

|       |    | Week # | New Rt | New<br>Deliver<br>y Day | New<br>Stop | Old<br>Rt # | Old<br>Delivery<br>Day | Customer Name                  | DisplayAddressFull  | Freque<br>ncy | EstimatedArriv<br>alTime | EstimatedDepartur<br>eTime | 8 Week<br>Summer<br>Revenue | 8 Week<br>Winter<br>Revenue |
|-------|----|--------|--------|-------------------------|-------------|-------------|------------------------|--------------------------------|---|---------------|--------------------------|----------------------------|-----------------------------|-----------------------------|
| 99152 | 8  | Week2  | 105    | M                       | 1           | 101         | M                      | ALPENA REGIONAL MEDICAL CENTER | 1501 W. Chisholm, Alpena MI 49707 US                        | 8             | 6:05:51 AM               | 6:18:48 AM                 | \$55.88                     | \$57.09                     |
| 73438 | 0  | Week2  | 105    | M                       | 2           | 103         | F                      | BUCK'S COUNTRY COOKIN'         | 105 PLAZA DR, WEST BRANCH MI 48661 US                       | 7             | 7:59:57 AM               | 8:12:11 AM                 | \$60.89                     | \$68.31                     |
| 70949 | 0  | Week2  | 105    | M                       | 3           | 103         | F                      | Mary's Beauty Salon            | 302 E. Houghton, West Branch MI 48661 US                    | 5             | 9:00:11 AM               | 9:10:02 AM                 | \$27.36                     | \$21.75                     |
| 70930 | 0  | Week2  | 105    | M                       | 4           | 105         | M                      | G's Pizzeria                   | 200 W. Houghton, West Branch MI 48661 US                    | 7             | 9:10:39 AM               | 9:24:03 AM                 | \$227.80                    | \$217.23                    |
| 73494 | 0  | Week2  | 105    | M                       | 5           | 105         | M                      | BUCCILLI'S PIZZA               | 221 W. HOUGHTON AVE, WEST BRANCH MI 48661 US                | 6             | 9:24:08 AM               | 9:36:13 AM                 | \$42.95                     | \$56.19                     |
| 70945 | 0  | Week2  | 105    | M                       | 6           | 103         | F                      | JOSEPH MARTINES - SUN SPA TAN  | 315 W. Houghton Ave., West Branch MI 48661 US               | 3             | 9:36:21 AM               | 9:46:02 AM                 | \$11.43                     | \$11.88                     |
| 70927 | 0  | Week2  | 105    | M                       | 7           | 105         | M                      | Logger's Depot                 | 314 W. Houghton P.O. Box 837, West Branch MI 48661 US       | 7             | 9:46:02 AM               | 9:55:33 AM                 | \$98.22                     | \$120.90                    |
| 99080 | 3  | Week2  | 105    | M                       | 8           | 105         | M                      | MERCANTILE BANK                | 502 W. HOUGHTON, WEST BRANCH MI 48661 US                    | 6             | 9:55:51 AM               | 10:00:00 AM                | \$10.50                     | \$19.58                     |
| 99058 | 5  | Week2  | 105    | M                       | 9           | 105         | M                      | Forward #26 (W/B 2)            | 600 Houghton Ave. 219 N. Front St., West Branch MI 48661 U' | 7             | 10:00:06 AM              | 10:09:20 AM                | \$22.23                     | \$25.01                     |
| 70942 | 0  | Week2  | 105    | M                       | 10          | 103         | F                      | BAY REGIONAL MEDICAL CENTER    | 611 Court St., West Branch MI 48661 US                      | 2             | 10:10:39 AM              | 10:20:20 AM                | \$12.19                     | \$19.01                     |
| 70918 | 0  | Week2  | 105    | M                       | 11          | 105         | M                      | ULTIMATE CASTING & MACHINE LLC | 3977 M-30, West Branch MI 48661 US                          | 7             | 10:24:18 AM              | 10:48:02 AM                | \$136.48                    | \$198.05                    |
| 71010 | 0  | Week2  | 105    | M                       | 12          | 105         | M                      | Camp Sports Bar                | 5810 N M-30, Gladwin MI 48624 US                            | 6             | 10:58:48 AM              | 11:08:30 AM                | \$203.59                    | \$261.94                    |
| 71009 | 0  | Week2  | 105    | M                       | 13          | 105         | M                      | Secord Lake Eagles             | 3485 Lakeshore Dr., Gladwin MI 48624 US                     | 7             | 11:21:00 AM              | 11:40:09 AM                | \$136.43                    | \$158.88                    |
| 99058 | 2  | Week2  | 105    | M                       | 14          | 105         | M                      | FORWARD # 11 (ALGER)           | 1990 Brock Rd. (M-33) 219 N. Front St., Alger MI 48610 US   | 7             | 11:58:05 AM              | 12:10:37 PM                | \$60.23                     | \$67.76                     |
| 73378 | 0  | Week2  | 105    | M                       | 15          | 103         | F                      | CORNER EXPRESS 2               | 2997 COOK ROAD, WEST BRANCH MI 48661 US                     | 5             | 12:19:40 PM              | 12:30:28 PM                | \$64.41                     | \$69.32                     |
| 73149 | 0  | Week2  | 105    | M                       | 16          | 105         | M                      | APPLEBEES                      | 2992 COOK RD, WEST BRANCH MI 48661 US                       | 7             | 12:30:54 PM              | 12:41:20 PM                | \$93.09                     | \$107.97                    |
| 70932 | 0  | Week2  | 105    | M                       | 17          | 103         | F                      | Quality Inn                    | 2980 Cook Rd P.O. Box 369, West Branch MI 48661 US          | 7             | 12:41:40 PM              | 12:41:46 PM                | \$45.94                     | \$54.25                     |
| 99058 | 42 | Week2  | 105    | M                       | 18          | 103         | F                      | LUMBER JACK                    | 2980 COOK RD, WEST BRANCH MI 48661 US                       | 7             | 12:41:46 PM              | 12:52:26 PM                | \$231.57                    | \$310.23                    |
| 99058 | 12 | Week2  | 105    | M                       | 19          | 105         | M                      | FORWARDS                       | 2980 Cook Rd. 219 N. Front St., West Branch MI 48661 US     | 7             | 12:52:27 PM              | 1:04:10 PM                 | \$61.36                     | \$69.03                     |
| 73304 | 0  | Week2  | 105    | M                       | 20          | 103         | F                      | TIM HORTON'S                   | 2960 COOK RD, WEST BRANCH MI 48661 US                       | 7             | 1:04:16 PM               | 1:12:15 PM                 | \$49.34                     | \$45.76                     |
| 99080 | 1  | Week2  | 105    | M                       | 21          | 105         | M                      | MERCANTILE BANK                | 2087 S M-76, WEST BRANCH MI 48661 US                        | 6             | 1:15:22 PM               | 1:20:56 PM                 | \$12.03                     | \$22.50                     |
| 70926 | 0  | Week2  | 105    | M                       | 22          | 105         | M                      | Miller Construction            | 262 W. M-55, West Branch MI 48661 US                        | 7             | 1:27:01 PM               | 1:36:03 PM                 | \$142.48                    | \$169.46                    |
| 71354 | 0  | Week2  | 105    | M                       | 23          | 105         | M                      | MOOSE LODGE #440               | 2531 MILLS RD, PRESCOTT MI 48756 US                         | 5             | 2:58:11 PM               | 3:00:07 PM                 | \$18.04                     | \$19.71                     |
| 71263 | 0  | Week2  | 105    | M                       | 24          | 102         | M                      | MDOT-Mio                       | 305 W. M-72 P.O. Box 437, Mio MI 48647 US                   | 0             | 3:44:37 PM               | 3:54:18 PM                 | \$0.00                      | \$0.00                      |
|       |    | Week2  | 105    | M                       |             |             |                        | Alpena Depot                   | 120 E Herman St., Alpena 49707 US                           |               | 5:03:16 PM               | 5:03:16 PM                 |                             |                             |
| # of  |    |        |        |                         |             |             |                        |                                |   |               |                          |                            | Summer                      | Winter                      |
| 25    |    |        |        |                         |             |             |                        |                                |   |               |                          |                            | \$1,824.40                  | \$1,716.74                  |