# Current Route Revenue Distribution
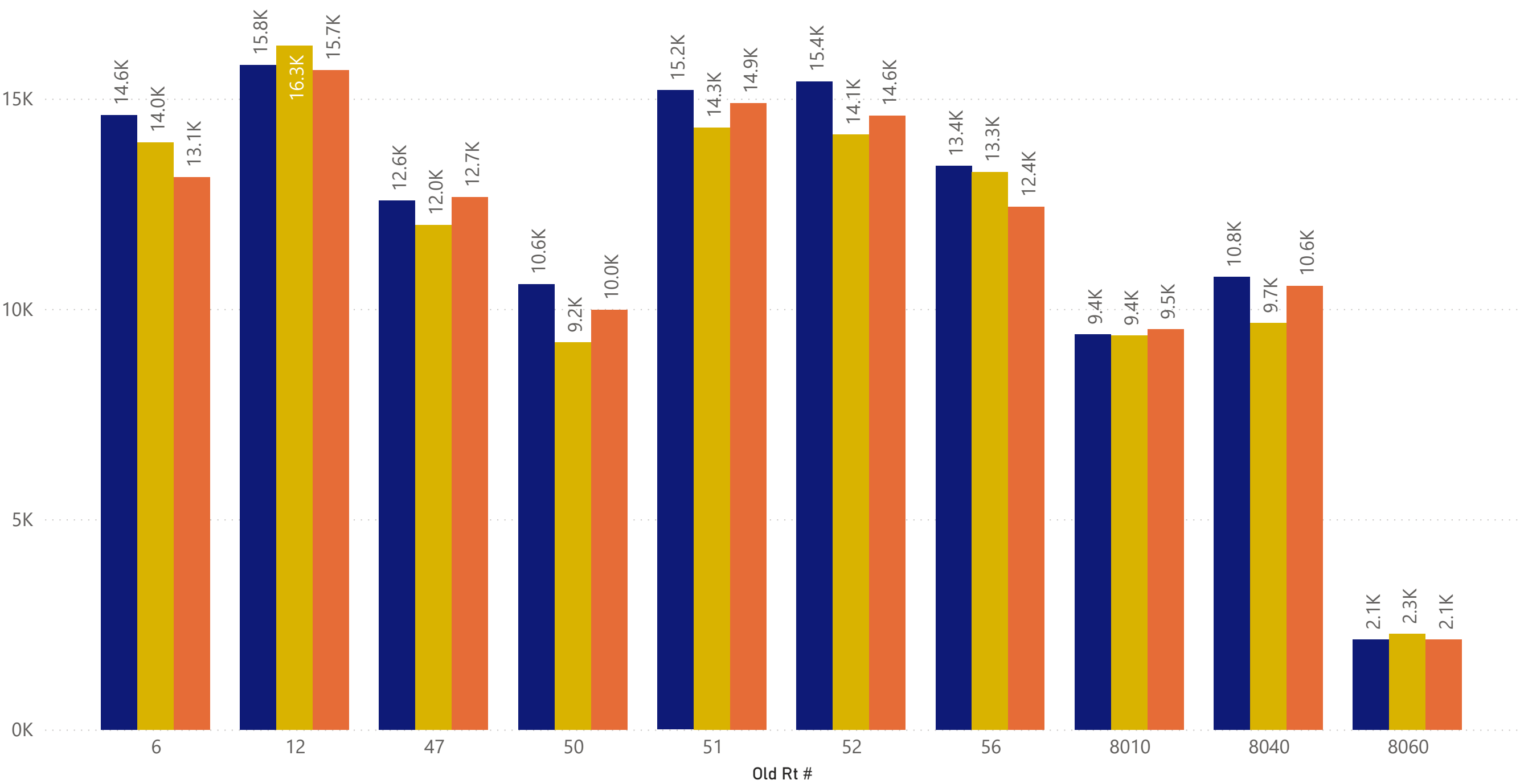
● Q1 Revenue  ● Q3 Revenue  ● Q4 Revenue
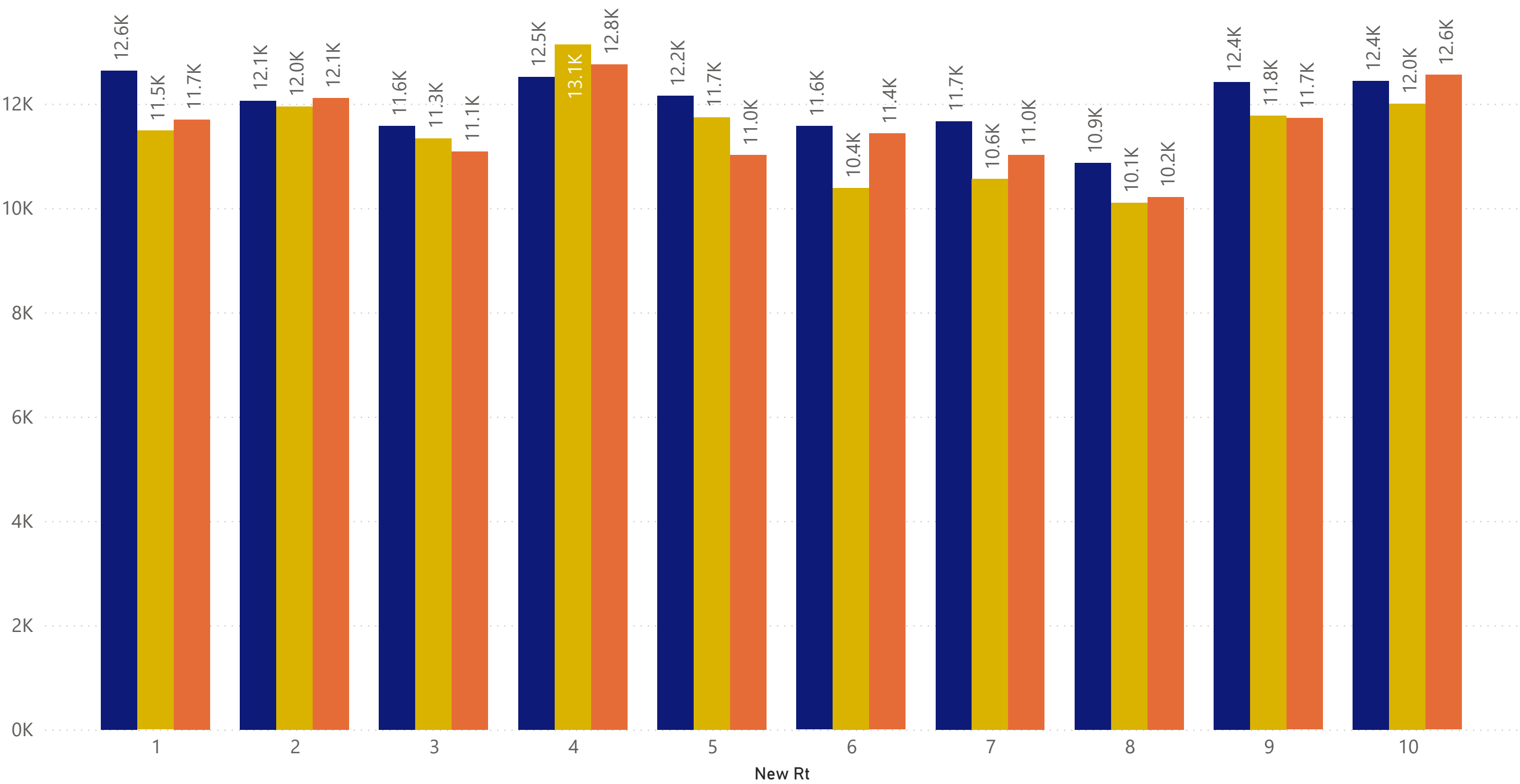


| Old Rt # | Q1 Revenue | Q3 Revenue | Q4 Revenue |
|---|---|---|---|
| 6 | 14.6K | 14.0K | 13.1K |
| 12 | 15.8K | 16.3K | 15.7K |
| 47 | 12.6K | 12.0K | 12.7K |
| 50 | 10.6K | 9.2K | 10.0K |
| 51 | 15.2K | 14.3K | 14.9K |
| 52 | 15.4K | 14.1K | 14.6K |
| 56 | 13.4K | 13.3K | 12.4K |
| 8010 | 9.4K | 9.4K | 9.5K |
| 8040 | 10.8K | 9.7K | 10.6K |
| 8060 | 2.1K | 2.3K | 2.1K |

# New Route Revenue Deviation

● Q1 Low Revenue Deviation ● Q1 High Revenue Deviation ● Avg Revenue

| Old Rt # | Q1 Low Revenue Deviation | Q1 High Revenue Deviation |
|---|---|---|
| 6 | $12.1K / 14.6K | $17.4K |
| 12 | $14.3K / 15.8K | $18.0K |
| 47 | $10.6K / 12.6K | $14.0K |
| 50 | $8.4K / 10.6K | $11.8K |
| 51 | $12.2K / 15.2K | $17.7K |
| 52 | $12.8K / 15.4K | $19.6K |
| 56 | $11.0K / 13.4K | $15.2K |
| 8010 | $7.8K / 9.4K | $10.6K |
| 8040 | $8.5K / 10.8K | $12.0K |
| 8060 | $1.4K | $2.4K |
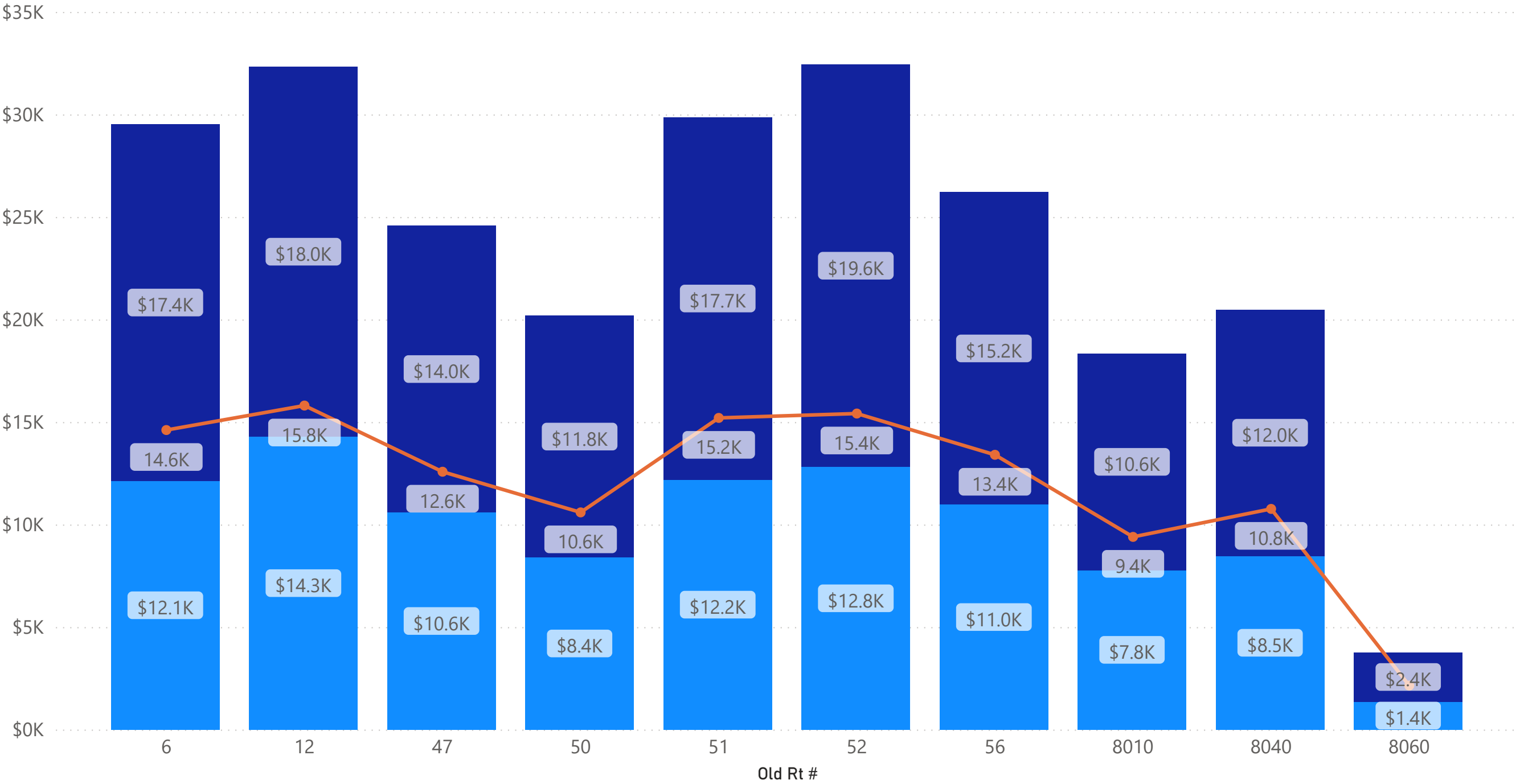
# After Reroute Revenue Distribution

● Q1 Revenue ● Q3 Revenue ● Q4 Revenue



| New Rt | Q1 Revenue | Q3 Revenue | Q4 Revenue |
|---|---|---|---|
| 1 | 12.6K | 11.5K | 11.7K |
| 2 | 12.1K | 12.0K | 12.1K |
| 3 | 11.6K | 11.3K | 11.1K |
| 4 | 12.5K | 13.1K | 12.8K |
| 5 | 12.2K | 11.7K | 11.0K |
| 6 | 11.6K | 10.4K | 11.4K |
| 7 | 11.7K | 10.6K | 11.0K |
| 8 | 10.9K | 10.1K | 10.2K |
| 9 | 12.4K | 11.8K | 11.7K |
| 10 | 12.4K | 12.0K | 12.6K |

# New Route Revenue Deviation

● Q1 Low Revenue Deviation  ● Q1 High Revenue Deviation  ● Avg Revenue



| New Rt | Q1 Low Revenue Deviation | Q1 High Revenue Deviation | Avg Revenue |
|--------|--------------------------|---------------------------|-------------|
| 1 | $9.8K | $14.0K | 12.6K |
| 2 | $9.8K | $13.5K | 12.1K |
| 3 | $9.8K | $13.6K | 11.6K |
| 4 | $11.4K | $14.3K | 12.5K |
| 5 | $10.0K | $14.7K | 12.2K |
| 6 | $9.9K | $14.7K | 11.6K |
| 7 | $9.9K | $13.9K | 11.7K |
| 8 | $8.7K | $11.9K | 10.9K |
| 9 | $9.9K | $14.0K | 12.4K |
| 10 | $9.9K | $14.1K | 12.4K |
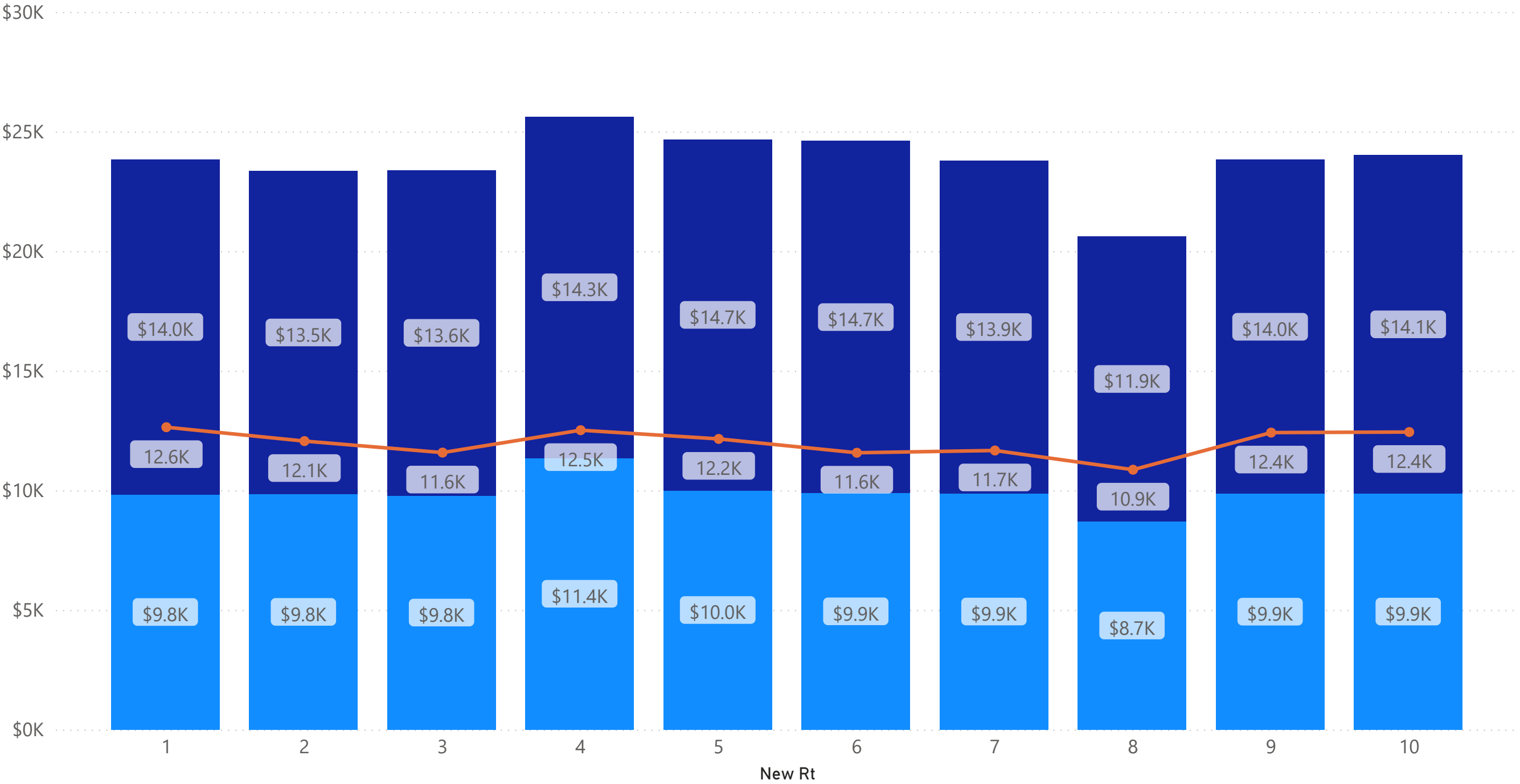
# Average Revenue

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



| | | |
|---|---|---|
| **11.58K** | **11.54K** | **Total Miles Driven** |
| Q1 Revenue | Q2 Revenue | |



**Infinity**
Rt 3 Q1 %Change

**Infinity**
Rt 3 Q2 %Change

**11.34K**
Q3 Revenue

**11.09K**
Q4 Revenue

**Infinity**
Rt 3 Q3 %Change
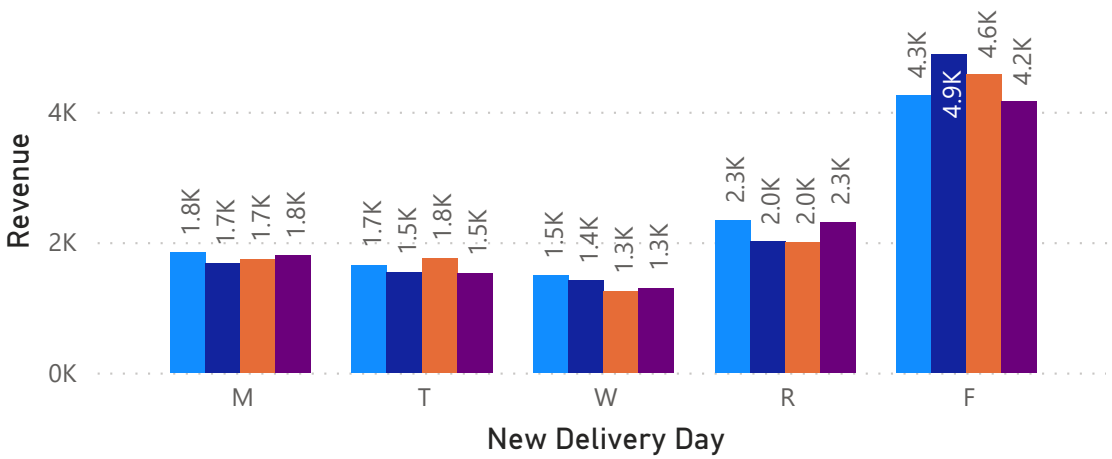
**Infinity**
Rt 3 Q4 %Change

## Avg Week Hours

**16.03**

**-71.25%**
Rt 3 Hours %Change

**New Rt**
3

**Week #**
All
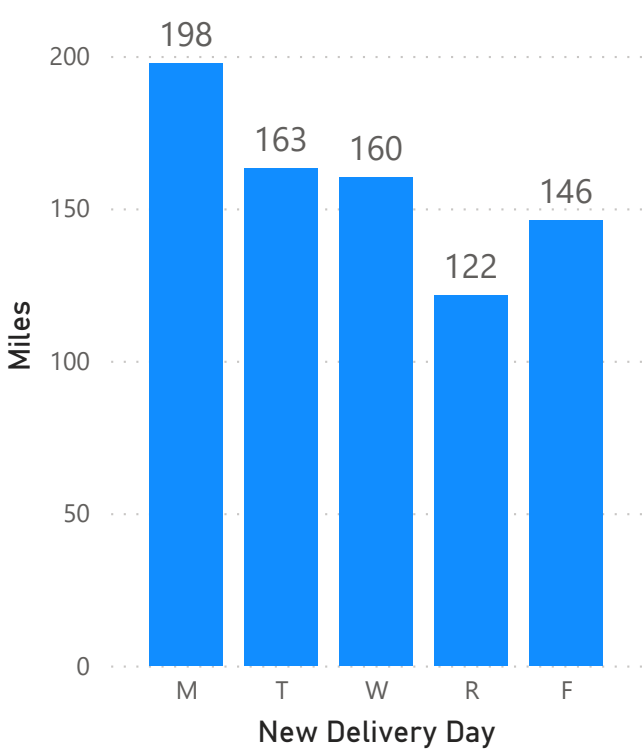
# Of Customers

**179**

Average Miles Between Stops

**7**

Average Daily Miles

**158**

## Hours Breakdown

● Hours Travel  ● Hours Of Service



## Typical Garment Load

● Avg Garments Processed  ● Garment Inventory



## Stop Counts
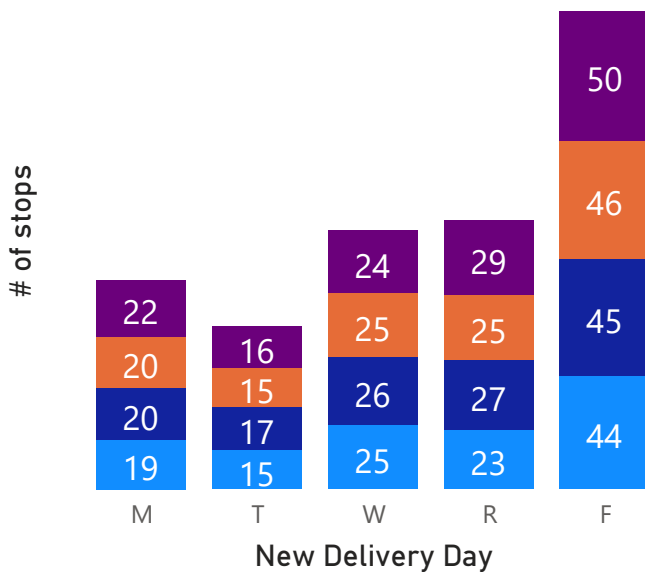
# # of Accounts on New Route

# 151

## Origin of accounts Comprising New Route

**Old Rt #** ● 12 ● 50 ● 51 ● 1 ● 47 ● 8060
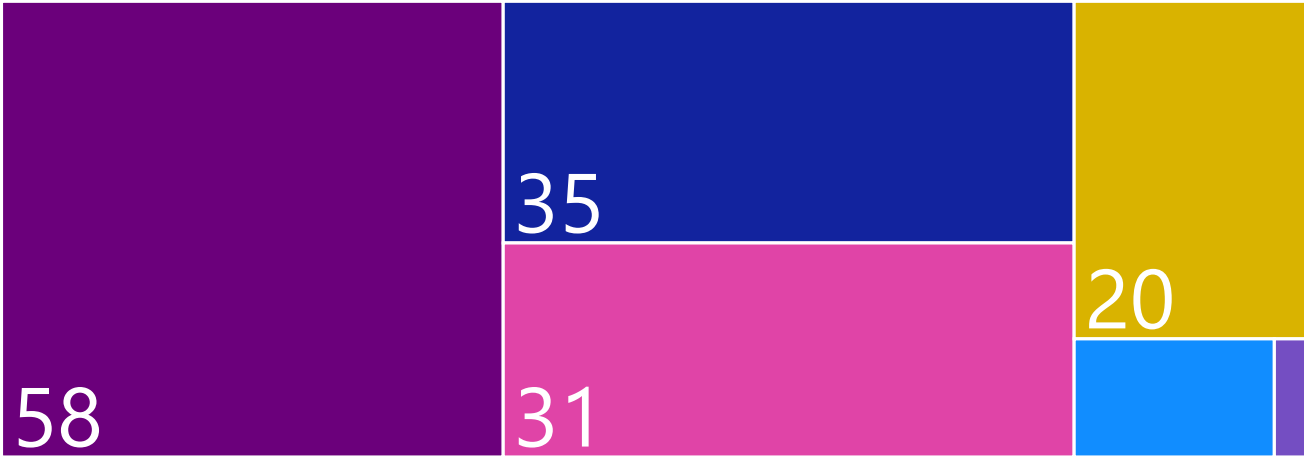
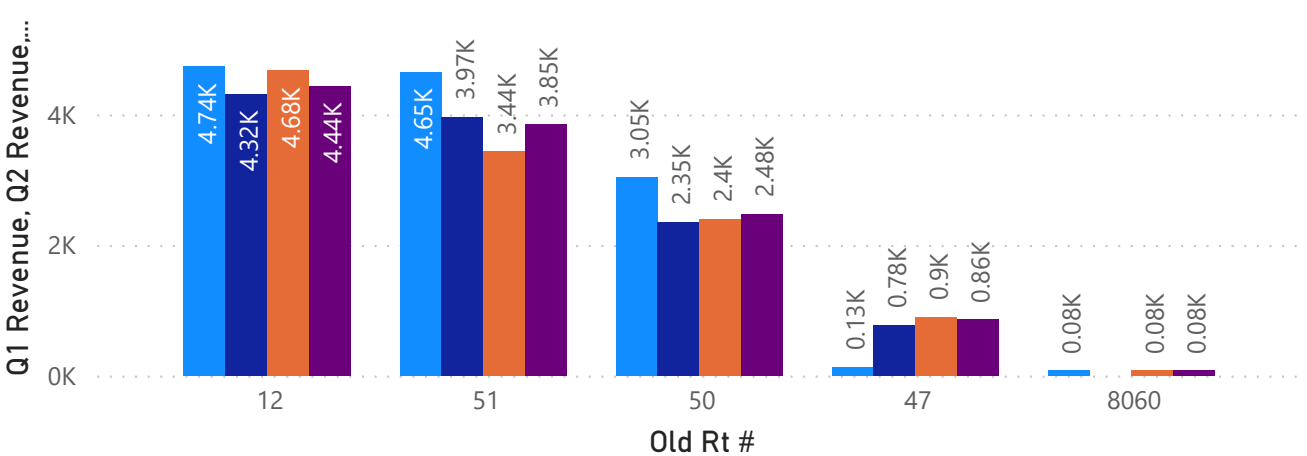| | | |
|---|---|---|
| | 35 | 20 |
| 58 | 31 | |

Destination of Accounts Leaving Original Route

## Origin of Revenue Comprising New Route

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



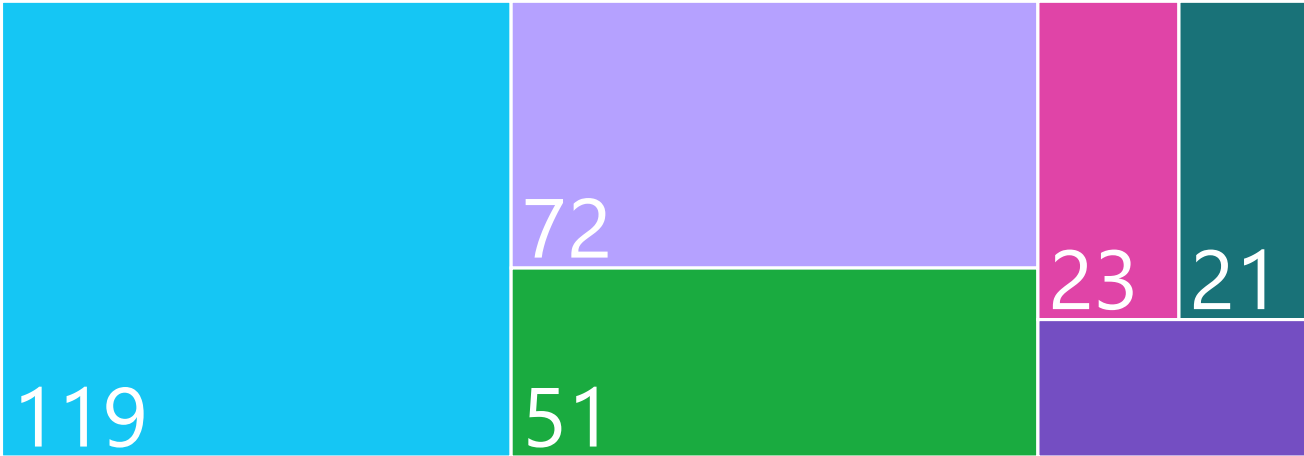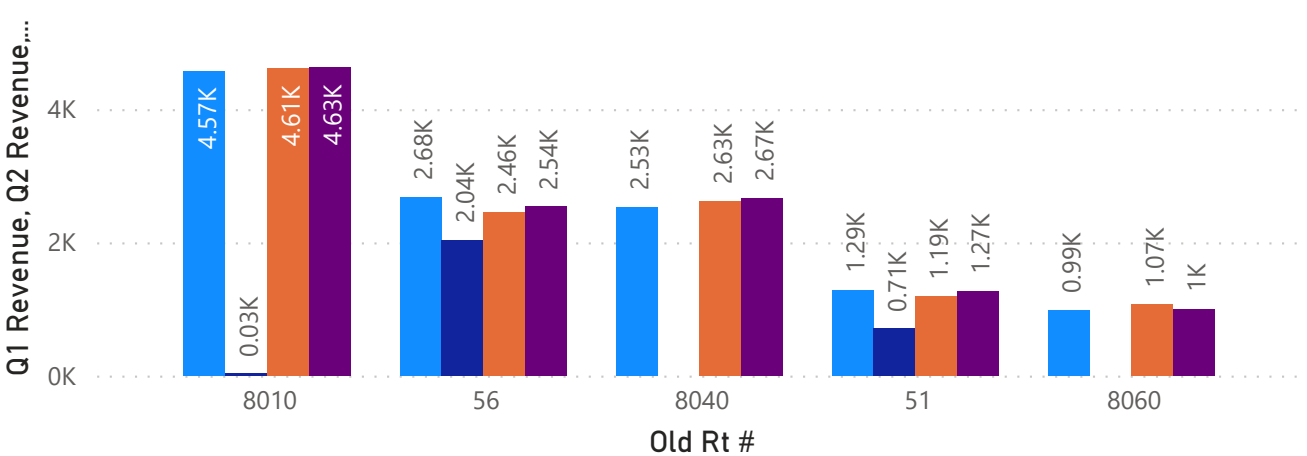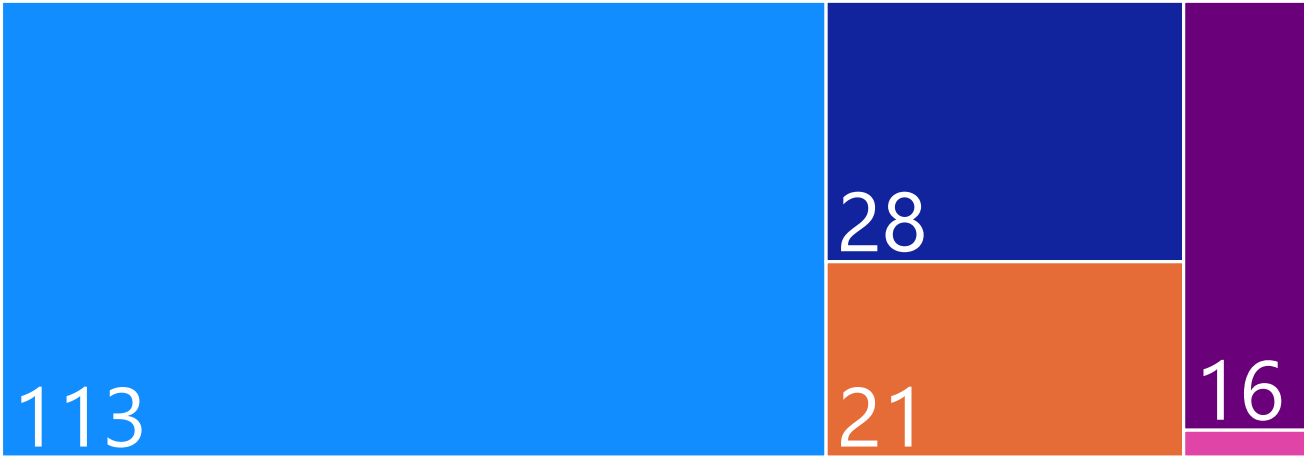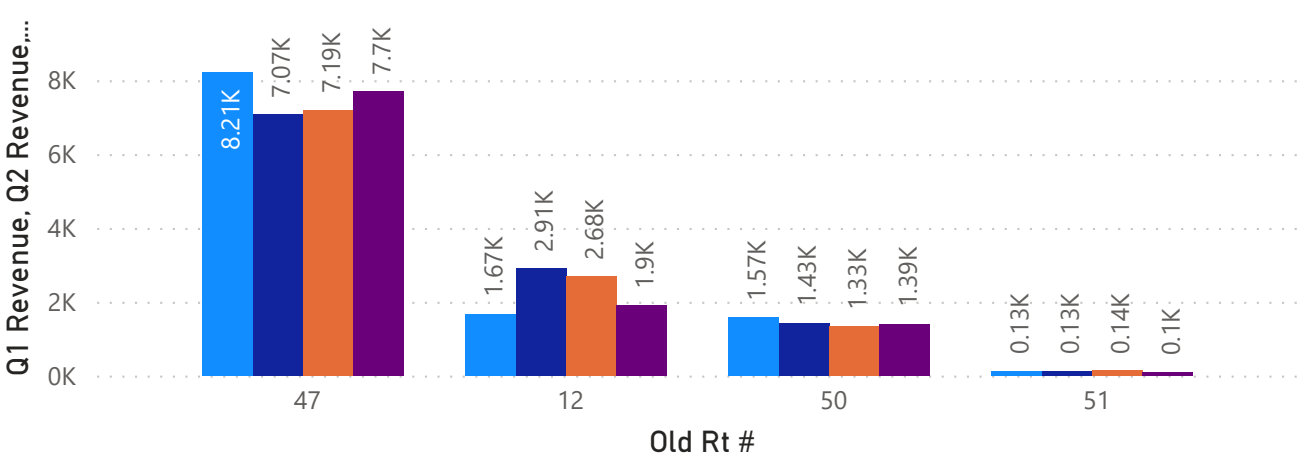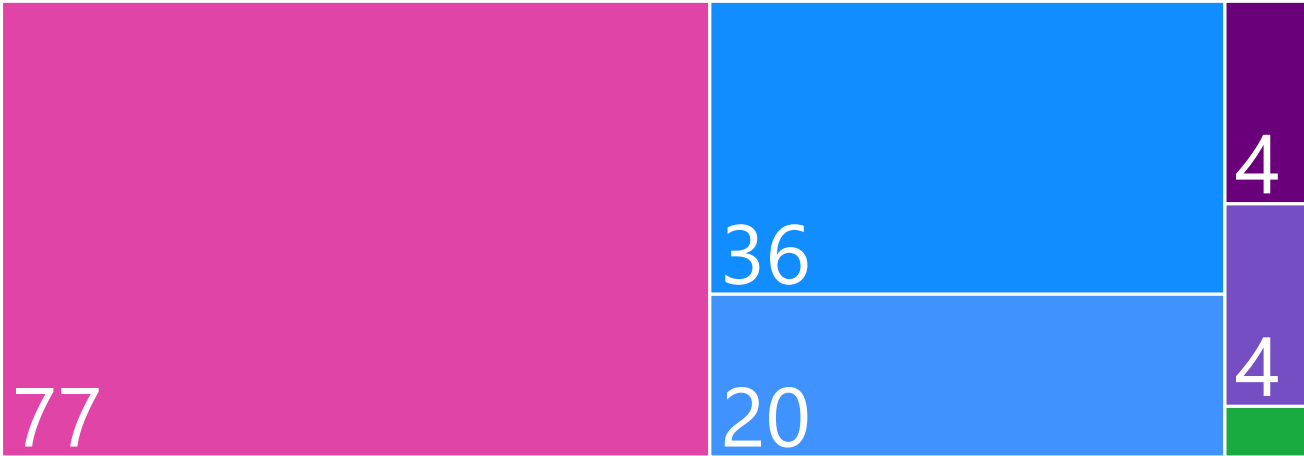Destination of Revenue Leaving Original Route

New Rt

# # of Accounts on New Route

# 305

## Origin of accounts Comprising New Route

**Old Rt #** ● 8010 ● 8040 ● 56 ● 51 ● 2 ● 8060

| | |
|---|---|
| 72 | 23  21 |
| 119 | 51 |

## Destination of Accounts Leaving Original Route

## Origin of Revenue Comprising New Route

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



Bar chart by Old Rt #:
- 8010: 4.57K, 0.03K, 4.61K, 4.63K
- 56: 2.68K, 2.04K, 2.46K, 2.54K
- 8040: 2.53K, 2.63K, 2.67K
- 51: 1.29K, 0.71K, 1.19K, 1.27K
- 8060: 0.99K, 1.07K, 1K

Y-axis: Q1 Revenue, Q2 Revenue... (0K, 2K, 4K)
X-axis: Old Rt #

## Destination of Revenue Leaving Original Route

New Rt

# # of Accounts on New Route

## 179

## Origin of accounts Comprising New Route

**Old Rt #**  ●47 ●50 ●3 ●12 ●51



113  28  21  16

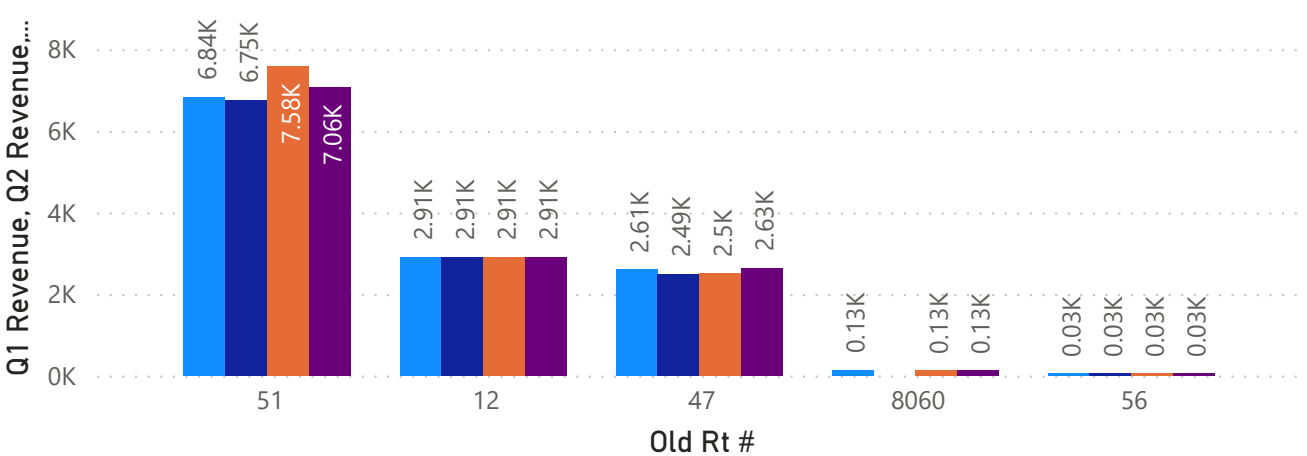## Destination of Accounts Leaving Original Route

## Origin of Revenue Comprising New Route

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



| Old Rt # | Q1 | Q2 | Q3 | Q4 |
|---|---|---|---|---|
| 47 | 8.21K | 7.07K | 7.19K | 7.7K |
| 12 | 1.67K | 2.91K | 2.68K | 1.9K |
| 50 | 1.57K | 1.43K | 1.33K | 1.39K |
| 51 | 0.13K | 0.13K | 0.14K | 0.1K |

## Destination of Revenue Leaving Original Route

New Rt

# # of Accounts on New Route

# 142
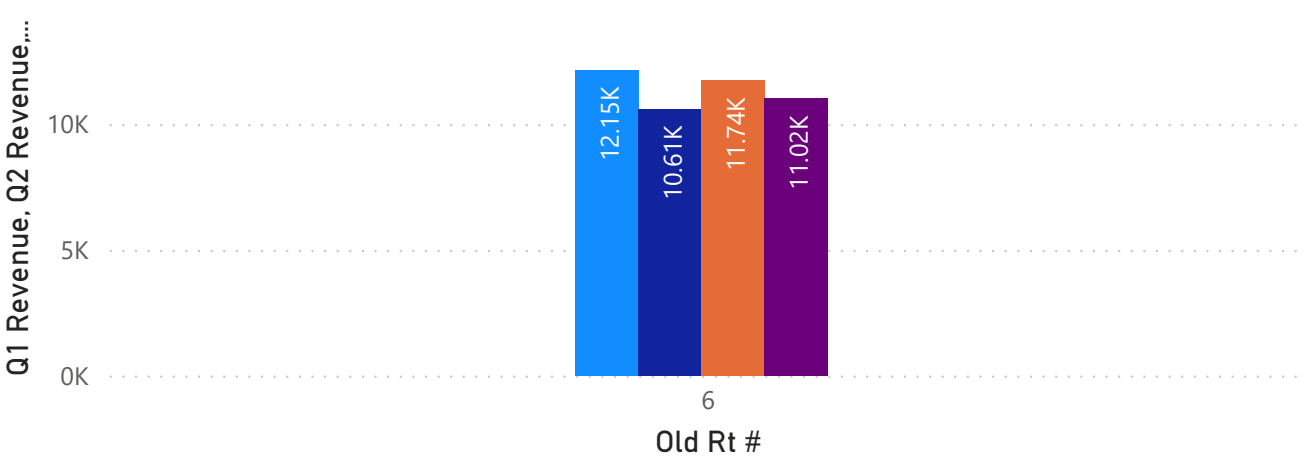
## Origin of accounts Comprising New Route

Old Rt #  ● 51  ● 47  ● 4  ● 12  ● 8060  ● 56



77  36  4  20  4

## Destination of Accounts Leaving Original Route

## Origin of Revenue Comprising New Route

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



| | 51 | 12 | 47 | 8060 | 56 |
|---|---|---|---|---|---|
| Q1 | 6.84K | 2.91K | 2.61K | 0.13K | 0.03K |
| Q2 | 6.75K | 2.91K | 2.49K | | 0.03K |
| Q3 | 7.58K | 2.91K | 2.5K | 0.13K | 0.03K |
| Q4 | 7.06K | 2.91K | 2.63K | 0.13K | 0.03K |

Old Rt #

## Destination of Revenue Leaving Original Route
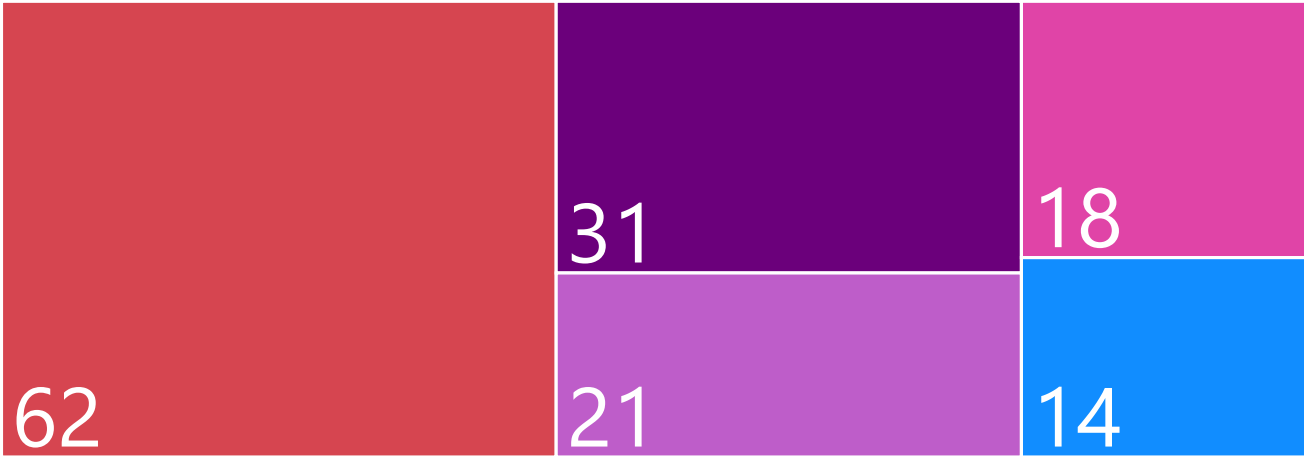
New Rt

# # of Accounts on New Route

## 156

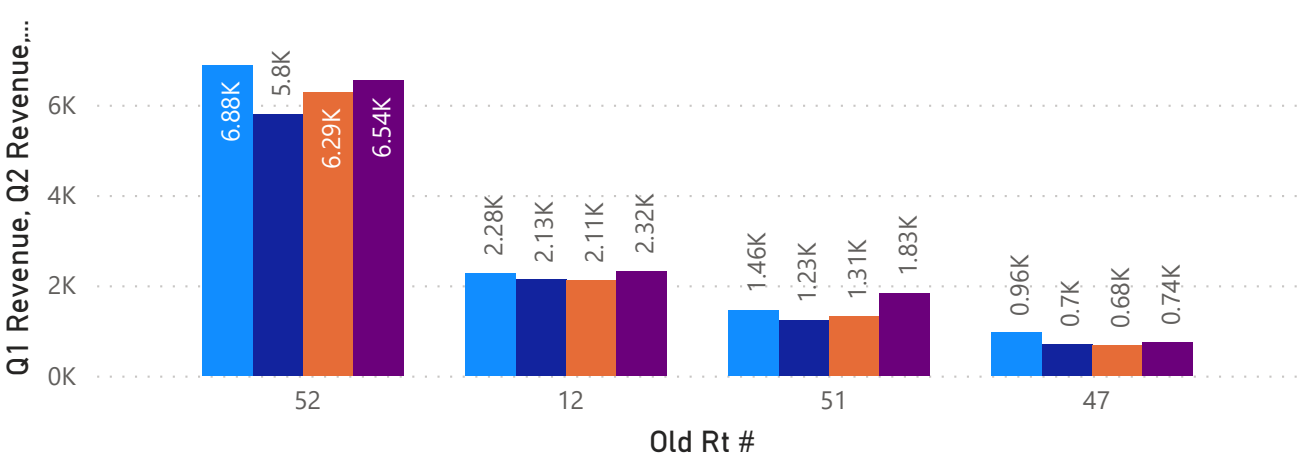## Origin of accounts Comprising New Route

Old Rt #  ● 6  ● 5

134        22

## Destination of Accounts Leaving Original Route

## Origin of Revenue Comprising New Route

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



| | |
|---|---|
| 12.15K | 10.61K | 11.74K | 11.02K |

Old Rt #

6

## Destination of Revenue Leaving Original Route

New Rt

# # of Accounts on New Route

## 146

## Origin of accounts Comprising New Route

**Old Rt #**  ●52  ●12  ●6  ●51  ●47



## Destination of Accounts Leaving Original Route

## Origin of Revenue Comprising New Route

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



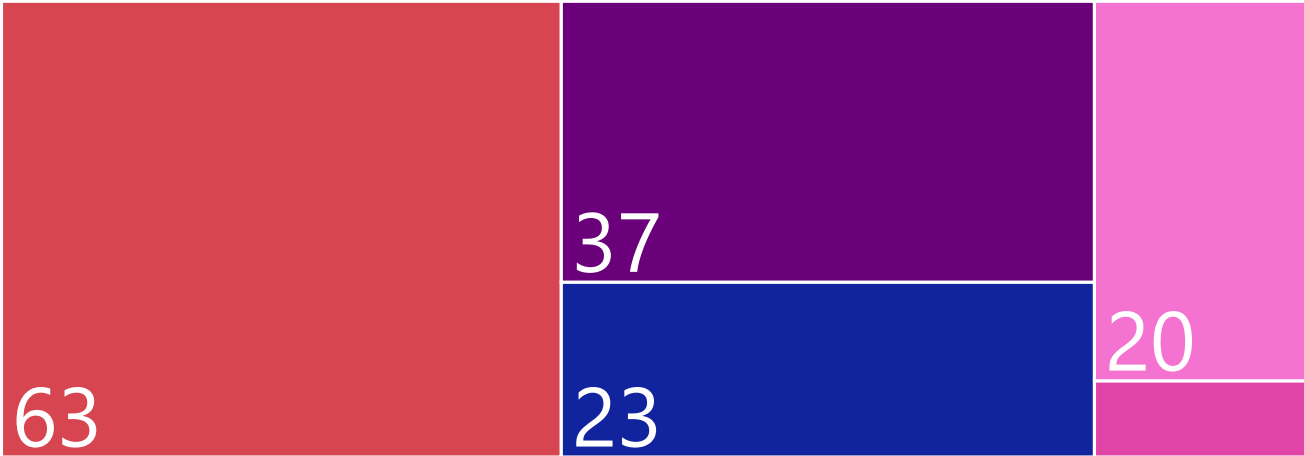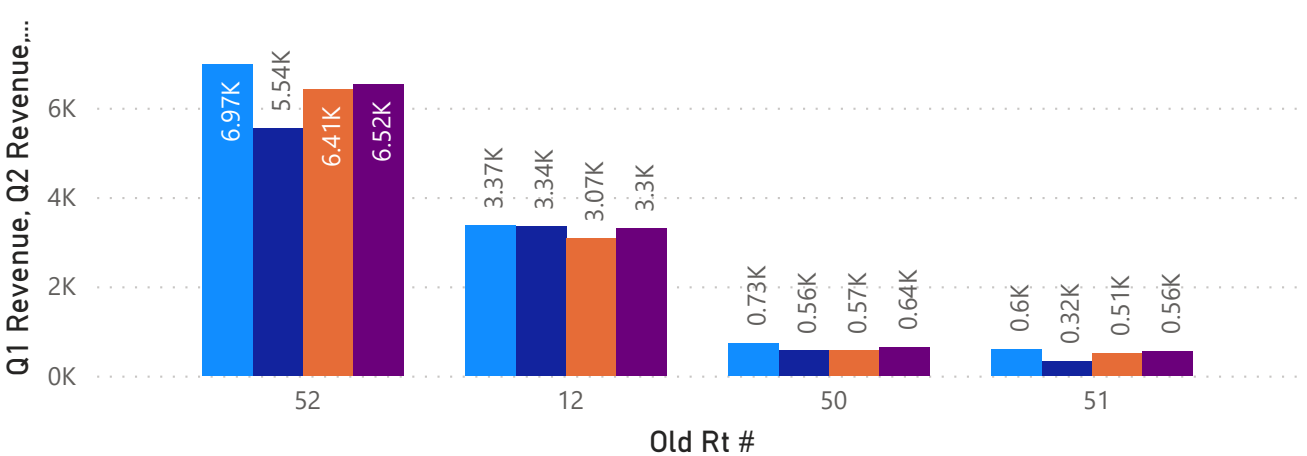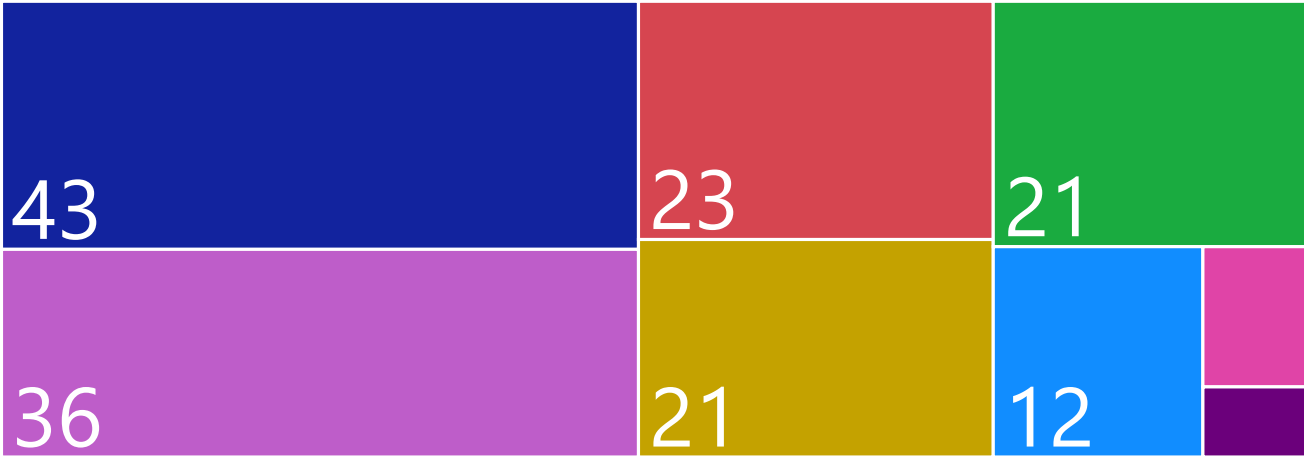## Destination of Revenue Leaving Original Route

New Rt

# # of Accounts on New Route

## 147

## Origin of accounts Comprising New Route

**Old Rt #** ● 52 ● 12 ● 50 ● 7 ● 51



| 37 |
|---|
| 63 | 23 | 20 |

### Destination of Accounts Leaving Original Route

## Origin of Revenue Comprising New Route

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



Q1 Revenue, Q2 Revenue….

6K

4K

2K

0K

| | 52 | 12 | 50 | 51 |
|---|---|---|---|---|
| Q1 | 6.97K | 3.37K | 0.73K | 0.6K |
| Q2 | 5.54K | 3.34K | 0.56K | 0.32K |
| Q3 | 6.41K | 3.07K | 0.57K | 0.51K |
| Q4 | 6.52K | 3.3K | 0.64K | 0.56K |

Old Rt #

### Destination of Revenue Leaving Original Route

New Rt

# # of Accounts on New Route

## 162

## Origin of accounts Comprising New Route

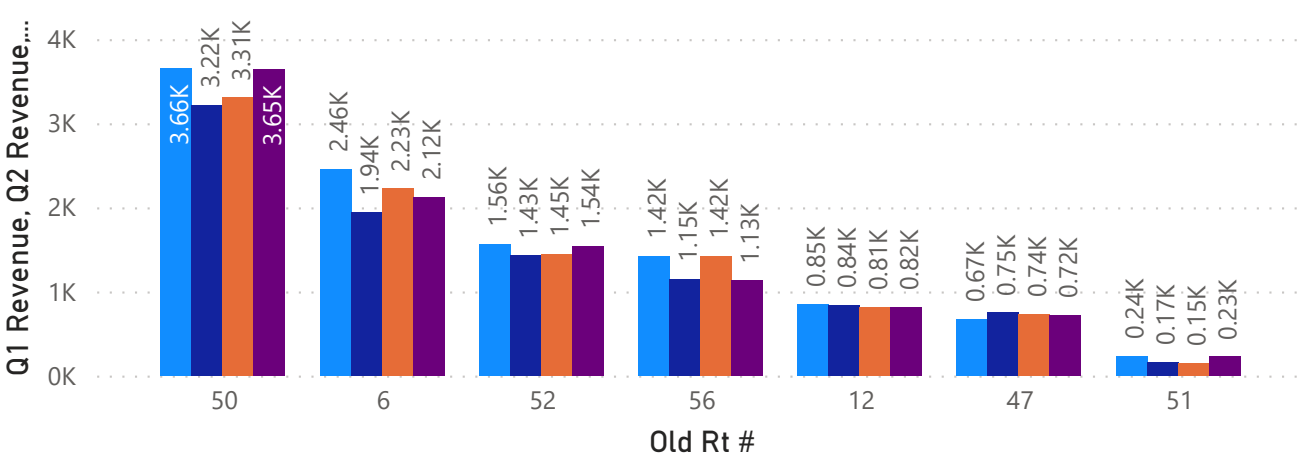Old Rt # ● 50 ● 6 ● 52 ● 8 ● 56 ● 47 ● 51 ● 12



## Destination of Accounts Leaving Original Route

## Origin of Revenue Comprising New Route

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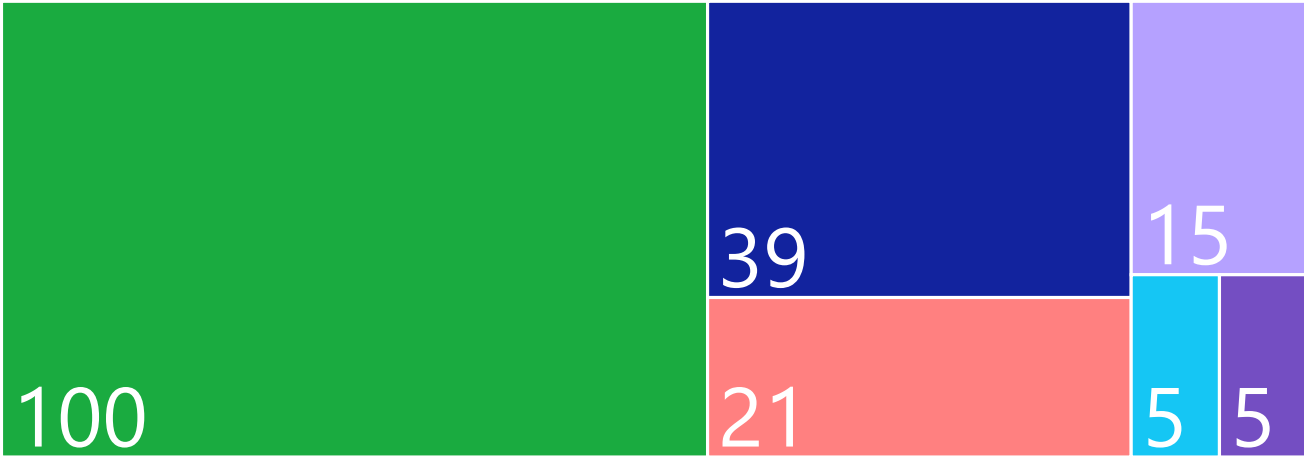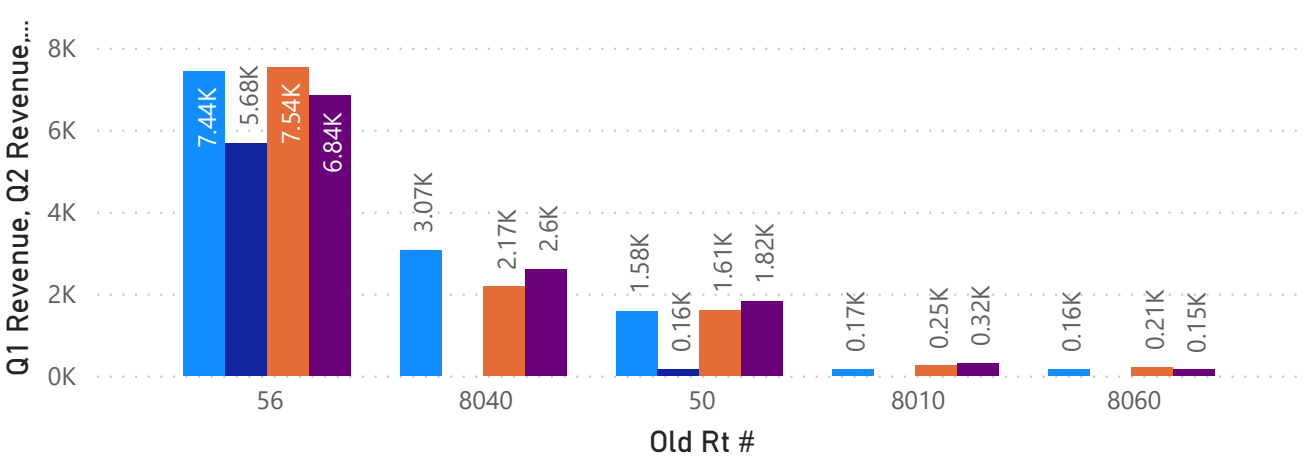


## Destination of Revenue Leaving Original Route

New Rt

# # of Accounts on New Route

## 185

## Origin of accounts Comprising New Route

Old Rt # ● 56 ● 50 ● 9 ● 8040 ● 8010 ● 8060



Destination of Accounts Leaving Original Route

## Origin of Revenue Comprising New Route

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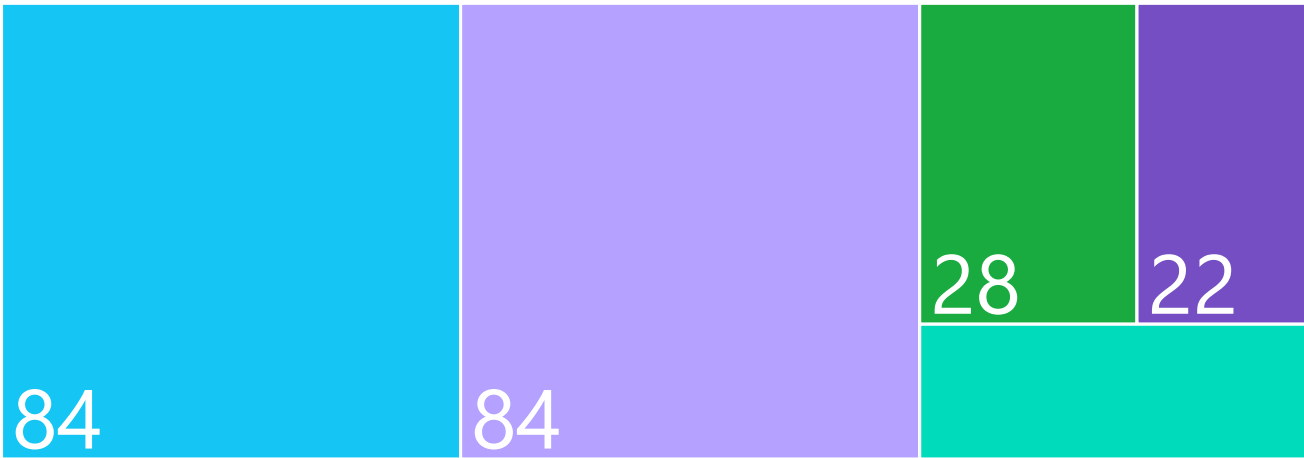


Destination of Revenue Leaving Original Route

New Rt

# # of Accounts on New Route

## 239

## Origin of accounts Comprising New Route
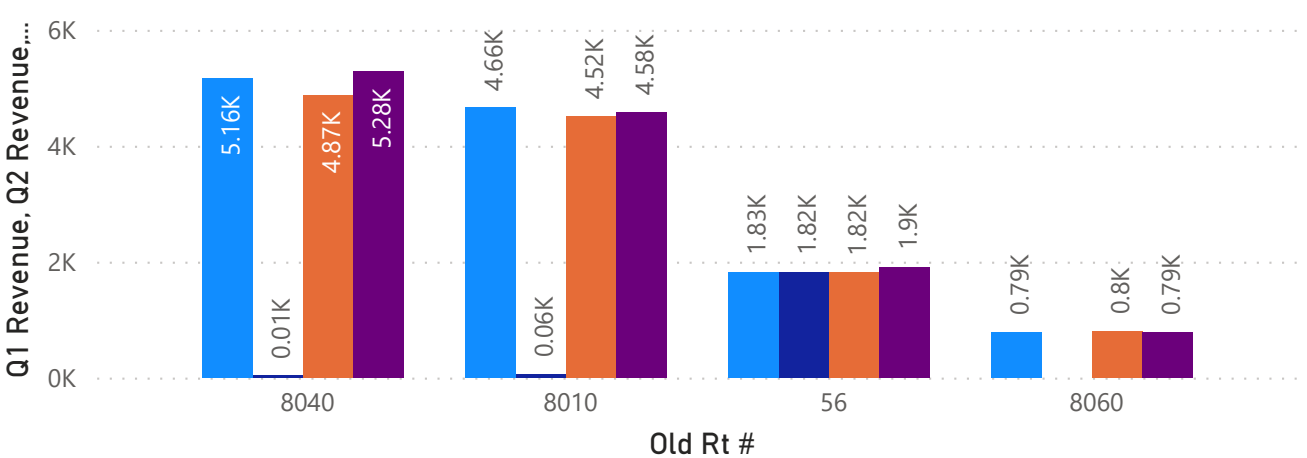
**Old Rt #** ● 8010 ● 8040 ● 56 ● 8060 ● 10



## Destination of Accounts Leaving Original Route

## Origin of Revenue Comprising New Route

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



## Destination of Revenue Leaving Original Route

New Rt