

| Acct #     | Cust # | Week # | New Rt | New Deli very Day | New Stop | Old Rt # | Old Deli very Day | Customer Name                | DisplayAddressFull                   | Freque ncy | EstimatedArriv alTime | EstimatedDepartur eTime | Q1 Revenue per Delivery | Q2 Revenue per Delivery | Q3 Revenue per Delivery | Q4 Revenue per Delivery |
|------------|--------|--------|--------|-------------------|----------|----------|-------------------|------------------------------|--------------------------------------|------------|-----------------------|-------------------------|-------------------------|-------------------------|-------------------------|-------------------------|
| 70518      | 0      | Week4  | 101    | M                 | 1        | 101      | M                 | Alpena County Road           | 1400 N. BAGLEY STREET, ALPENA MI     | 7          | 6:07:27 AM            | 6:32:36 AM              | \$ 224.56               | \$ 232.55               | \$ 240.02               | \$ 237.77               |
| 73496      | 0      | Week4  | 101    | M                 | 2        | 101      | M                 | MIDWEST DIESEL SERVICE LLC   | 7230 M-32, ALPENA MI 49707 US, AL    | 7          | 8:00:08 AM            | 8:16:26 AM              | \$ 138.53               | \$ 180.47               | \$ 150.22               | \$ 149.76               |
| 71224      | 0      | Week4  | 101    | M                 | 3        | 105      | R                 | Vista Lanes                  | 5214 N. US-23 P.O. Box 481, Oscoda   | 7          | 9:18:52 AM            | 9:29:02 AM              | \$ 89.93                | \$ 97.85                | \$ 66.28                | \$ 101.15               |
| 99062      | 120    | Week4  | 101    | M                 | 4        | 105      | R                 | ROGERS-OSCOCA 4055           | 5112 US 23, OSCODA MI 48750 US, C    | 7          | 9:29:33 AM            | 9:43:26 AM              | \$ 54.75                | \$ 31.15                | \$ 34.05                | \$ 30.55                |
| 73509      | 0      | Week4  | 101    | M                 | 5        | 105      | R                 | GARY OIL                     | 5123 N. US-23, OSCODA MI 48750 U'    | 7          | 9:43:55 AM            | 9:51:18 AM              | \$ 47.65                | \$ 41.08                | \$ 41.46                | \$ 52.86                |
| 73509      | 1      | Week4  | 101    | M                 | 6        | 105      | R                 | GARY OIL BASE GARAGE         | 5123 N. US-23, OSCODA MI 48750 U'    | 7          | 9:51:18 AM            | 10:02:16 AM             | \$ 91.92                | \$ 92.61                | \$ 90.12                | \$ 72.99                |
| 70613      | 2      | Week4  | 101    | M                 | 7        | 105      | R                 | SUBWAY- OSCODA               | 5121 US 23 NORTH, OSCODA MI 487      | 6          | 10:02:19 AM           | 10:07:54 AM             | \$ 43.62                | \$ 43.55                | \$ 44.40                | \$ 45.14                |
| 71235      | 0      | Week4  | 101    | M                 | 8        | 101      | R                 | Johnson Auto Supply          | 5070 US-23, Oscoda MI 48750 US, O:   | 4          | 10:08:04 AM           | 10:19:37 AM             | \$ 118.49               | \$ 118.49               | \$ 120.85               | \$ 123.21               |
| 73359      | 0      | Week4  | 101    | M                 | 9        | 105      | R                 | AUSABLE TOWNSHIP HALL        | 4420 NORTH HURON ROAD, OSCOD/        | 4          | 10:19:40 AM           | 10:26:53 AM             | \$ 64.75                | \$ 65.17                | \$ 66.47                | \$ 67.77                |
| 99103      | 45     | Week4  | 101    | M                 | 10       | 101      | R                 | ADMIRAL #5774                | 405 N. STATE ST, OSCODA MI 48750-    | 7          | 10:27:20 AM           | 10:31:41 AM             | \$ 15.00                | \$ 15.00                | \$ 15.00                | \$ 16.54                |
| 73091      | 0      | Week4  | 101    | M                 | 11       | 105      | R                 | SUNRISE DISPOSAL             | 4775 SUNSET STREET, OSCODA MI 4:     | 7          | 10:35:01 AM           | 10:44:54 AM             | \$ 104.23               | \$ 101.65               | \$ 127.44               | \$ 102.19               |
| 73311      | 0      | Week4  | 101    | M                 | 12       | 105      | R                 | HILLTOP BAR & GRILL          | 401 N MILL ST, OSCODA MI 48750 U'    | 6          | 10:45:58 AM           | 10:55:52 AM             | \$ 119.00               | \$ 135.44               | \$ 136.14               | \$ 140.08               |
| 99054      | 30     | Week4  | 101    | M                 | 13       | 105      | R                 | CHARTER COMMUNICATION OSCOD/ | 345 S. STATE ST., OSCODA MI 48750    | 7          | 10:59:12 AM           | 11:05:17 AM             | \$ 34.37                | \$ 43.37                | \$ 44.17                | \$ 38.92                |
| 70031      | 0      | Week4  | 101    | M                 | 14       | 101      | R                 | SANDCASTLE BEACH RESORT      | 3354 US 23, OSCODA MI 48750 US, C    | 7          | 11:08:57 AM           | 11:18:37 AM             | \$ -                    | \$ 318.37               | \$ 396.68               | \$ -                    |
| 71218      | 0      | Week4  | 101    | M                 | 15       | 101      | R                 | Mama's Country Kitchen       | 384 S. State Street, Oscoda MI 4875: | 7          | 11:21:24 AM           | 11:41:28 AM             | \$ 55.91                | \$ 73.30                | \$ 85.96                | \$ 83.81                |
| 71213      | 0      | Week4  | 101    | M                 | 16       | 101      | R                 | V.F.W. Post 3735             | 240 Chrysler, Oscoda MI 48750 US, C  | 6          | 11:42:02 AM           | 11:48:58 AM             | \$ 47.25                | \$ 47.72                | \$ 48.81                | \$ 49.63                |
| 72000      | 0      | Week4  | 101    | M                 | 17       | 101      | R                 | American Legion              | 849 S. State, Oscoda MI 48750 US, O  | 6          | 11:49:13 AM           | 11:52:32 AM             | \$ 42.64                | \$ 42.64                | \$ 44.27                | \$ 43.69                |
| 73548      | 0      | Week4  | 101    | M                 | 18       | 105      | R                 | AUSABLE INN RESTAURANT       | 600 S STATE STREET, OSCODA MI 48:    | 7          | 11:53:51 AM           | 12:03:44 PM             | \$ -                    | \$ -                    | \$ 90.04                | \$ 77.33                |
| 71229      | 0      | Week4  | 101    | M                 | 19       | 105      | R                 | Gilbert's Drug Store         | 212 State St., Oscoda MI 48750 US, C | 6          | 12:04:23 PM           | 12:11:17 PM             | \$ 49.89                | \$ 49.89                | \$ 51.03                | \$ 51.89                |
| 71217      | 0      | Week4  | 101    | M                 | 20       | 101      | R                 | Oscoda Dental Lab            | 108 Bank St. P.O. Box 503, Oscoda M  | 4          | 12:12:10 PM           | 12:21:50 PM             | \$ 45.37                | \$ 45.37                | \$ 15.62                | \$ 46.93                |
| 99046      | 13     | Week4  | 101    | M                 | 21       | 101      | R                 | Alpena Oil - Oscoda          | 235 Water St., Oscoda MI 48750 US,   | 6          | 12:22:25 PM           | 12:50:22 PM             | \$ 181.27               | \$ 212.16               | \$ 247.77               | \$ 211.20               |
| 71204      | 0      | Week4  | 101    | M                 | 22       | 105      | R                 | Oscoda G's Pizzeria          | 5226 N. US-23, Oscoda MI 48750 US,   | 7          | 12:52:30 PM           | 1:09:10 PM              | \$ 101.78               | \$ 115.25               | \$ 153.67               | \$ 131.22               |
| 71199      | 0      | Week4  | 101    | M                 | 23       | 101      | R                 | Mikado Tavern                | 2167 S. F 41, Mikado MI 48745 US, N  | 6          | 2:59:28 PM            | 3:15:31 PM              | \$ 35.00                | \$ 35.98                | \$ 61.95                | \$ 52.50                |
|            |        | Week4  | 101    | M                 |          |          |                   | Alpena Depot                 | 120 E Herman St., Alpena 49707 US    |            | 4:02:21 PM            | 4:02:21 PM              |                         |                         |                         |                         |
| # of Stops |        |        |        |                   |          |          |                   |                              |                                      |            |                       |                         | Q1 Revenue              | Q2 Revenue              | Q3 Revenue              | Q4 Revenue              |
| 24         |        |        |        |                   |          |          |                   |                              |                                      |            |                       |                         | \$1,705.90              | \$2,139.07              | \$2,372.40              | \$1,927.11              |