| Acct# | Cust # | Week# | New Rt | New Deliver y Day | New Stop | Old Rt# | Old Delivery Day | Customer Name | DisplayAddressFull | Frequency | EstimatedArriv | / EstimatedDepartu | Q1 Revenu | e O2 Reveni | ie Q3 l | Revenue | Q4 Rev | venue |
|--------|--------|-------|--------|-------------------------|-------------|---------|------------------------|-------------------------------|---|-----------|----------------|--------------------|-----------|--------------|---------|----------|---------|--------|
| | | | | | | | | | | | alTime | reTime | | y per Delive | | Delivery | per Del | |
| 99031 | 80 | Week4 | 38 | F | 1 | 38 | W | BLARNEY CASTLE #426 | 4946 GARFIELD RD., KINGSLEY MI 49649 US, US, US | 7 | 6:32:54 AM | 6:46:53 AM | \$ 146.7 | 3 \$ 171.5 | 5 Ś | 184.29 | \$ 1 | 171.53 |
| 99103 | 41 | Week4 | 38 | F | 2 | 38 | Т | VILLAGE PANTRY #5056 | 2001 GARFIELD ROAD NORTH, TRAVERSE CITY MI 49686 | . 7 | 6:57:42 AM | 7:05:02 AM | \$ 20.0 | 5 \$ 15.0 | 0 \$ | 15.00 | \$ | 16.15 |
| 233250 | 0 | Week4 | 38 | F | 3 | 38 | W | |) 1881 LAFRANIER RD., TRAVERSE CITY MI 49696 US, U, U | | 7:06:09 AM | 7:28:14 AM | \$ 155.4 | • | | 141.46 | | 153.65 |
| 99054 | 14 | Week4 | 38 | F | 4 | 38 | W | CHARTER | 1392 TRADE DR., TRAVERSE CITY MI 49686 US, US, US | 7 | 7:30:23 AM | 7:56:33 AM | \$ 128.3 | | | 113.63 | • | 108.30 |
| 233287 | 0 | Week4 | 38 | F | 5 | 3 | М | FRENCH MANOR TERRA | 1420 TERRA ROAD, TRAVERSE CITY MI 49686 US, US, US | 7 | 7:58:53 AM | 8:09:47 AM | \$ 95.5 | 1 \$ 82.2 | 3 \$ | 92.87 | \$ | 95.02 |
| 230163 | 0 | Week4 | 38 | F | 6 | 38 | F | KEYSTONE AUTO | 3340 KEYSTONE RD, TRAVERSE CITY MI 49686 US, US, U | | 8:13:43 AM | 8:17:53 AM | \$ 42.2 | 1 \$ 38.6 | 9 \$ | 40.10 | \$ | 41.83 |
| 99035 | 89 | Week4 | 38 | F | 7 | 38 | W | INDEPENDENT BANK #642 | 1239 SOUTH GARFIELD, TRAVERSE CITY MI 49686 US,, U | | 8:23:06 AM | 8:25:33 AM | \$ 31.1 | 3 \$ 29.2 | 0 \$ | 29.69 | \$ | 30.66 |
| 231244 | 0 | Week4 | 38 | F | 8 | 38 | W | EPS | 1117 CARVER ST, TRAVERSE CITY MI 49686 US, US, US | 7 | 8:26:35 AM | 8:33:31 AM | \$ 189.3 |) \$ 139.0 | 6 \$ | 161.78 | \$ 1 | 179.86 |
| 232954 | 0 | Week4 | 38 | F | 9 | 3 | М | DAVE'S GARAGE | 911 HASTINGS ST, TRAVERSE CITY MI 49686 US, US, US | 7 | 8:34:51 AM | 8:42:09 AM | \$ 106.4 | 2 \$ 91.1 | .6 \$ | 111.44 | \$ 1 | 104.72 |
| 228747 | 0 | Week4 | 38 | F | 10 | 38 | W | WILLIES REAR | 1315 S AIRPORT, TRAVERSE CITY MI 49684 US, US, US | 6 | 8:46:43 AM | 8:58:43 AM | \$ 76.9 | 3 \$ 59.2 | 1 \$ | 63.35 | \$ | 71.30 |
| 229274 | 0 | Week4 | 38 | F | 11 | 38 | W | TRAVERSE HEALTH CLINIC | 1719 SOUTH GARFIELD, TRAVERSE CITY MI 49684 US,, U | 5 4 | 9:00:01 AM | 9:20:27 AM | \$ 312.1 | 3 \$ 288.7 | 9 \$ | 170.72 | \$ 1 | 175.29 |
| 220755 | 0 | Week4 | 38 | F | 12 | 38 | W | ALLEGRA MARKETING PRINT MA | 1224 CENTRE ST., TRAVERSE CITY MI 49686 US, US, US | 7 | 9:23:30 AM | 9:27:29 AM | \$ 71.7 |) \$ 97.0 | 1 \$ | 74.32 | \$ | 71.29 |
| 229100 | 0 | Week4 | 38 | F | 13 | 38 | F | LIVING LIGHT MASSAGE | 134 W STATE ST, TRAVERSE CITY MI 49686 US, US, US | 8 | 9:36:17 AM | 9:48:05 AM | \$ 93.4 | 5 \$ 79.5 | 2 \$ | 85.34 | \$ | 90.16 |
| 229100 | 0 | Week4 | 38 | F | 13 | 38 | F | LIVING LIGHT MASSAGE | 134 W STATE ST, TRAVERSE CITY MI 49686 US, US, US | 8 | 9:36:17 AM | 9:48:05 AM | \$ 93.4 | 5 \$ 79.5 | 2 \$ | 85.34 | \$ | 90.16 |
| 229100 | 0 | Week4 | 38 | F | 13 | 38 | F | LIVING LIGHT MASSAGE | 134 W STATE ST, TRAVERSE CITY MI 49686 US, US, US | 8 | 9:36:17 AM | 9:48:05 AM | \$ 93.4 | 5 \$ 79.5 | 2 \$ | 85.34 | \$ | 90.16 |
| 229100 | 0 | Week4 | 38 | F | 13 | 38 | F | LIVING LIGHT MASSAGE | 134 W STATE ST, TRAVERSE CITY MI 49686 US, US, US | 8 | 9:36:17 AM | 9:48:05 AM | \$ 93.4 | 5 \$ 79.5 | 2 \$ | 85.34 | \$ | 90.16 |
| 229100 | 0 | Week4 | 38 | F | 13 | 38 | F | LIVING LIGHT MASSAGE | 134 W STATE ST, TRAVERSE CITY MI 49686 US, US, US | 8 | 9:36:17 AM | 9:48:05 AM | \$ 93.4 | 5 \$ 79.5 | 2 \$ | 85.34 | \$ | 90.16 |
| 229100 | 0 | Week4 | 38 | F | 13 | 38 | F | LIVING LIGHT MASSAGE | 134 W STATE ST, TRAVERSE CITY MI 49686 US, US, US | 8 | 9:36:17 AM | 9:48:05 AM | \$ 93.4 | 5 \$ 79.5 | 2 \$ | 85.34 | \$ | 90.16 |
| 229100 | 0 | Week4 | 38 | F | 13 | 38 | F | LIVING LIGHT MASSAGE | 134 W STATE ST, TRAVERSE CITY MI 49686 US, US, US | 8 | 9:36:17 AM | 9:48:05 AM | \$ 93.4 | 5 \$ 79.5 | 2 \$ | 85.34 | \$ | 90.16 |
| 229100 | 0 | Week4 | 38 | F | 13 | 38 | F | LIVING LIGHT MASSAGE | 134 W STATE ST, TRAVERSE CITY MI 49686 US, US, US | 8 | 9:36:17 AM | 9:48:05 AM | \$ 93.4 | 5 \$ 79.5 | 2 \$ | 85.34 | \$ | 90.16 |
| 99104 | 21 | Week4 | 38 | F | 14 | 3 | М | PERFECTION DIST-TC GARAGE | 835 WOODMERE AVE, TRAVERSE CITY MI 49686 US, US, | 7 | 9:53:24 AM | 9:55:15 AM | \$ 26.6 | 7 \$ 20.4 | 8 \$ | 20.88 | \$ | 24.77 |
| 210049 | 2 | Week4 | 38 | F | 15 | 3 | М | GILLISON'S VARIETY FABRICATIO | 1515 WOODMERE, TRAVERSE CITY MI 49684 US, US, US | 7 | 9:56:45 AM | 10:00:44 AM | \$ 23.5 | 3 \$ 25.6 | 0 \$ | 23.33 | \$ | 21.88 |
| 220807 | 0 | Week4 | 38 | F | 16 | 3 | М | MITCHELL GRAPHICS | 1445 WOODMERE, TRAVERSE CITY MI 49686 US, US, US | 7 | 10:00:49 AM | 10:04:32 AM | \$ 39.69 | 9 \$ 45.2 | 6 \$ | 39.58 | \$ | 42.04 |
| 229259 | 0 | Week4 | 38 | F | 17 | 3 | М | GT MOBILE COMMUNICATIONS | 1670 BARLOW ST. #1, TRAVERSE CITY MI 49686 US, U, U | | 10:05:45 AM | 10:07:37 AM | \$ 82.1 | 1 \$ 67.8 | 5 \$ | 76.67 | \$ | 81.88 |
| 99140 | 3 | Week4 | 38 | F | 18 | 3 | М | ARBY'S TC2 | 1370 SOUTH AIRPORT ROAD, TRAVERSE CITY MI 49684 U | s 6 | 10:08:52 AM | 10:10:31 AM | \$ 43.9 | 7 \$ 43.6 | 0 \$ | 39.41 | \$ | 29.35 |
| 230388 | 0 | Week4 | 38 | F | 19 | 38 | F | DOUBLE TIME TRANSPORT | 3139 KEYSTONE N UNIT B, TRAVERSE CITY MI 49686 US,, | 6 | 10:13:07 AM | 10:20:45 AM | \$ 59.1 | 9 \$ 54.7 | 6 \$ | 56.51 | \$ | 57.92 |
| 230008 | 0 | Week4 | 38 | F | 20 | 38 | F | CHINA FAIR | 1357 W SOUTH AIRPORT, TRAVERSE CITY MI 49684 US,, | ι 7 | 11:00:12 AM | 11:07:48 AM | \$ 68.8 | 1 \$ 50.6 | 8 \$ | 38.76 | \$ | 45.56 |
| 233119 | 0 | Week4 | 38 | F | 21 | 38 | W | DC NORRIS NA | 1564 NORTHERN STAR DRIVE, TRAVERSE CITY MI 49696 U | J 2 | 11:12:35 AM | 11:21:08 AM | \$ 96.0 | 1 \$ 83.9 | 0 \$ | 87.25 | \$ | 94.26 |
| 223801 | 0 | Week4 | 38 | F | 22 | 38 | R | PACE NORTH | 2325 GARFIELD RD, TRAVERSE CITY MI 49686 US, US, US | 6 | 11:27:31 AM | 11:57:31 AM | \$ 839.8 | 5 \$ 598.3 | 6 \$ | 672.52 | \$ 7 | 764.29 |
| 232757 | 0 | Week4 | 38 | F | 23 | 3 | М | NORTHERN AUTO SERVICE | 501 W.S. AIRPORT RD, TRAVERSE CITY MI 49686 US,, US | 7 | 12:07:17 PM | 12:13:09 PM | \$ 69.1 | 5 \$ 60.6 | 2 \$ | 62.65 | \$ | 65.36 |
| 232638 | 0 | Week4 | 38 | F | 24 | 38 | R | HAGERTY-VIDEO GARAGE | 811 LYNCH DRIVE, TRAVERSE CITY MI 49684 US, US, US | 7 | 12:15:44 PM | 12:24:24 PM | \$ 91.2 | 5 \$ 85.6 | 9 \$ | 92.56 | \$ | 90.34 |
| 229485 | 0 | Week4 | 38 | F | 25 | 38 | F | FEDERAL SCREW WORKS | 2270 Traversefield Dr., Traverse City MI 49686 US.,, US | 8 | 12:29:10 PM | 12:36:25 PM | \$ 108.6 | 3 \$ 102.0 | 7 \$ | 107.53 | \$ 1 | 107.47 |
| 227544 | 0 | Week4 | 38 | F | 26 | 38 | R | CLASSIC AUTO BODY | 1505 Garfield Rd N, Traverse City MI 49696 US, TRA, US | 7 | 12:40:11 PM | 12:45:32 PM | \$ 41.7 |) \$ 35.5 | 2 \$ | 39.16 | \$ | 39.31 |
| 233208 | 0 | Week4 | 38 | F | 27 | 38 | R | MAYFIELD COUNTRY STORE | 4044 S. GARFIELD ROAD, KINGSLEY MI 49649 US, US, US | 5 7 | 12:54:54 PM | 1:07:52 PM | \$ 38.2 | | 0 \$ | 36.98 | - | 37.74 |
| | | Week4 | 38 | F | | 38 | F | Cadillac Depot | 1539 Plett Rd, Cadillac, MI 49601, Cadillac MI 49601 US | | 1:42:46 PM | 1:42:46 PM | | | | | | |
| | | | | | # of | | | - Pro- | , , | | | | | | | | | |

of Stops