

| Acct # | Cust # | Week # | New Rt | New Delivery Day | New Stop | Old Rt # | Old Delivery Day | Customer Name | DisplayAddressFull | Frequency | EstimatedArriv alTime | EstimatedDepartu reTime | Q1 Revenue per Delivery | Q2 Revenue per Delivery | Q3 Revenue per Delivery | Q4 Revenue per Delivery |
|--------|--------|--------|--------|------------------------|-------------|----------|------------------------|---------------------------------|---|-----------|--------------------------|----------------------------|----------------------------|----------------------------|----------------------------|----------------------------|
| 99161 | 92 | Week1 | 3 | F | 1 | 3 | F | SPT FAM FARE #1513 FIRST AID | 784 S. CEDAR POB 940, KALKASKA MI 49646 US, US, US | 7 | 6:37:19 AM | 6:45:52 AM | \$ - | \$ - | \$ - | \$ 235.10 |
| 99061 | 92 | Week1 | 3 | F | 2 | 3 | F | SPT FAMILY FARE #1513 | 784 S. CEDAR POB 940, KALKASKA MI 49646 US, US, US | 7 | 6:45:52 AM | 7:02:21 AM | \$ 82.94 | \$ 75.05 | \$ 74.84 | \$ 76.51 |
| 209574 | 0 | Week1 | 3 | F | 3 | 3 | F | MCLEAN HARDWARE | 109 EAST 4TH STREET, KALKASKA MI 49646 US, US, US | 7 | 7:04:16 AM | 7:27:16 AM | \$ 140.52 | \$ 110.68 | \$ 110.65 | \$ 124.35 |
| 99103 | 2 | Week1 | 3 | F | 4 | 3 | F | NEXT DOOR STR #5019 | 111 S CEDAR ST BOX 1416, KALKASKA MI 49646 US, U, U | 7 | 7:28:12 AM | 7:30:23 AM | \$ 20.00 | \$ 15.00 | \$ 15.00 | \$ 16.43 |
| 99046 | 1 | Week1 | 3 | F | 5 | 3 | F | KALKASKA SELF SERVE | 809 N. CEDAR, KALKASKA MI 49646 US, US, US | 7 | 7:31:20 AM | 8:06:54 AM | \$ 203.57 | \$ 172.24 | \$ 177.86 | \$ 218.96 |
| 231031 | 0 | Week1 | 3 | F | 6 | 3 | F | C.C. POWER | 3850 BEEBE RD, KALKASKA MI 49646 US, US, US | 7 | 8:09:36 AM | 8:16:44 AM | \$ 214.87 | \$ 137.88 | \$ 176.73 | \$ 203.18 |
| 99031 | 11 | Week1 | 3 | F | 7 | 3 | W | BLARNEY CASTLE #656 | 608 S WILLIAM ST, MANCELONA MI 49659 US, US, US | 7 | 8:28:24 AM | 8:36:52 AM | \$ 57.43 | \$ 67.07 | \$ 70.40 | \$ 63.24 |
| 222513 | 0 | Week1 | 3 | F | 8 | 3 | W | BO JACKS | 102 W. STATE ST., MANCELONA MI 49659 US, US, US | 5 | 8:38:17 AM | 8:52:53 AM | \$ 45.69 | \$ 43.16 | \$ 35.07 | \$ 35.00 |
| 99161 | 91 | Week1 | 3 | F | 9 | 3 | W | SPT FAMILY FARE #1507 FIRST AID | 619 N. WILLIAMS, MANCELONA MI 49659 US, US, US | 7 | 8:54:03 AM | 9:02:36 AM | \$ - | \$ 443.93 | \$ 219.73 | \$ 223.06 |
| 99061 | 91 | Week1 | 3 | F | 10 | 3 | W | SPT FAMILY FARE #1507 | 619 N. WILLIAMS, MANCELONA MI 49659 US, US, US | 7 | 9:02:36 AM | 9:21:00 AM | \$ 49.07 | \$ 44.59 | \$ 41.58 | \$ 47.42 |
| 231079 | 5 | Week1 | 3 | F | 11 | 3 | W | NMCAA MANCELONA HS | 201 E STATE ST, MANCELONA MI 49659 US, US, US | 5 | 9:22:33 AM | 9:25:51 AM | \$ 36.75 | \$ 37.77 | \$ 36.64 | \$ 34.50 |
| 222615 | 0 | Week1 | 3 | F | 12 | 3 | F | ANR STORAGE COLD SPRING #12 | 8514 ANR STORAGE DR., MANCELONA MI 49659 US, US, US | 7 | 9:39:18 AM | 9:54:26 AM | \$ 144.97 | \$ 134.60 | \$ 137.77 | \$ 139.56 |
| 228324 | 0 | Week1 | 3 | F | 13 | 3 | F | ANR PIPELINE | 10000 PFUM ROAD, MANCELONA MI 49659 US, US, US | 7 | 9:54:30 AM | 9:54:30 AM | \$ 45.99 | \$ 42.97 | \$ 44.59 | \$ 45.61 |
| 222618 | 0 | Week1 | 3 | F | 14 | 3 | F | ANR BLUE LAKE GAS STORAGE | 8616 ANR STORAGE DR NE, MANCELONA MI 49659 US, U | 7 | 9:54:30 AM | 9:58:27 AM | \$ 107.33 | \$ 103.68 | \$ 107.42 | \$ 107.01 |
| 231944 | 0 | Week1 | 3 | F | 15 | 3 | F | ELMAPLE FARM LLC | 5898 TYLER RD SE, KALKASKA MI 49646 US, US, US | 1 | 10:15:05 AM | 10:20:46 AM | \$ 62.49 | \$ 52.04 | \$ 55.49 | \$ 58.34 |
| 222617 | 0 | Week1 | 3 | F | 16 | 3 | F | ANR GAS STORAGE COMPANY | 4936 STATE RD ANR ELCCLSIOR #6, KALKASKA MI 49646,, | 7 | 10:27:27 AM | 10:32:09 AM | \$ 135.24 | \$ 125.32 | \$ 133.06 | \$ 134.87 |
| 222616 | 0 | Week1 | 3 | F | 17 | 3 | F | ANR STOARAGE RAPID RIVER #3 | 2170 RABOURN RD., KALKASKA MI 49646 US, US, US | 7 | 10:35:17 AM | 10:41:15 AM | \$ 141.37 | \$ 123.86 | \$ 131.19 | \$ 128.09 |
| 222641 | 0 | Week1 | 3 | F | 18 | 3 | F | G'S PIZZARIA | 502 N. CEDAR, KALKASKA MI 49646 US, US, US | 7 | 10:46:58 AM | 10:56:14 AM | \$ 69.45 | \$ 71.79 | \$ 45.65 | \$ 54.46 |
| 232242 | 0 | Week1 | 3 | F | 19 | 3 | T | SHAWN'S GARAGE | 406 S. PARK DRIVE, KALKASKA MI 49646 US, US, US | 7 | 10:59:22 AM | 11:07:55 AM | \$ - | \$ 43.07 | \$ 44.88 | \$ 45.69 |
| 99033 | 283 | Week1 | 3 | F | 20 | 3 | F | FOREST AREA SCHOOLS | 7661 SHIPPY RD, FIFE LAKE MI 49633 US, US, US | 7 | 11:24:48 AM | 11:28:37 AM | \$ 32.37 | \$ 33.37 | \$ 33.37 | \$ 32.16 |
| 99130 | 5 | Week1 | 3 | F | 21 | 3 | M | FOREST AREA FEDERAL CU | 638 BOYD, FIFE LAKE MI 49633 US, US, US | 1 | 11:31:41 AM | 11:46:12 AM | \$ 78.27 | \$ 58.07 | \$ 64.07 | \$ 35.82 |
| 99161 | 43 | Week1 | 3 | F | 22 | 3 | F | FIFE LAKE VILLAGE FIRST AID | 620 BOYD ST, FIFE LAKE MI 49633 US, US, US | 7 | 11:46:31 AM | 11:55:04 AM | \$ - | \$ - | \$ - | \$ - |
| | | Week1 | 3 | F | | 3 | F | Cadillac Depot | 1539 Plett Rd, Cadillac, MI 49601, Cadillac MI 49601 US | | 12:19:22 PM | 12:19:22 PM | | | | |

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Stops