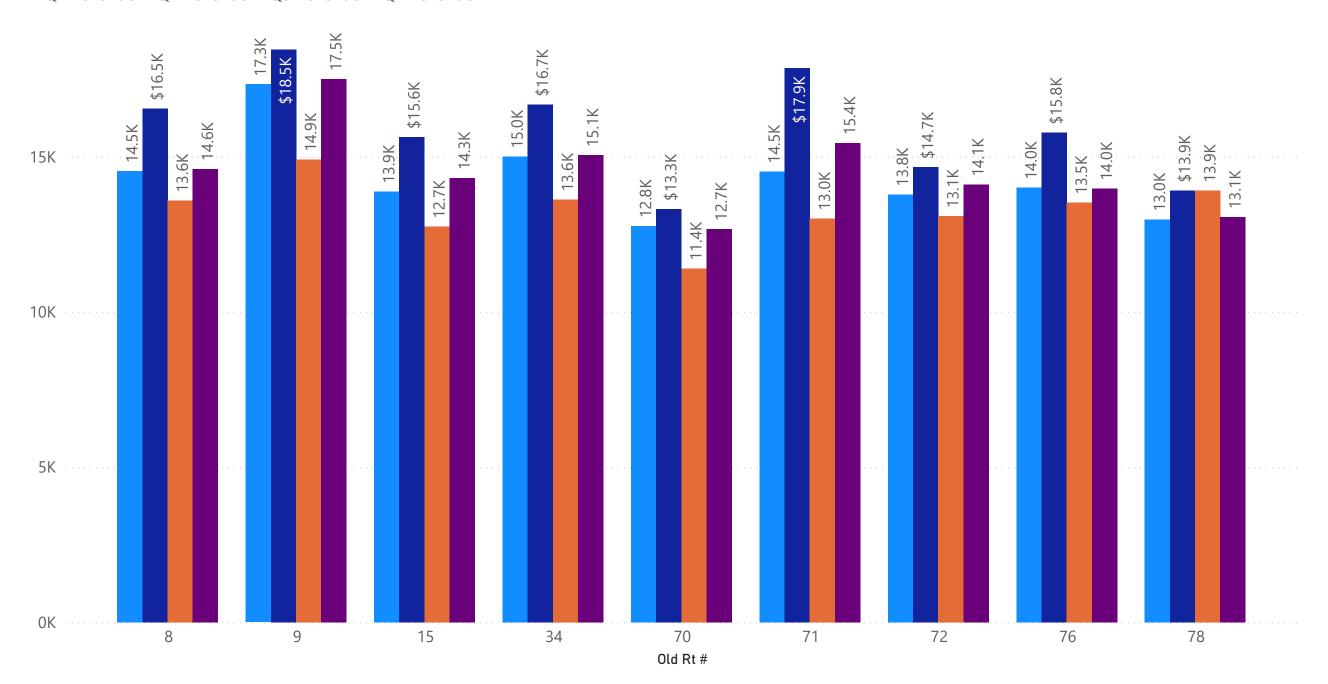
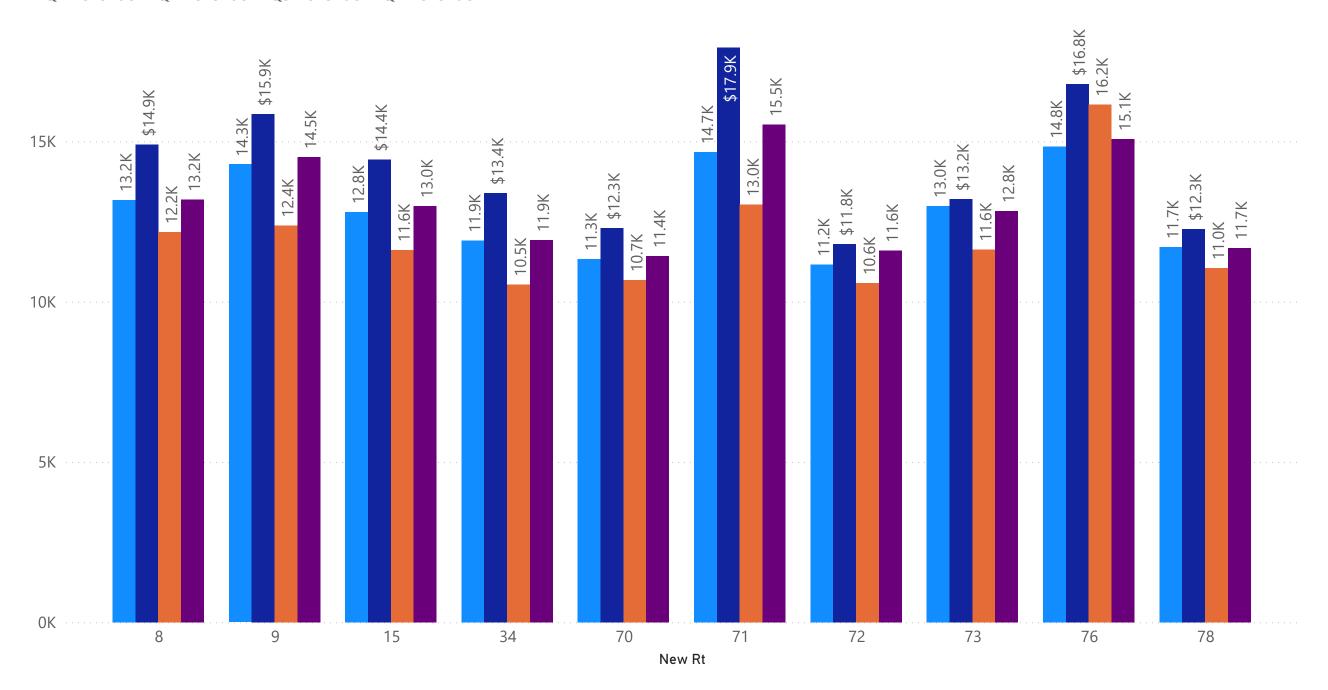
Current Route Revenue Distribution

Q1 RevenueQ2 RevenueQ3 RevenueQ4 Revenue



After Reroute Revenue Distribution

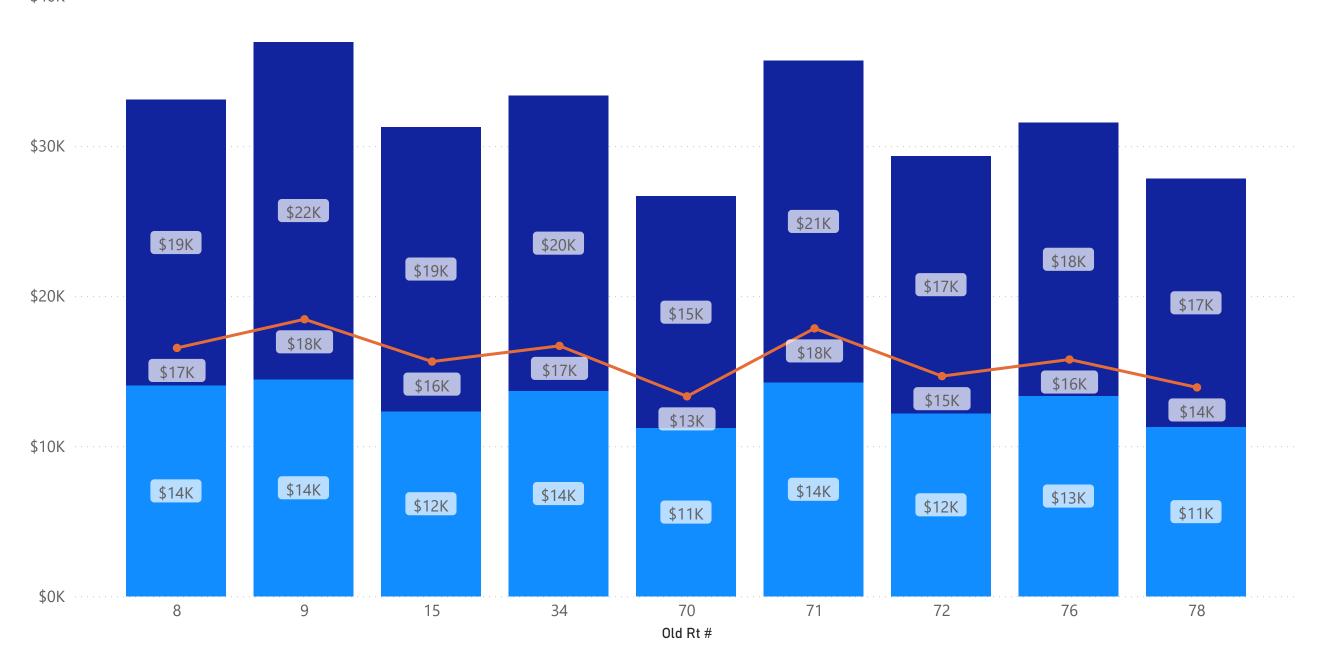
•Q1 Revenue •Q2 Revenue •Q3 Revenue •Q4 Revenue



Current Route Revenue Deviation

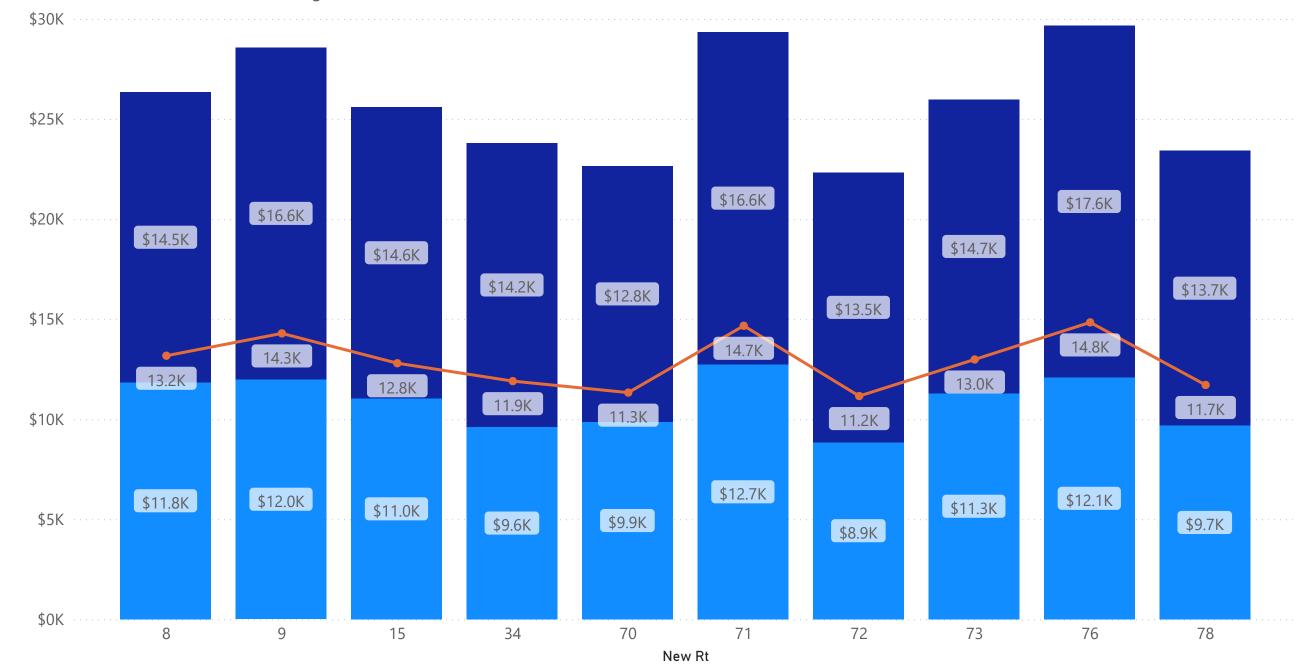
Q2 Low Revenue Deviation
Q2 High Revenue Deviation
Q2 Revenue

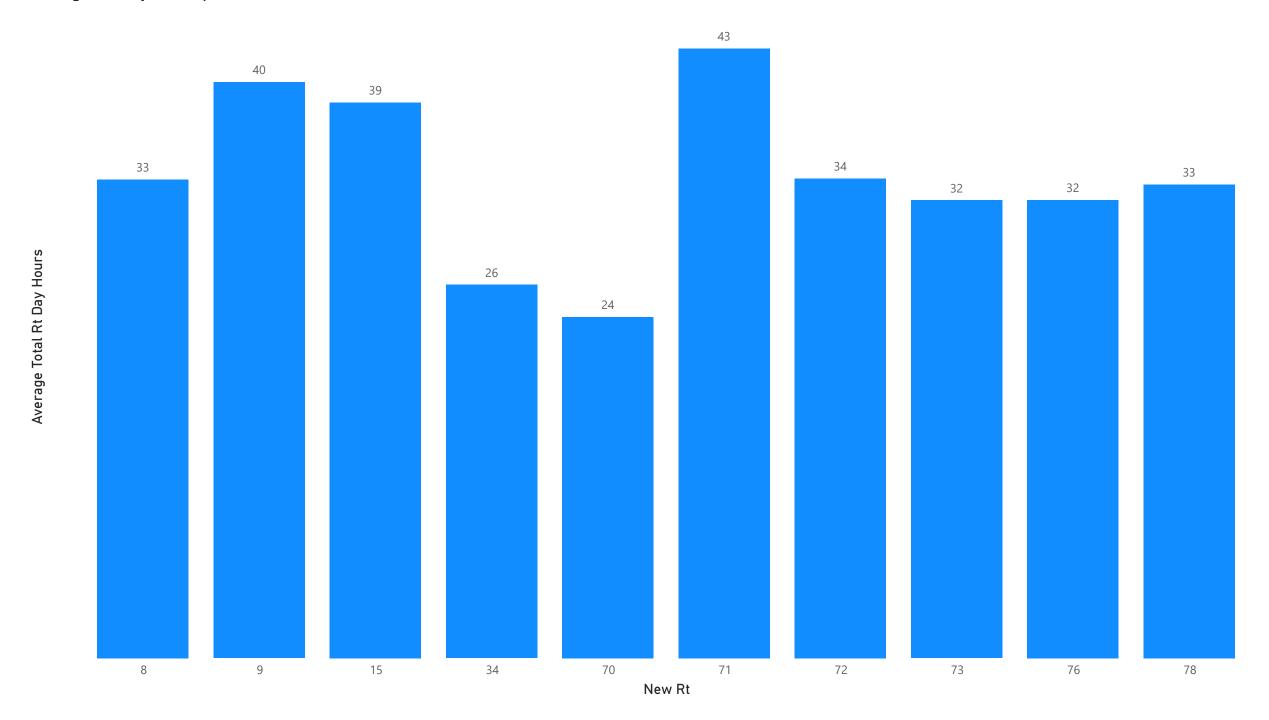
\$40K



New Route Revenue Deviation

Q1 Low Revenue Deviation
Q1 High Revenue Deviation
Q1 Revenue



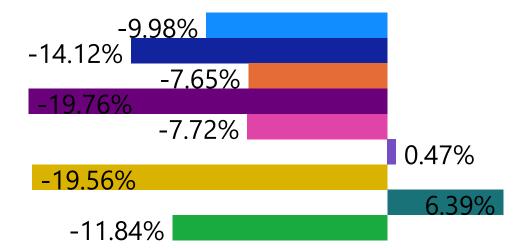


- Rt 8
- Rt 9
- Rt 15
- Rt 34
- Rt 70
- Rt 71
- Rt 72
- Rt 73
- •Rt 76 (\$1,651.67)
- •Rt 78
 - (\$1,197.11)
 - (\$1,02<mark>8.0</mark>9)
 - (\$2,869.41)

\$1,007.45

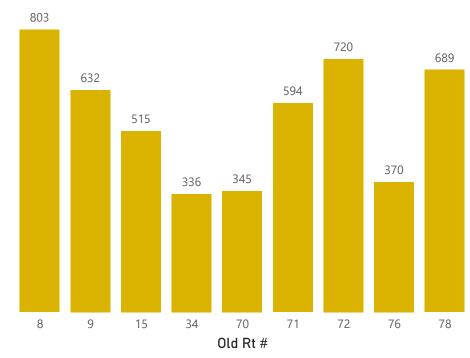
\$13,206.59

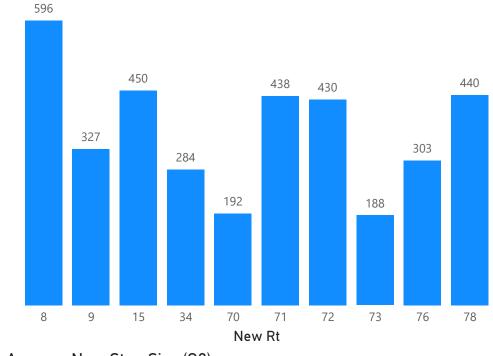
(\$1,647.19)



Average Current Weekly Miles







Average New Daily Stop count

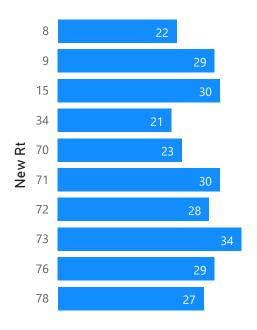
72

76

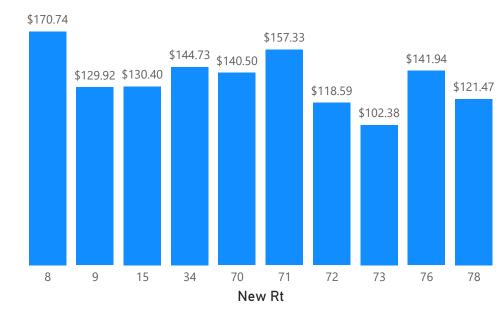
78

Average Current Stop Size (Q2)

Average New Stop Size (Q2)







Average Revenue Total Miles Driven ● Q1 Revenue ● Q2 Revenue ● Q3 Revenue ● Q4 Revenue



Avg Week Hours

New Rt

Week#

All

8

33.49

-21.25%

Rt 8 Hours %Change

Q1 Revenue

-9.42%

Rt 8 Q1 %Change

12.17K

Q3 Revenue

-10.48%

Rt 8 Q3 %Change



Q2 Revenue

-9.98%

Rt 8 Q2 %Change

13.19K

Q4 Revenue

-9.74%

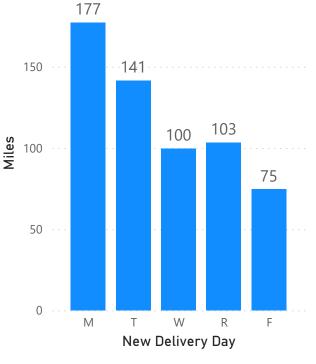
Rt 8 Q4 %Change

Of Customers

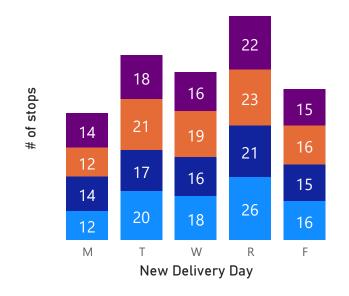
128

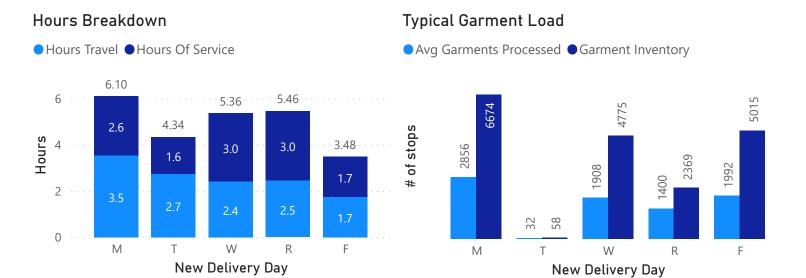
Average Miles Between Stops

Average Daily Miles



Stop Counts





8

128

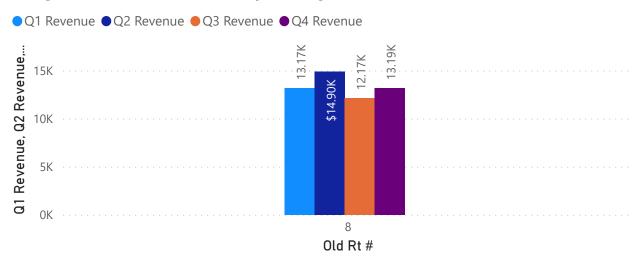
Origin of accounts Comprising New Route

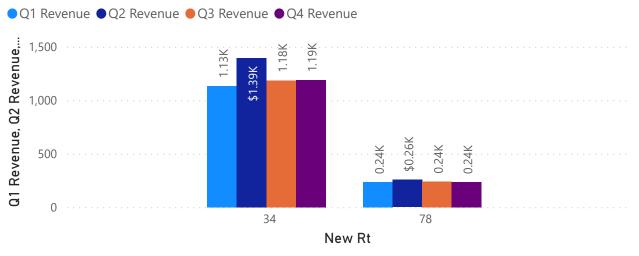


Destination of Accounts Leaving Original Route



Origin of Revenue Comprising New Route

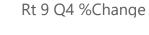




Total Miles Driven Average Revenue 14.29K \$15.85... ● Q1 Revenue ● Q2 Revenue ● Q3 Revenue ● Q4 Revenue 100 O1 Revenue Q2 Revenue Revenue -17.59% -14.12% 80 70 61 Miles Rt 9 Q1 %Change Rt 9 Q2 %Change 60 49 14.52K 0K 12.38K 40 New Delivery Day Q4 Revenue O3 Revenue New Rt 20 Avg Week Hours 9

-16.96%

Rt 9 Q3 %Change

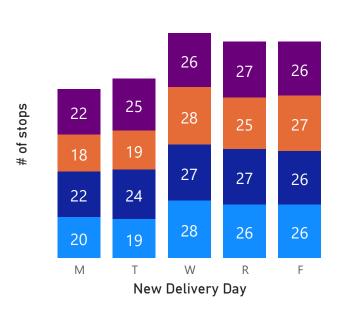


-17.04%

Of Customers



65



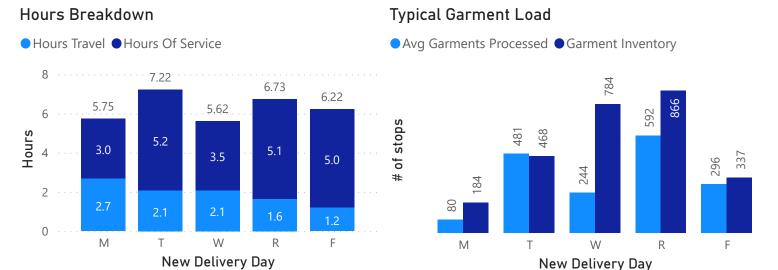
W

New Delivery Day

0

Stop Counts

3.5



40.30

Week#

All

-31.46%

Rt 9 Hours %Change

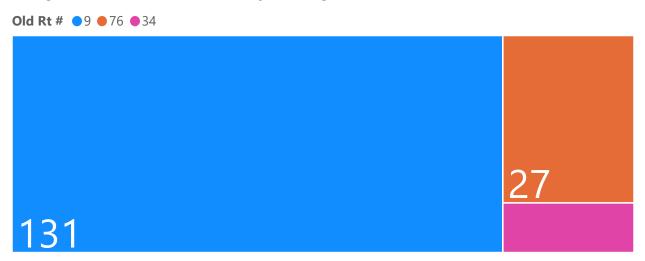
of Accounts on New Route

New Rt

9

166

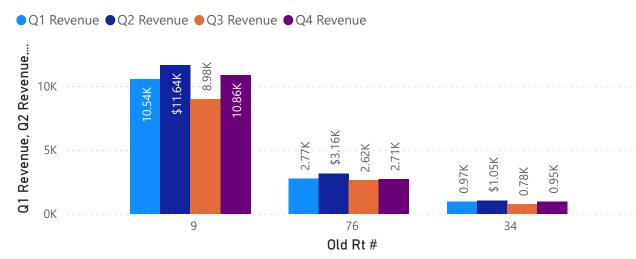
Origin of accounts Comprising New Route

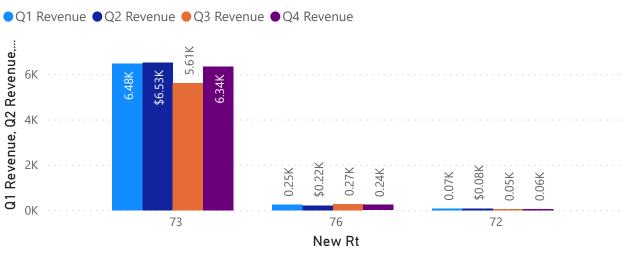


Destination of Accounts Leaving Original Route



Origin of Revenue Comprising New Route





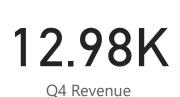




Q3 Revenue

-8.93%

Rt 15 Q3 %Change

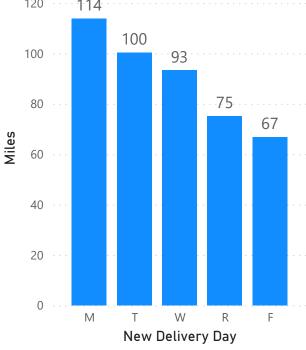


Rt 15 Q2 %Change

-9.28%

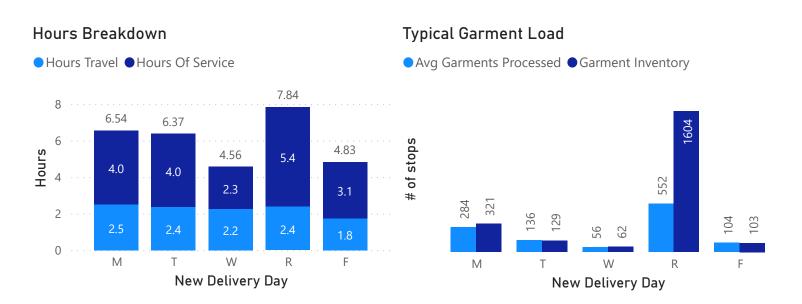
Rt 15 Q4 %Change

Of Customers



16





-1.01%

Rt 15 Hours %Change

New Delivery Day

Avg Week Hours

38.89

1K

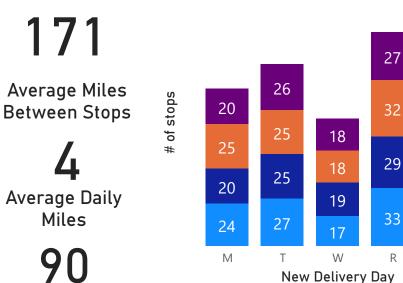
0K

New Rt

Week#

15

All



15

171

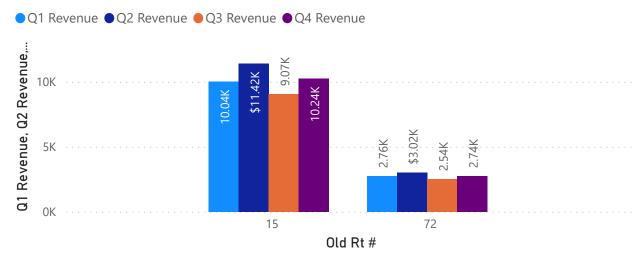
Origin of accounts Comprising New Route

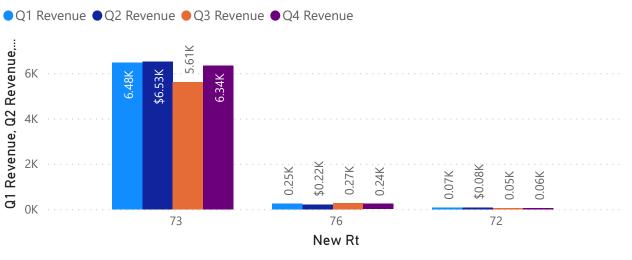


Destination of Accounts Leaving Original Route



Origin of Revenue Comprising New Route





Total Miles Driven Average Revenue 11.90K \$13.39K ● Q1 Revenue ● Q2 Revenue ● Q3 Revenue ● Q4 Revenue 70 66 60 Q1 Revenue Q2 Revenue Revenue 50 -19.76% -20.70% Miles Rt 34 Q1 %Change Rt 34 Q2 %Change 1K 30 11.92K 10.54K 0K 20 New Delivery Day Q3 Revenue Q4 Revenue New Rt 10 34 \vee Avg Week Hours -20.85% -22.60% -22.12% 0 W Week# 26.12 New Delivery Day Rt 34 Q4 %Change Rt 34 Q3 %Change Rt 34 Hours %Change All **Stop Counts** # Of Customers 126 Hours Breakdown Typical Garment Load 26 21 ● Hours Travel ● Hours Of Service Avg Garments ProcessedGarment Inventory Average Miles of stops 4.14 23 16 23 Between Stops 15 3.38 3.20 16 2.90 stops 16 Hours 2.8 26 2.4 21 1.5 1.9 oţ 17 15 **Average Daily** 15 Miles 23 23

W

New Delivery Day

16

M

16

W

New Delivery Day

1.5

M

0

1.4

New Delivery Day

1.3

0

М

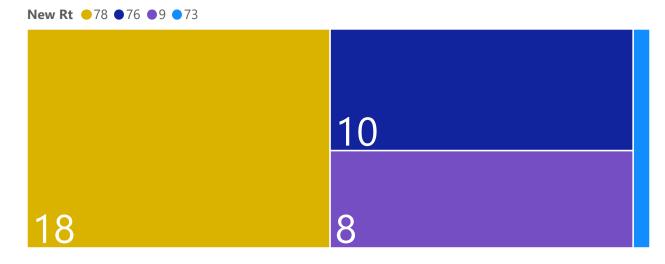
34

126

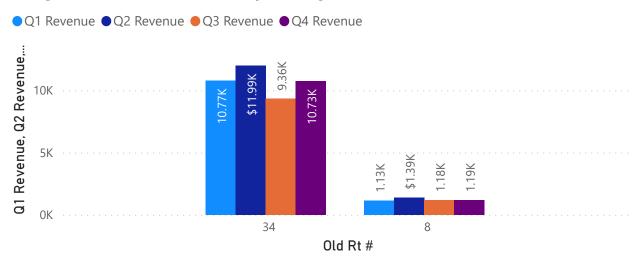
Origin of accounts Comprising New Route

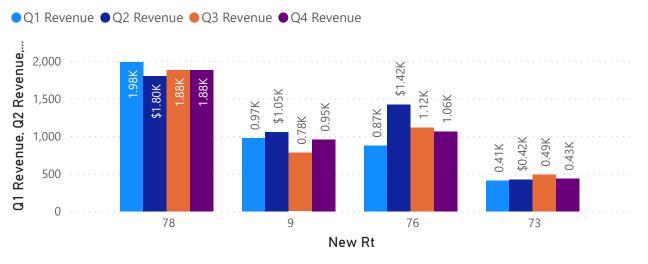


Destination of Accounts Leaving Original Route

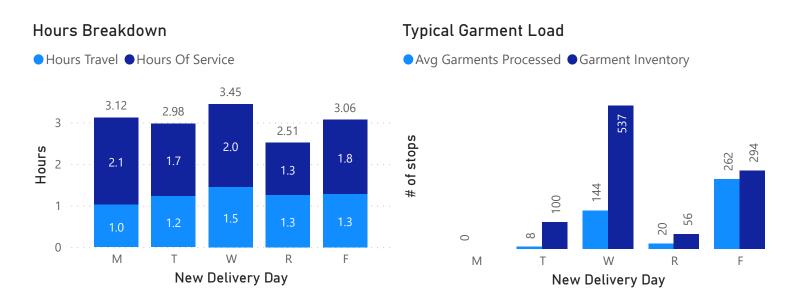


Origin of Revenue Comprising New Route



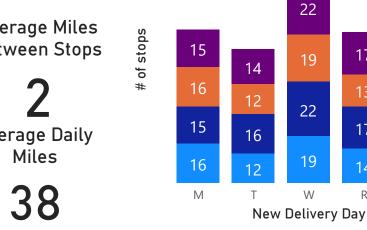


Total Miles Driven Average Revenue 11.33K \$12.29K ● Q1 Revenue ● Q2 Revenue ● Q3 Revenue ● Q4 Revenue 3K Q1 Revenue Q2 Revenue 40 38 Revenue -11.29% -7.72% Miles Rt 70 Q1 %Change Rt 70 Q2 %Change 1K 10.67K 20 11.42K 0K New Delivery Day Q3 Revenue Q4 Revenue 10 New Rt Avg Week Hours \vee 70 -9.90% -6.38% -18.38% 0 23.87 W Week# New Delivery Day Rt 70 Q4 %Change Rt 70 Q3 %Change Rt 70 Hours %Change All





Of Customers



Stop Counts

35

24

24

24

24

70

134

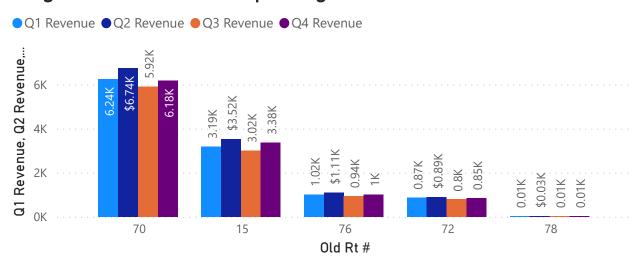
Origin of accounts Comprising New Route

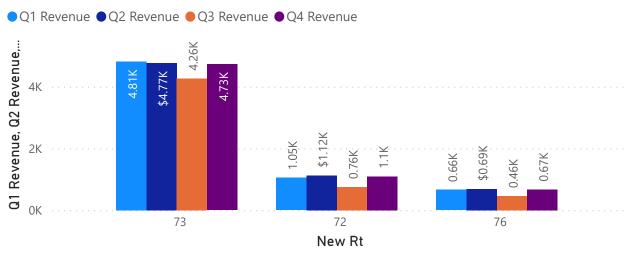


Destination of Accounts Leaving Original Route



Origin of Revenue Comprising New Route





Average Revenue Total Miles Driven 14.67K \$17.94K ● Q1 Revenue ● Q2 Revenue ● Q3 Revenue ● Q4 Revenue 103 96 100 Q1 Revenue Q2 Revenue 78 80 Revenue 0.95% 0.47% 69 Miles Rt 71 Q1 %Change Rt 71 Q2 %Change 60 13.02K 15.53K 0K 40 New Delivery Day Q3 Revenue Q4 Revenue 20 New Rt Avg Week Hours 71 0.57% 0.10% -10.12% 0 42.65 W Week# New Delivery Day Rt 71 Q4 %Change Rt 71 Q3 %Change Rt 71 Hours %Change All **Stop Counts** # Of Customers 169 Hours Breakdown Typical Garment Load ● Hours Travel ● Hours Of Service Avg Garments ProcessedGarment Inventory 23 22 Average Miles 20 7.95 7.81 8 6.95 29 Between Stops 22 23 23 23 5.49 of stops Hours 5.0 5.5 16 4.2 25 25 3.7 3.3 21 20 21 **Average Daily** 2 . . . Miles 29 2.8 24 2.8 22 23 2.2

W

New Delivery Day

M

W

New Delivery Day

0

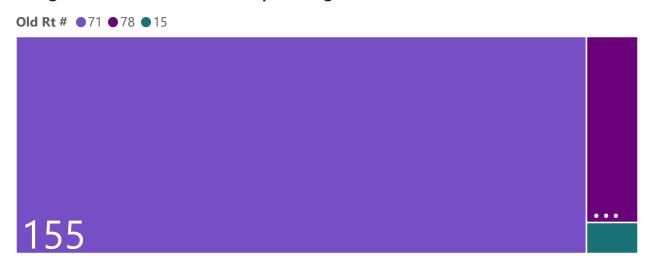
M

New Delivery Day

71

169

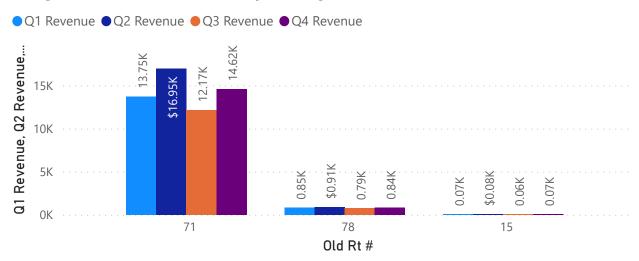
Origin of accounts Comprising New Route

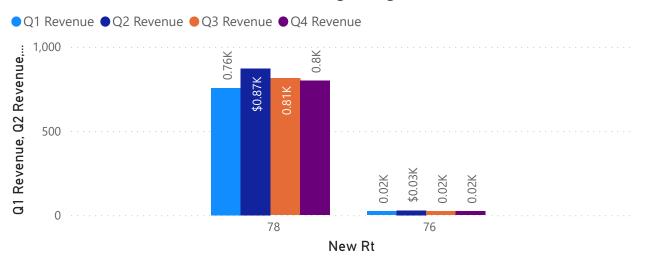


Destination of Accounts Leaving Original Route



Origin of Revenue Comprising New Route





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

New Rt

Week#

72

All



Avg Week Hours

33.55

-33.67%

Rt 72 Hours %Change

O1 Revenue

-19.10%

Rt 72 Q1 %Change

10.57K

Q3 Revenue

-19.21%

Rt 72 Q3 %Change



Q2 Revenue

-19.56%

Rt 72 Q2 %Change

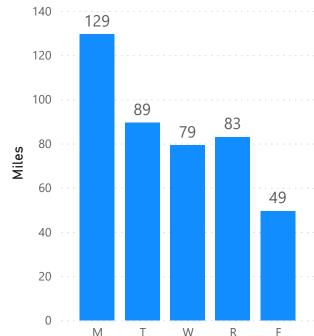
11.60K

Q4 Revenue

-17.74%

Rt 72 Q4 %Change

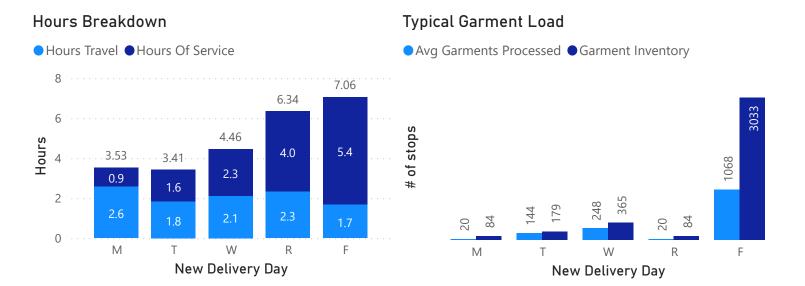
Of Customers



New Delivery Day

Total Miles Driven

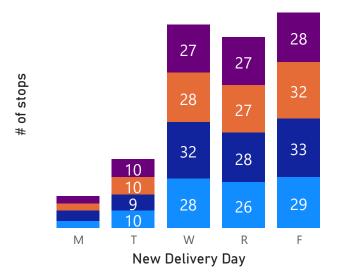
Stop Counts



158

Average Miles Between Stops

Average Daily Miles



72

158

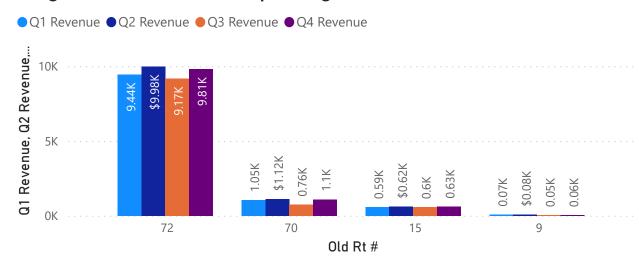
Origin of accounts Comprising New Route

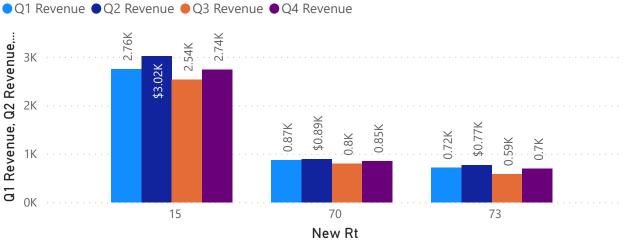


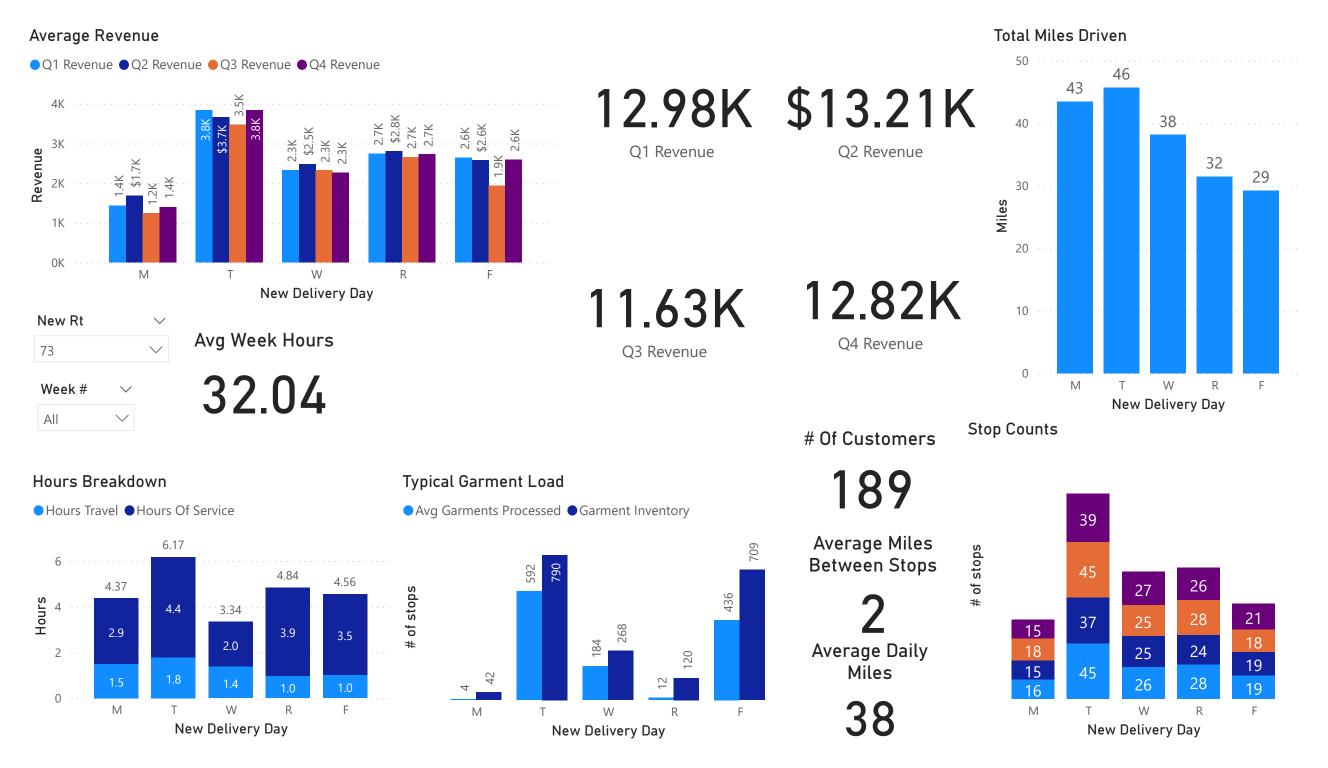
Destination of Accounts Leaving Original Route



Origin of Revenue Comprising New Route







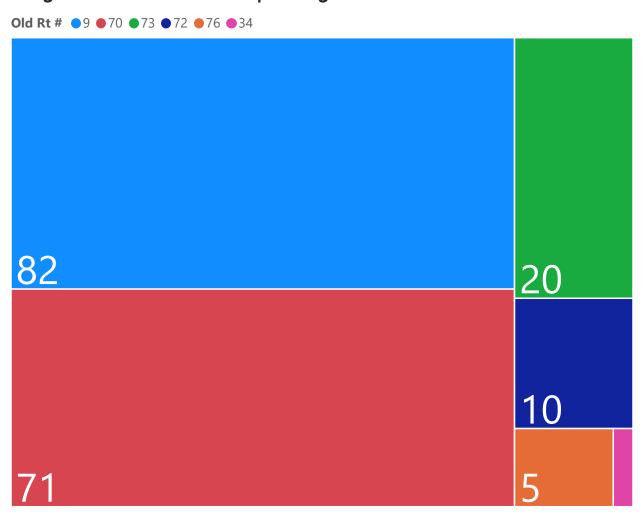
of Accounts on New Route

New Rt

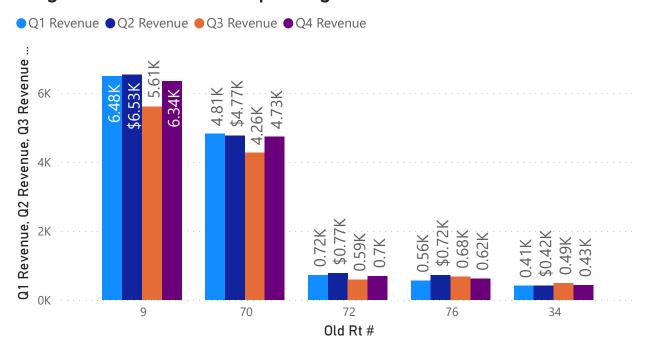
73

189

Origin of accounts Comprising New Route



Origin of Revenue Comprising New Route

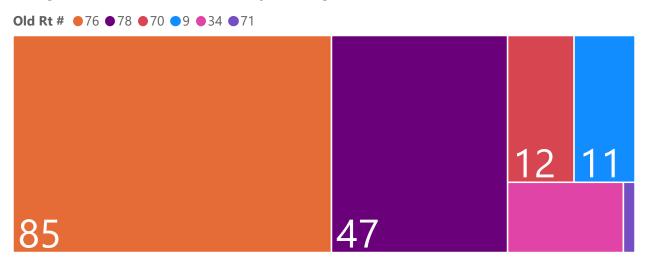


Total Miles Driven Average Revenue 14.84K \$16.78K ● Q1 Revenue ● Q2 Revenue ● Q3 Revenue ● Q4 Revenue Q1 Revenue Q2 Revenue 4K 59 Revenue 60 55 5.94% 6.39% Wiles 40 Rt 76 Q2 %Change Rt 76 Q1 %Change 15.08K 16.16K 0K New Delivery Day 20 Q3 Revenue Q4 Revenue New Rt Avg Week Hours 76 7.89% 19.46% -4.31% 0 32.06 W Week# New Delivery Day Rt 76 Q4 %Change Rt 76 Q3 %Change Rt 76 Hours %Change All **Stop Counts** # Of Customers Hours Breakdown 166 Typical Garment Load 36 ● Hours Travel ● Hours Of Service Avg Garments ProcessedGarment Inventory 28 Average Miles 6 28 Between Stops 32 4.94 4.27 4.01 of stops 3.4 Hours 24 3.2 37 30 280 2.5 2.3 2.7 19 20 **Average Daily** 2 2.5 Miles 30 27 25 1.7 0 M M W W New Delivery Day New Delivery Day New Delivery Day

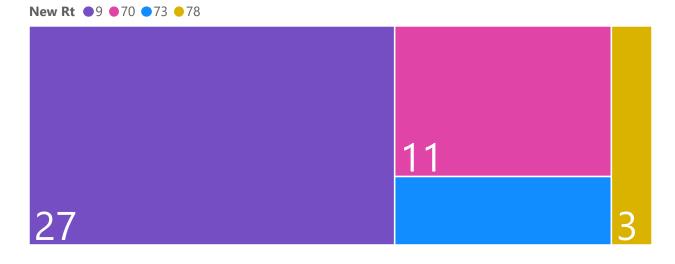
76

166

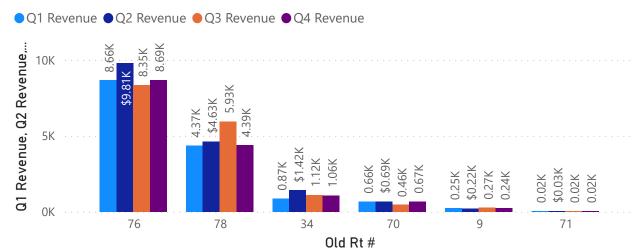
Origin of accounts Comprising New Route

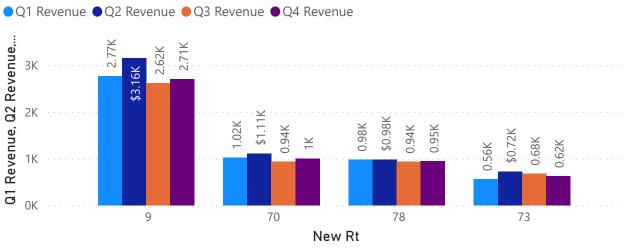


Destination of Accounts Leaving Original Route



Origin of Revenue Comprising New Route



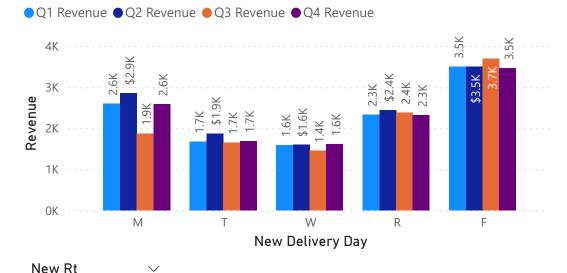


Average Revenue

78

All

Week#



Avg Week Hours

33.14

-24.81%

Rt 78 Hours %Change

11.71K \$12.27K

Q1 Revenue

-9.77%

Rt 78 Q1 %Change

11.04K

Q3 Revenue

-20.58%

Rt 78 Q3 %Change

Q2 Revenue

-11.84%

Rt 78 Q2 %Change

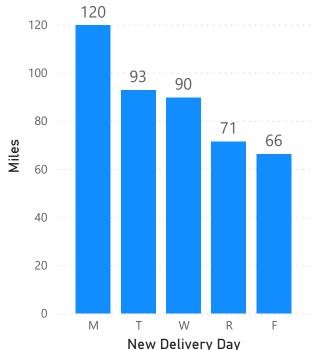
11.68K

Q4 Revenue

-10.60%

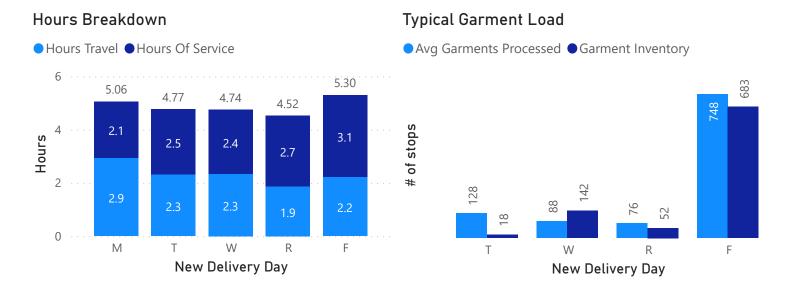
Rt 78 Q4 %Change

Of Customers



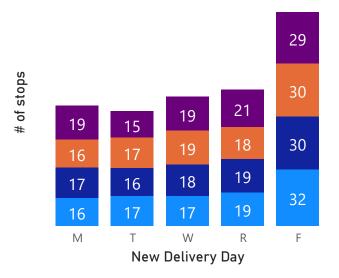
Stop Counts

Total Miles Driven



154 Average Miles Between Stops

Average Daily Miles



78

154

Origin of accounts Comprising New Route



Destination of Accounts Leaving Original Route



Origin of Revenue Comprising New Route

