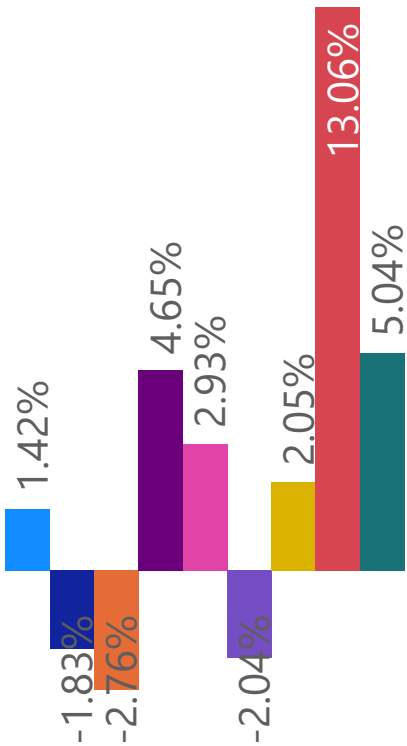


After Reroute Revenue Distribution

Rt 6 Rt 12 Rt 47 Rt 50 Rt 51 Rt 52 Rt 56 Rt 8010 Rt 8040



Accounts Changing Day Only

968

Accounts Changing Route Only

87

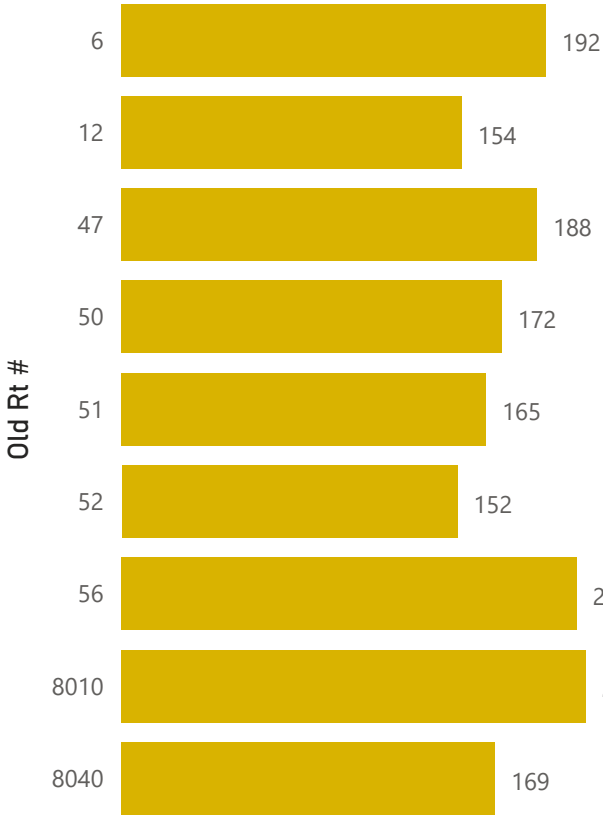
Both Route and Day Changing

399

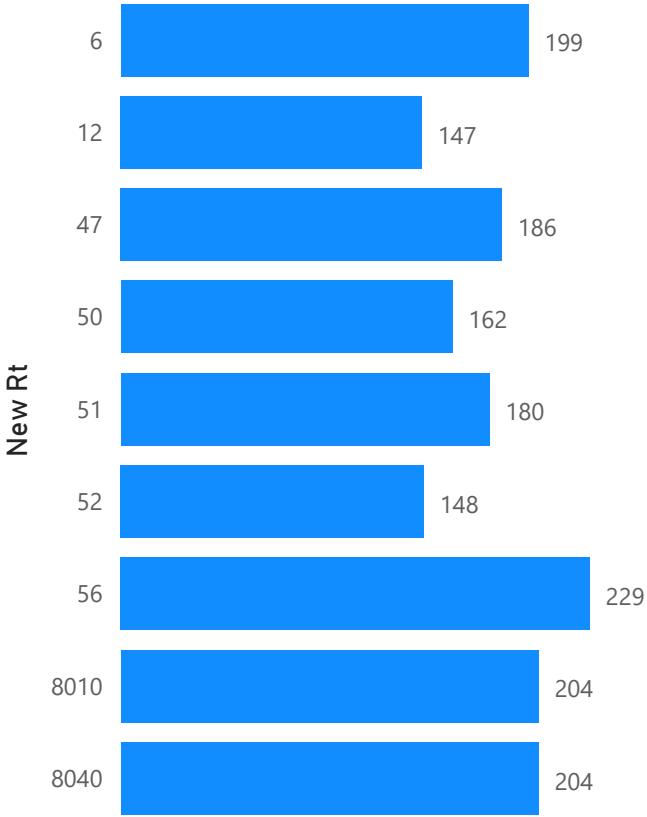
Accounts Not changing

205

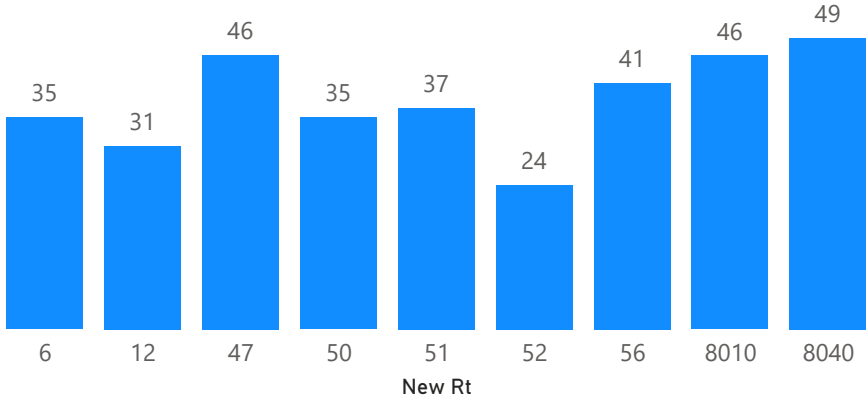
Current Customer Count



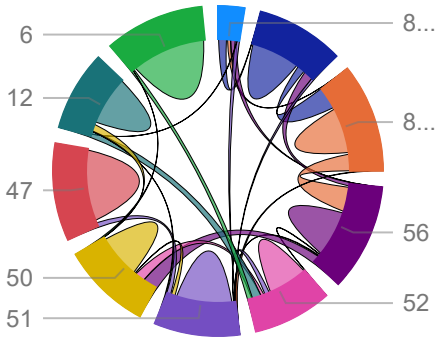
New Customer count



Average Weekly Hours per Route

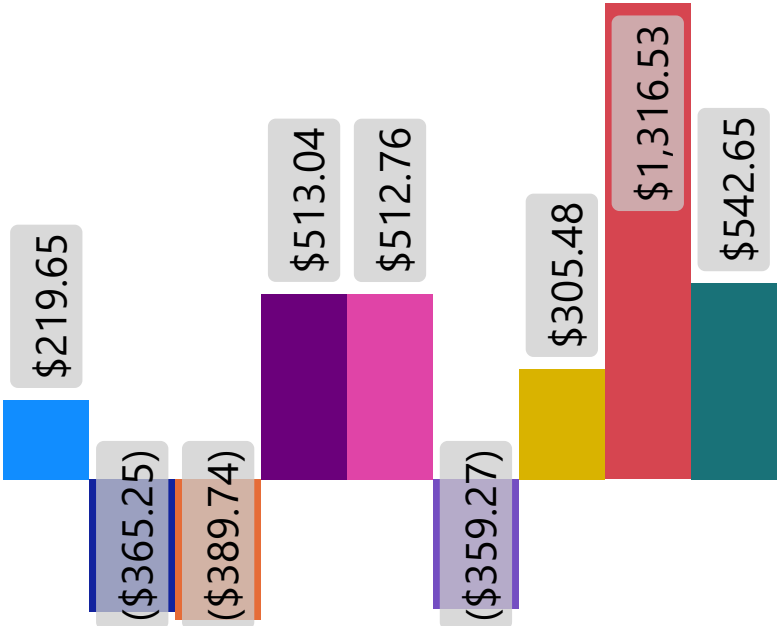


Accounts Moving



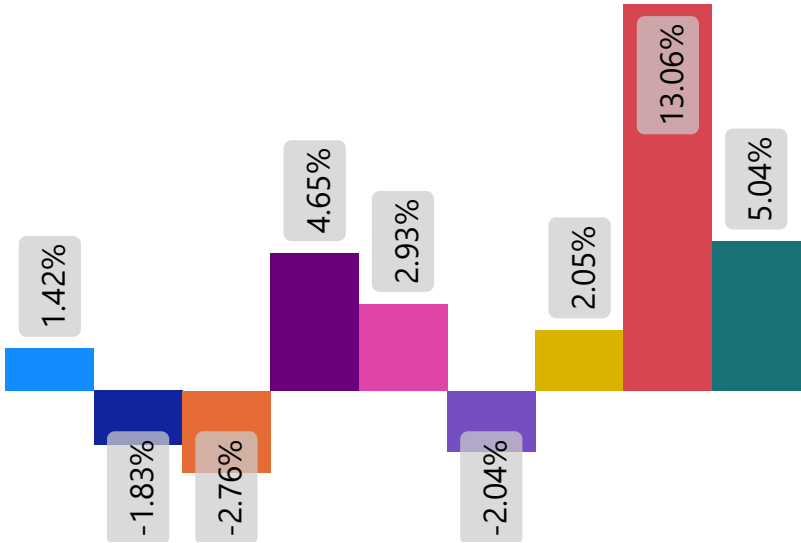
After Reroute Revenue Distribution

- Rt 6 Q2
- Rt 12 Q2
- Rt 47 Q2
- Rt 50 Q2
- Rt 51 Q2
- Rt 52 Q2
- Rt 56 Q2
- Rt 8010 Q2
- Rt 8040 Q2

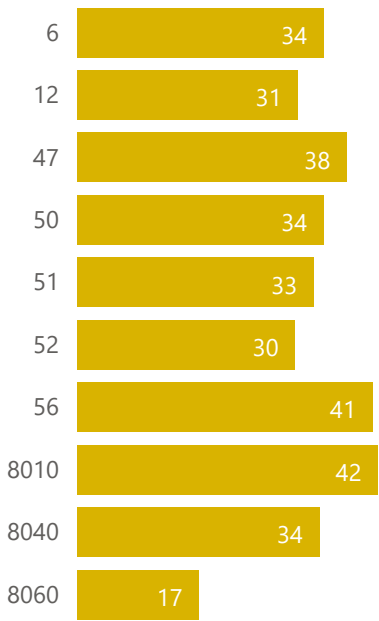


After Reroute Revenue Distribution

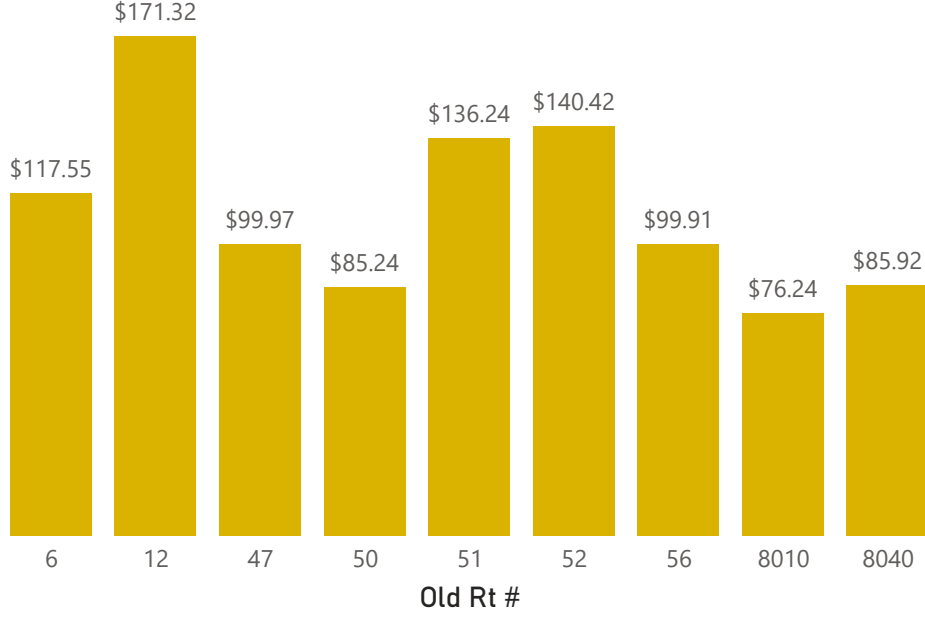
- Rt 6
- Rt 12
- Rt 47
- Rt 50
- Rt 51
- Rt 52
- Rt 56
- Rt 8010
- Rt 8040



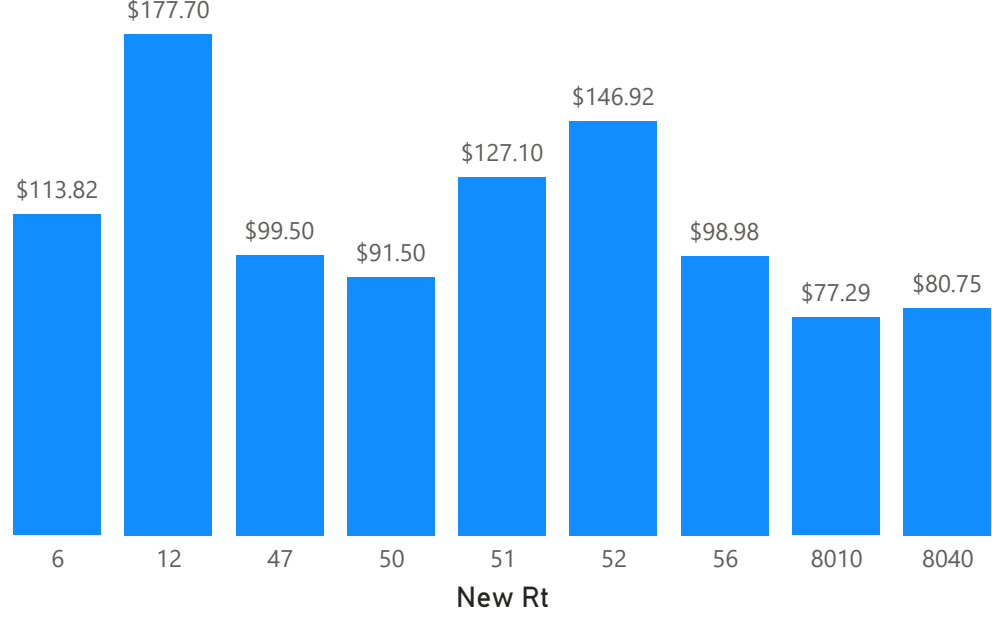
Average Current Daily Stops



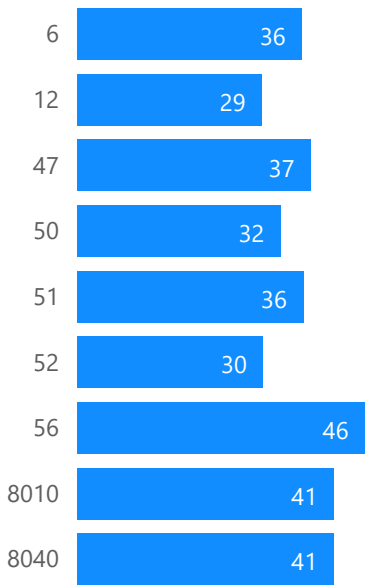
Average Current Stop Size (Q2)



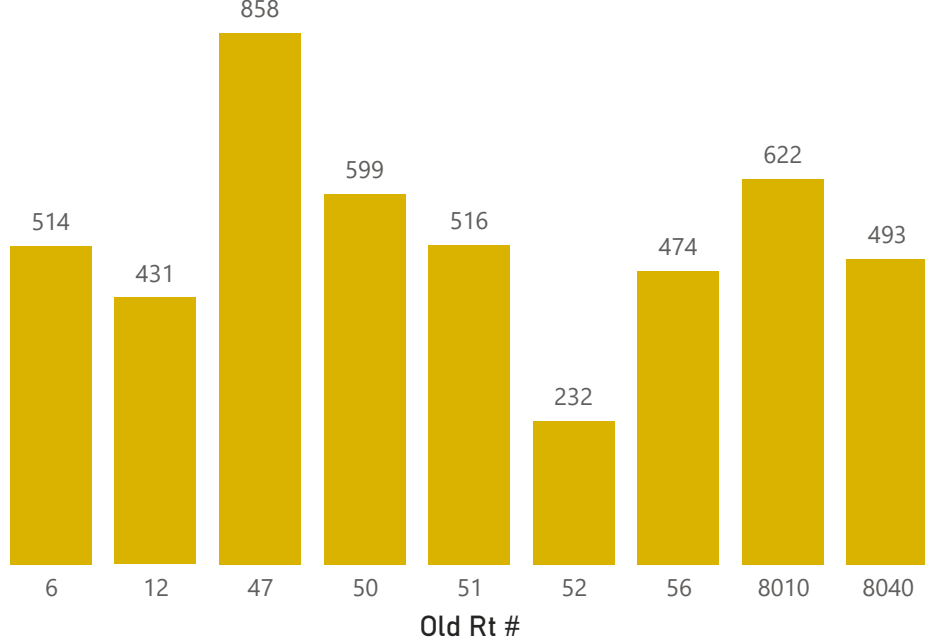
Average New Stop Size (Q2)



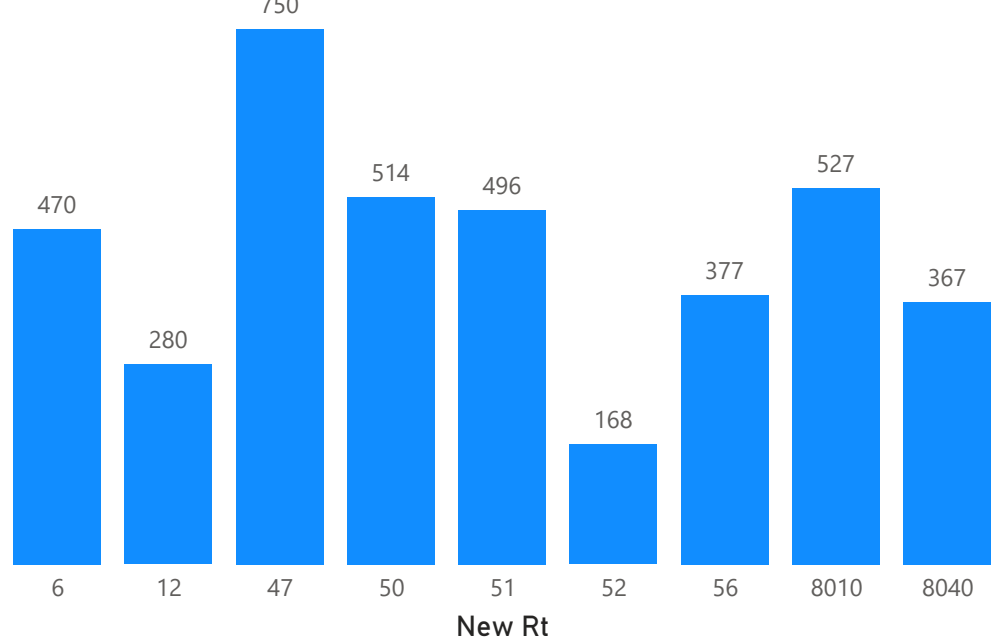
Average Current Daily Stops



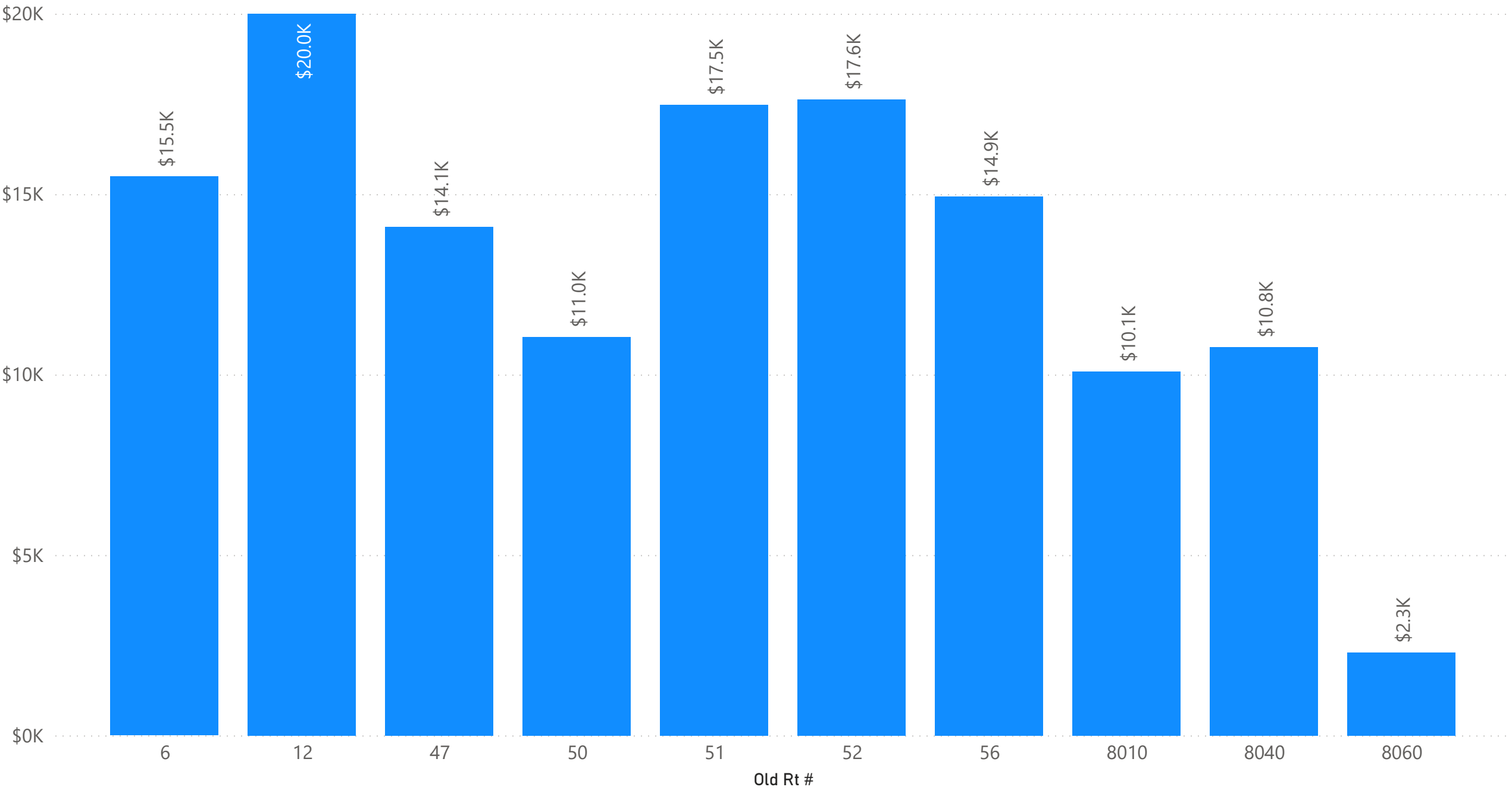
Average Current Weekly Miles



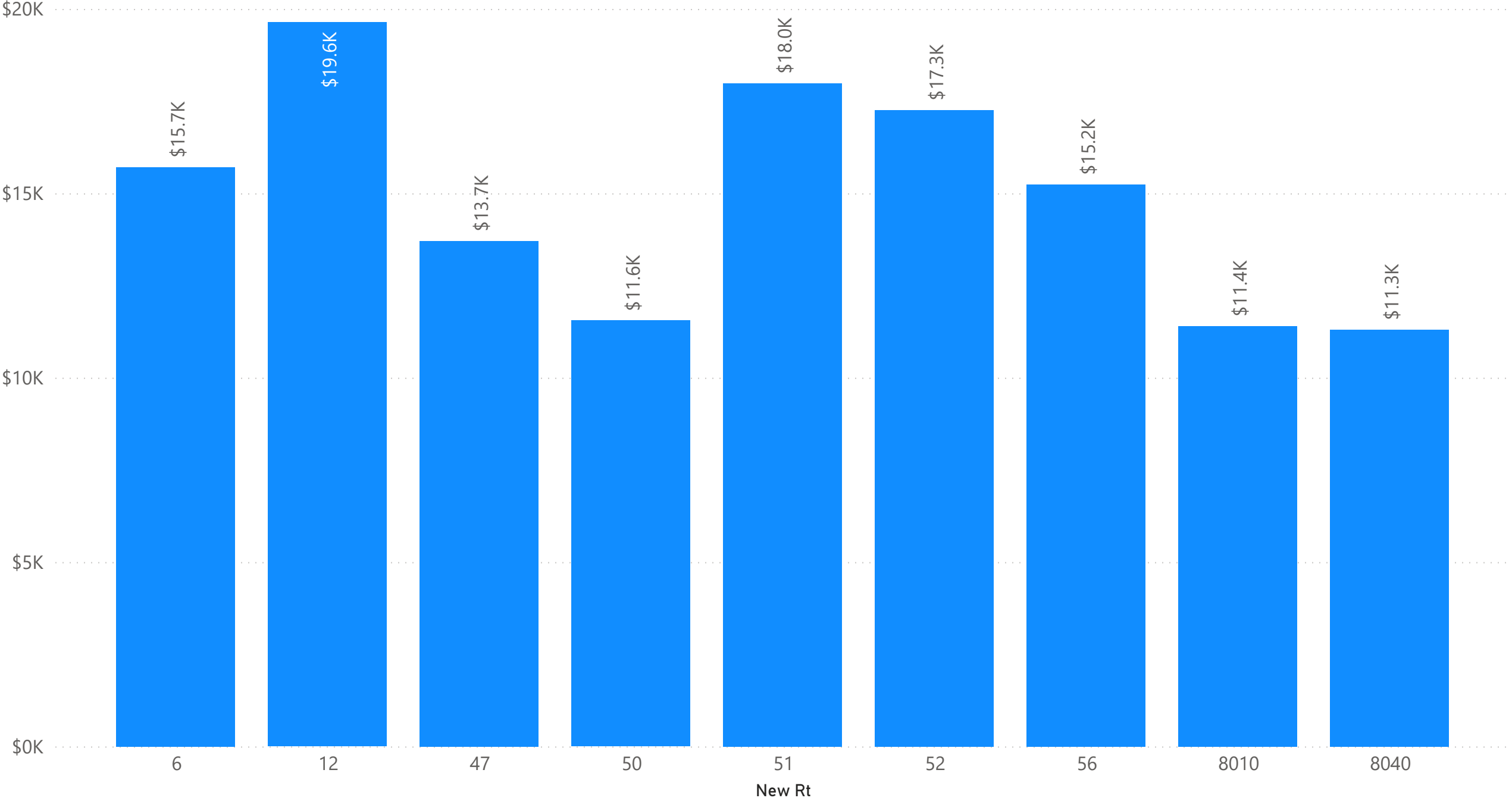
Average Total Miles by New Rt



Current Route Revenue Distribution

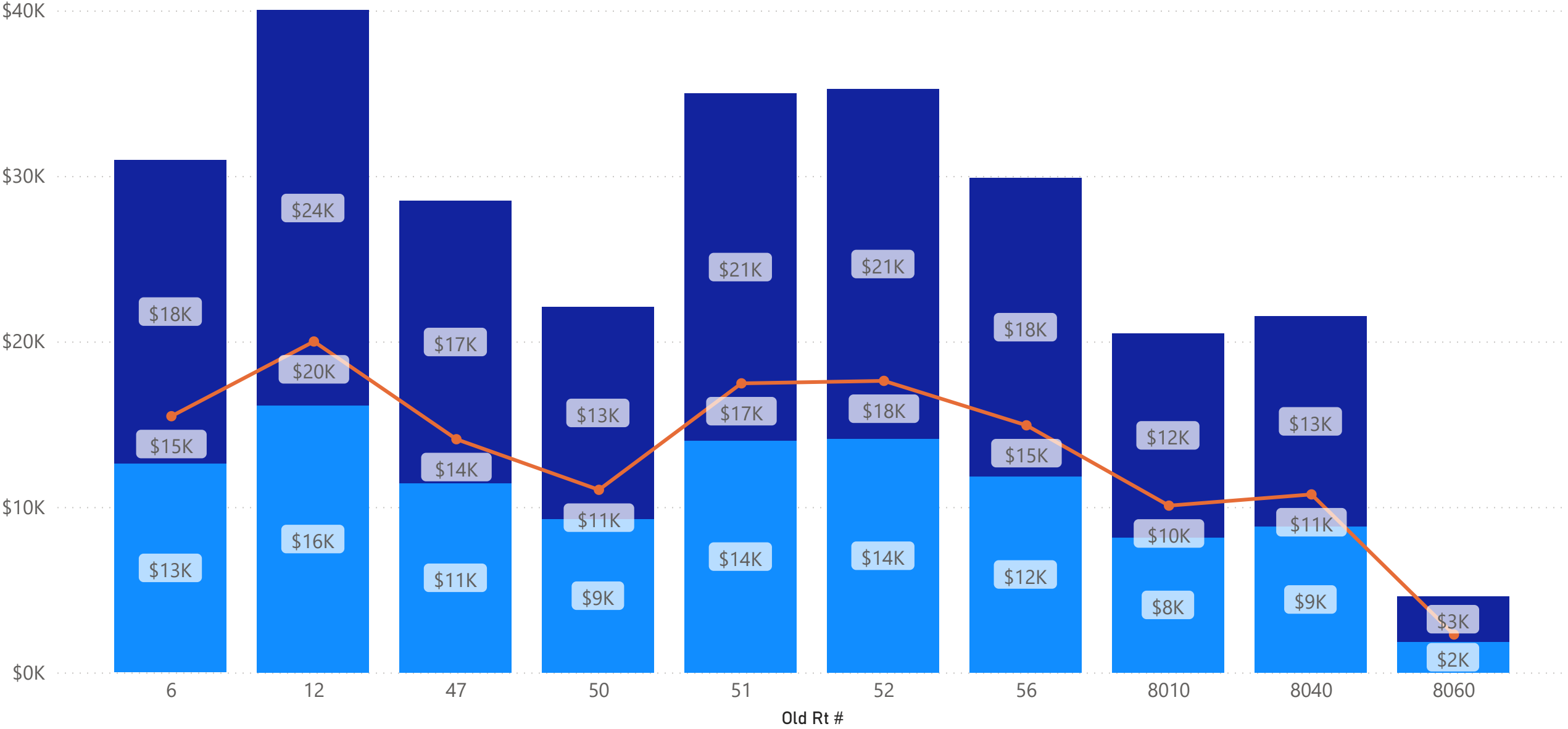


After Reroute Revenue Distribution



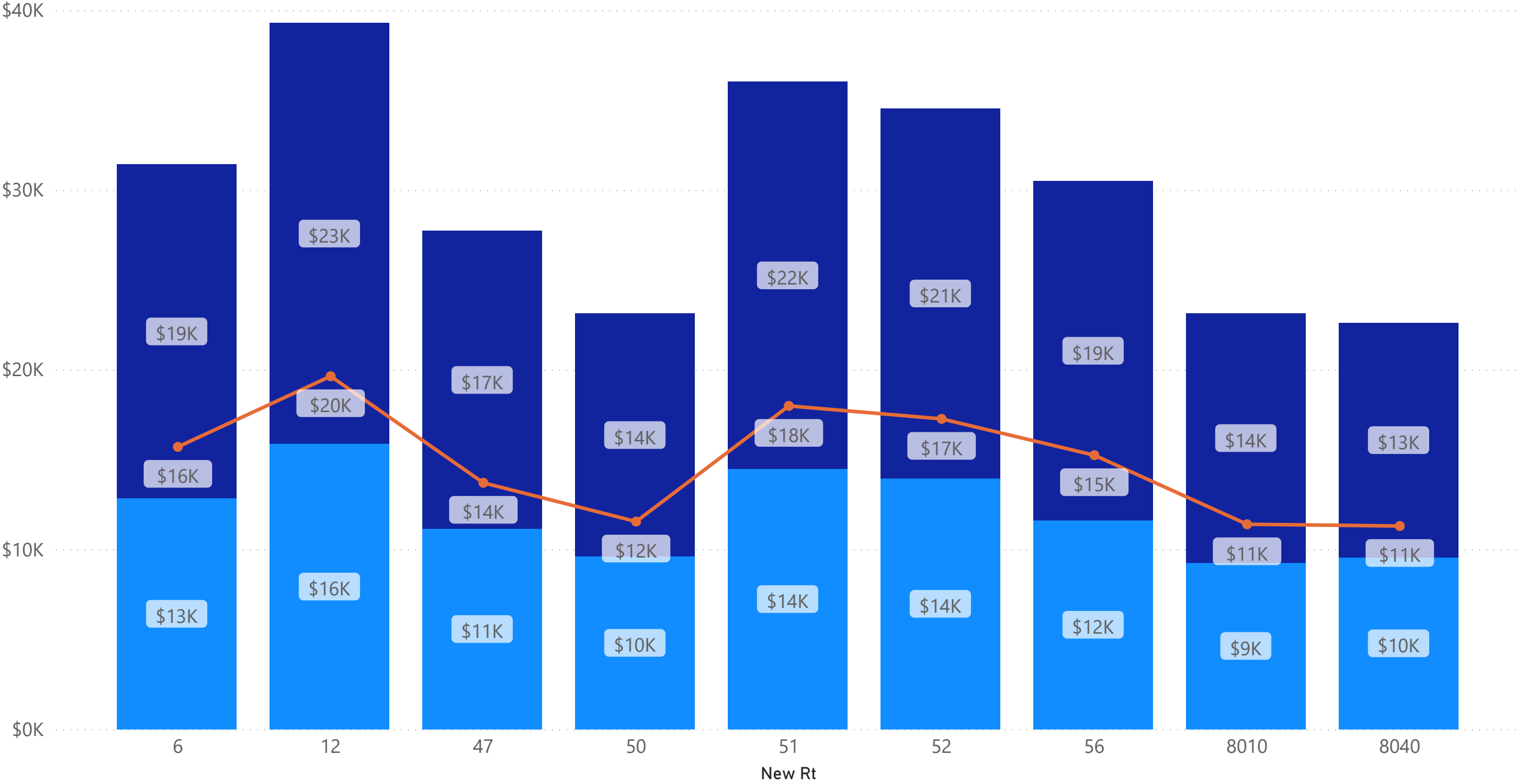
Current Route Revenue Deviation

Q2 Low Revenue Deviation    Q2 High Revenue Deviation    Avg Revenue



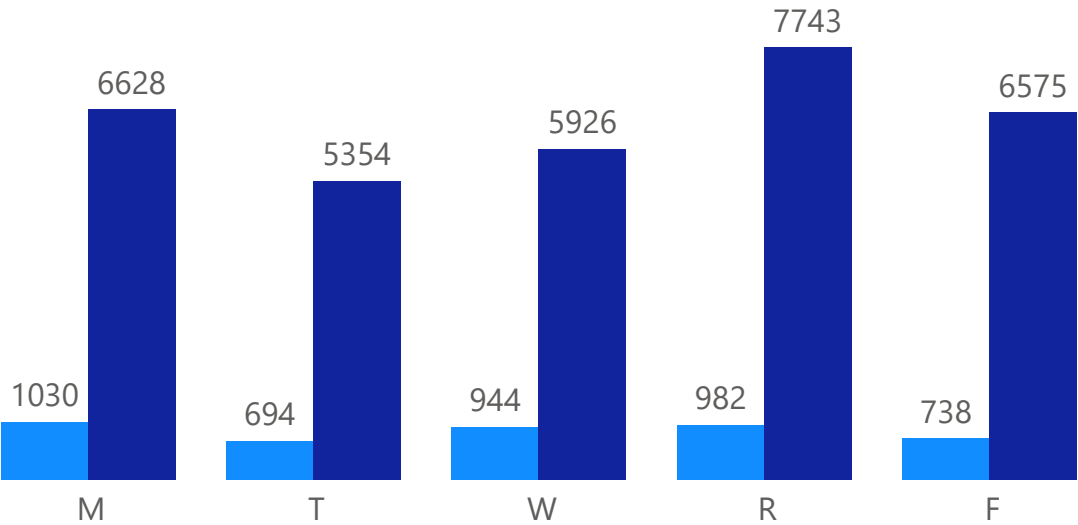
New Route Revenue Deviation

● Q2 Low Revenue Deviation ● Q2 High Revenue Deviation ● Avg Revenue



Garment Distribution

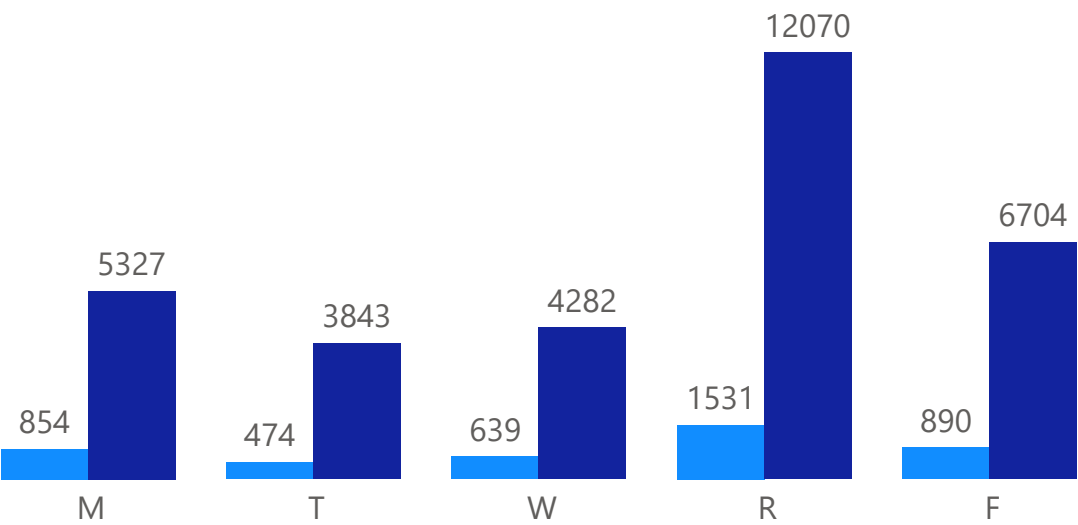
● Avg Garment Scans per Delivery ● Garment Inventory



Old Delivery Day

Garment Distribution

● Avg Garment Scans per Delivery ● Garment Inventory



New Delivery Day

Average Pieces processed of Retape Accounts

3523

Average Underwash of Retape Accounts

85.99%

Total Garment inventory of Retape Accounts

27056

Total # Of Wearers to be Retaped

1361

Total # Of accounts Needing Retaping

277

Garment Accounts Changing Day Only

205

Garment Accounts Changing Route Only

13

Garment Accounts Changing Both Route and Day

59

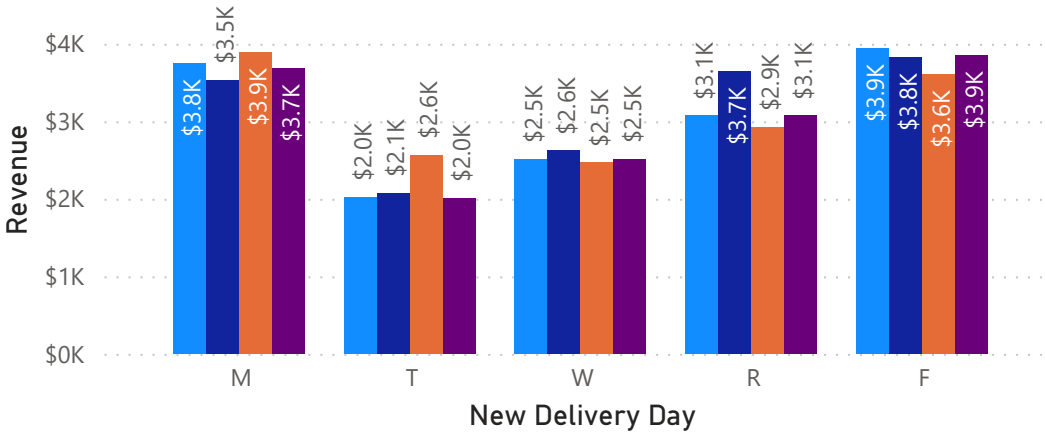
Garment Accounts Not Changing

37



Average Revenue

Q1 Revenue Q2 Revenue Q3 Revenue Q4 Revenue



New Rt 

6

Week # 

All

Avg Week Hours

35.43

# Of Customers

199

\$15.31K \$15.71K

Q1 Revenue

Q2 Revenue

1.26%

Rt 6 Q1 %Change

1.42%

Rt 6 Q2 %Change

\$15.45K \$15.13K

Q3 Revenue

Q4 Revenue

5.63%

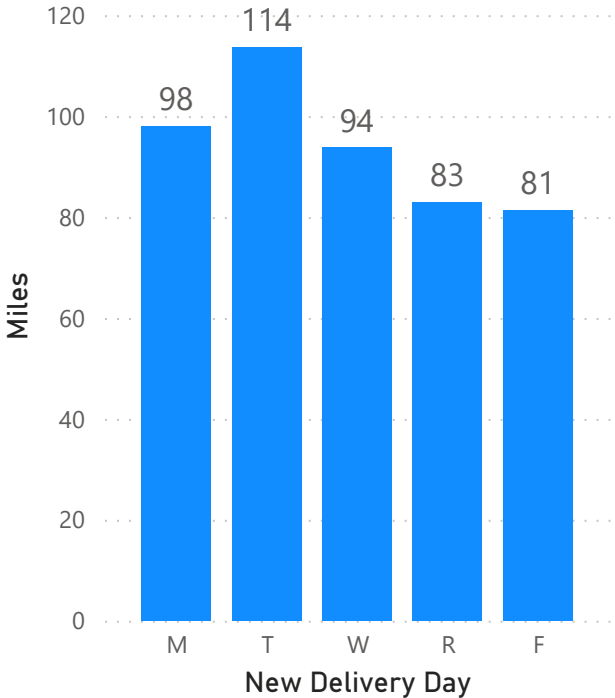
Rt 6 Q3 %Change

1.09%

Rt 6 Q4 %Change

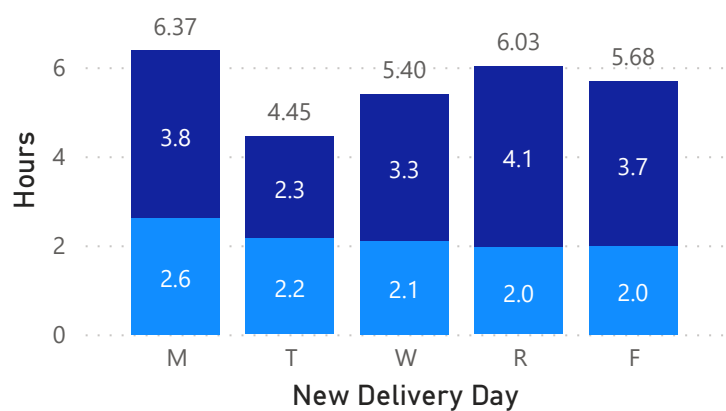
Average Stop Size

Total Miles Driven



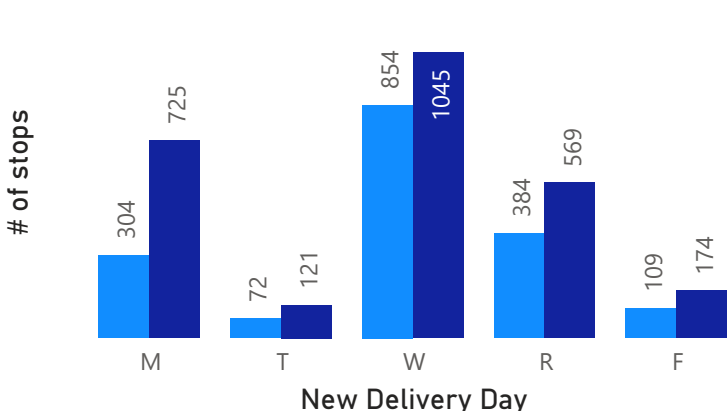
Hours Breakdown

Hours Travel Hours Of Service



Typical Garment Load

Avg Garments Processed Garment Inventory



\$113.82

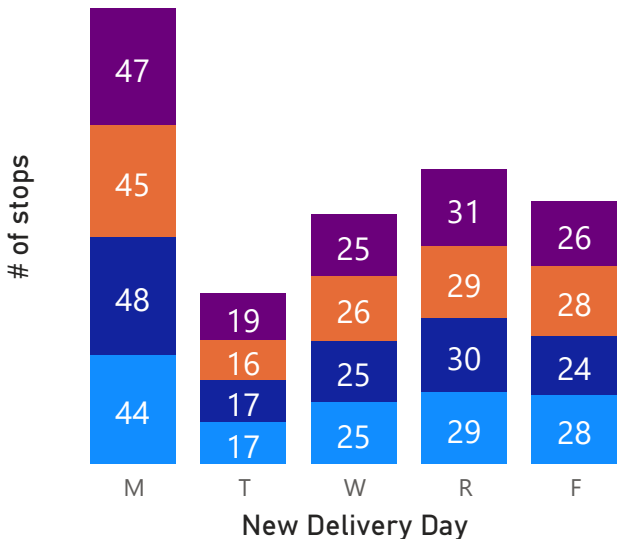
Average Miles Between Stops

4

Average Daily Miles

94

Stop Counts



# of Accounts on New Route

199

Origin of accounts Comprising New Route

Old Rt # 6 52 50



Destination of Accounts Leaving Original Route

New Rt 52

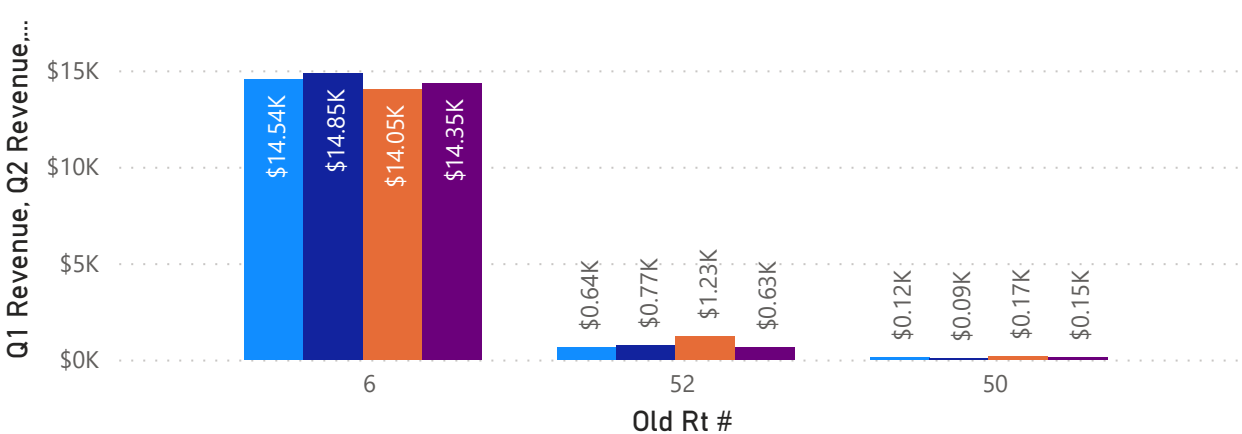


New Rt

6

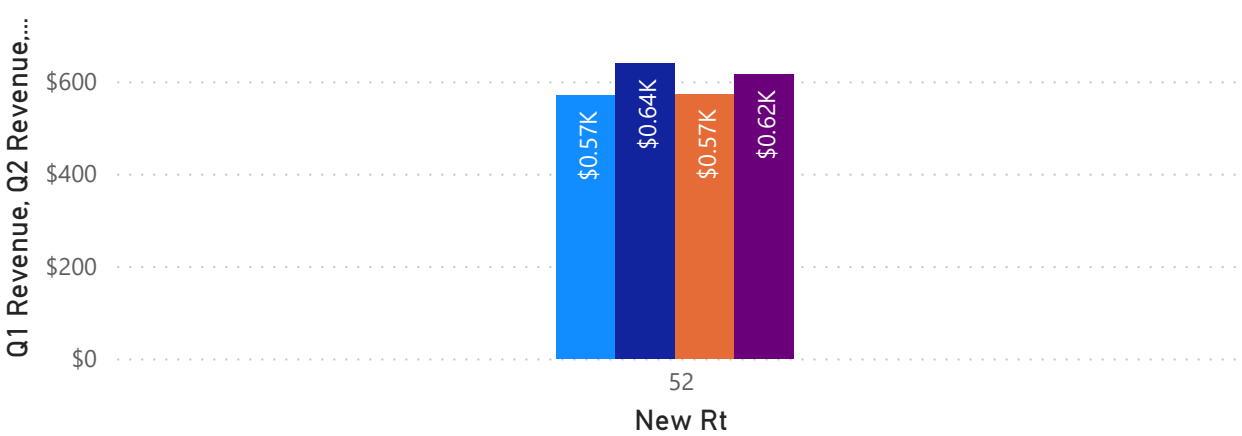
Origin of Revenue Comprising New Route

Q1 Revenue Q2 Revenue Q3 Revenue Q4 Revenue



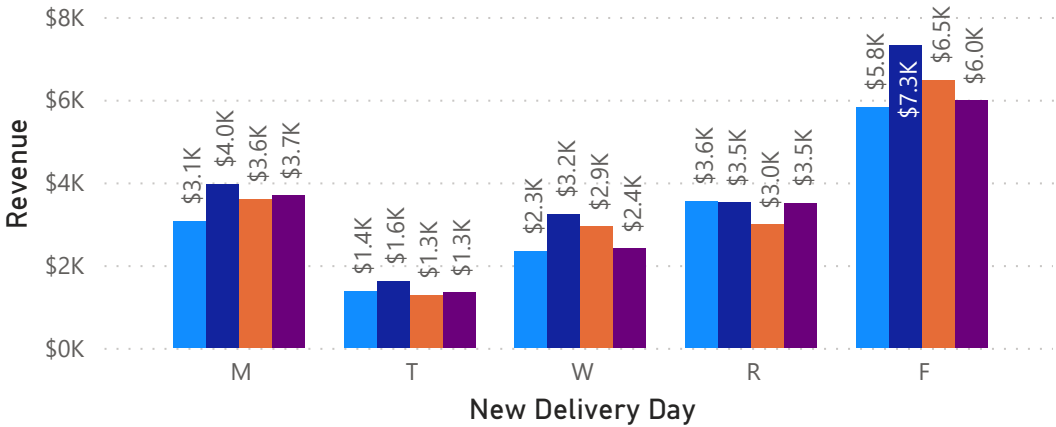
Destination of Revenue Leaving Original Route

Q1 Revenue Q2 Revenue Q3 Revenue Q4 Revenue



Average Revenue

Q1 Revenue Q2 Revenue Q3 Revenue Q4 Revenue



New Rt 

12

Week # 

All

Avg Week Hours

30.64

# Of Customers

167

\$16.12K \$19.64K

Q1 Revenue

Q2 Revenue

1.26%

Rt 12 Q1 %Change

- 1.83%

Rt 12 Q2 %Change

\$17.25K \$16.89K

Q3 Revenue

Q4 Revenue

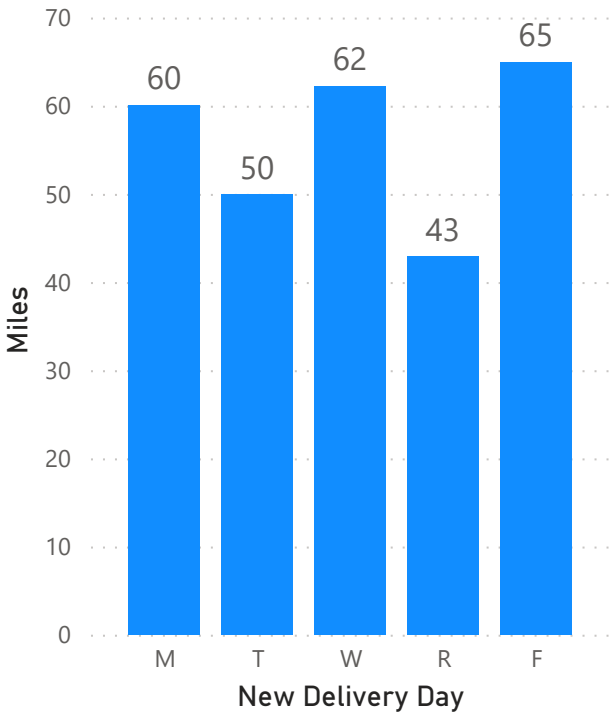
- 1.24%

Rt 12 Q3 %Change

- 0.06%

Rt 12 Q4 %Change

Total Miles Driven

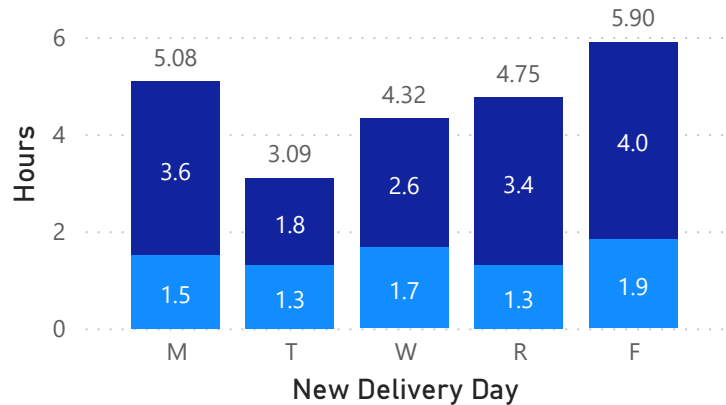


Average Stop Size

Stop Counts

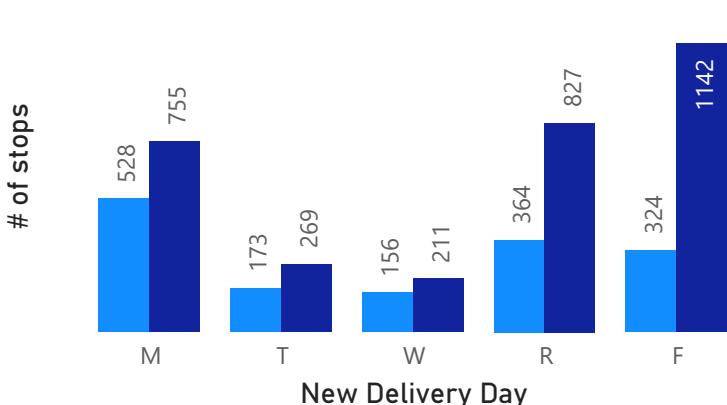
Hours Breakdown

Hours Travel Hours Of Service



Typical Garment Load

Avg Garments Processed Garment Inventory



\$177.70

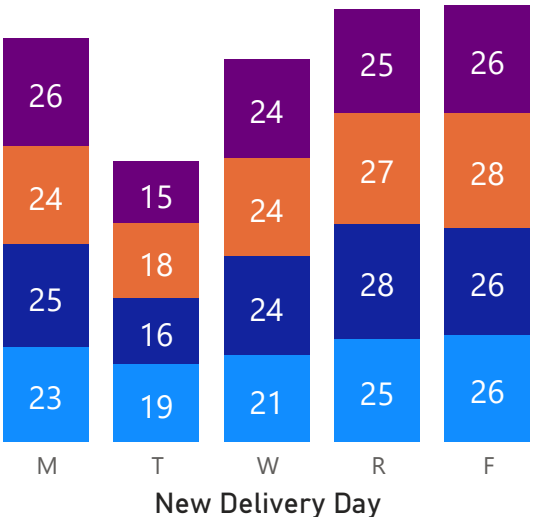
Average Miles Between Stops

3

Average Daily Miles

56

# of stops



# # of Accounts on New Route

167

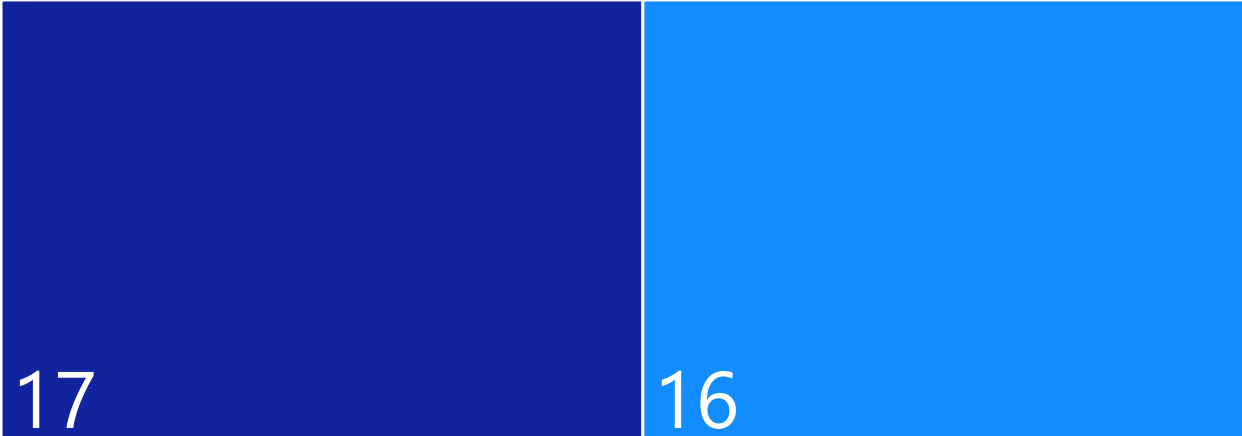
## Origin of accounts Comprising New Route

Old Rt # 12 52 51 8060



## Destination of Accounts Leaving Original Route

New Rt 50 52

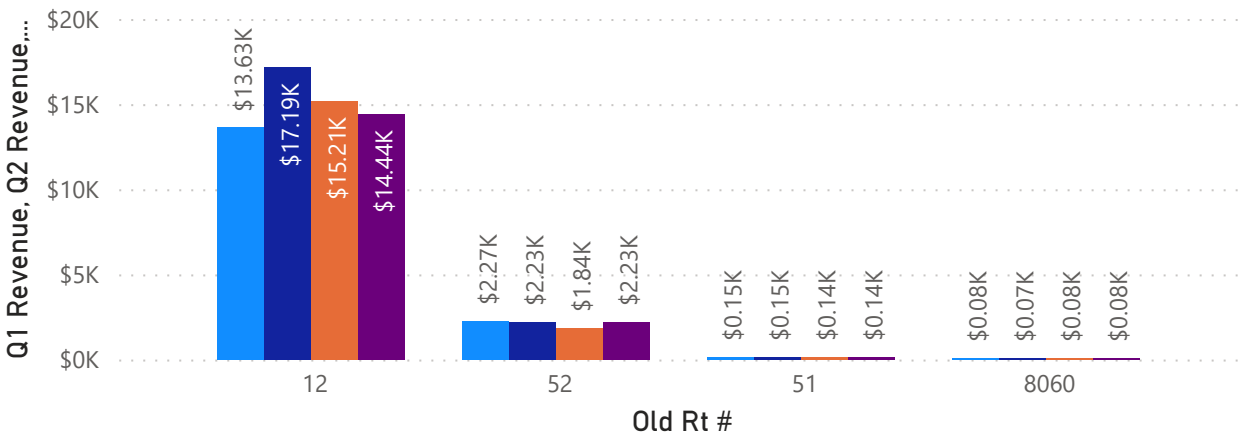


New Rt

12

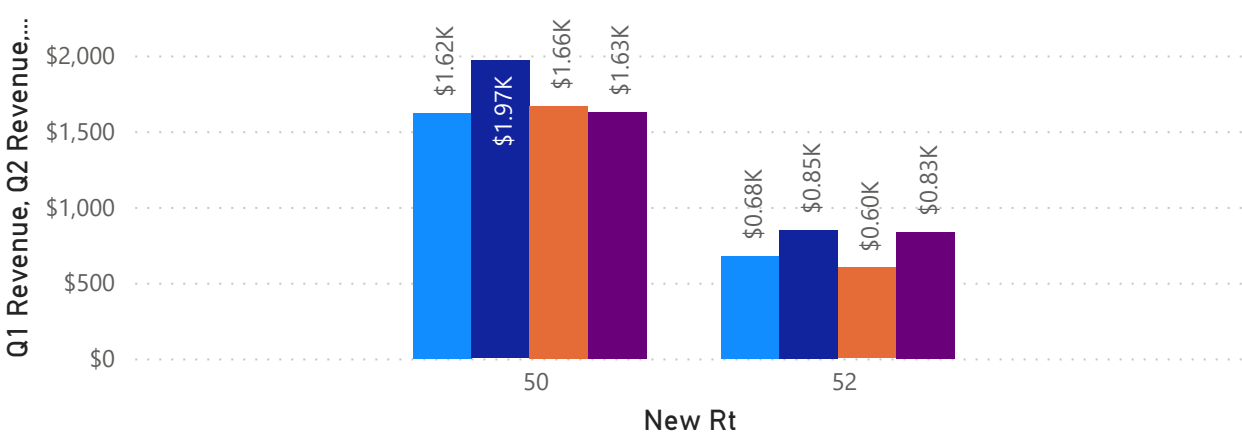
## Origin of Revenue Comprising New Route

Q1 Revenue Q2 Revenue Q3 Revenue Q4 Revenue



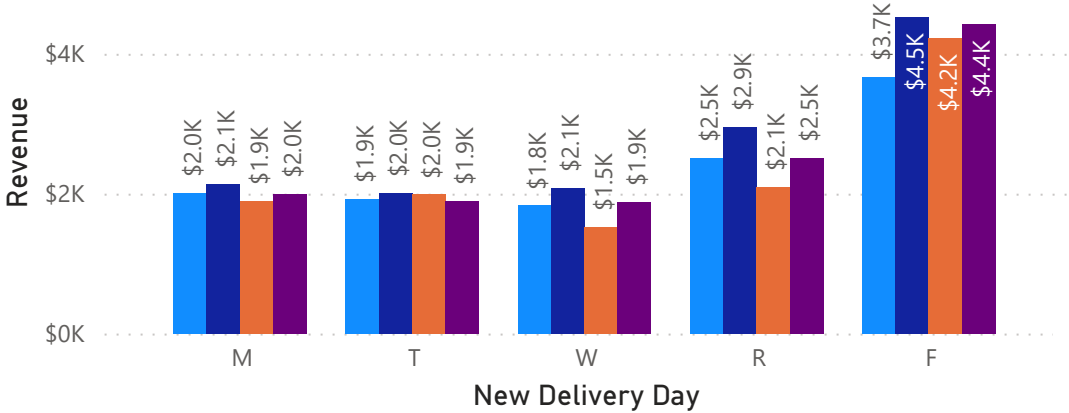
## Destination of Revenue Leaving Original Route

Q1 Revenue Q2 Revenue Q3 Revenue Q4 Revenue



Average Revenue

Q1 Revenue Q2 Revenue Q3 Revenue Q4 Revenue



New Rt

Week #

Avg Week Hours

45.83

# Of Customers

206

\$11.95K \$13.71K

Q1 Revenue

Q2 Revenue

-2.52%

Rt 47 Q1 %Change

-2.52%

Rt 47 Q1 %Change

\$11.72K \$12.72K

Q3 Revenue

Q4 Revenue

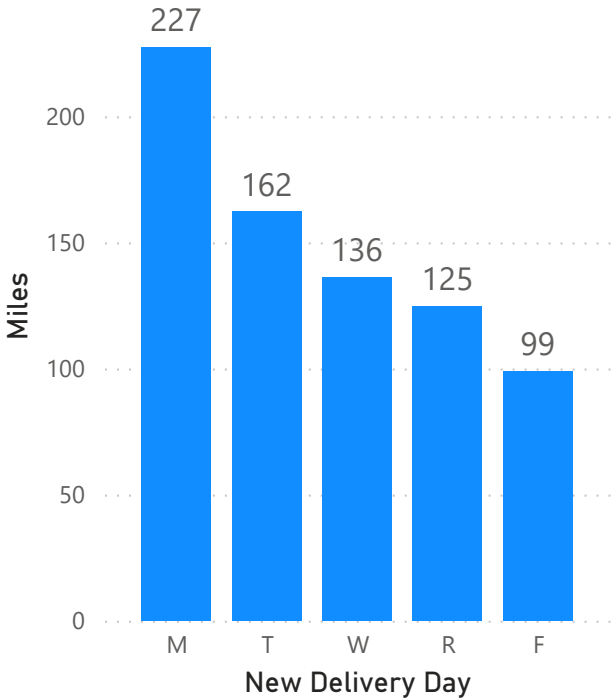
-2.58%

Rt 47 Q3 %Change

-2.69%

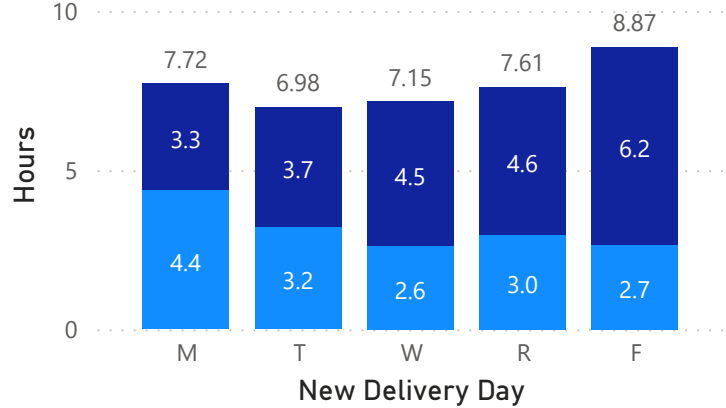
Rt 47 Q4 %Change

Total Miles Driven



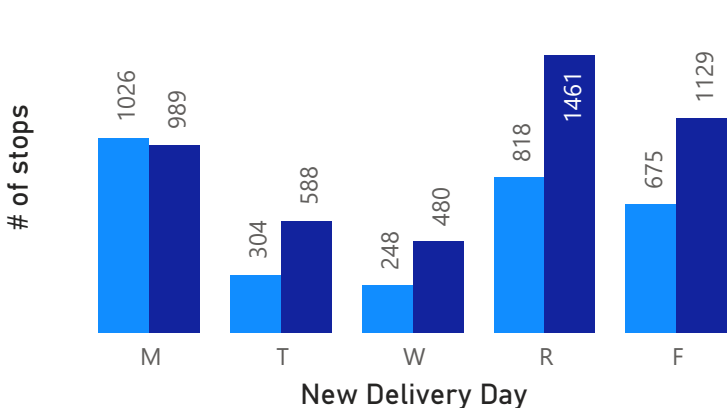
Hours Breakdown

Hours Travel Hours Of Service



Typical Garment Load

Avg Garments Processed Garment Inventory



\$99.50

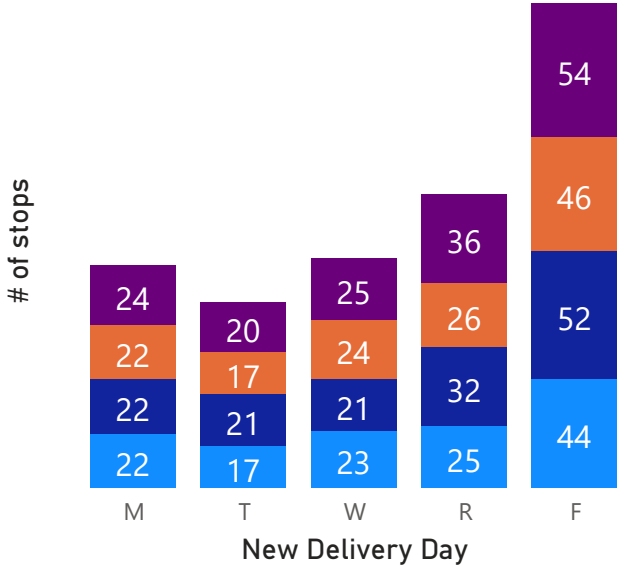
Average Miles Between Stops

6

Average Daily Miles

150

Stop Counts



# # of Accounts on New Route

206

## Origin of accounts Comprising New Route

Old Rt # 47 51



## Destination of Accounts Leaving Original Route

New Rt 51

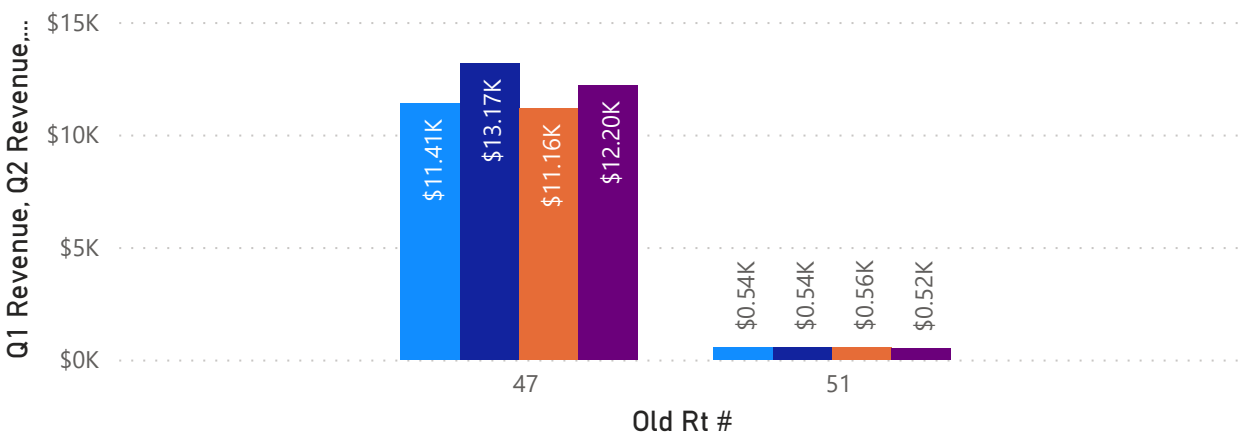


New Rt

47

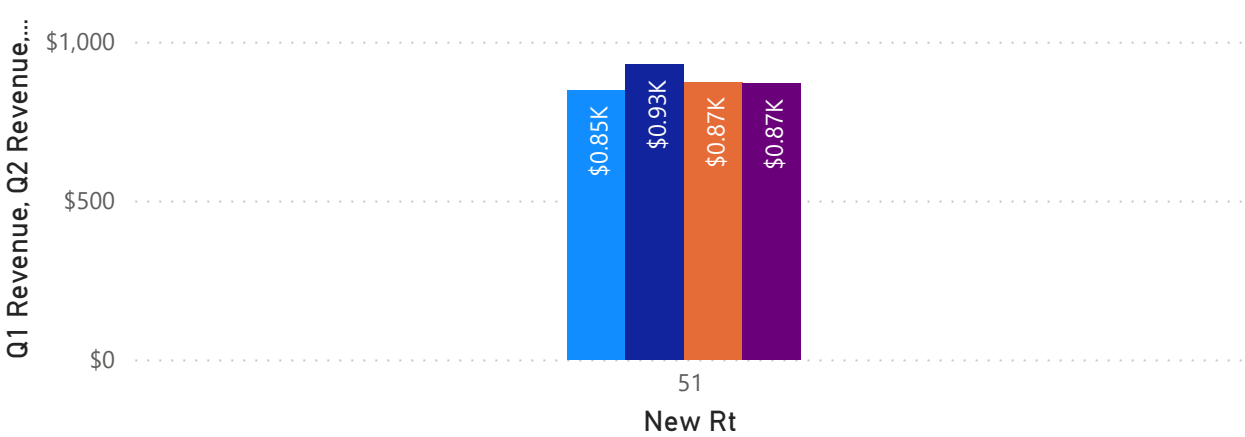
## Origin of Revenue Comprising New Route

Q1 Revenue Q2 Revenue Q3 Revenue Q4 Revenue



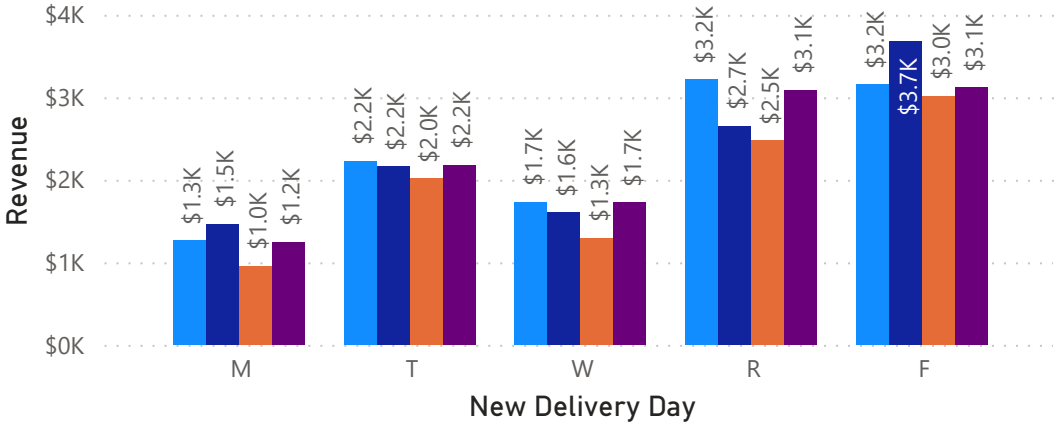
## Destination of Revenue Leaving Original Route

Q1 Revenue Q2 Revenue Q3 Revenue Q4 Revenue



Average Revenue

Q1 Revenue Q2 Revenue Q3 Revenue Q4 Revenue



New Rt 

50

Week # 

All

Avg Week Hours

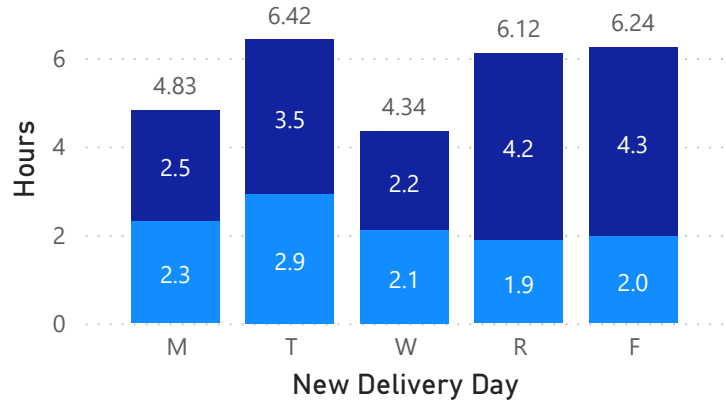
35.44

# Of Customers

182

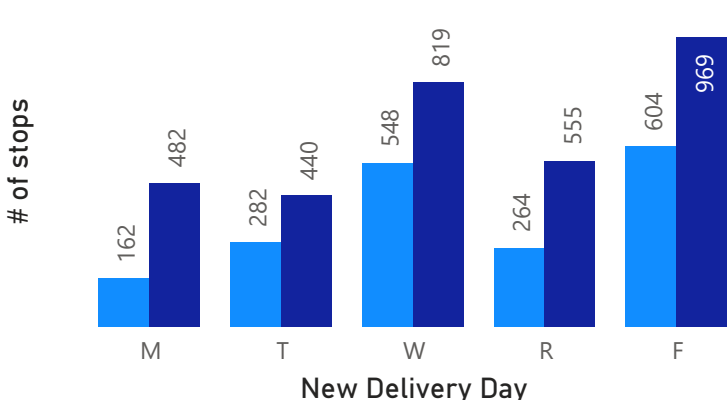
Hours Breakdown

Hours Travel Hours Of Service



Typical Garment Load

Avg Garments Processed Garment Inventory



\$11.58K \$11.55...

Q1 Revenue

Q2 Revenue

7.92%

Rt 50 Q1 %Change

4.65%

Rt 50 Q2 %Change

\$9.75K

Q3 Revenue

7.25%

Rt 50 Q3 %Change

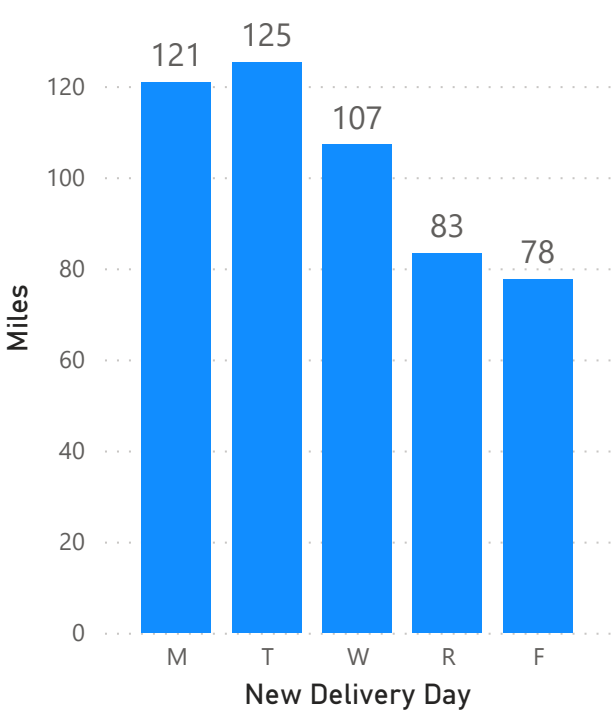
\$11.35K

Q4 Revenue

3.96%

Rt 50 Q4 %Change

Total Miles Driven



Average Stop Size

Stop Counts

\$91.50

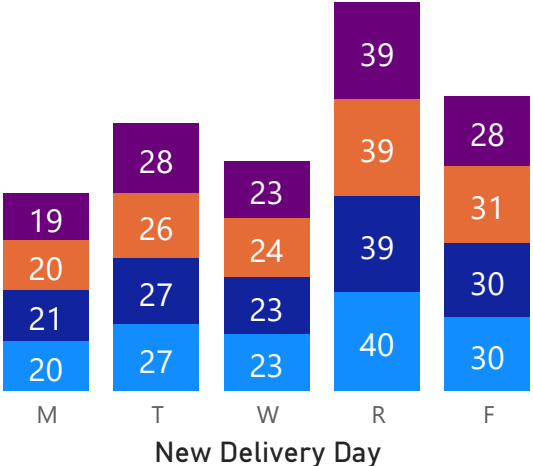
Average Miles Between Stops

5

Average Daily Miles

103

# of stops



# of Accounts on New Route

182

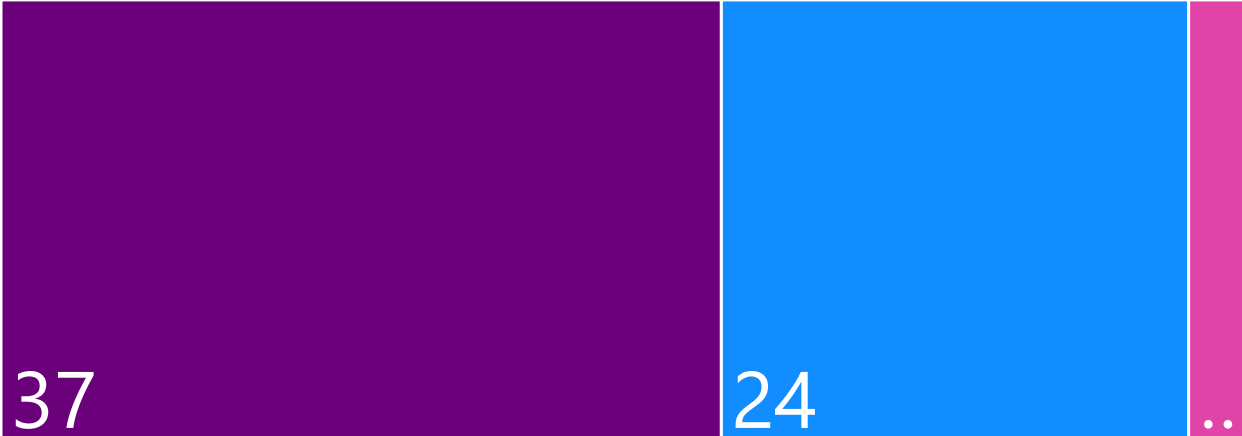
Origin of accounts Comprising New Route

Old Rt # 50 56 12 51 52



Destination of Accounts Leaving Original Route

New Rt 56 52 6

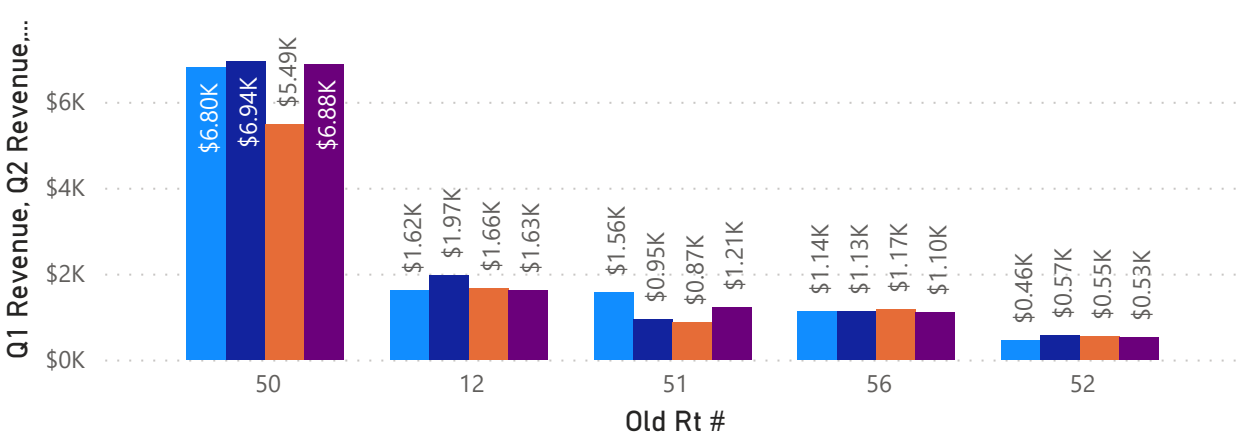


New Rt

50

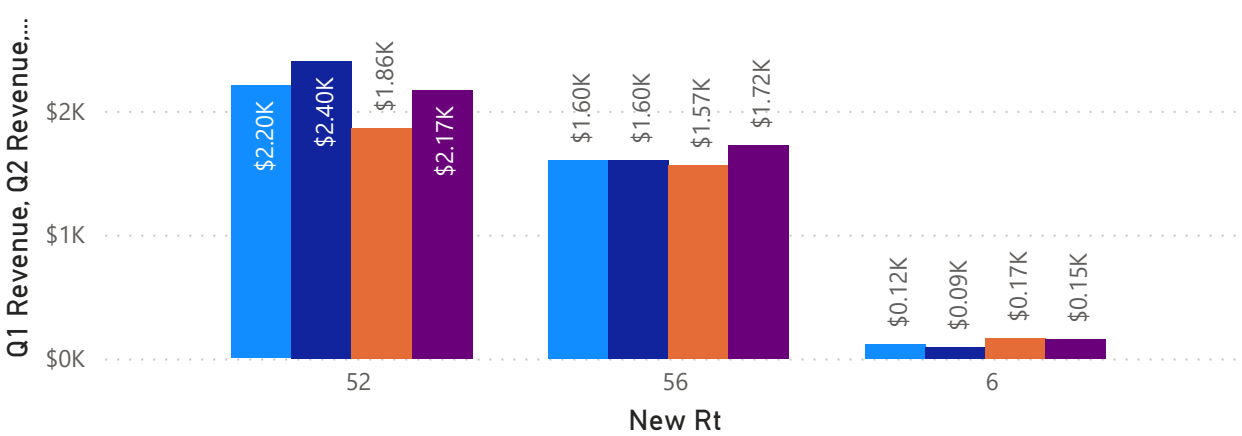
Origin of Revenue Comprising New Route

Q1 Revenue Q2 Revenue Q3 Revenue Q4 Revenue



Destination of Revenue Leaving Original Route

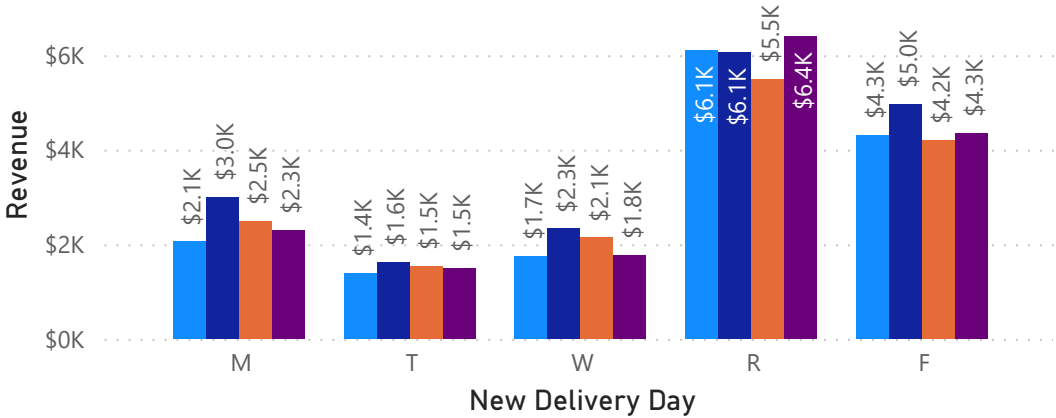
Q1 Revenue Q2 Revenue Q3 Revenue Q4 Revenue





Average Revenue

Q1 Revenue Q2 Revenue Q3 Revenue Q4 Revenue



New Rt 

51

Week # 

All

Avg Week Hours

37.03

# Of Customers

200

\$15.61K \$17.99K

Q1 Revenue

Q2 Revenue

- 1.68%

Rt 51 Q1 %Change

2.93%

Rt 51 Q2 %Change

\$15.86K \$16.32K

Q3 Revenue

Q4 Revenue

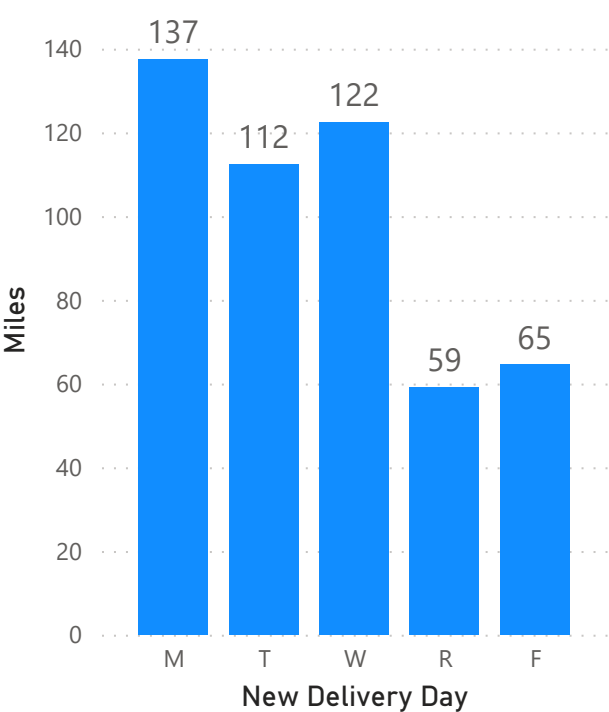
4.51%

Rt 51 Q3 %Change

0.71%

Rt 51 Q4 %Change

Total Miles Driven

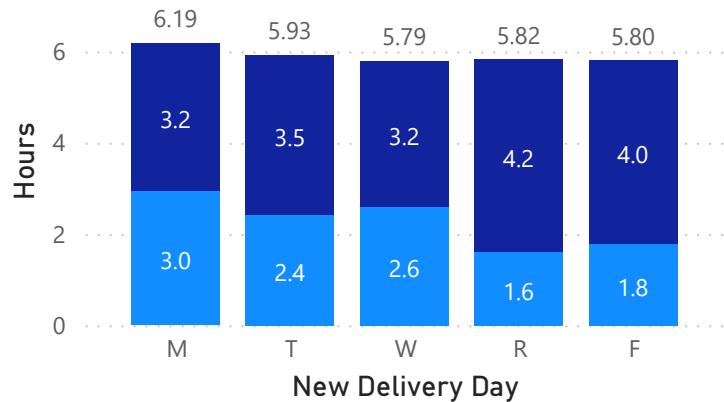


Average Stop Size

Stop Counts

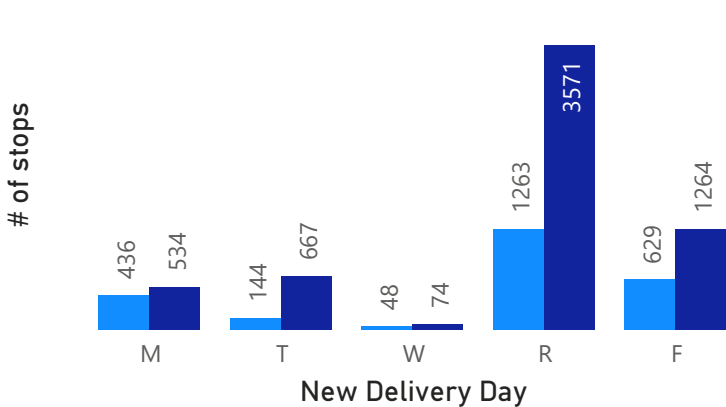
Hours Breakdown

Hours Travel Hours Of Service



Typical Garment Load

Avg Garments Processed Garment Inventory



\$127.10

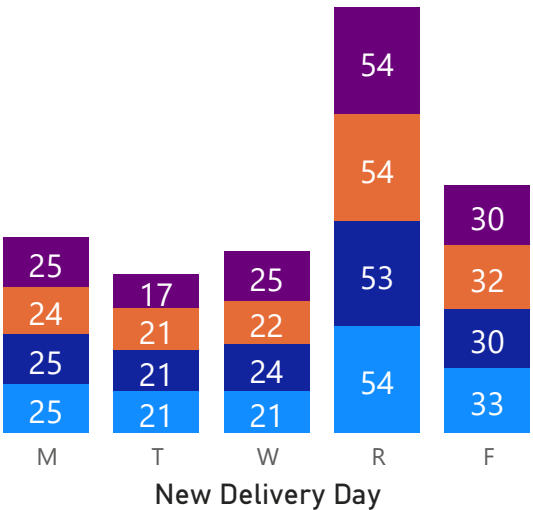
Average Miles Between Stops

5

Average Daily Miles

99

# of stops



# # of Accounts on New Route

200

## Origin of accounts Comprising New Route

Old Rt # 51 47 52 8060 8040 56 8010



## Destination of Accounts Leaving Original Route

New Rt 47 50 8010 12 52

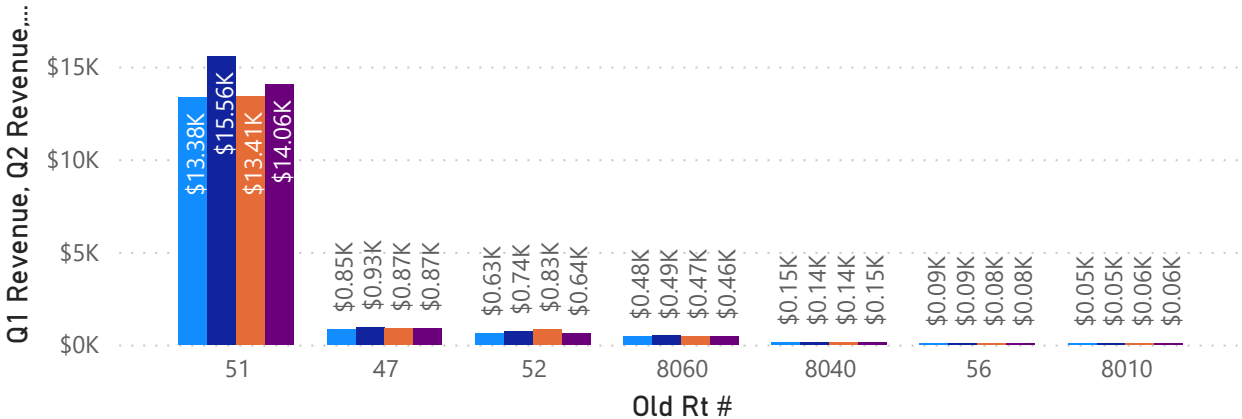


New Rt

51

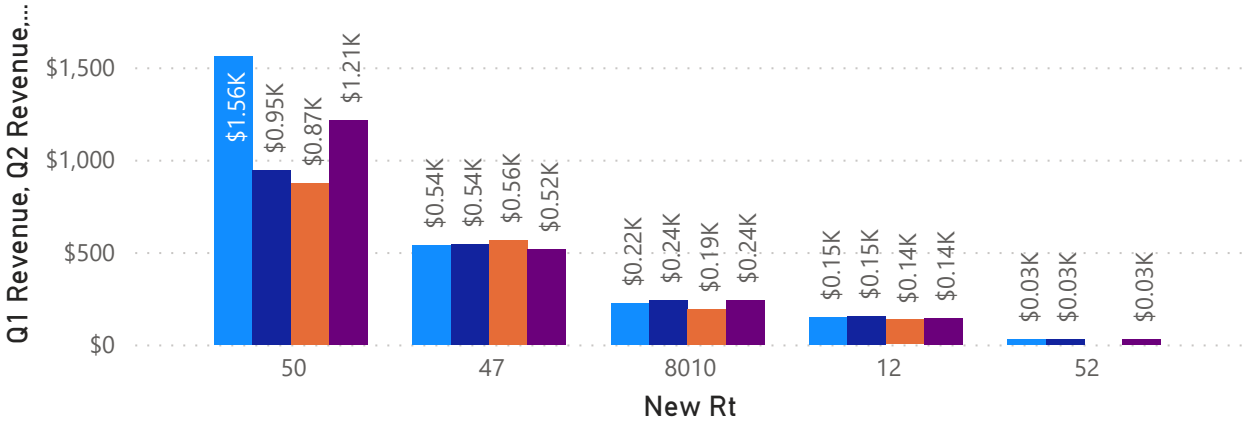
## Origin of Revenue Comprising New Route

Q1 Revenue Q2 Revenue Q3 Revenue Q4 Revenue



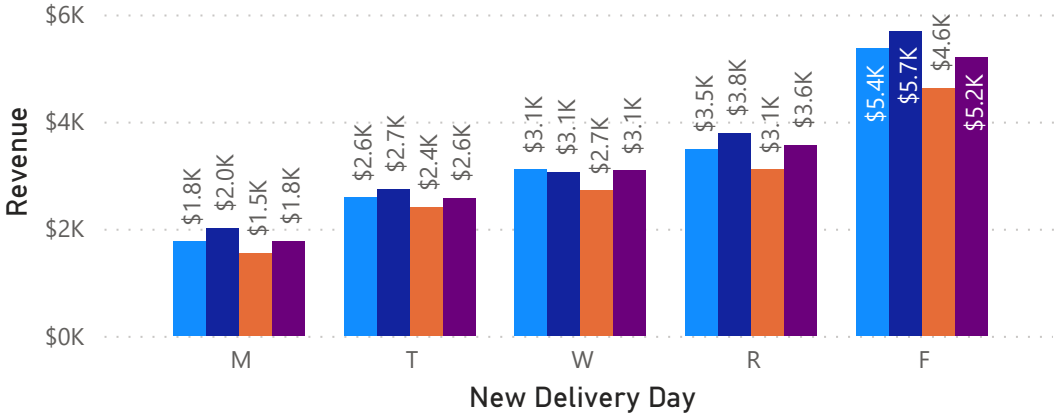
## Destination of Revenue Leaving Original Route

Q1 Revenue Q2 Revenue Q3 Revenue Q4 Revenue



Average Revenue

Q1 Revenue Q2 Revenue Q3 Revenue Q4 Revenue



New Rt 

52

Week # 

All

Avg Week Hours

24.13

# Of Customers

168

\$16.29K \$17.26K

Q1 Revenue

Q2 Revenue

-2.93%

Rt 52 Q1 %Change

-2.04%

Rt 52 Q2 %Change

\$14.37K \$16.18K

Q3 Revenue

Q4 Revenue

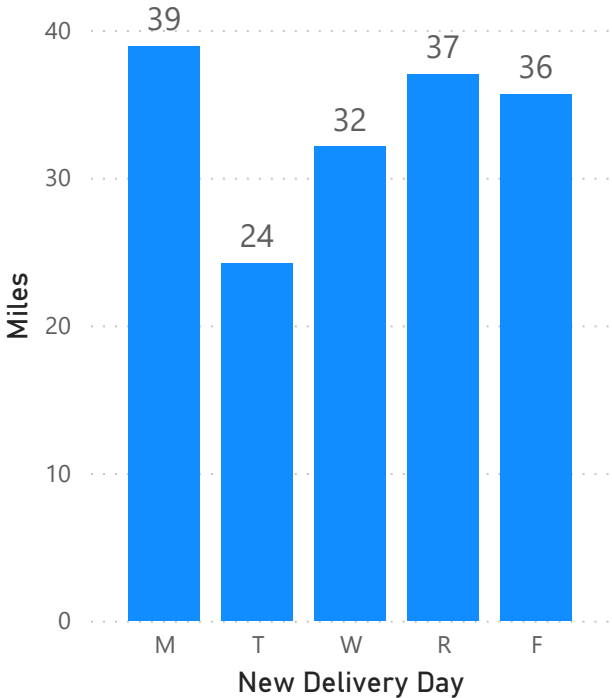
-8.86%

Rt 52 Q3 %Change

-2.21%

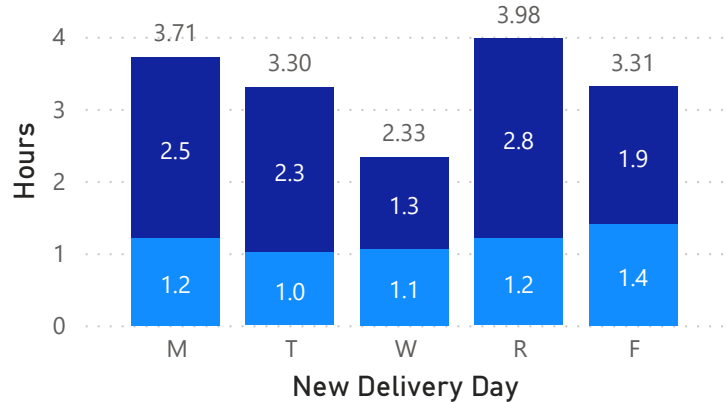
Rt 52 Q4 %Change

Total Miles Driven



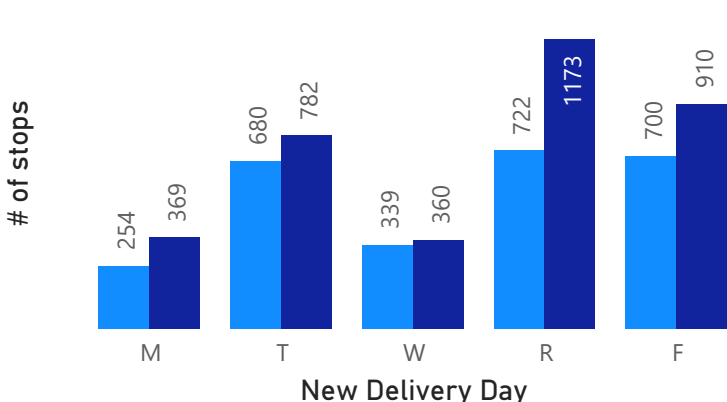
Hours Breakdown

Hours Travel Hours Of Service



Typical Garment Load

Avg Garments Processed Garment Inventory



\$146.92

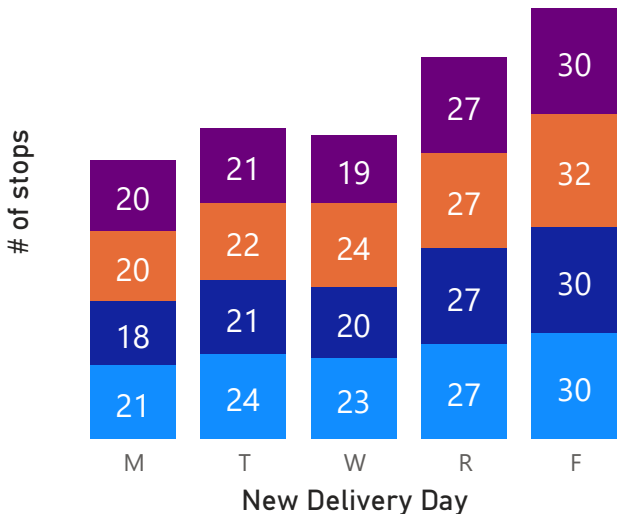
Average Miles Between Stops

2

Average Daily Miles

34

Stop Counts



# of Accounts on New Route

168

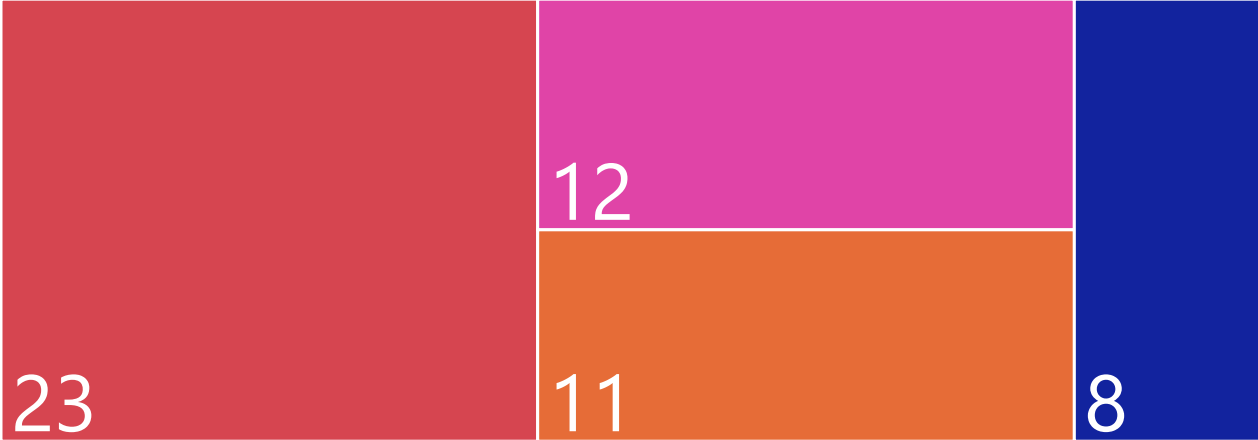
Origin of accounts Comprising New Route

Old Rt # 52 50 12 6 51 56



Destination of Accounts Leaving Original Route

New Rt 12 6 51 50

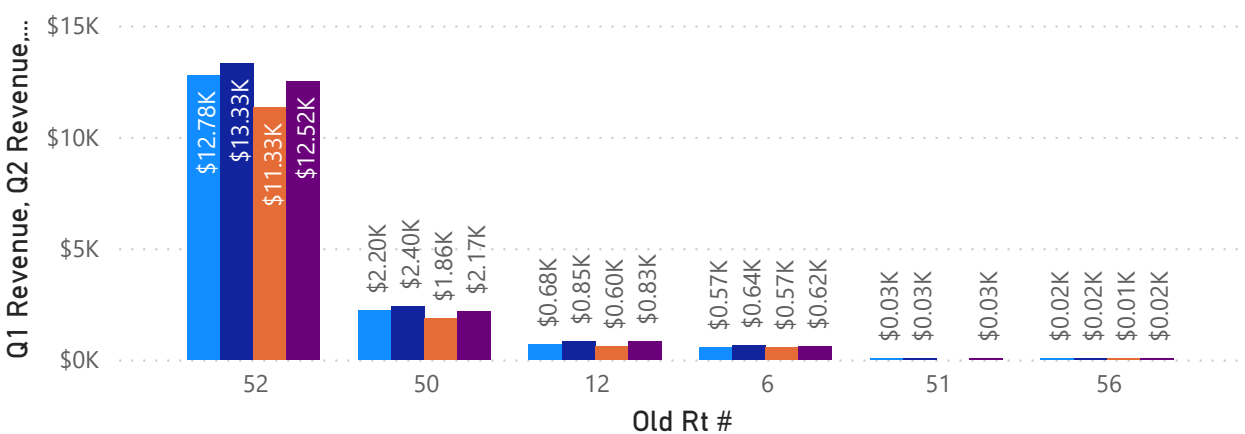


New Rt

52

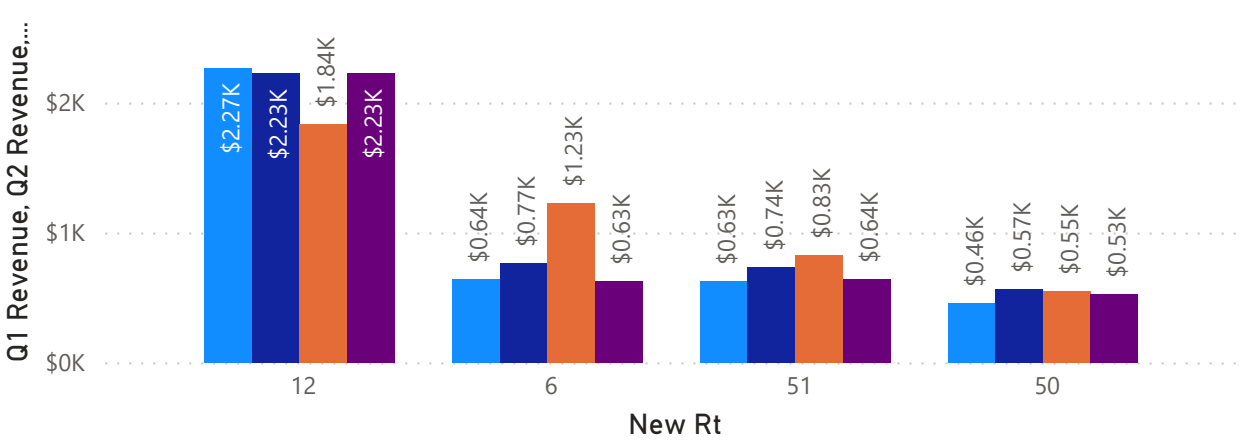
Origin of Revenue Comprising New Route

Q1 Revenue Q2 Revenue Q3 Revenue Q4 Revenue



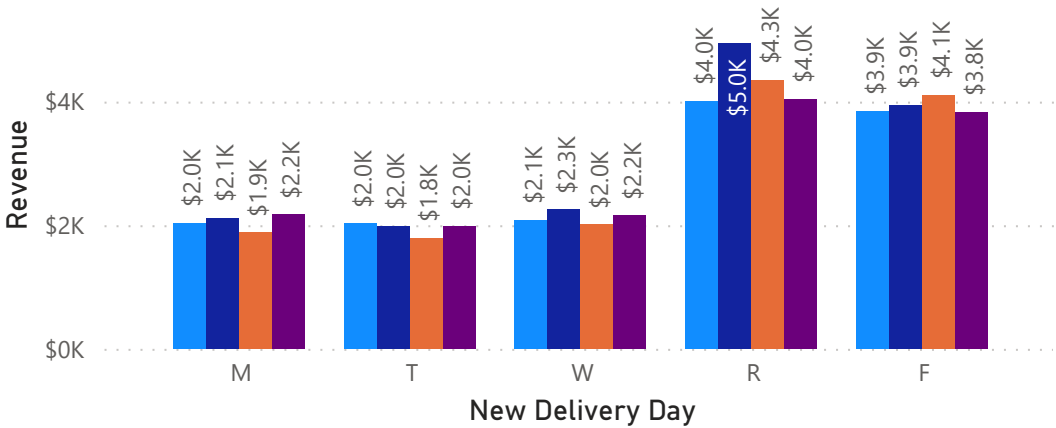
Destination of Revenue Leaving Original Route

Q1 Revenue Q2 Revenue Q3 Revenue Q4 Revenue



Average Revenue

Q1 Revenue Q2 Revenue Q3 Revenue Q4 Revenue



New Rt 

56

Week # 

All

Avg Week Hours

41.24

# Of Customers

249

\$14.01K \$15.24K

Q1 Revenue

Q2 Revenue

3.24%

Rt 56 Q1 %Change

2.05%

Rt 56 Q2 %Change

\$14.13K \$14.19K

Q3 Revenue

Q4 Revenue

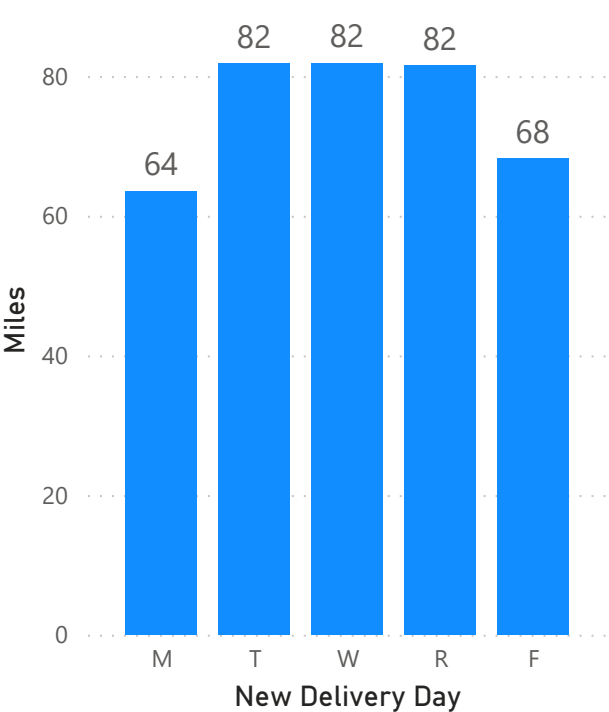
3.66%

Rt 56 Q3 %Change

5.15%

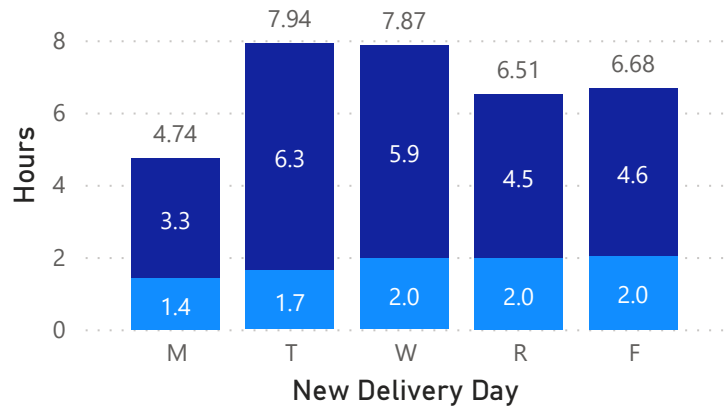
Rt 56 Q4 %Change

Total Miles Driven



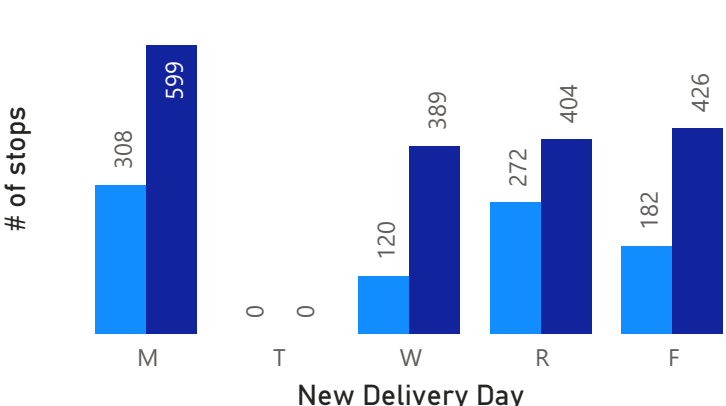
Hours Breakdown

Hours Travel Hours Of Service



Typical Garment Load

Avg Garments Processed Garment Inventory



\$98.98

Average Miles Between Stops

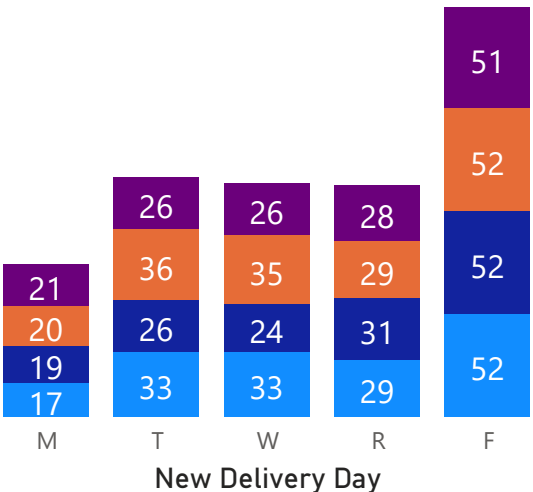
3

Average Daily Miles

75

Stop Counts

# of stops

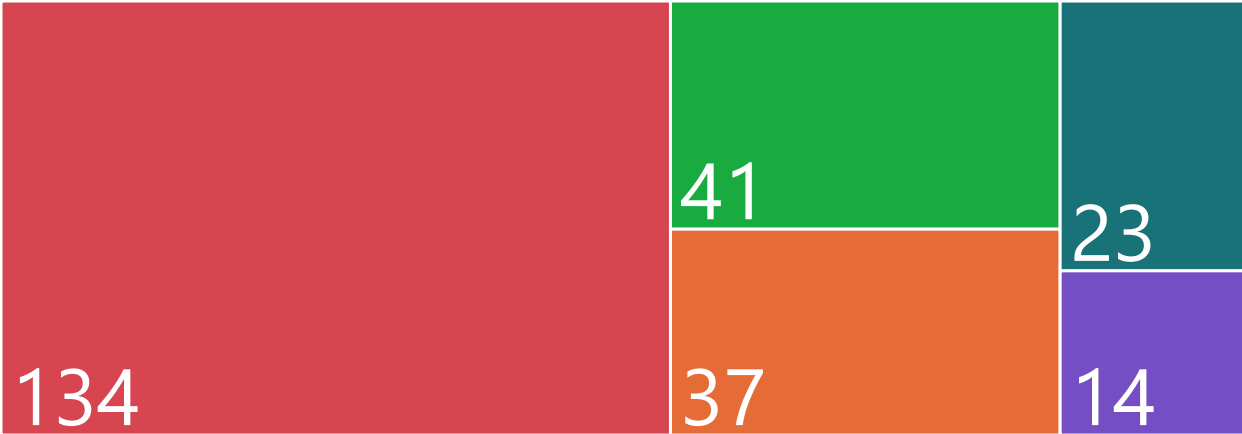


# # of Accounts on New Route

249

## Origin of accounts Comprising New Route

Old Rt # 56 8010 50 8040 8060



## Destination of Accounts Leaving Original Route

New Rt 8010 50 8040 51 52

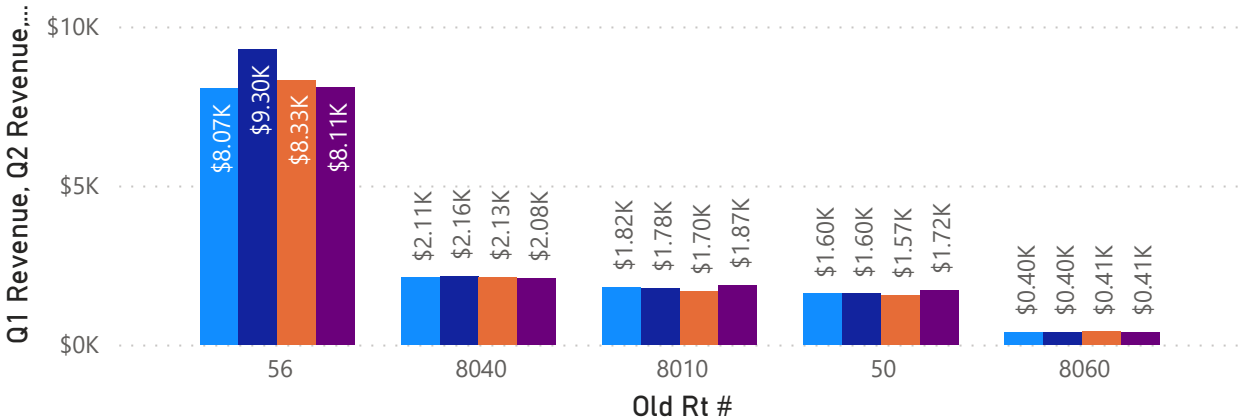


New Rt

56

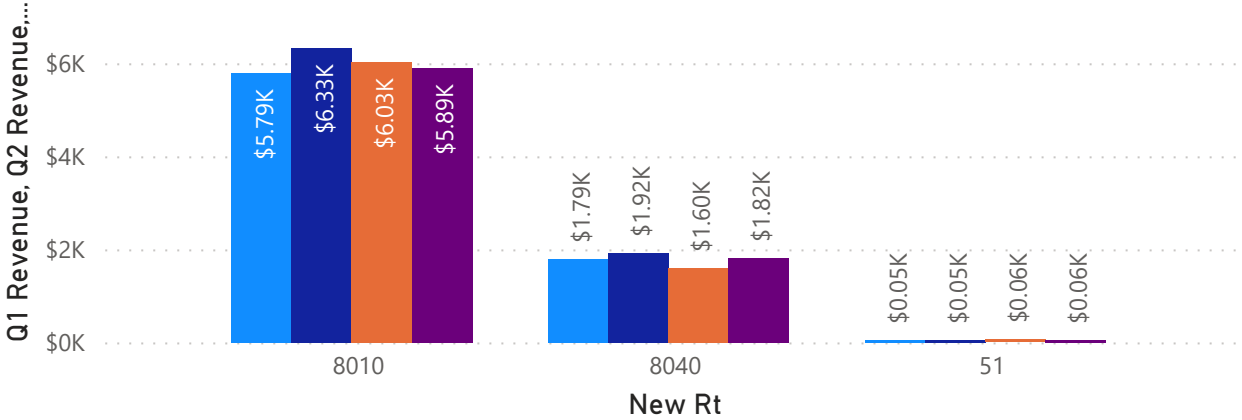
## Origin of Revenue Comprising New Route

Q1 Revenue Q2 Revenue Q3 Revenue Q4 Revenue



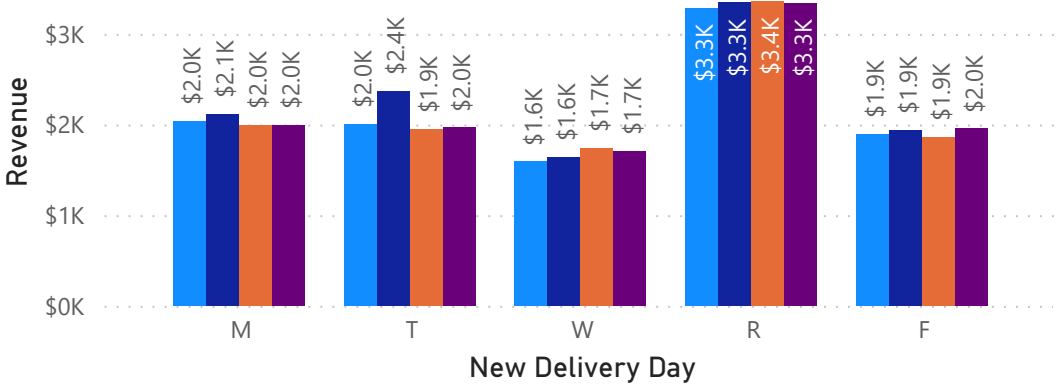
## Destination of Revenue Leaving Original Route

Q1 Revenue Q2 Revenue Q3 Revenue Q4 Revenue



Average Revenue

Q1 Revenue Q2 Revenue Q3 Revenue Q4 Revenue



New Rt 

8010

Week # 

All

Avg Week Hours

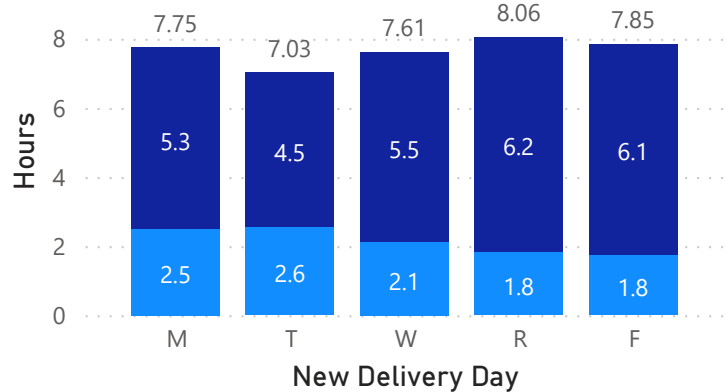
45.79

# Of Customers

224

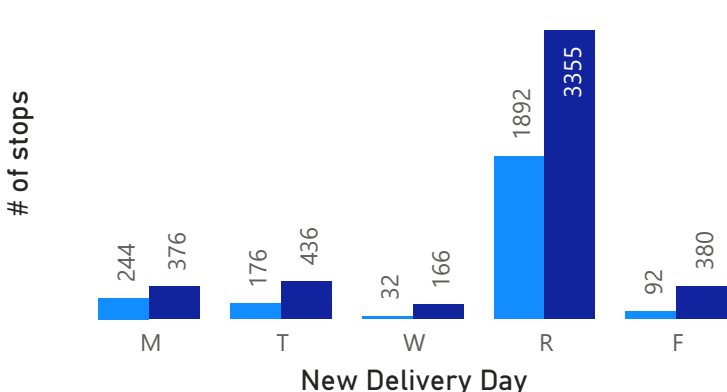
Hours Breakdown

Hours Travel Hours Of Service



Typical Garment Load

Avg Garments Processed Garment Inventory



\$10.80K \$11.40K

Q1 Revenue

Q2 Revenue

14.34%

Rt 8010 Q1 %Change

13.06%

Rt 8010 Q2 %Change

\$10.90K \$10.95K

Q3 Revenue

Q4 Revenue

16.10%

Rt 8010 Q3 %Change

13.55%

Rt 8010 Q4 %Change

Average Stop Size

\$77.29

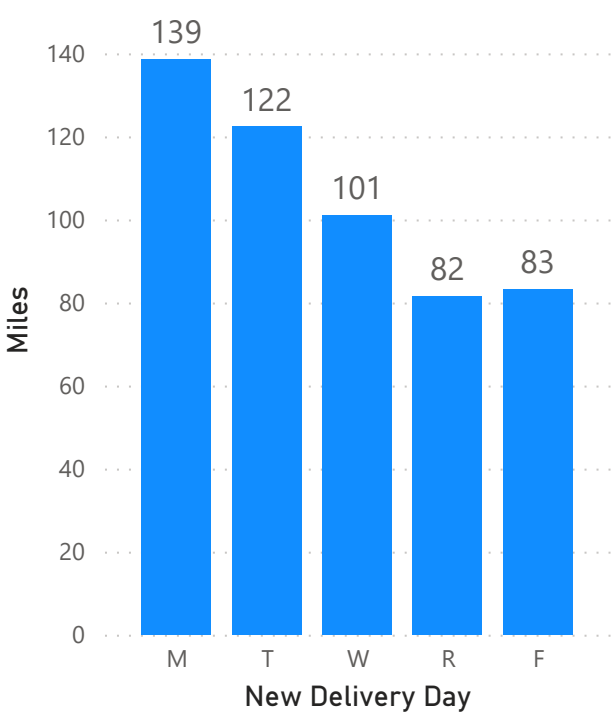
Average Miles Between Stops

4

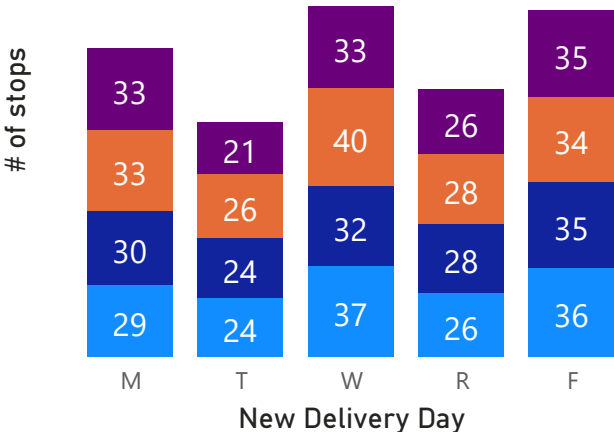
Average Daily Miles

105

Total Miles Driven



Stop Counts

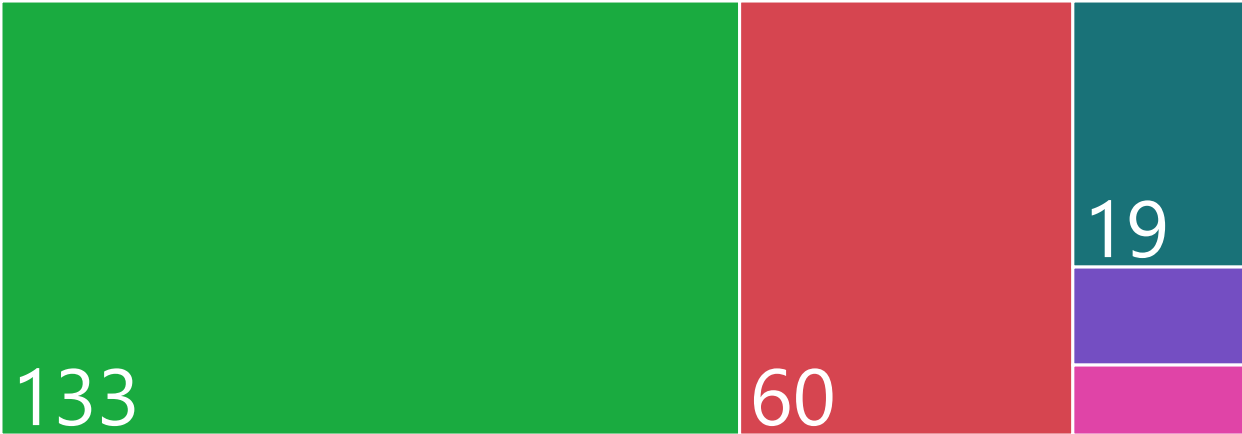


## # of Accounts on New Route

224

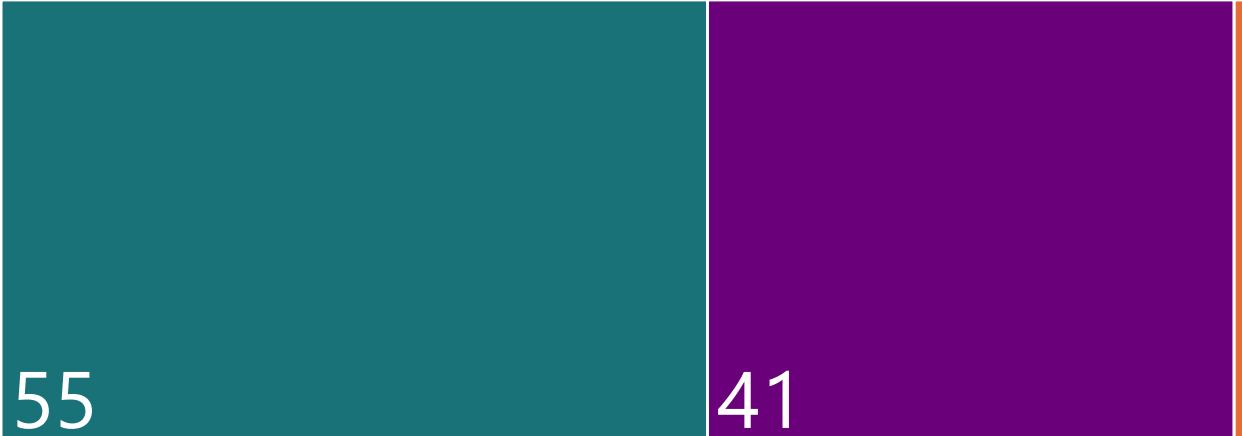
## Origin of accounts Comprising New Route

Old Rt # 8010 56 8040 8060 51



## Destination of Accounts Leaving Original Route

New Rt 8040 56 51

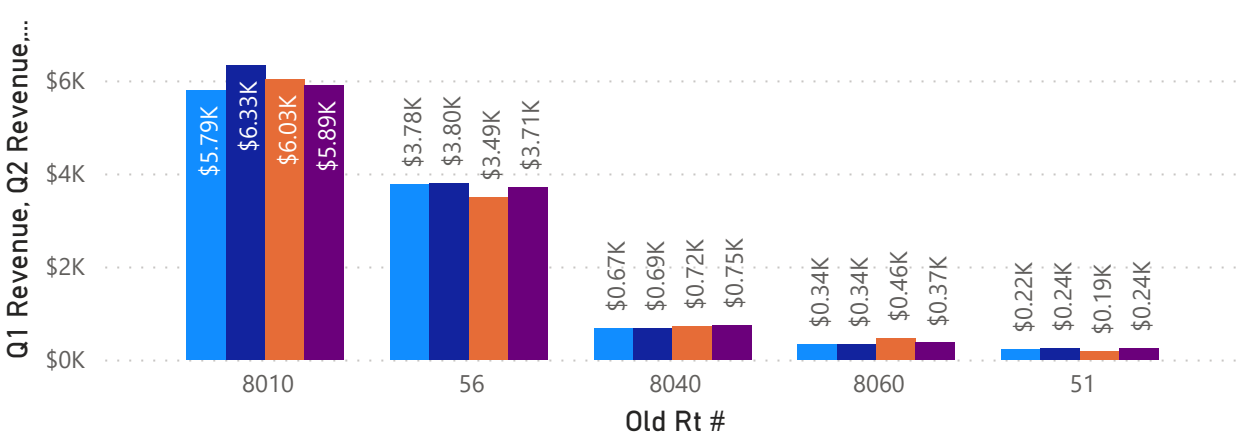


New Rt

8010

## Origin of Revenue Comprising New Route

Q1 Revenue Q2 Revenue Q3 Revenue Q4 Revenue



## Destination of Revenue Leaving Original Route

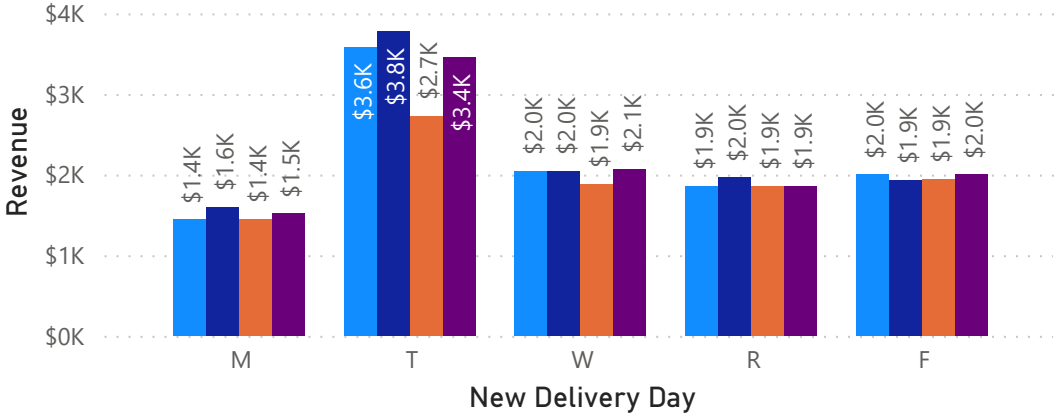
Q1 Revenue Q2 Revenue Q3 Revenue Q4 Revenue





Average Revenue

Q1 Revenue Q2 Revenue Q3 Revenue Q4 Revenue



New Rt  
8040

Week #  
All

Avg Week Hours

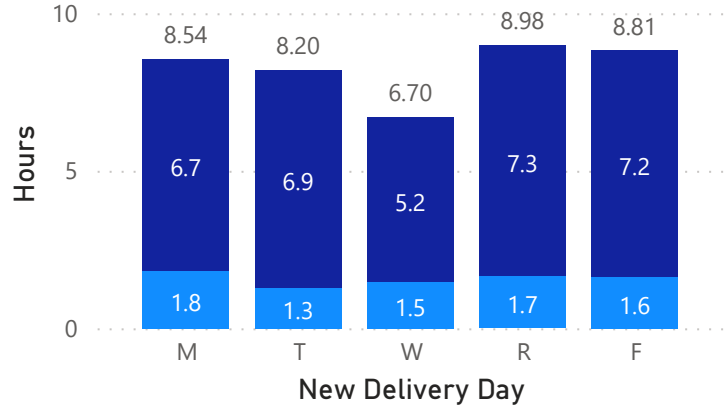
48.74

# Of Customers

224

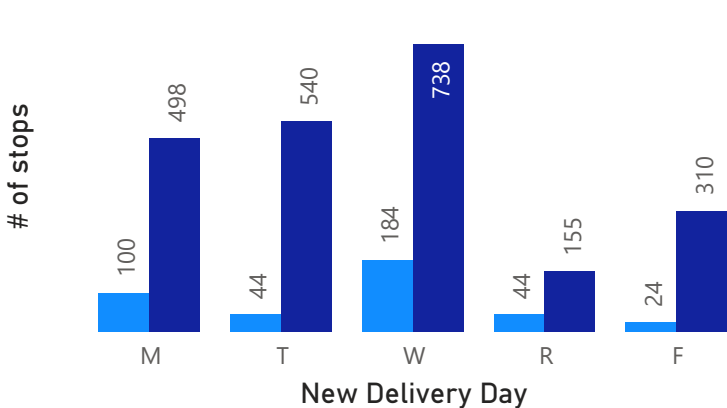
Hours Breakdown

Hours Travel Hours Of Service



Typical Garment Load

Avg Garments Processed Garment Inventory



\$10.93K \$11.30K

Q1 Revenue

2.16%

Rt 8040 Q1 %Change

\$9.86K

Q3 Revenue

0.41%

Rt 8040 Q3 %Change

Q2 Revenue

5.04%

Rt 8040 Q2 %Change

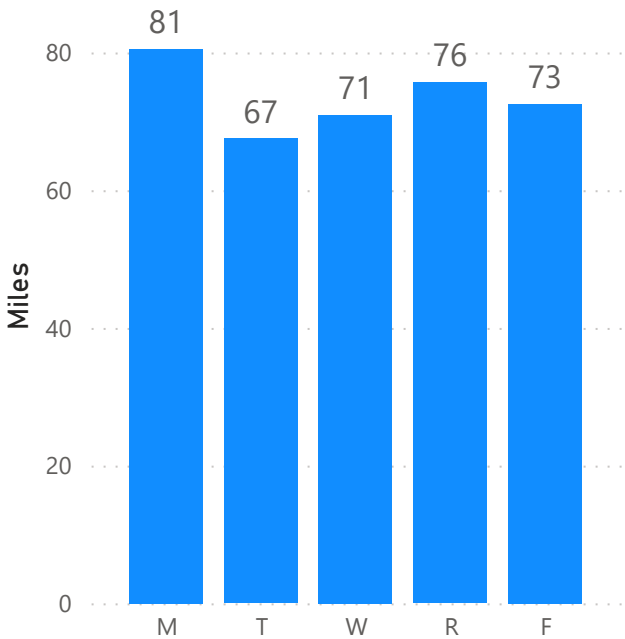
\$10.89K

Q4 Revenue

2.01%

Rt 8040 Q4 %Change

Total Miles Driven



Average Stop Size

Stop Counts

\$80.75

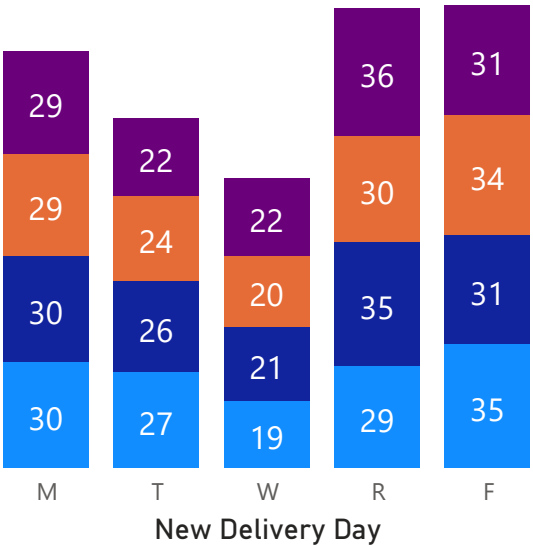
Average Miles Between Stops

3

Average Daily Miles

73

# of stops



## # of Accounts on New Route

224

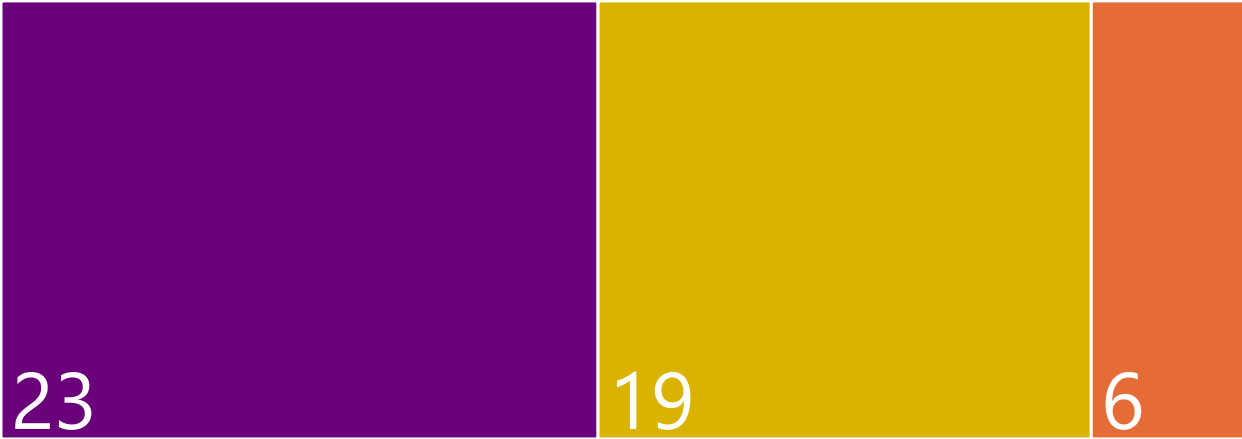
## Origin of accounts Comprising New Route

Old Rt # 8040 8010 8060 56



## Destination of Accounts Leaving Original Route

New Rt 56 8010 51

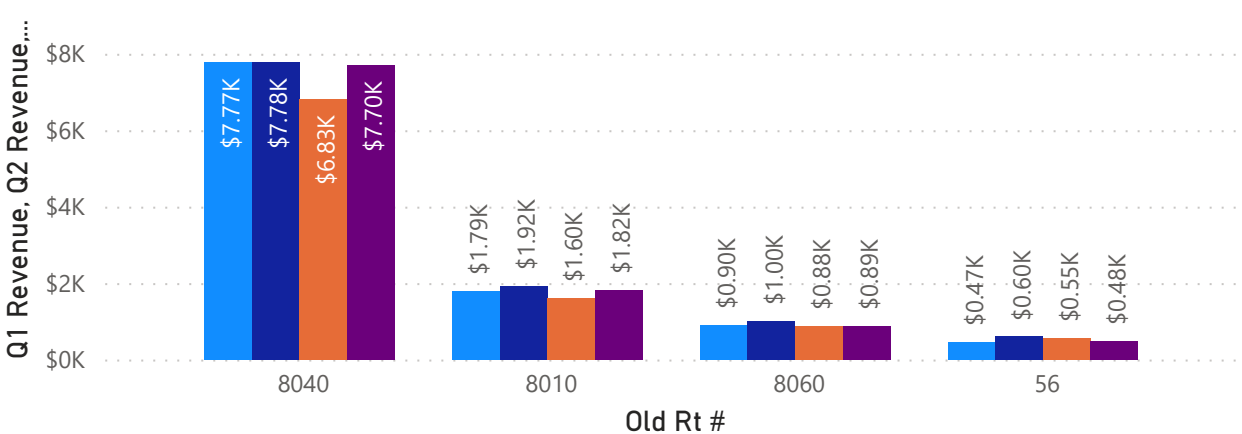


New Rt

8040

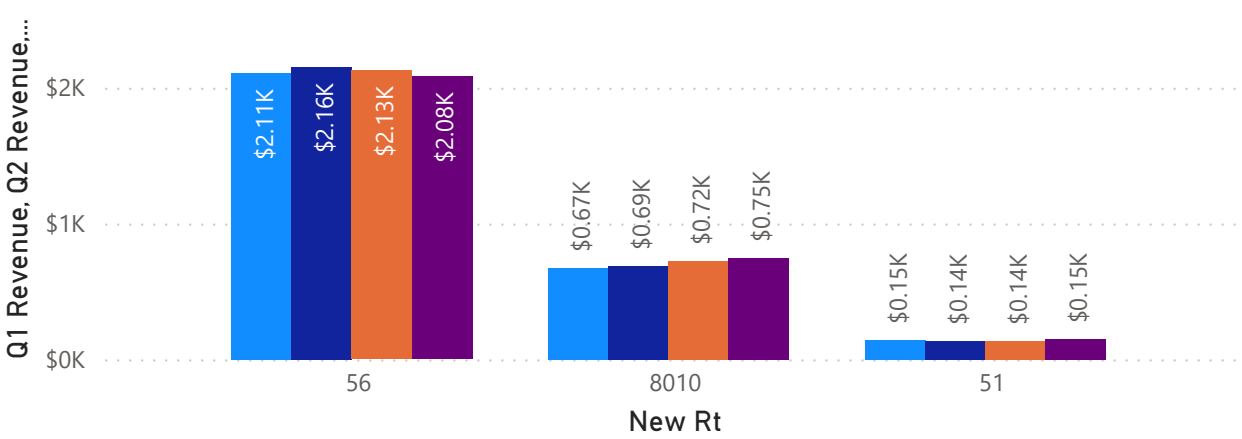
## Origin of Revenue Comprising New Route

Q1 Revenue Q2 Revenue Q3 Revenue Q4 Revenue



## Destination of Revenue Leaving Original Route

Q1 Revenue Q2 Revenue Q3 Revenue Q4 Revenue

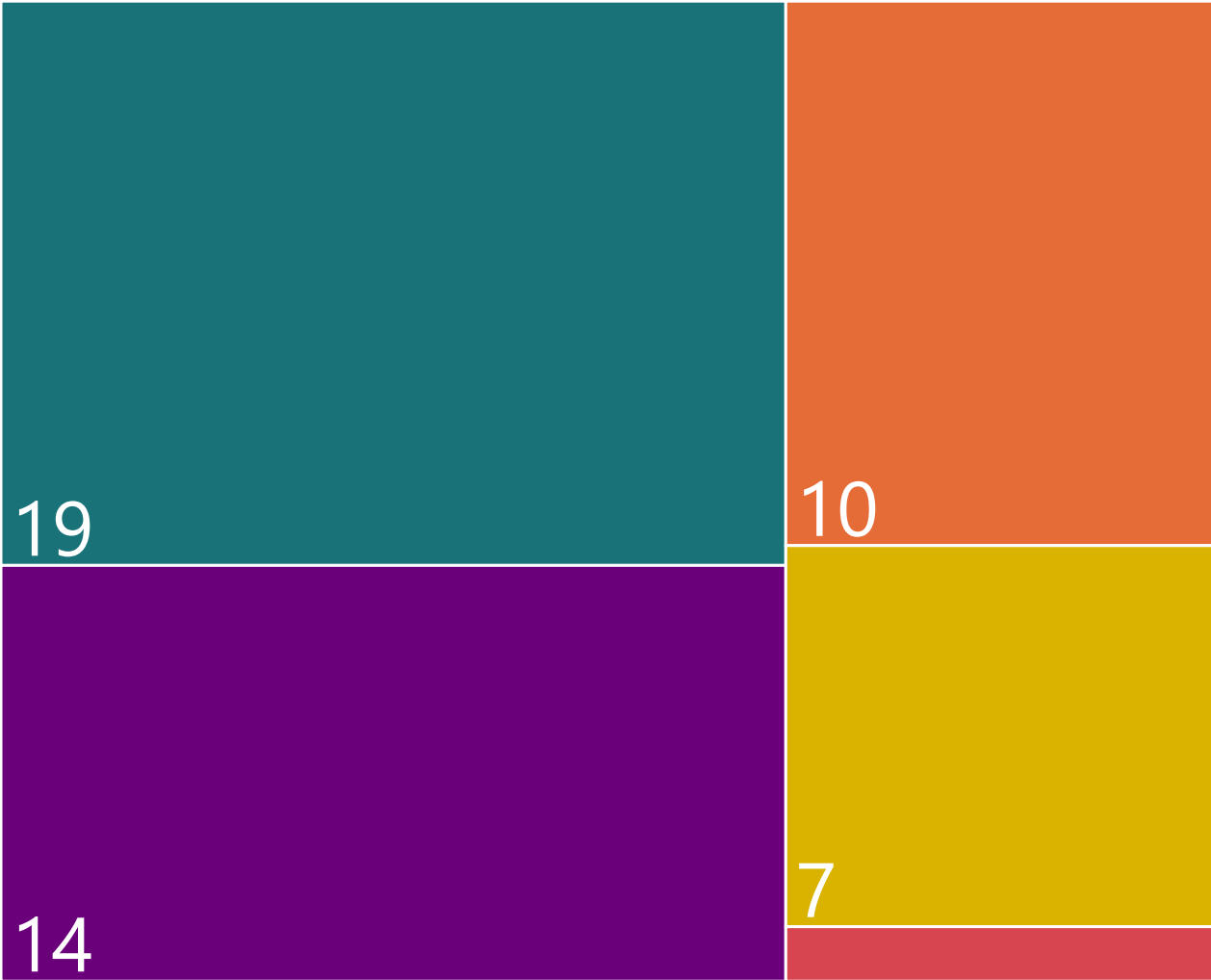


# of Accounts on New Route

(Blank)

Destination of Accounts Leaving Original Route

New Rt 8040 56 51 8010 12



New Rt

8060

Destination of Revenue Leaving Original Route

Q1 Revenue Q2 Revenue Q3 Revenue Q4 Revenue

