| Acct # | Cust # | Week# N<br>R |   | New<br>Deliver<br>y Day | New<br>Stop | Old<br>Rt# | Old<br>Delivery<br>Day | Customer Name                  | DisplayAddressFull                                      | Freque<br>ncy | EstimatedArriv<br>alTime | EstimatedDepartur<br>eTime | 8 Week<br>Summer<br>Revenue | 8 Week<br>Winter<br>Revenue |
|--------|--------|--------------|---|-------------------------|-------------|------------|------------------------|--------------------------------|---|---------------|--------------------------|----------------------------|-----------------------------|-----------------------------|
| 223994 | 0      | Week2        | 3 | R                       | 23          | 3          | Т                      | K&J SEPTIC                     | 2360 RIVER ROAD, PETOSKY MI 49770 US, US                | 7             | 12:50:34 PM              | 1:01:29 PM                 | \$160.04                    | \$157.26                    |
| 224313 | 0      | Week2        | 3 | R                       | 1           | 38         | R                      | TURTLE CREEK CASINO            | 7741 M-72 EAST, WILLIAMSBURG MI 49690 US, US            | 8             | 6:42:47 AM               | 7:02:14 AM                 | \$654.82                    | \$429.99                    |
| 231816 | 0      | Week2        | 3 | R                       | 20          | 3          | R                      | KILWINS                        | 1050 BAY ROAD, PETOSKEY MI 49770 US, US                 | 7             | 11:21:27 AM              | 12:28:39 PM                | \$781.38                    | \$643.24                    |
| 232943 | 0      | Week2        | 3 | R                       | 13          | 3          | R                      | EPS                            | 2379 CHARLEVOIX AVE, PETOSKEY MI 49770 US, US           | 7             | 9:58:22 AM               | 10:01:13 AM                | \$49.06                     | \$47.71                     |
|        |        | Week2        | 3 | R                       |             |            |                        | Cadillac Depot                 | 1539 Plett Rd, Cadillac, MI 49601, Cadillac MI 49601 US |               | 2:39:37 PM               | 2:39:37 PM                 |                             |                             |
| 231816 | 2      | Week2        | 3 | R                       | 19          | 3          | R                      | KILWINS CHOCOLATE FRANCHISE    | 1050 BAY ROAD, PETOSKEY MI 49770 US, US                 | 7             | 11:21:15 AM              | 11:21:27 AM                | \$5.46                      | \$5.46                      |
| 231685 | 0      | Week2        | 3 | R                       | 9           | 3          | W                      | EAST PARK TAVERN               | 307 BRIDGE STREET, CHARLEVOIX MI 49720 US, US           | 7             | 8:55:16 AM               | 9:02:28 AM                 | \$64.48                     | \$31.93                     |
| 99062  | 8      | Week2        | 3 | R                       | 8           | 3          | W                      | SPT MCDONOUGH'S STORE 524      | 100 Clinton St, Charlevoix MI 49720 US, US              | 7             | 8:45:01 AM               | 8:53:34 AM                 | \$72.30                     | \$22.07                     |
| 99103  | 27     | Week2        | 3 | R                       | 15          | 3          | R                      | NEXT DOOR STR #5027            | 804 SPRING ST, PETOSKEY MI 49770 US, US                 | 7             | 10:14:46 AM              | 10:16:47 AM                | \$15.00                     | \$15.00                     |
| 224030 | 0      | Week2        | 3 | R                       | 14          | 3          | R                      | J.W.FILMORES                   | 906 SPRING ST., PETOSKEY MI 49770 US, US                | 7             | 10:03:32 AM              | 10:13:47 AM                | \$156.24                    | \$56.91                     |
| 230385 | 0      | Week2        | 3 | R                       | 12          | 3          | R                      | CMS LAND                       | 5544 CHARLEVOIX RD., PETOSKY MI 49770 US, US            | 7             | 9:49:17 AM               | 9:54:23 AM                 | \$42.54                     | \$61.72                     |
| 99061  | 93     | Week2        | 3 | R                       | 3           | 3          | W                      | SPT. FAMILY FARE #1506         | 111 M-66, Charlevoix MI 49720 US, CHARLEVOIX MI 49, US  | 7             | 7:53:18 AM               | 8:15:07 AM                 | \$77.51                     | \$80.17                     |
| 99161  | 93     | Week2        | 3 | R                       | 4           | 3          | W                      | SPT. FAMILY FARE #1506 FIRST A | 111CAPTAIN'S CORNER M66, CHARLEVOIX MI 49720 US, US     | 7             | 8:15:07 AM               | 8:23:40 AM                 | \$0.00                      | \$31.17                     |
| 99103  | 39     | Week2        | 3 | R                       | 2           | 3          | R                      | NEXT DOOR STR #5034            | 1505 S BRIDGE ST, CHARLEVOIX MI 49720 US, US            | 7             | 7:49:54 AM               | 7:52:50 AM                 | \$15.00                     | \$15.00                     |
| 223944 | 0      | Week2        | 3 | R                       | 11          | 3          | R                      | BAYSHORE UNDERCAR SERVICES     | 6889 US HIGHWAY 21 N, CHARLEVOIX MI 49720 US, US        | 7             | 9:25:40 AM               | 9:45:50 AM                 | \$39.47                     | \$68.51                     |
| 233509 | 0      | Week2        | 3 | R                       | 16          | 3          | Т                      | ROSSMAN EYE CARE               | 932 SPRING ST, PETOSKEY MI 49770 US, US                 | 7             | 10:17:41 AM              | 10:20:19 AM                | \$0.00                      | \$0.00                      |
| 99051  | 39     | Week2        | 3 | R                       | 17          | 3          | Т                      | JET'S PIZZA MI-124             | 302 W MITCHELL STREET, PETOSKEY MI 49770 US, US         | 7             | 10:22:36 AM              | 10:27:50 AM                | \$46.46                     | \$46.46                     |
| 99046  | 2      | Week2        | 3 | R                       | 6           | 3          | W                      | CHARLEVOIX SELF SERVE          | 1308 BRIDGE ST., CHARLEVOIX MI 49720 US, US             | 7             | 8:35:20 AM               | 8:42:30 AM                 | \$43.40                     | \$63.25                     |
| 99031  | 4      | Week2        | 3 | R                       | 10          | 3          | W                      | BLARNEY CASTLE #320            | 12665 US 31 NORTH, CHARLEVOIX MI 49720 US, US           | 7             | 9:06:14 AM               | 9:17:26 AM                 | \$142.52                    | \$105.99                    |
| 232143 | 0      | Week2        | 3 | R                       | 21          | 3          | Т                      | POUR PUBLIC HOUSE              | 422 E MITCHELL ST, PETOSKEY MI 49770 US, US             | 7             | 12:33:31 PM              | 12:39:51 PM                | \$116.24                    | \$28.27                     |
| 231816 | 1      | Week2        | 3 | R                       | 18          | 3          | R                      | KILWINS RETAIL                 | 1050 BAYVIEW, PETOSKEY MI 49770 US, US                  | 7             | 10:32:20 AM              | 11:21:15 AM                | \$75.68                     | \$57.96                     |
| 99031  | 3      | Week2        | 3 | R                       | 5           | 3          | W                      | BLARNEY CASTLE #312            | 1460 BRIDGE ST., CHARLEVOIX MI 49720 US, US             | 7             | 8:24:02 AM               | 8:34:40 AM                 | \$80.45                     | \$76.28                     |
| 225702 | 0      | Week2        | 3 | R                       | 7           | 3          | W                      | FLAPJACK HOUSE                 | 102 W CARPENTER, CHARLEVOIX MI 49727 US, US             | 7             | 8:42:55 AM               | 8:42:56 AM                 | \$120.70                    | \$108.96                    |
| 233248 | 0      | Week2        | 3 | R                       | 22          | 3          | Т                      | ROGERS AUTO SERVICE            | 1445 STANDISH AVE, PETOSKEY MI 49770 US, US             | 7             | 12:44:10 PM              | 12:47:58 PM                | \$51.24                     | \$49.38                     |

# of Stops

Summer Winter

\$2,809.99 \$2,202.69