

| Acct # | Cust # | Week # | New Rt | New<br>Delivery<br>Day | New<br>Stop | Old Rt # | Old<br>Delivery<br>Day | Customer Name                  | DisplayAddressFull                                      | Frequency | EstimatedArriv<br>alTime | EstimatedDepartu<br>reTime | Q1 Revenue<br>per Delivery | Q2 Revenue<br>per Delivery | Q3 Revenue<br>per Delivery | Q4 Revenue<br>per Delivery |
|--------|--------|--------|--------|------------------------|-------------|----------|------------------------|--------------------------------|---|-----------|--------------------------|----------------------------|----------------------------|----------------------------|----------------------------|----------------------------|
| 233512 | 0      | Week4  | 32     | R                      | 1           | 23       | F                      | THE TIMBERS RESTAURANT         | 5535 M-115, CADILLAC MI 49601 US, US, US                | 7         | 6:06:37 AM               | 6:06:38 AM                 | \$ 98.90                   | \$ -                       | \$ -                       | \$ 106.46                  |
| 99031  | 71     | Week4  | 32     | R                      | 2           | 32       | R                      | BLARNEY CASTLE #304            | 6224 E M 115, Cadillac MI 49601 US, CADILLAC MI 49, US  | 7         | 6:09:10 AM               | 6:22:48 AM                 | \$ 93.09                   | \$ 78.62                   | \$ 68.76                   | \$ 96.63                   |
| 99031  | 163    | Week4  | 32     | R                      | 3           | 32       | R                      | BLARNEY CASTLE EZ MART #631    | 6183 E. M-115, CADILLAC MI 49601 US, US, US             | 7         | 6:22:54 AM               | 6:34:45 AM                 | \$ 47.86                   | \$ 70.13                   | \$ 40.62                   | \$ 96.58                   |
| 233138 | 0      | Week4  | 32     | R                      | 4           | 32       | M                      | LAKE CADILLAC RESORT           | PO BOX 329, CADILLAC MI 49601 US, US, US                | 7         | 6:35:06 AM               | 6:50:11 AM                 | \$ 116.33                  | \$ 71.61                   | \$ 73.90                   | \$ 80.90                   |
| 225659 | 0      | Week4  | 32     | R                      | 5           | 32       | F                      | SAMARITAS SENIOR LIVING        | 460 PEARL ST, CADILLAC MI 49601 US, US, US              | 7         | 6:54:08 AM               | 7:07:28 AM                 | \$ 76.07                   | \$ 75.69                   | \$ 75.69                   | \$ 75.69                   |
| 99031  | 153    | Week4  | 32     | R                      | 6           | 32       | R                      | CADILLAC EZ MART #302          | 1010 S MITCHELL ST, CADILLAC MI 49601 US, US, US        | 7         | 7:09:01 AM               | 7:24:13 AM                 | \$ 98.80                   | \$ 103.85                  | \$ 87.54                   | \$ 101.23                  |
| 232694 | 0      | Week4  | 32     | R                      | 7           | 32       | F                      | PRIMOS BBQ LLC                 | 916 SOUTH MITCHELL, CADILLAC MI 49601 US, US, US        | 7         | 7:24:29 AM               | 7:35:31 AM                 | \$ 100.51                  | \$ 71.58                   | \$ 87.66                   | \$ 89.92                   |
| 99103  | 42     | Week4  | 32     | R                      | 8           | 32       | R                      | ADMIRAL #5737                  | 805 S MITCHELL ST, CADILLAC MI 49601-2565 US, US, US    | 7         | 7:35:49 AM               | 7:44:29 AM                 | \$ 20.00                   | \$ 15.00                   | \$ 15.00                   | \$ 16.54                   |
| 233424 | 0      | Week4  | 32     | R                      | 9           | 32       | R                      | CAST IRON KITCHEN OF CADILLA   | 621 S. MITCHELL ST., CADILLAC MI 49601 US, US, US       | 7         | 7:44:54 AM               | 7:59:30 AM                 | \$ 121.57                  | \$ -                       | \$ 163.97                  | \$ 180.58                  |
| 233171 | 0      | Week4  | 32     | R                      | 10          | 32       | R                      | BREIDENSTEIN OIL & AUTO SVC    | 502 S. MITCHELL STREET, CADILLAC MI 49601 US, US, US    | 7         | 7:59:39 AM               | 8:03:53 AM                 | \$ 62.88                   | \$ 54.82                   | \$ 56.96                   | \$ 58.29                   |
| 99161  | 89     | Week4  | 32     | R                      | 11          | 32       | R                      | SPT FAMILY FARE #648 FIRST AID | 602 S MITCHELL, CADILLAC MI 49601 US, US, US            | 7         | 8:04:29 AM               | 8:04:34 AM                 | \$ 42.31                   | \$ -                       | \$ -                       | \$ 48.50                   |
| 99061  | 89     | Week4  | 32     | R                      | 12          | 32       | R                      | SPT FAMILY FARE #648           | 602 S MITCHELL, CADILLAC MI 49601 US, US, US            | 7         | 8:04:34 AM               | 8:19:40 AM                 | \$ 71.73                   | \$ 66.54                   | \$ 62.40                   | \$ 77.32                   |
| 231675 | 0      | Week4  | 32     | R                      | 13          | 32       | R                      | J & J SMOKED MEATS             | 7475 41 RD PO BOX 672, CADILLAC MI 49601 US, US, US     | 7         | 8:22:51 AM               | 8:45:33 AM                 | \$ 160.04                  | \$ 125.79                  | \$ 140.77                  | \$ 152.60                  |
| 232723 | 0      | Week4  | 32     | R                      | 14          | 32       | F                      | DOUBLE A MOBILE TRUCK SERVI    | 8128 S. MACKINAW TRAIL, CADILLAC MI 49601 US, US, L     | 7         | 8:47:47 AM               | 8:49:39 AM                 | \$ 35.10                   | \$ 35.00                   | \$ 35.28                   | \$ 35.20                   |
| 230902 | 0      | Week4  | 32     | R                      | 15          | 32       | F                      | EVERGREEN RESORT               | 7880 MACKINAW TRAIL, CADILLAC MI 49601 US, US, US       | 7         | 8:50:00 AM               | 9:04:23 AM                 | \$ 276.10                  | \$ 192.74                  | \$ 295.57                  | \$ 322.34                  |
| 222432 | 0      | Week4  | 32     | R                      | 16          | 32       | F                      | ASC AUDIOLOGICAL SVC OF CAD    | 8872 PROFESSIONAL DRIVE SUITE A., CADILLAC MI 4960, US  | 7         | 9:04:51 AM               | 9:11:19 AM                 | \$ 58.61                   | \$ 53.61                   | \$ 55.59                   | \$ 58.00                   |
| 226257 | 0      | Week4  | 32     | R                      | 17          | 32       | F                      | BURKE'S WATERFRONT INN         | 2403 SUNNYSIDE DR, CADILLAC MI 49601 US, US, US         | 7         | 9:16:02 AM               | 9:21:52 AM                 | \$ 67.03                   | \$ 55.39                   | \$ 99.44                   | \$ 64.11                   |
| 227636 | 0      | Week4  | 32     | R                      | 18          | 32       | R                      | LAKESIDE CHARLIES              | 301 S LAKE MITCHELL, CADILLAC MI 49601 US, US, US       | 7         | 10:00:04 AM              | 10:00:05 AM                | \$ 157.03                  | \$ 237.51                  | \$ 185.36                  | \$ 162.60                  |
| 220367 | 0      | Week4  | 32     | R                      | 19          | 32       | F                      | DYNAMIC PHYSICAL THERAPY       | 8872 PROFESSIONAL DR, CADILLAC MI 49601 US, US, US      | 4         | 10:05:34 AM              | 10:13:23 AM                | \$ 77.53                   | \$ 69.03                   | \$ 71.79                   | \$ 74.55                   |
| 226300 | 0      | Week4  | 32     | R                      | 20          | 32       | F                      | MICH DEPT OF TRANSPORTATIO     | 7915 US-131 HWY, CADILLAC MI 49601 US, US, US           | 6         | 10:13:51 AM              | 10:17:57 AM                | \$ 83.39                   | \$ 76.39                   | \$ 78.13                   | \$ 79.43                   |
| 233033 | 0      | Week4  | 32     | R                      | 21          | 32       | R                      | CADILLAC FIREHOUSE 115         | 6080 M 115, CADILLAC MI 49601 US, US, US                | 7         | 10:24:28 AM              | 10:24:28 AM                | \$ 62.65                   | \$ 71.51                   | \$ 80.04                   | \$ 74.17                   |
| 231079 | 11     | Week4  | 32     | R                      | 22          | 32       | F                      | NMCAA KENWOOD                  | 1700 CHESTNUT, CADILLAC MI 49601 US, US, US             | 6         | 10:29:06 AM              | 10:29:06 AM                | \$ 20.34                   | \$ -                       | \$ -                       | \$ 20.88                   |
| 230835 | 0      | Week4  | 32     | R                      | 23          | 32       | R                      | WALRAVEN'S                     | 6120 E M 115, Cadillac MI 49601 US, CADILLAC MI 49, US  | 7         | 10:34:19 AM              | 10:42:52 AM                | \$ -                       | \$ 43.15                   | \$ 40.68                   | \$ 35.28                   |
| 233165 | 0      | Week4  | 32     | R                      | 24          | 32       | F                      | LAKE CADILLAC PARTY STORE      | PO BOX 329, CADILLAC MI 49601 US, US, US                | 7         | 10:43:43 AM              | 10:50:25 AM                | \$ 41.43                   | \$ 69.55                   | \$ 79.15                   | \$ 41.78                   |
| 233184 | 0      | Week4  | 32     | R                      | 25          | 32       | F                      | DOCKSIDE INN                   | 2404 Sunnyside Dr, Cadillac, MI 49601, CADILLAC MI, US  | 7         | 10:50:26 AM              | 11:07:22 AM                | \$ 231.98                  | \$ 323.38                  | \$ 349.62                  | \$ 256.66                  |
| 230342 | 0      | Week4  | 32     | R                      | 26          | 13       | R                      | THE PINES                      | PO BOX 329, CADILLAC MI 49601 US, US, US                | 7         | 11:07:22 AM              | 11:17:39 AM                | \$ 184.49                  | \$ 123.53                  | \$ 162.12                  | \$ 155.84                  |
| 208301 | 0      | Week4  | 32     | R                      | 27          | 32       | R                      | T.J.'S                         | 6961 Whaley Rd, Cadillac, MI 49601, CADILLAC MI 49, US  | 7         | 11:24:06 AM              | 11:33:33 AM                | \$ 67.17                   | \$ 62.50                   | \$ 59.83                   | \$ 63.58                   |
| 229493 | 0      | Week4  | 32     | R                      | 28          | 32       | F                      | MARTIN POWER SPORTS            | 6620 E M-115, CADILLAC MI 49601 US, US, US              | 6         | 11:39:27 AM              | 11:39:27 AM                | \$ 43.91                   | \$ 41.03                   | \$ 42.46                   | \$ 43.53                   |
| 230209 | 0      | Week4  | 32     | R                      | 29          | 32       | R                      | MIDAS MUFFLER OF CADILLAC      | 220 SOUTH MITCHELL, CADILLAC MI 49601 US, US, US        | 7         | 11:45:41 AM              | 11:45:41 AM                | \$ 64.35                   | \$ 55.07                   | \$ 73.86                   | \$ 59.45                   |
| 215767 | 0      | Week4  | 32     | R                      | 30          | 32       | R                      | PETERSON'S                     | 324 N. MITCHELL, CADILLAC MI 49601 US, US, US           | 7         | 11:47:06 AM              | 11:47:07 AM                | \$ 110.74                  | \$ 123.35                  | \$ 125.28                  | \$ 101.93                  |
| 232977 | 0      | Week4  | 32     | R                      | 31          | 32       | R                      | CRANDALL PRECISION INC.        | 615 5TH STREET, CADILLAC MI 49601 US, US, US            | 7         | 11:50:43 AM              | 12:00:16 PM                | \$ 73.42                   | \$ 67.60                   | \$ 73.12                   | \$ 76.59                   |
|        |        | Week4  | 32     | R                      |             | 32       | R                      | Cadillac Depot                 | 1539 Plett Rd, Cadillac, MI 49601, Cadillac MI 49601 US |           | 12:05:59 PM              | 12:05:59 PM                |                            |                            |                            |                            |

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Stops