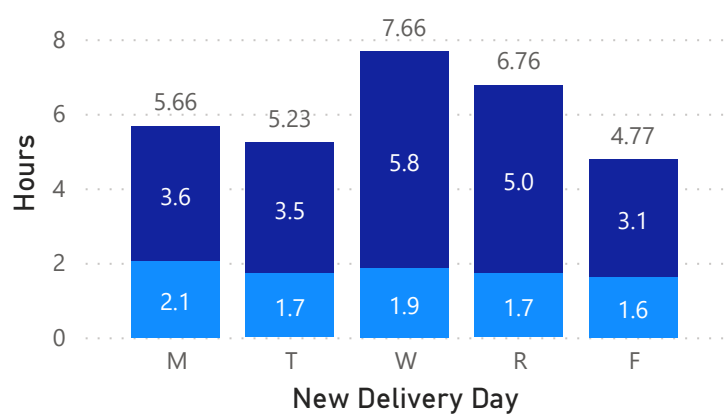
Rt 56 Q4 %Change

Total Miles Driven



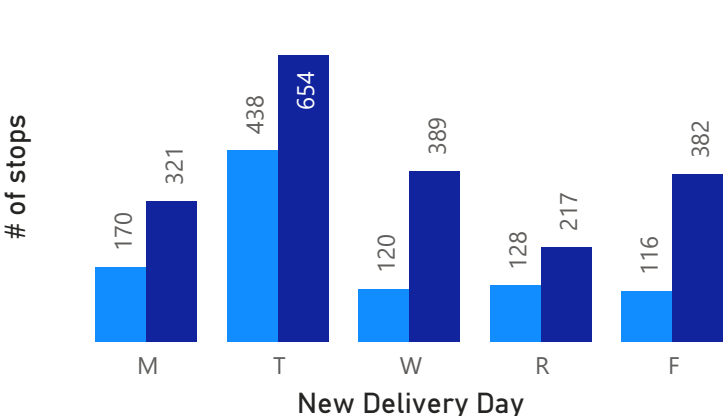
Hours Breakdown

Hours Travel Hours Of Service



Typical Garment Load

Avg Garments Processed Garment Inventory



\$98.57

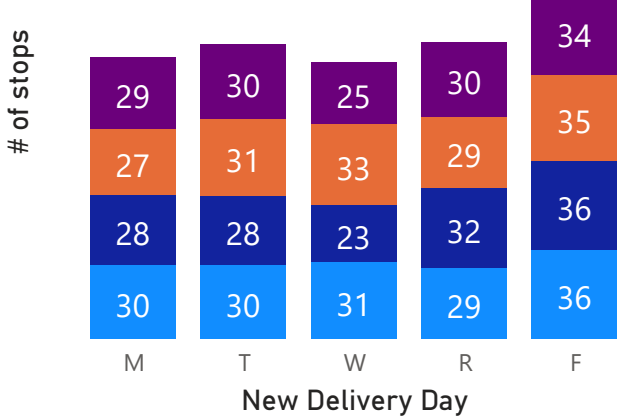
Average Miles Between Stops

3

Average Daily Miles

73

Stop Counts



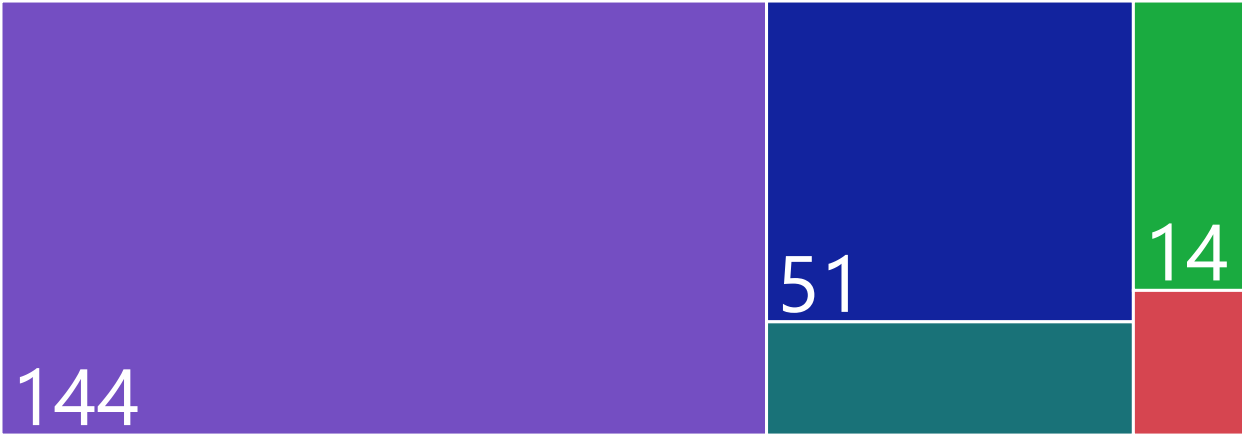
of Accounts on New Route # of New Accounts

234

90

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 47 52

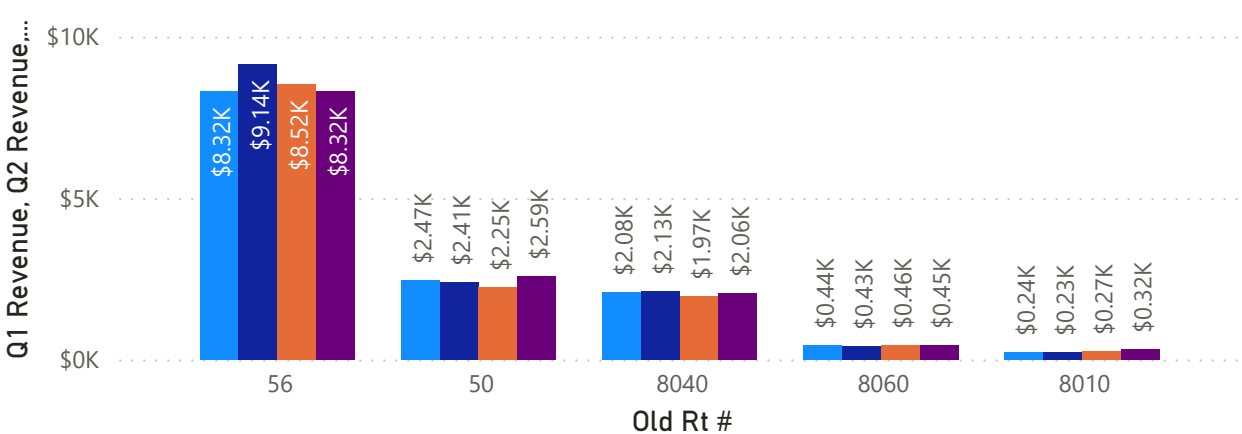


New Rt

56

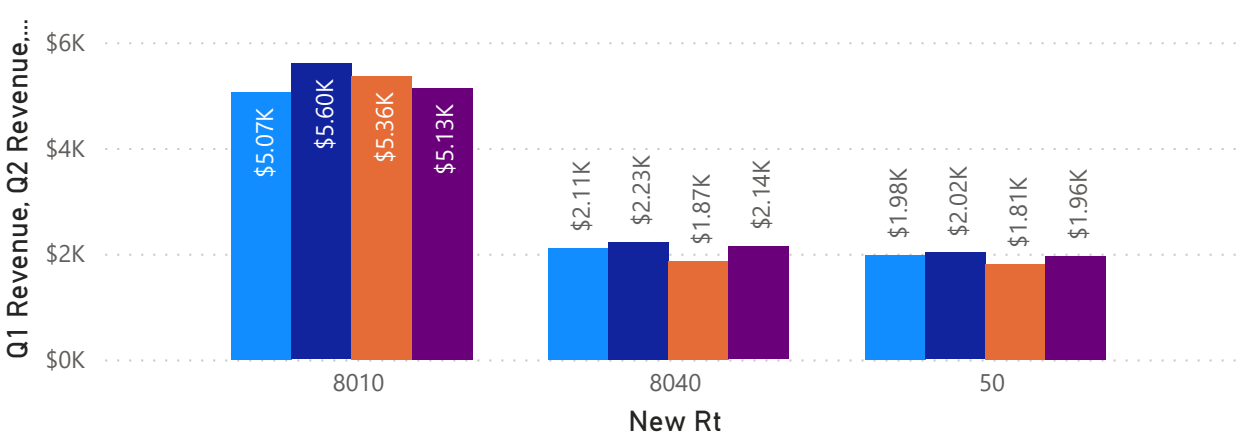
Origin of Revenue Comprising New Route

Q1 Revenue Q2 Revenue Q3 Revenue Q4 Revenue



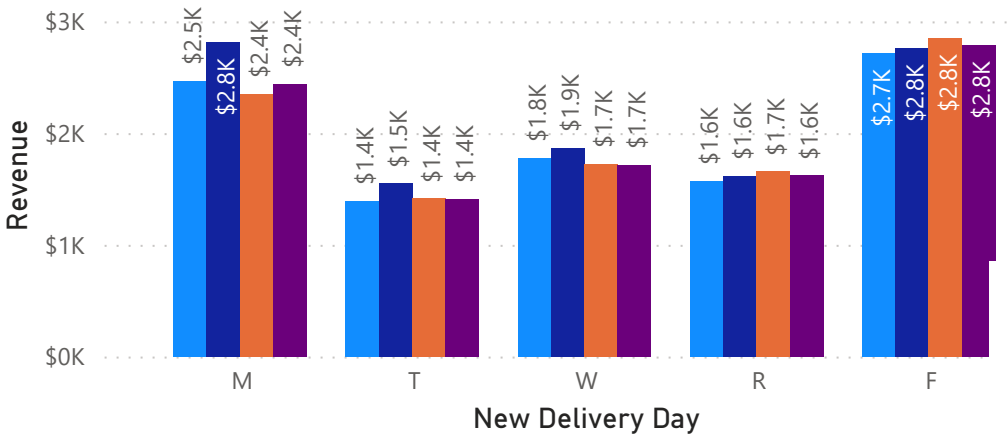
Destination of Revenue Leaving Original Route

Q1 Revenue Q2 Revenue Q3 Revenue Q4 Revenue



Average Revenue

Q1 Revenue Q2 Revenue Q3 Revenue Q4 Revenue



\$9.93K

Q1 Revenue

5.76%

Rt 8010 Q1 %Change

\$10.00K

Q3 Revenue

7.44%

Rt 8010 Q3 %Change

\$10.61K

Q2 Revenue

5.24%

Rt 8010 Q2 %Change

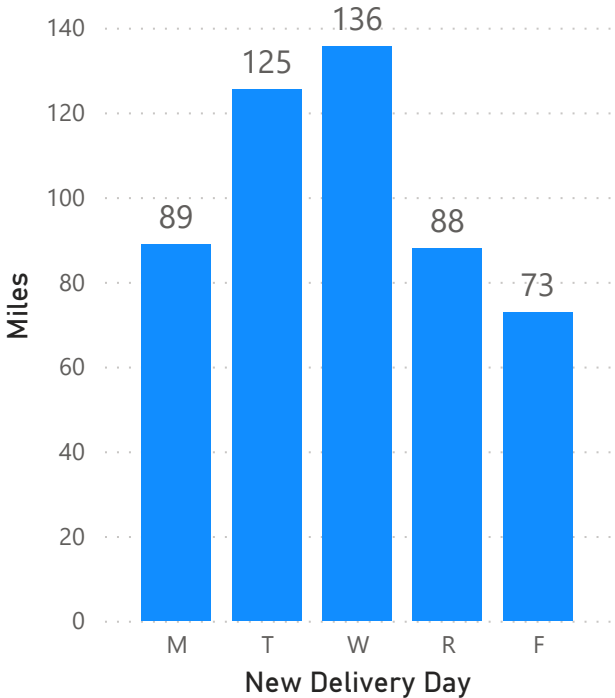
\$9.98K

Q4 Revenue

4.41%

Rt 8010 Q4 %Change

Total Miles Driven



New Rt

8010

Week #

All

Avg Week Hours

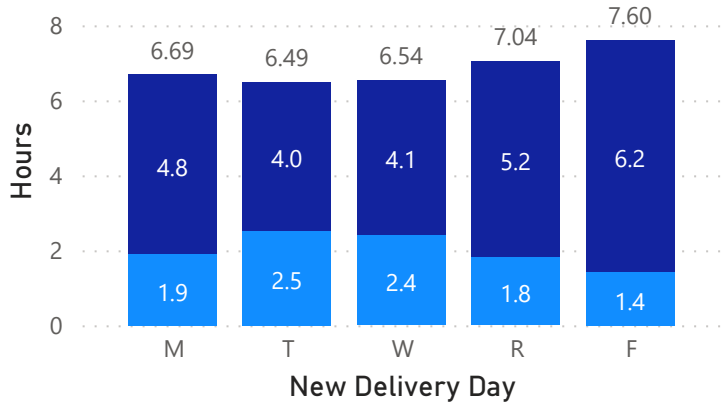
41.87

Of Customers

209

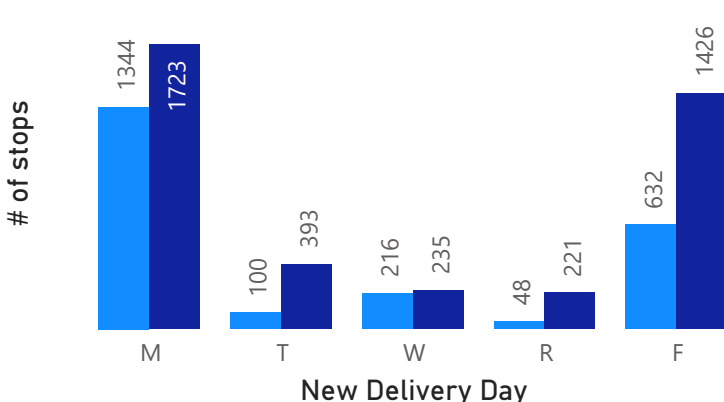
Hours Breakdown

Hours Travel Hours Of Service



Typical Garment Load

Avg Garments Processed Garment Inventory



\$78.45

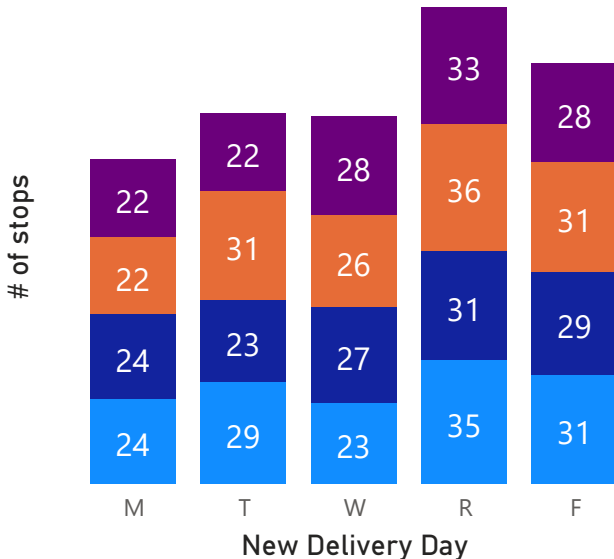
Average Miles Between Stops

4

Average Daily Miles

102

Stop Counts



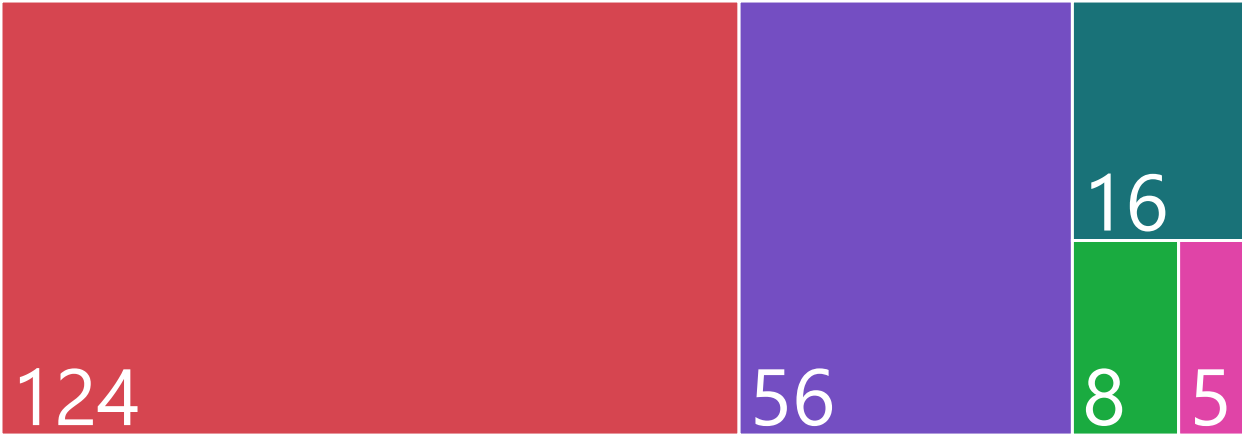
of Accounts on New Route # of New Accounts

209

85

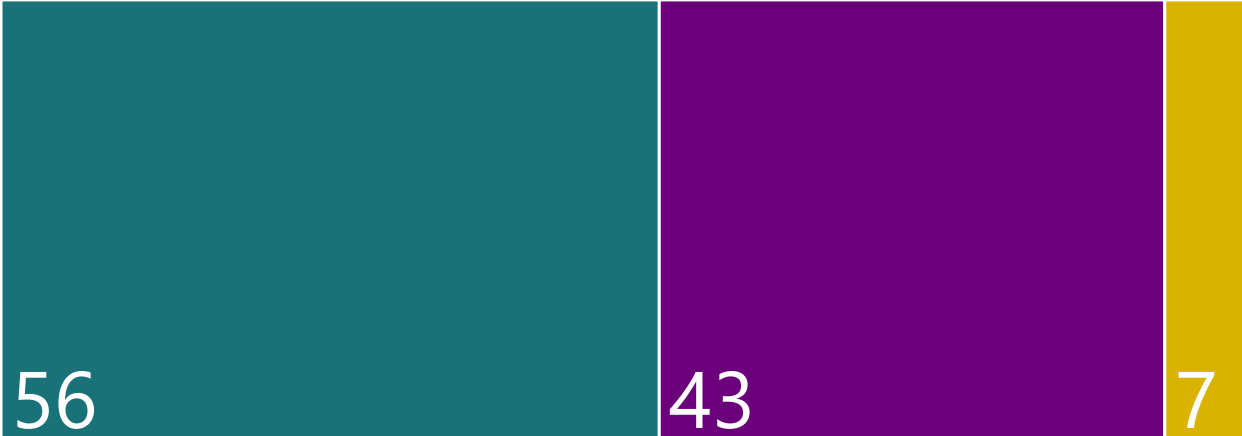
Origin of accounts Comprising New Route

Old Rt # 8010 56 8040 8060 51



Destination of Accounts Leaving Original Route

New Rt 8040 50 56

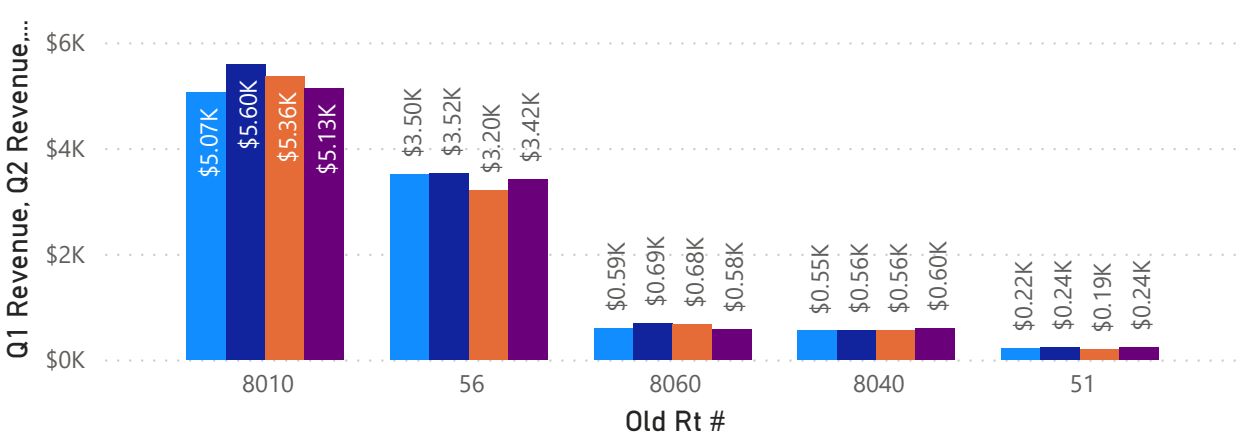


New Rt

8010

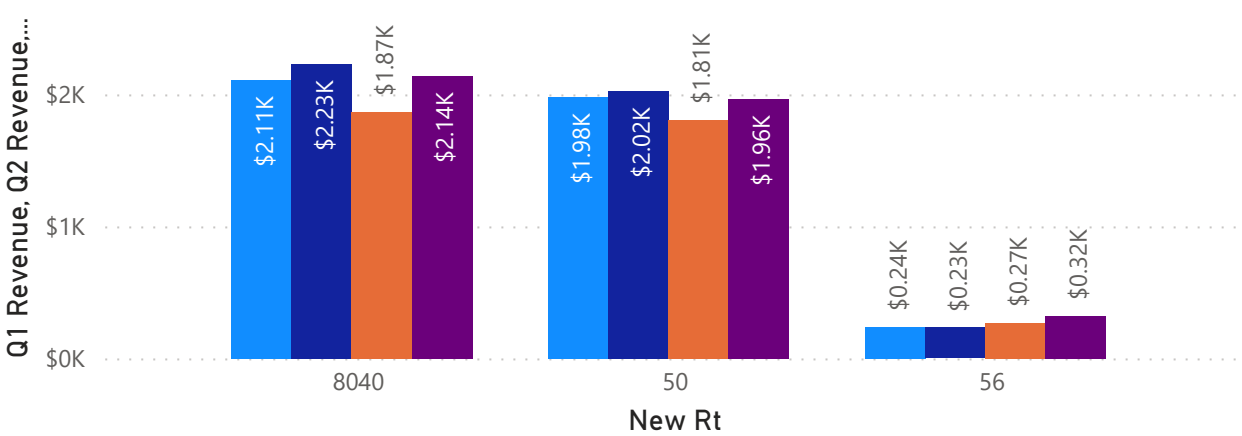
Origin of Revenue Comprising New Route

Q1 Revenue Q2 Revenue Q3 Revenue Q4 Revenue



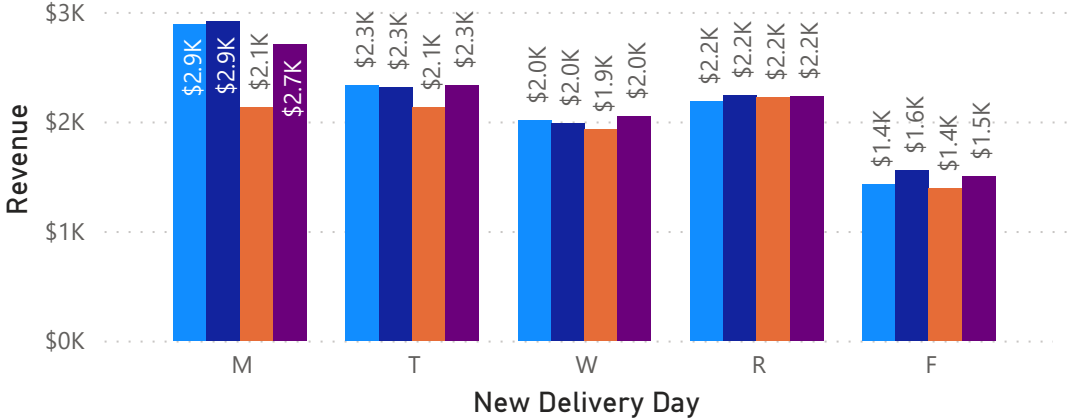
Destination of Revenue Leaving Original Route

Q1 Revenue Q2 Revenue Q3 Revenue Q4 Revenue



Average Revenue

Q1 Revenue Q2 Revenue Q3 Revenue Q4 Revenue



New Rt

Week #

Avg Week Hours

47.73

Of Customers

225

\$10.85K \$11.01K

Q1 Revenue

1.45%

Rt 8040 Q1 %Change

Q2 Revenue

2.33%

Rt 8040 Q2 %Change

\$9.81K

Q3 Revenue

-0.10%

Rt 8040 Q3 %Change

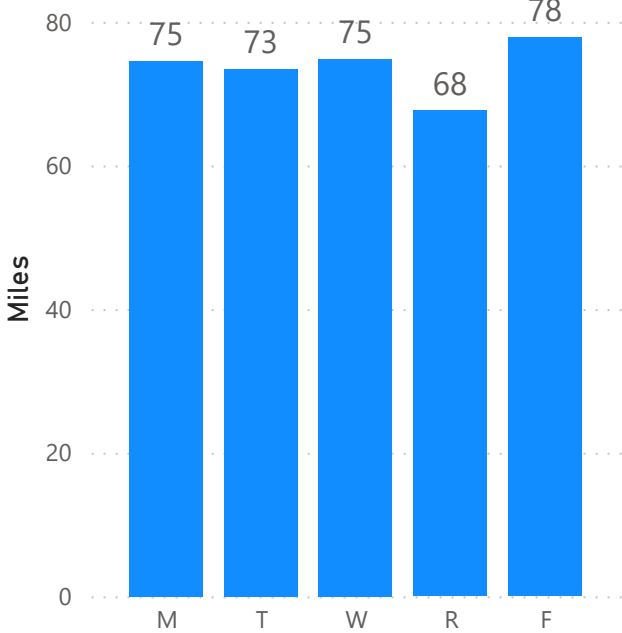
\$10.82K

Q4 Revenue

1.42%

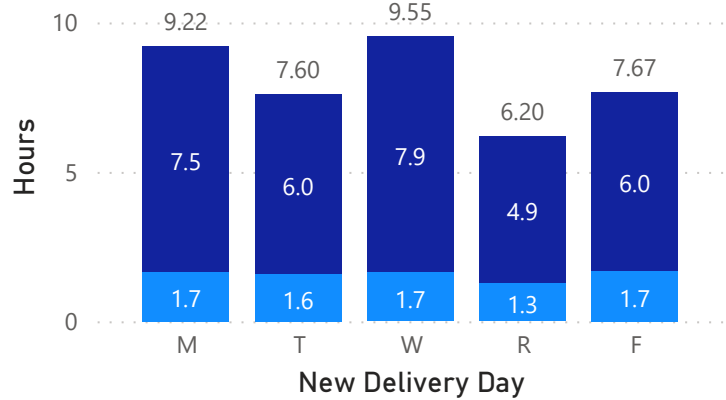
Rt 8040 Q4 %Change

Total Miles Driven



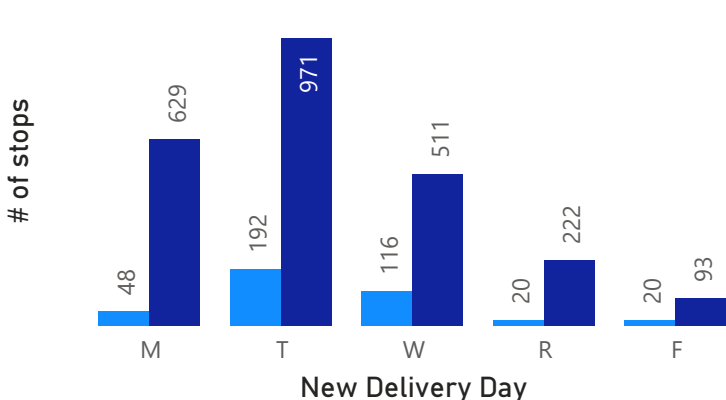
Hours Breakdown

Hours Travel Hours Of Service



Typical Garment Load

Avg Garments Processed Garment Inventory



\$78.80

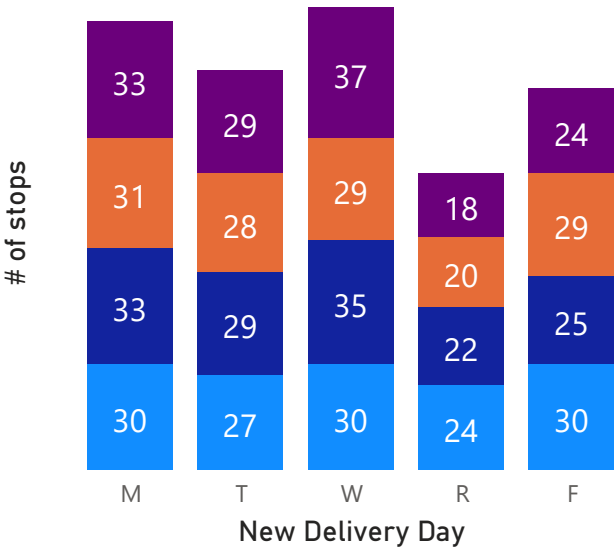
Average Miles Between Stops

3

Average Daily Miles

74

Stop Counts



of Accounts on New Route

of New Accounts

225

83

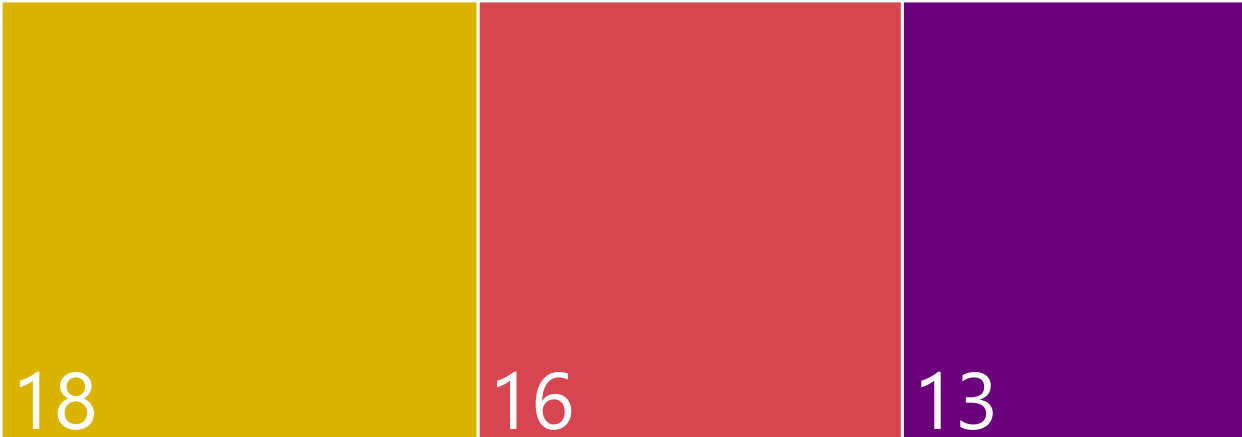
Origin of accounts Comprising New Route

Old Rt # 8040 8010 8060 56



Destination of Accounts Leaving Original Route

New Rt 56 8010 50

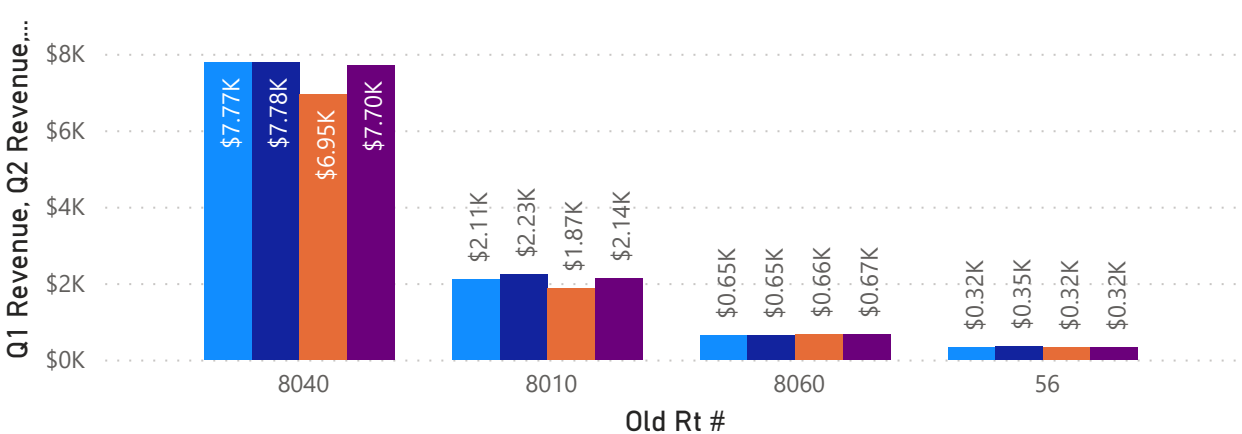


New Rt

8040

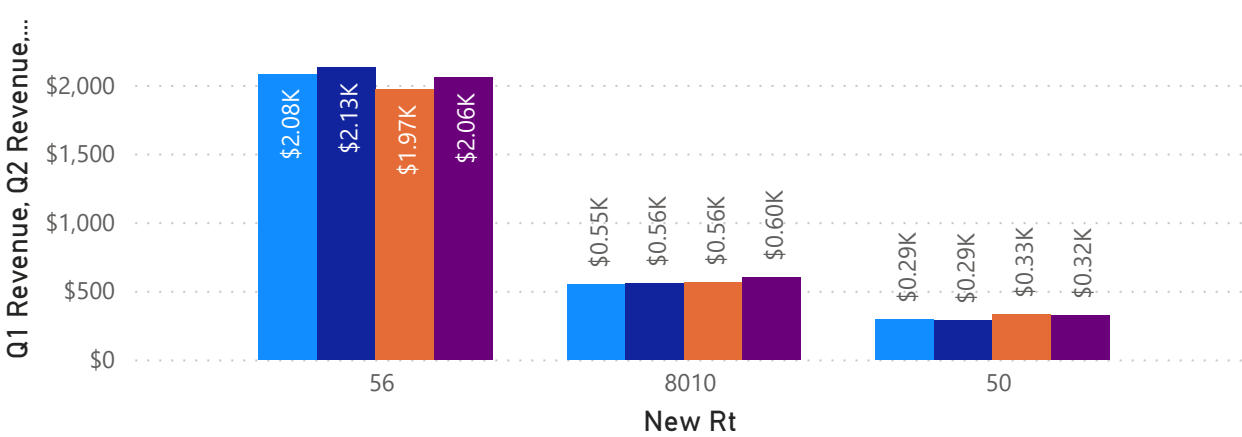
Origin of Revenue Comprising New Route

Q1 Revenue Q2 Revenue Q3 Revenue Q4 Revenue



Destination of Revenue Leaving Original Route

Q1 Revenue Q2 Revenue Q3 Revenue Q4 Revenue

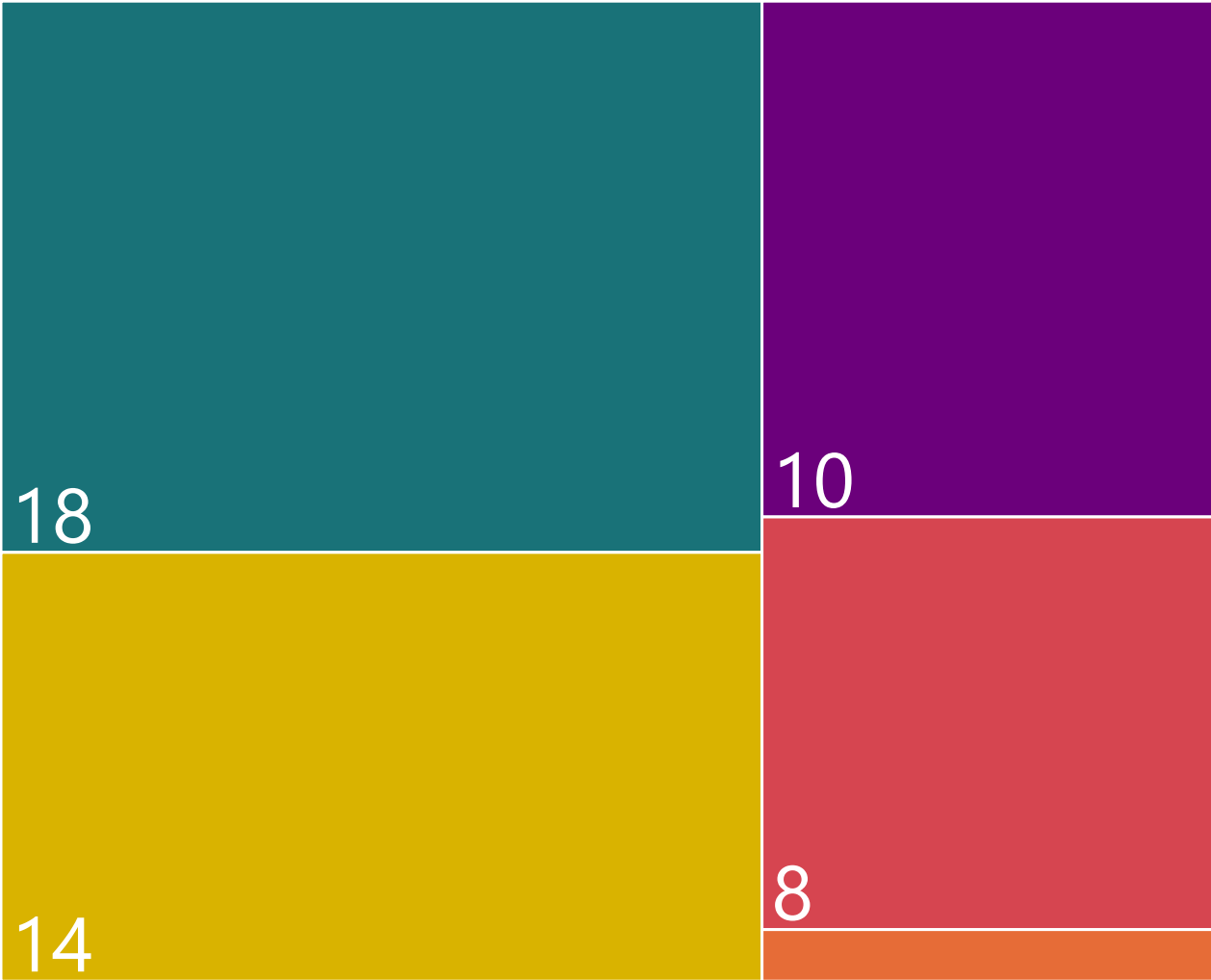


of Accounts on New Route

(Blank)

Destination of Accounts Leaving Original Route

New Rt 8040 56 50 8010 51

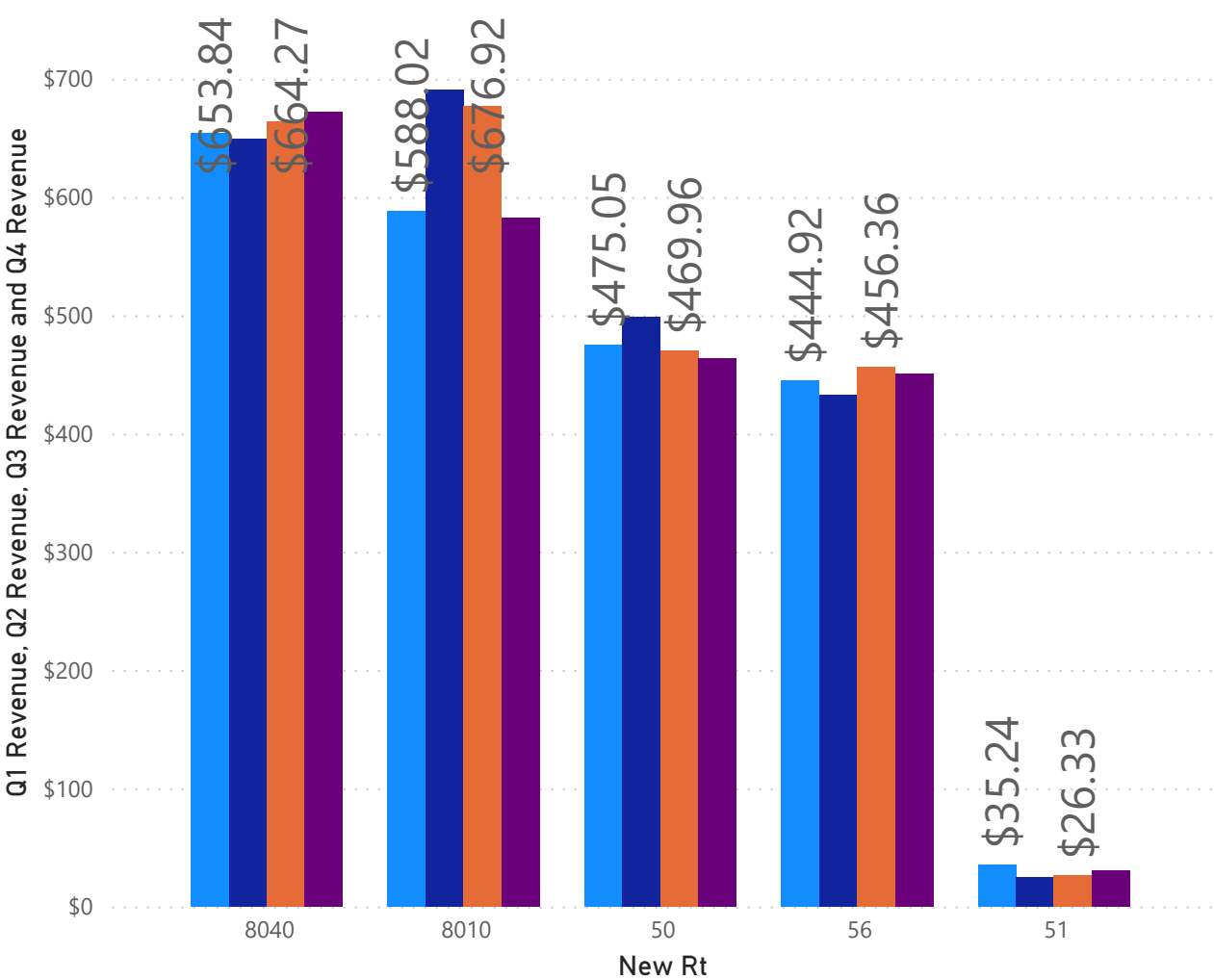


New Rt

8060

Destination of Revenue Leaving Original Route

Q1 Revenue Q2 Revenue Q3 Revenue Q4 Revenue



Rt ND OD ▲	Count
12 F=F	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=M	4
12 R=R	9
12 R=T	17
12 R=W	8
12 T=M	15
12 T=R	14
12 T=T	6
12 T=W	2
12 W=F	16
Total	1816