

| Acct # | Cust # | Week # | New Rt | New Deli very Day | 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 |
|------------|--------|--------|--------|-------------------|------|----------|-------------------|-------------------------------|---------------------------------------|------------|-----------------------|-------------------------|-------------------------|-------------------------|-------------------------|-------------------------|
| 70890 | 0 | Week2 | 103 | W | 1 | 101 | M | WAGAR MOTOR SALES SERVICE | 2086 S Otsego Avenue, Gaylord MI 4 | 7 | 7:16:37 AM | 7:21:41 AM | \$ 146.07 | \$ 133.51 | \$ 154.77 | \$ 134.57 |
| 99058 | 13 | Week2 | 103 | W | 2 | 105 | T | Forwards - Gaylord North 147 | 1025 W. Main R#2 P.O. Box 652, Gay | 7 | 7:25:20 AM | 7:36:50 AM | \$ 68.23 | \$ 48.95 | \$ 43.77 | \$ 46.87 |
| 73312 | 0 | Week2 | 103 | W | 3 | 105 | T | BIG BOY GAYLORD | 1359 N MAIN, GAYLORD MI 49735 U | 7 | 7:37:27 AM | 7:46:22 AM | \$ 47.01 | \$ 66.06 | \$ 74.24 | \$ 80.08 |
| 73443 | 0 | Week2 | 103 | W | 4 | 105 | T | PANERA BREAD | 1386 WEST MAIN, GAYLORD MI 4973 | 7 | 7:46:36 AM | 8:00:46 AM | \$ 78.27 | \$ 79.89 | \$ 85.17 | \$ 87.57 |
| 99031 | 133 | Week2 | 103 | W | 5 | 105 | T | GAYLORD WEST EZ MART #488 | 3400 M32 WEST, GAYLORD MI 49735 | 7 | 8:03:21 AM | 8:22:11 AM | \$ 144.13 | \$ 148.43 | \$ 189.65 | \$ 167.00 |
| 71008 | 0 | Week2 | 103 | W | 6 | 101 | M | WCISEL CONSTRUCTION | 1054 ANNA DR, GAYLORD MI 49735 | 7 | 8:26:27 AM | 8:33:23 AM | \$ 51.21 | \$ 52.58 | \$ 54.76 | \$ 58.06 |
| 99051 | 54 | Week2 | 103 | W | 7 | 101 | M | JET'S PIZZA MI-058 | 111 WEST STREET, GAYLORD MI 497 | 7 | 8:36:17 AM | 8:49:46 AM | \$ 115.55 | \$ 120.64 | \$ 125.80 | \$ 133.49 |
| 99161 | 203 | Week2 | 103 | W | 8 | 105 | T | SPARTAN #838 FIRST AID | 835 W. MAIN STREET, GAYLORD MI 4 | 7 | 8:50:05 AM | 8:50:18 AM | \$ - | \$ - | \$ - | \$ - |
| 99061 | 203 | Week2 | 103 | W | 9 | 105 | T | SPARTAN QUICK STOP #838 | 835 W. MAIN STREET, GAYLORD MI 4 | 7 | 8:50:18 AM | 8:58:38 AM | \$ 26.09 | \$ 28.01 | \$ 30.13 | \$ 33.03 |
| 99061 | 118 | Week2 | 103 | W | 10 | 105 | T | FAMILY FARE #1510-DELI | 829 W. MAIN POB 580, GAYLORD MI | 7 | 8:58:50 AM | 8:59:05 AM | \$ 22.39 | \$ 14.44 | \$ 14.44 | \$ 14.55 |
| 99061 | 117 | Week2 | 103 | W | 11 | 105 | T | FAMILY FARE #1510-BAKERY | 829 W. MAIN POB 580, GAYLORD MI | 7 | 8:59:05 AM | 8:59:20 AM | \$ 14.58 | \$ 10.77 | \$ 10.77 | \$ 10.85 |
| 99061 | 120 | Week2 | 103 | W | 12 | 105 | T | FAMILY FARE #1510-DAIRY QUEEN | 829 W. MAIN POB 580, GAYLORD MI | 7 | 8:59:20 AM | 8:59:32 AM | \$ 11.40 | \$ 11.25 | \$ 11.25 | \$ 11.34 |
| 99061 | 116 | Week2 | 103 | W | 13 | 105 | T | FAMILY FARE #1510-STARBUCKS | 829 W. MAIN POB 580, GAYLORD MI | 7 | 8:59:33 AM | 8:59:44 AM | \$ 4.50 | \$ 4.50 | \$ 4.50 | \$ 4.53 |
| 99161 | 110 | Week2 | 103 | W | 14 | 105 | T | FAMILY FARE #1510 FIRST AID | 829 W. MAIN POB 580, GAYLORD MI | 7 | 8:59:44 AM | 9:09:24 AM | \$ - | \$ - | \$ - | \$ - |
| 99061 | 111 | Week2 | 103 | W | 15 | 105 | T | FAMILY FARE #1510 MEAT | 829 W. MAIN POB 580, GAYLORD MI | 7 | 9:09:24 AM | 9:51:48 AM | \$ 70.41 | \$ 58.27 | \$ 68.11 | \$ 74.39 |
| 71413 | 0 | Week2 | 103 | W | 16 | 101 | M | Bronco Oil | 231 S. Indiana P.O. Box 1237, Gaylori | 5 | 9:53:40 AM | 10:08:04 AM | \$ 82.84 | \$ 83.72 | \$ 86.11 | \$ 87.07 |
| 99054 | 36 | Week2 | 103 | W | 17 | 105 | T | CHARTER COMMUNICATIONS | 408 WEST 4TH ST, GAYLORD MI 4973 | 7 | 10:08:48 AM | 10:11:06 AM | \$ 15.40 | \$ 22.76 | \$ 28.48 | \$ 32.88 |
| 99058 | 35 | Week2 | 103 | W | 18 | 105 | T | FORWARDS/SUBWAY-307 | 400 WEST MAIN, GAYLORD MI 49735 | 7 | 10:12:48 AM | 10:20:30 AM | \$ 32.18 | \$ 48.38 | \$ 28.89 | \$ 28.89 |
| 70723 | 1 | Week2 | 103 | W | 19 | 101 | M | GAYLORD ORAL SURGERY | 400 WEST MAIN ST. SUITE 113, GAYL | 7 | 10:20:30 AM | 10:32:54 AM | \$ 53.82 | \$ 53.19 | \$ 54.31 | \$ 54.83 |
| 73562 | 0 | Week2 | 103 | W | 20 | 101 | M | NEWDALE PROPERTIES | 400 WEST MAIN STREET SUITE 106, C | 7 | 10:32:53 AM | 10:55:53 AM | \$ - | \$ - | \$ - | \$ - |
| 99031 | 162 | Week2 | 103 | W | 21 | 105 | T | BLARNEY CASTLE EZ MART #891 | 8114 MILLS ST, VANDERBILT MI 4979 | 7 | 11:05:23 AM | 11:17:27 AM | \$ 127.58 | \$ 104.85 | \$ 150.01 | \$ 138.42 |
| 73122 | 0 | Week2 | 103 | W | 22 | 103 | W | FREESE HYDRAULICS | 1088 WALTER ST, ALPENA MI 49707 | 7 | 12:40:45 PM | 12:40:53 PM | \$ 59.53 | \$ 55.12 | \$ 60.43 | \$ 56.09 |
| 73395 | 2 | Week2 | 103 | W | 23 | 103 | T | MANGO (US-23) | 2205 THUNDER BAY SHOPPING CENT | 7 | 12:48:14 PM | 12:57:54 PM | \$ 42.10 | \$ 42.00 | \$ 42.00 | \$ 42.00 |
| 70587 | 0 | Week2 | 103 | W | 24 | 103 | W | BOBS MUFFLER & REPAIR | 2277 US-23 SOUTH COMPANY 101, A | 7 | 12:58:38 PM | 1:07:14 PM | \$ 49.74 | \$ 53.97 | \$ 67.65 | \$ 72.60 |
| 70521 | 0 | Week2 | 103 | W | 25 | 103 | W | Beaver's Automotive | 600 N. Ripley, Alpena MI 49707 US, / | 7 | 1:10:24 PM | 1:10:32 PM | \$ 67.06 | \$ 66.74 | \$ 71.01 | \$ 72.27 |
| 70552 | 0 | Week2 | 103 | W | 26 | 103 | W | Larry's Collision | 1212 US-23 North, Alpena MI 49707 | 7 | 1:17:31 PM | 1:27:34 PM | \$ 119.83 | \$ 113.94 | \$ 152.04 | \$ 159.24 |
| | | Week2 | 103 | W | | | | Alpena Depot | 120 E Herman St,, Alpena 49707 US | | 1:34:57 PM | 1:34:57 PM | | | | |
| # of Stops | | | | | | | | | | | | | Q1 Revenue | Q2 Revenue | Q3 Revenue | Q4 Revenue |
| 27 | | | | | | | | | | | | | \$1,449.89 | \$1,421.96 | \$1,608.31 | \$1,600.61 |