

| 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 |
|------------|--------|--------|--------|-------------------|----------|----------|-------------------|-------------------------------|--------------------------------------|------------|-----------------------|-------------------------|-------------------------|-------------------------|-------------------------|-------------------------|
| 70890      | 0      | Week3  | 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               |
| 99061      | 110    | Week3  | 103    | W                 | 2        | 105      | T                 | FAMILY FARE #1510             | 829 W. MAIN POB 580, GAYLORD MI      | C4         | 7:26:11 AM            | 7:26:26 AM              | \$ 7.31                 | \$ 7.31                 | \$ 7.31                 | \$ 7.38                 |
| 99061      | 116    | Week3  | 103    | W                 | 3        | 105      | T                 | FAMILY FARE #1510-STARBUCKS   | 829 W. MAIN POB 580, GAYLORD MI      | 7          | 7:26:26 AM            | 7:26:37 AM              | \$ 4.50                 | \$ 4.50                 | \$ 4.50                 | \$ 4.53                 |
| 99061      | 118    | Week3  | 103    | W                 | 4        | 105      | T                 | FAMILY FARE #1510-DELI        | 829 W. MAIN POB 580, GAYLORD MI      | 7          | 7:26:37 AM            | 7:26:52 AM              | \$ 22.39                | \$ 14.44                | \$ 14.44                | \$ 14.55                |
| 99061      | 120    | Week3  | 103    | W                 | 5        | 105      | T                 | FAMILY FARE #1510-DAIRY QUEEN | 829 W. MAIN POB 580, GAYLORD MI      | 7          | 7:26:52 AM            | 7:27:04 AM              | \$ 11.40                | \$ 11.25                | \$ 11.25                | \$ 11.34                |
| 99061      | 117    | Week3  | 103    | W                 | 6        | 105      | T                 | FAMILY FARE #1510-BAKERY      | 829 W. MAIN POB 580, GAYLORD MI      | 7          | 7:27:04 AM            | 7:27:19 AM              | \$ 14.58                | \$ 10.77                | \$ 10.77                | \$ 10.85                |
| 99061      | 111    | Week3  | 103    | W                 | 7        | 105      | T                 | FAMILY FARE #1510 MEAT        | 829 W. MAIN POB 580, GAYLORD MI      | 7          | 7:27:20 AM            | 8:09:44 AM              | \$ 70.41                | \$ 58.27                | \$ 68.11                | \$ 74.39                |
| 71121      | 0      | Week3  | 103    | W                 | 8        | 101      | M                 | Gaylord Eye Care Center       | 829 W. Main Suite E, Gaylord MI 497  | 6          | 8:09:44 AM            | 8:16:46 AM              | \$ 96.59                | \$ 99.49                | \$ 102.16               | \$ 103.49               |
| 99161      | 110    | Week3  | 103    | W                 | 9        | 105      | T                 | FAMILY FARE #1510 FIRST AID   | 829 W. MAIN POB 580, GAYLORD MI      | 7          | 8:16:46 AM            | 8:26:26 AM              | \$ -                    | \$ -                    | \$ -                    | \$ -                    |
| 99161      | 203    | Week3  | 103    | W                 | 10       | 105      | T                 | SPARTAN #838 FIRST AID        | 835 W. MAIN STREET, GAYLORD MI 4     | 7          | 8:26:36 AM            | 8:26:49 AM              | \$ -                    | \$ -                    | \$ -                    | \$ -                    |
| 99061      | 203    | Week3  | 103    | W                 | 11       | 105      | T                 | SPARTAN QUICK STOP #838       | 835 W. MAIN STREET, GAYLORD MI 4     | 7          | 8:26:49 AM            | 8:35:09 AM              | \$ 26.09                | \$ 28.01                | \$ 30.13                | \$ 33.03                |
| 99051      | 54     | Week3  | 103    | W                 | 12       | 101      | M                 | JET'S PIZZA MI-058            | 111 WEST STREET, GAYLORD MI 497      | 7          | 8:35:29 AM            | 8:48:58 AM              | \$ 115.55               | \$ 120.64               | \$ 125.80               | \$ 133.49               |
| 99058      | 13     | Week3  | 103    | W                 | 13       | 105      | T                 | Forwards - Gaylord North 147  | 1025 W. Main R#2 P.O. Box 652, Gay   | 7          | 8:50:01 AM            | 9:01:31 AM              | \$ 68.23                | \$ 48.95                | \$ 43.77                | \$ 46.87                |
| 71008      | 0      | Week3  | 103    | W                 | 14       | 101      | M                 | WCISEL CONSTRUCTION           | 1054 ANNA DR, GAYLORD MI 49735       | 7          | 9:03:24 AM            | 9:10:20 AM              | \$ 51.21                | \$ 52.58                | \$ 54.76                | \$ 58.06                |
| 99031      | 133    | Week3  | 103    | W                 | 15       | 105      | T                 | GAYLORD WEST EZ MART #488     | 3400 M32 WEST, GAYLORD MI 49735      | 7          | 9:14:43 AM            | 9:33:33 AM              | \$ 144.13               | \$ 148.43               | \$ 189.65               | \$ 167.00               |
| 73397      | 0      | Week3  | 103    | W                 | 16       | 105      | T                 | AWAKON-GAYLORD                | 1496 WEST MAIN, GAYLORD MI 4973      | 6          | 9:36:02 AM            | 9:40:16 AM              | \$ 40.47                | \$ 40.47                | \$ 42.10                | \$ 42.92                |
| 73443      | 0      | Week3  | 103    | W                 | 17       | 105      | T                 | PANERA BREAD                  | 1386 WEST MAIN, GAYLORD MI 4973      | 7          | 9:41:05 AM            | 9:55:15 AM              | \$ 78.27                | \$ 79.89                | \$ 85.17                | \$ 87.57                |
| 73335      | 1      | Week3  | 103    | W                 | 18       | 105      | T                 | COMMUNITY FINANCIAL-GAYLORD 2 | 1360 WEST MAIN, GAYLORD MI 4973      | 1          | 9:55:26 AM            | 9:58:58 AM              | \$ 50.26                | \$ 55.87                | \$ 74.25                | \$ 75.06                |
| 73312      | 0      | Week3  | 103    | W                 | 19       | 105      | T                 | BIG BOY GAYLORD               | 1359 N MAIN, GAYLORD MI 49735 U      | 7          | 9:59:05 AM            | 10:08:00 AM             | \$ 47.01                | \$ 66.06                | \$ 74.24                | \$ 80.08                |
| 99058      | 35     | Week3  | 103    | W                 | 20       | 105      | T                 | FORWARDS/SUBWAY-307           | 400 WEST MAIN, GAYLORD MI 49735      | 7          | 10:10:35 AM           | 10:18:17 AM             | \$ 32.18                | \$ 48.38                | \$ 28.89                | \$ 28.89                |
| 70723      | 1      | Week3  | 103    | W                 | 21       | 101      | M                 | GAYLORD ORAL SURGERY          | 400 WEST MAIN ST. SUITE 113, GAYL    | 7          | 10:18:17 AM           | 10:30:41 AM             | \$ 53.82                | \$ 53.19                | \$ 54.31                | \$ 54.83                |
| 73562      | 0      | Week3  | 103    | W                 | 22       | 101      | M                 | NEWDALE PROPERTIES            | 400 WEST MAIN STREET SUITE 106, C    | 7          | 10:30:41 AM           | 10:53:41 AM             | \$ -                    | \$ -                    | \$ -                    | \$ -                    |
| 99054      | 36     | Week3  | 103    | W                 | 23       | 105      | T                 | CHARTER COMMUNICATIONS        | 408 WEST 4TH ST, GAYLORD MI 4973     | 7          | 10:54:58 AM           | 10:57:16 AM             | \$ 15.40                | \$ 22.76                | \$ 28.48                | \$ 32.88                |
| 70850      | 0      | Week3  | 103    | W                 | 24       | 101      | M                 | Gaylord Sleep Center          | 930 N. Center Ave., Gaylord MI 4973  | 3          | 11:01:08 AM           | 11:10:48 AM             | \$ 50.87                | \$ 51.37                | \$ 51.37                | \$ 53.40                |
| 71112      | 0      | Week3  | 103    | W                 | 25       | 101      | M                 | BJ'S CATERING AND CONFERENCE  | 990 N. Center P.O. Box 1120, Gaylor  | 6          | 11:11:01 AM           | 11:28:41 AM             | \$ 94.87                | \$ 151.89               | \$ 210.16               | \$ 208.54               |
| 99031      | 162    | Week3  | 103    | W                 | 26       | 105      | T                 | BLARNEY CASTLE EZ MART #891   | 8114 MILLS ST, VANDERBILT MI 4975    | 7          | 11:37:42 AM           | 11:49:46 AM             | \$ 127.58               | \$ 104.85               | \$ 150.01               | \$ 138.42               |
| 73122      | 0      | Week3  | 103    | W                 | 27       | 103      | W                 | FREESE HYDRAULICS             | 1088 WALTER ST, ALPENA MI 49707      | 7          | 1:13:05 PM            | 1:13:13 PM              | \$ 59.53                | \$ 55.12                | \$ 60.43                | \$ 56.09                |
| 73395      | 2      | Week3  | 103    | W                 | 28       | 103      | T                 | MANGO (US-23)                 | 2205 THUNDER BAY SHOPPING CENT       | 7          | 1:20:36 PM            | 1:30:16 PM              | \$ 42.10                | \$ 42.00                | \$ 42.00                | \$ 42.00                |
| 70587      | 0      | Week3  | 103    | W                 | 29       | 103      | W                 | BOBS MUFFLER & REPAIR         | 2277 US-23 SOUTH COMPANY 101, A      | 7          | 1:31:00 PM            | 1:39:36 PM              | \$ 49.74                | \$ 53.97                | \$ 67.65                | \$ 72.60                |
| 70521      | 0      | Week3  | 103    | W                 | 30       | 103      | W                 | Beaver's Automotive           | 600 N. Ripley, Alpena MI 49707 US, / | 7          | 1:42:44 PM            | 1:42:52 PM              | \$ 67.06                | \$ 66.74                | \$ 71.01                | \$ 72.27                |
| 70552      | 0      | Week3  | 103    | W                 | 31       | 103      | W                 | Larry's Collision             | 1212 US-23 North, Alpena MI 49707    | 7          | 1:49:55 PM            | 1:59:58 PM              | \$ 119.83               | \$ 113.94               | \$ 152.04               | \$ 159.24               |
|            |        | Week3  | 103    | W                 |          |          |                   | Alpena Depot                  | 120 E Herman St,, Alpena 49707 US    |            | 2:07:20 PM            | 2:07:20 PM              |                         |                         |                         |                         |
| # of Stops |        |        |        |                   |          |          |                   |                               |                                      |            |                       |                         | Q1 Revenue              | Q2 Revenue              | Q3 Revenue              | Q4 Revenue              |
| 32         |        |        |        |                   |          |          |                   |                               |                                      |            |                       |                         | \$1,707.41              | \$1,744.64              | \$2,009.54              | \$2,004.33              |