

| 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 |
|--------|--------|--------|--------|------------------------|-------------|----------|------------------------|-------------------------------|---|-----------|--------------------------|----------------------------|----------------------------|----------------------------|----------------------------|----------------------------|
| 232947 | 0 | Week1 | 13 | M | 1 | 13 | W | MATSON'S BIG MANISTEE RIVER | 2680 BIALIK RD, MANISTEE MI 49660 US, US, US | 5 | 6:46:49 AM | 6:46:49 AM | \$ - | \$ 179.82 | \$ 150.54 | \$ 140.18 |
| 231873 | 11 | Week1 | 13 | M | 2 | 13 | M | LRC SLOTS #110 | 2700 ORCHARD HWY, MANISTEE MI 49660 US, US, US | 7 | 7:03:35 AM | 7:03:36 AM | \$ 14.18 | \$ 26.64 | \$ 19.41 | \$ 33.06 |
| 231873 | 6 | Week1 | 13 | M | 3 | 13 | M | LRC-ADM 260 | 2700 ORCHARD HWY, MANISTEE MI 49660 US, US, US | 7 | 7:03:36 AM | 7:03:45 AM | \$ - | \$ - | \$ - | \$ - |
| 231873 | 10 | Week1 | 13 | M | 4 | 13 | M | LRC-RIVER ROCK BAR & GRILL 28 | 2700 ORCHARD HWY, MANISTEE MI 49660 US, US, US | 7 | 7:03:45 AM | 7:04:05 AM | \$ 61.65 | \$ 69.29 | \$ 64.36 | \$ 60.27 |
| 231873 | 3 | Week1 | 13 | M | 5 | 13 | M | LRC-FOOD COURT 215 | 2700 ORCHARD HWY, MANISTEE MI 49660 US, US, US | 7 | 7:04:05 AM | 7:04:56 AM | \$ 8.61 | \$ - | \$ - | \$ 8.06 |
| 231873 | 8 | Week1 | 13 | M | 6 | 13 | M | LRC-GROUNDS | 2700 ORCHARD HWY, MANISTEE MI 49660 US, US, US | 7 | 7:04:57 AM | 7:05:37 AM | \$ 24.18 | \$ 18.90 | \$ 22.26 | \$ 22.63 |
| 231873 | 4 | Week1 | 13 | M | 7 | 13 | M | LRC-BANQUETS 240 | 2700 ORCHARD HWY, MANISTEE MI 49660 US, US, US | 7 | 7:05:37 AM | 7:06:35 AM | \$ 6.13 | \$ 2.57 | \$ 2.65 | \$ 6.91 |
| 231873 | 7 | Week1 | 13 | M | 8 | 13 | M | LRC-MAINTENANCE | 2700 ORCHARD HWY, MANISTEE MI 49660 US, US, US | 7 | 7:06:34 AM | 7:08:48 AM | \$ 67.83 | \$ 59.70 | \$ 60.06 | \$ 67.80 |
| 231873 | 9 | Week1 | 13 | M | 9 | 13 | M | LITTLE RIVER CASINO-EVS | 2700 ORCHARD HWY, MANISTEE MI 49660 US, US, US | 7 | 7:08:48 AM | 7:12:00 AM | \$ 101.86 | \$ 121.52 | \$ 101.42 | \$ 101.51 |
| 231873 | 1 | Week1 | 13 | M | 10 | 13 | M | LRC-RAPIDS 200 | 2700 ORCHARD HWY, MANISTEE MI 49660 US, US, US | 7 | 7:11:59 AM | 7:18:31 AM | \$ 90.02 | \$ 113.93 | \$ 98.67 | \$ 90.84 |
| 99031 | 10 | Week1 | 13 | M | 11 | 13 | M | LRC-STEAKHOUSE 220 | 2700 ORCHARD HWY, MANISTEE MI 49660 US, US, US | 7 | 7:18:31 AM | 7:27:04 AM | \$ - | \$ - | \$ - | \$ - |
| 231873 | 0 | Week1 | 13 | M | 12 | 13 | M | LITTLE RIVER CASINO-KITCHENS | 2700 ORCHARD HWY, MANISTEE MI 49660 US, US, US | 7 | 7:27:04 AM | 7:38:07 AM | \$ 199.37 | \$ 180.70 | \$ 188.00 | \$ 185.72 |
| 228247 | 0 | Week1 | 13 | M | 13 | 13 | W | LITTLE RIVER INDIANS-COMMOD | 2700 ORCHARD, MANISTEE MI 49660 US, US, US | 7 | 7:59:31 AM | 8:03:12 AM | \$ 16.03 | \$ 14.78 | \$ 15.40 | \$ 15.68 |
| 228242 | 0 | Week1 | 13 | M | 14 | 13 | W | LITTLE RIVER INDIANS-GAMING (| 2840 ORCHARD HIGHWAY SUITE A, MANISTEE MI 49660 L | 7 | 8:03:28 AM | 8:06:52 AM | \$ 13.97 | \$ 12.86 | \$ 13.39 | \$ 13.62 |
| 228240 | 0 | Week1 | 13 | M | 15 | 13 | W | LITTLE RIVER INDIANS-NEWLANE | 3031 DOMRES ROAD, MANISTEE MI 49660 US, US, US | 7 | 8:08:36 AM | 8:13:35 AM | \$ 18.38 | \$ 17.02 | \$ 17.72 | \$ 18.03 |
| 228632 | 0 | Week1 | 13 | M | 16 | 13 | W | AKI COMMUNITY CENTER | 2953 SHAW BE QUO UNG, MANISTEE MI 49660 US, US, I | 7 | 8:16:56 AM | 8:24:19 AM | \$ 41.45 | \$ 38.75 | \$ 40.38 | \$ 41.10 |
| 231160 | 1 | Week1 | 13 | M | 17 | 13 | W | LITTLE RIVER FITNESS | 2608 GOVERNMENT CENTER DR, MANISTEE MI 49660 US, | 7 | 8:27:39 AM | 8:34:51 AM | \$ 30.59 | \$ 28.66 | \$ 29.75 | \$ 30.24 |
| 231160 | 0 | Week1 | 13 | M | 18 | 13 | W | LITTLE RIVER GOVERNMENT CTR | 2608 GOVERNMENT CENTER DR, MANISTEE MI 49660 US, | 7 | 8:34:51 AM | 8:43:23 AM | \$ 47.43 | \$ 13.95 | \$ 14.53 | \$ 22.07 |
| 230829 | 0 | Week1 | 13 | M | 19 | 13 | W | LITTLE RIVER TRADING POST | 2596 LOON DR, MANISTEE MI 49660 US, US, US | 7 | 8:44:08 AM | 8:56:05 AM | \$ 102.22 | \$ 95.24 | \$ 99.96 | \$ 101.71 |
| 231138 | 0 | Week1 | 13 | M | 20 | 13 | W | MANISTEE HEALTH BUILDING LL | 1806 PARKDALE, MANISTEE MI 49660 US, US, US | 5 | 8:58:19 AM | 9:01:05 AM | \$ 49.68 | \$ 44.61 | \$ 45.88 | \$ 46.39 |
| 228538 | 0 | Week1 | 13 | M | 21 | 13 | W | FILER CREDIT UNION PARKDALE | 1778 KEMMER RD, MANISTEE MI 49600 US, US, US | 1 | 9:01:36 AM | 9:05:00 AM | \$ 64.86 | \$ 112.75 | \$ 73.26 | \$ 80.24 |
| 227455 | 0 | Week1 | 13 | M | 22 | 13 | M | BIG ALS | 221 PARKDALE AVE, MANISTEE MI 49660 US, US, US | 7 | 9:07:54 AM | 9:19:15 AM | \$ 258.45 | \$ 235.87 | \$ 259.28 | \$ 267.45 |
| 232770 | 0 | Week1 | 13 | M | 23 | 13 | M | DINER 31 | 267 ARTHUR STR, MANISTEE MI 49660 US, US, US | 5 | 9:19:42 AM | 9:33:39 AM | \$ 139.58 | \$ 125.06 | \$ 124.08 | \$ 122.02 |
| 214819 | 0 | Week1 | 13 | M | 24 | 13 | M | MUFFLER MAN | 245 ARTHUR ST, MANISTEE MI 49660 US, US, US | 7 | 9:33:45 AM | 9:39:46 AM | \$ 80.10 | \$ 74.61 | \$ 76.68 | \$ 79.07 |
| 226079 | 0 | Week1 | 13 | M | 25 | 13 | M | GRAND RENTAL | 52 Arthur St., MANISTEE MI 49660 US, US, US | 0 | 9:40:21 AM | 9:43:28 AM | \$ 193.11 | \$ 93.40 | \$ 155.20 | \$ 218.21 |
| 232549 | 5 | Week1 | 13 | M | 26 | 13 | M | MANISTEE UNIFORMS-COLLECTH | 280 N WASHINGTON, MANISTEE MI 49660 US, US, US | 7 | 9:45:25 AM | 9:45:34 AM | \$ 18.10 | \$ 15.82 | \$ 16.50 | \$ 16.80 |
| 232549 | 4 | Week1 | 13 | M | 27 | 13 | M | MANISTEE UNIFORMS-DPW | 280 N WASHINGTON, MANISTEE MI 49660 US, US, US | 7 | 9:45:34 AM | 9:45:34 AM | \$ 18.10 | \$ 15.82 | \$ 103.03 | \$ 16.80 |
| 232549 | 3 | Week1 | 13 | M | 28 | 13 | M | MANISTEE UNIFORMS-WATER | 280 N WASHINGTON, MANISTEE MI 49660 US, US, US | 7 | 9:45:35 AM | 9:45:45 AM | \$ 29.47 | \$ 28.65 | \$ 27.35 | \$ 27.62 |
| 232549 | 0 | Week1 | 13 | M | 29 | 13 | M | CITY OF MANISTEE DPW | 280 N WASHINGTON, MANISTEE MI 49660 US, US, US | 7 | 9:45:45 AM | 9:50:00 AM | \$ 9.84 | \$ 8.37 | \$ 8.72 | \$ 8.87 |
| 226149 | 0 | Week1 | 13 | M | 30 | 13 | M | EDWARD JONES | 294 RIVER STREET, MANISTEE MI 48116 US, US, US | 1 | 9:52:23 AM | 9:53:46 AM | \$ 48.29 | \$ 35.00 | \$ 36.16 | \$ 36.55 |
| 228695 | 0 | Week1 | 13 | M | 31 | 13 | M | GOODY'S JUICE & JAVA | 343 RIVER ST, MANISTEE MI 49660 US, US, US | 7 | 9:54:45 AM | 10:01:03 AM | \$ 46.90 | \$ 44.05 | \$ 55.48 | \$ 47.35 |
| 221120 | 0 | Week1 | 13 | M | 32 | 13 | M | RIVER STREET STATION | 350 RIVER ST, MANISTEE MI 49660 US, US, US | 1 | 10:01:19 AM | 10:02:54 AM | \$ 48.64 | \$ 39.99 | \$ 35.00 | \$ 38.75 |
| 230560 | 0 | Week1 | 13 | M | 33 | 13 | M | THE RAMSDELL INN | 399 RIVER STREET, MANISTEE MI 49660 US, US, US | 7 | 10:03:36 AM | 10:13:03 AM | \$ 97.20 | \$ 92.51 | \$ 96.76 | \$ 98.41 |
| 220856 | 0 | Week1 | 13 | M | 34 | 13 | M | COMMUNICRAFT | 63 CLAY ST, MANISTEE MI 49660 US, US, US | 1 | 10:14:18 AM | 10:14:18 AM | \$ 35.00 | \$ 35.00 | \$ 35.00 | \$ 35.00 |
| 230774 | 0 | Week1 | 13 | M | 35 | 13 | M | AMERICAN LEGION #10 | 10 MASON ST, MANISTEE MI 49660 US, US, US | 5 | 11:31:33 AM | 11:37:49 AM | \$ 84.85 | \$ 91.98 | \$ 84.63 | \$ 100.49 |
| 204714 | 0 | Week1 | 13 | M | 36 | 13 | M | VETERANS OF FOREIGN WARS | 1211 28TH STREET, MANISTEE MI 49660 US, US, US | 5 | 11:42:37 AM | 11:52:16 AM | \$ 105.19 | \$ 163.26 | \$ 121.49 | \$ 152.63 |
| 232491 | 0 | Week1 | 13 | M | 37 | 13 | M | FISCHER LP GAS/MECH | 17254 CABERFEE HWY, WELLSTON MI 49689 US, US, US | 7 | 12:17:38 PM | 12:21:35 PM | \$ 68.16 | \$ 61.32 | \$ 66.21 | \$ 64.81 |
| | | Week1 | 13 | M | | 13 | M | Cadillac Depot | 1539 Plett Rd, Cadillac, MI 49601, Cadillac MI 49601 US | | 12:57:22 PM | 12:57:22 PM | | | | |

of
Stops