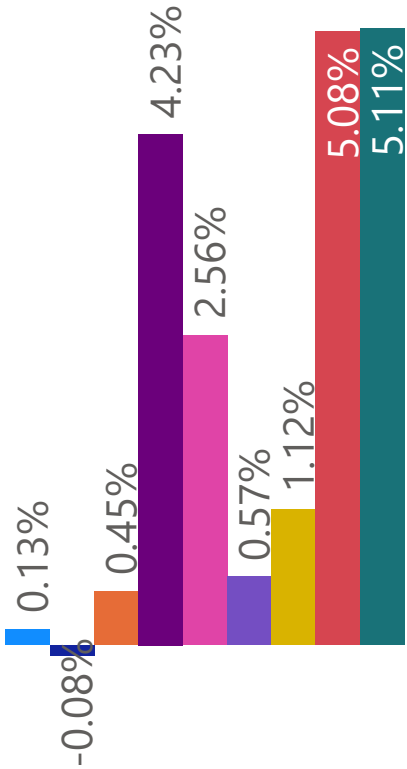


After Reroute Revenue Distribution

Rt 6 Rt 12 Rt 47 Rt 50 Rt 51 Rt 52 Rt 56 Rt 8010 Rt 8040



Accounts Changing Day Only

Both Route and Day Changing

Total # of Accounts

574

406

1777

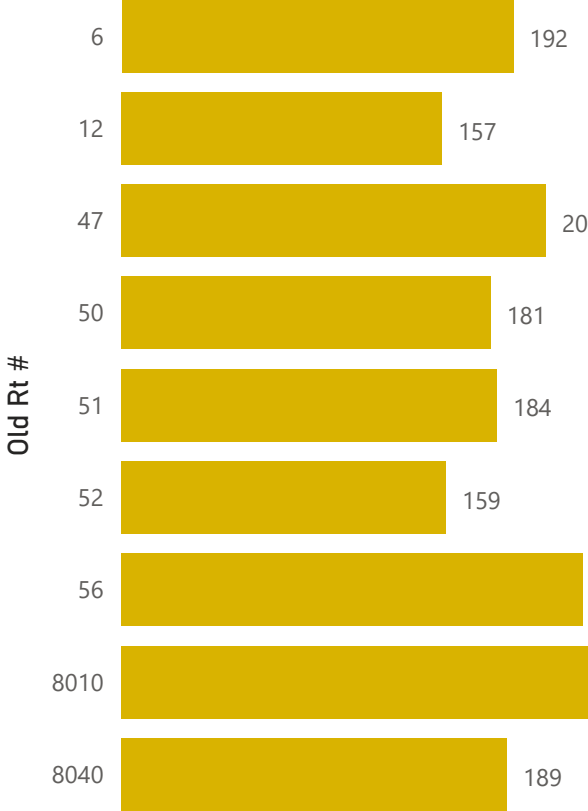
Accounts Changing Route Only

Accounts Not changing

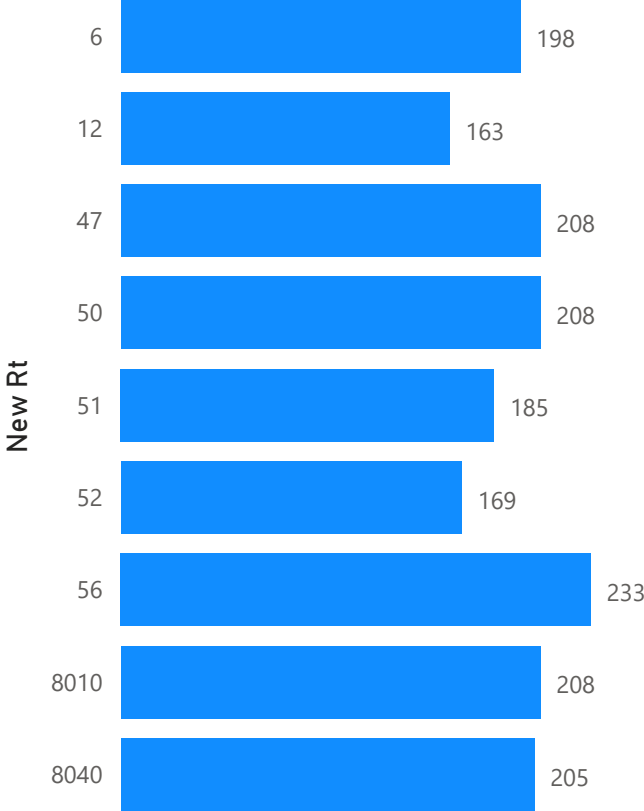
119

679

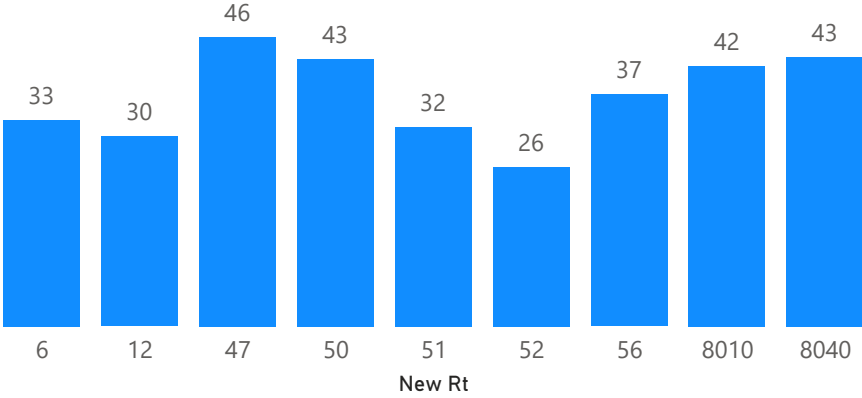
Current Customer Count



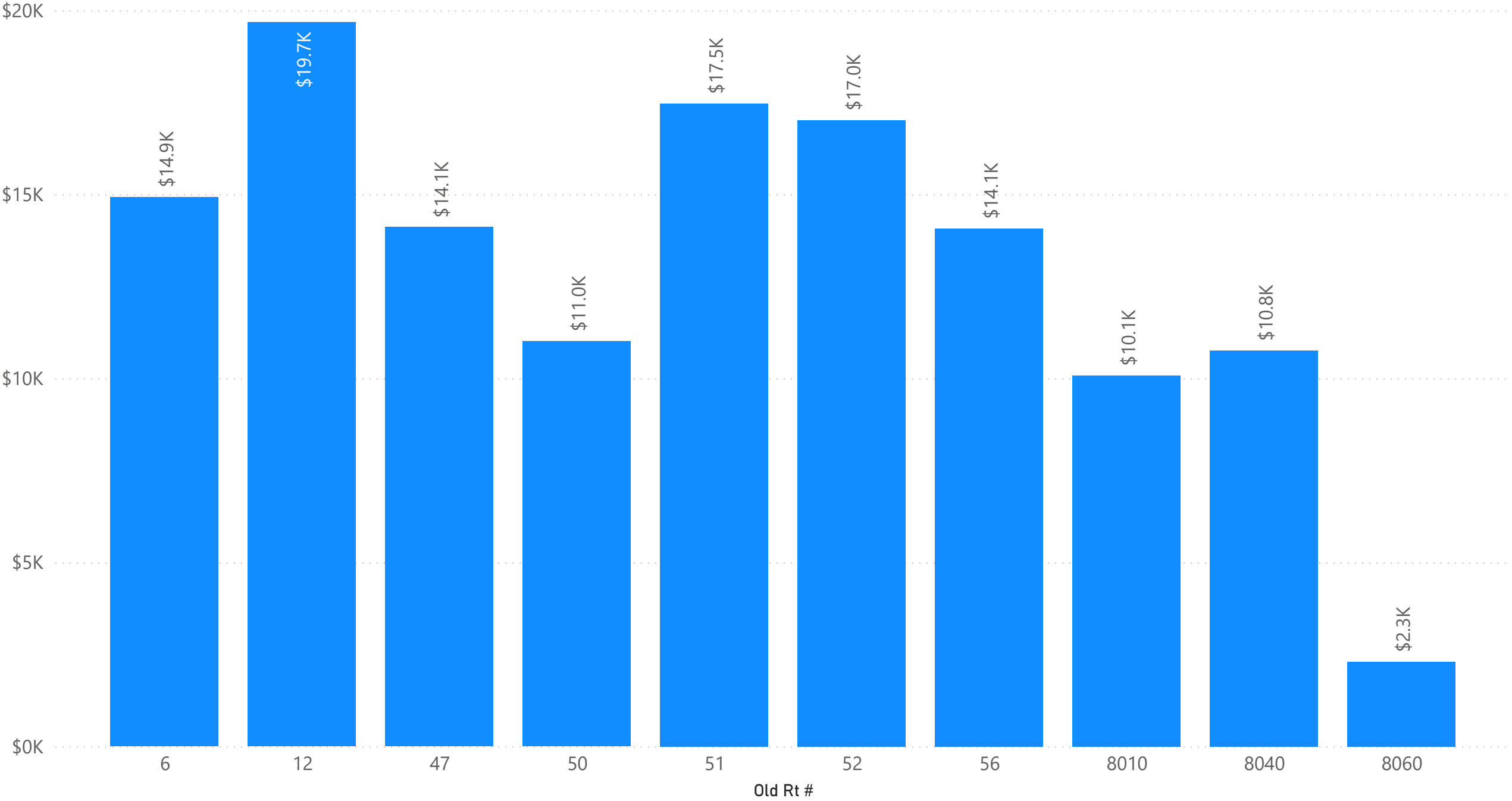
New Customer count



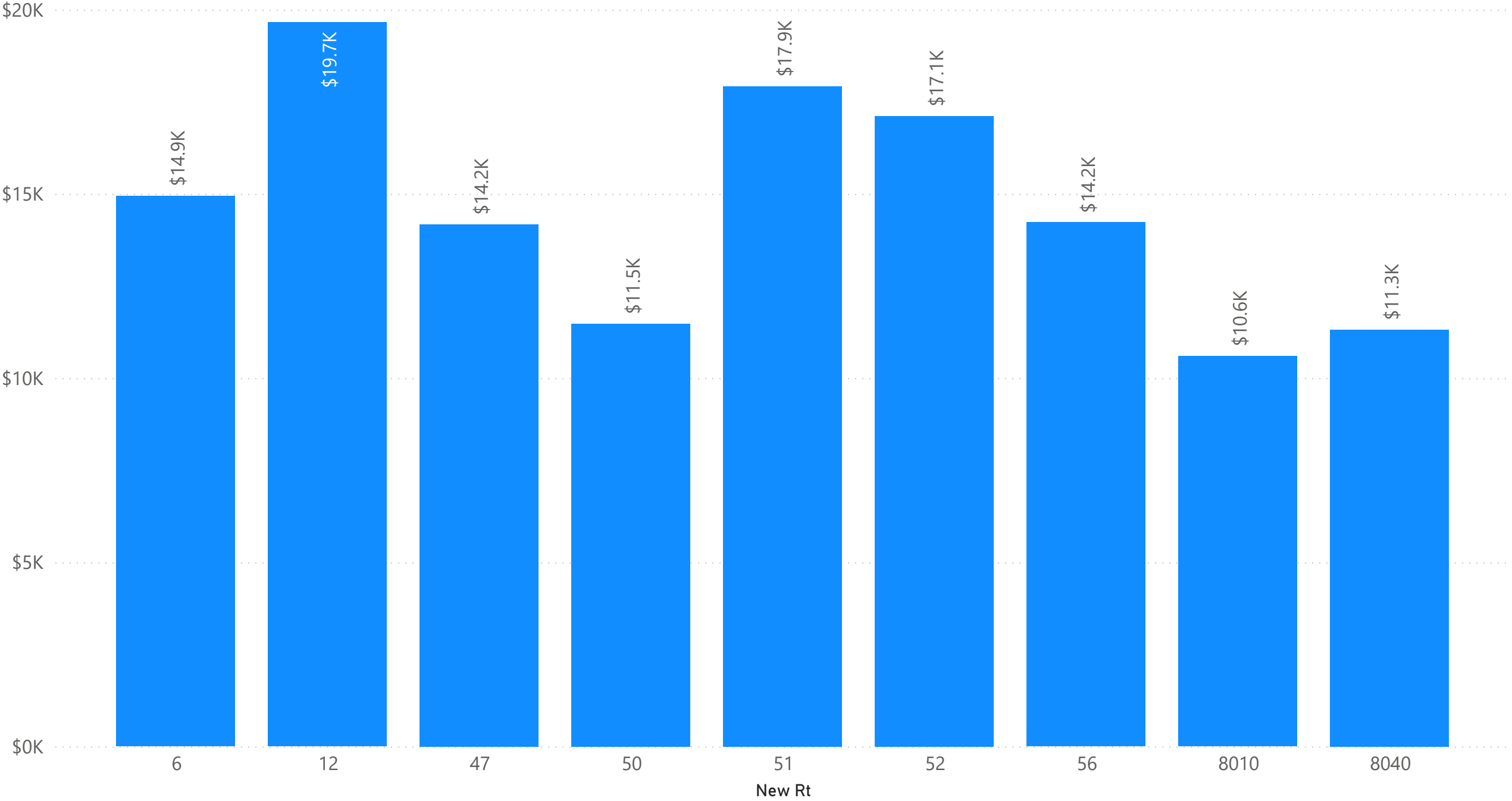
Average Weekly Hours per Route



Current Route Revenue Distribution

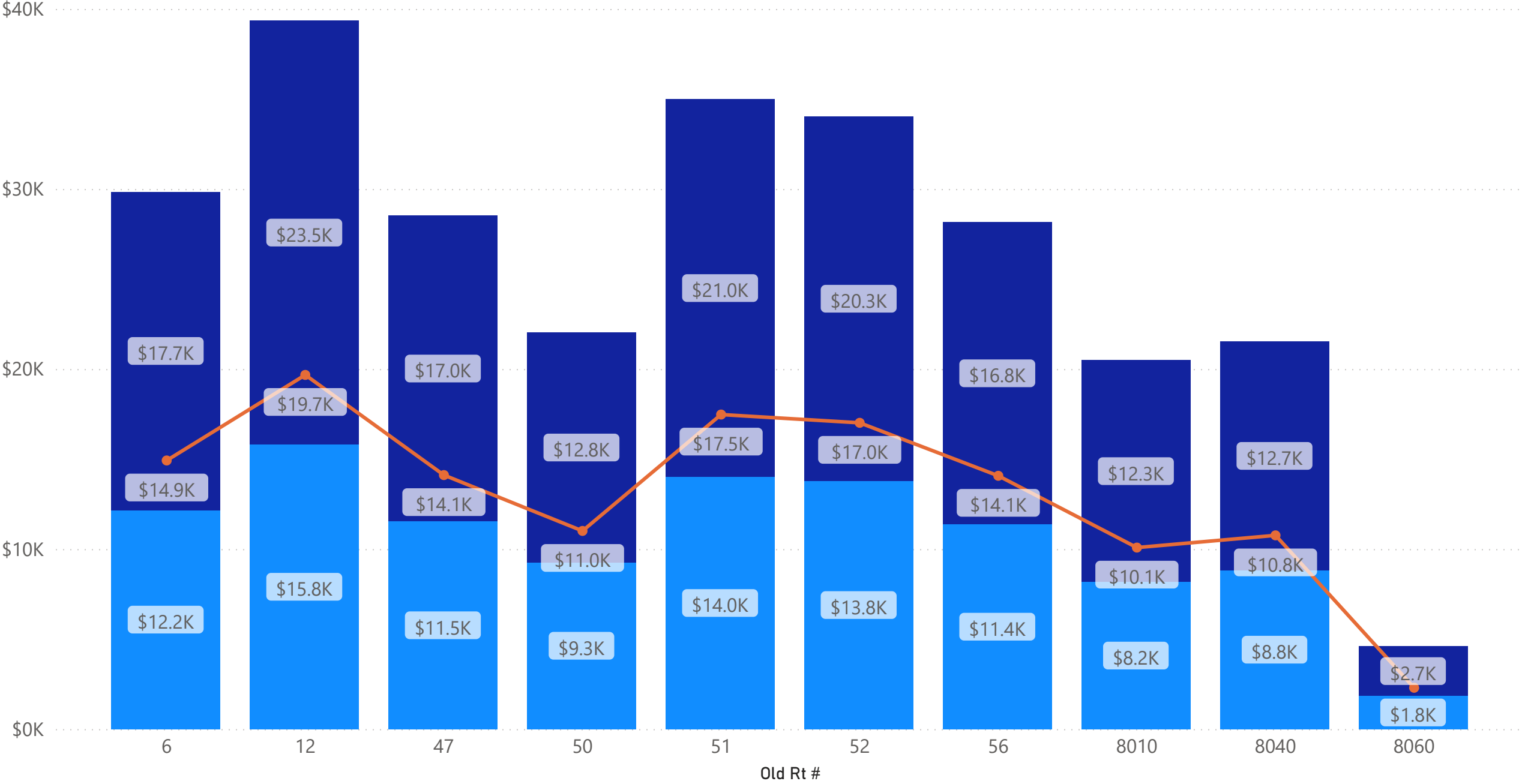


After Reroute Revenue Distribution



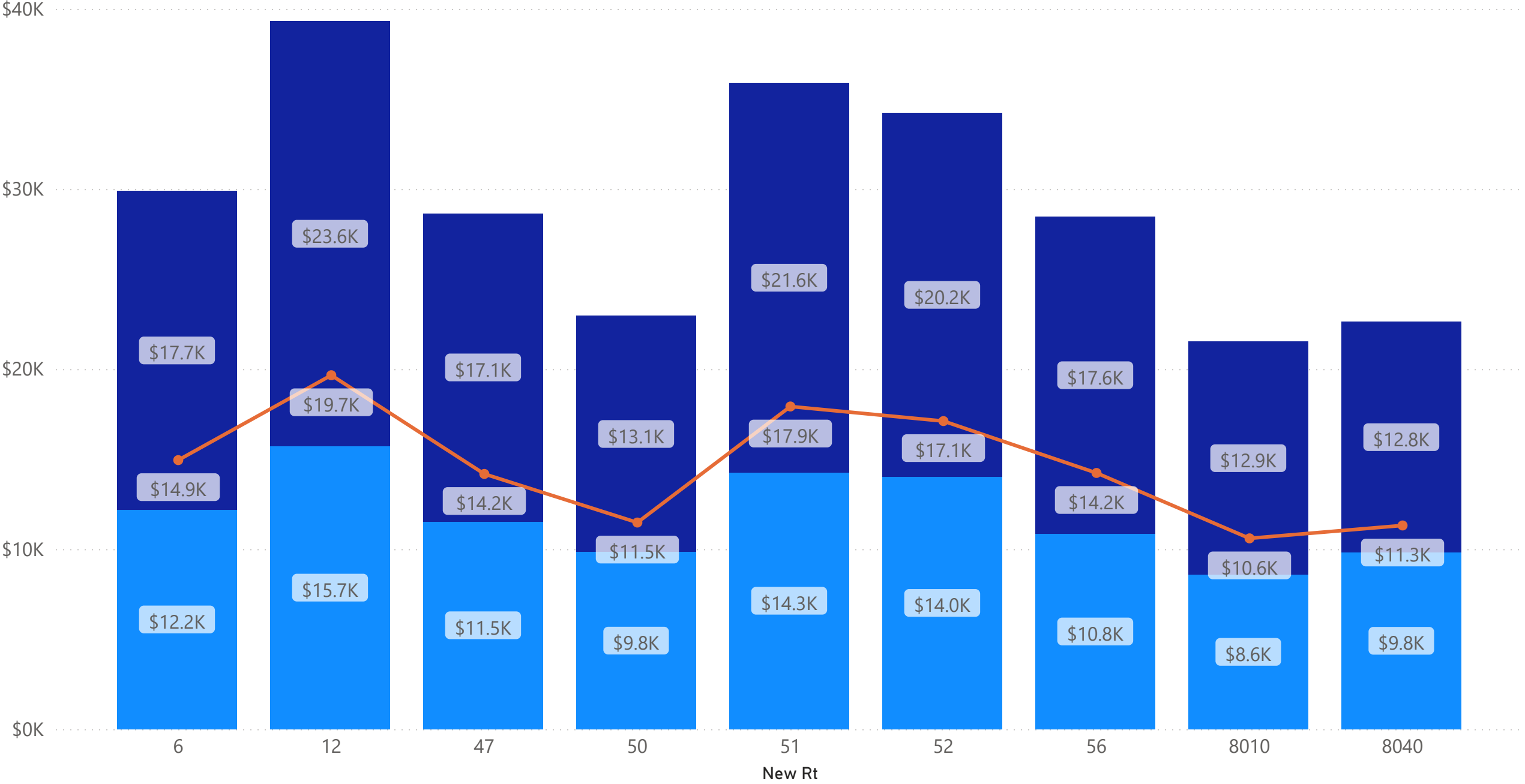
Current Route Revenue Deviation

● Q2 Low Revenue Deviation ● Q2 High Revenue Deviation ● Avg Revenue



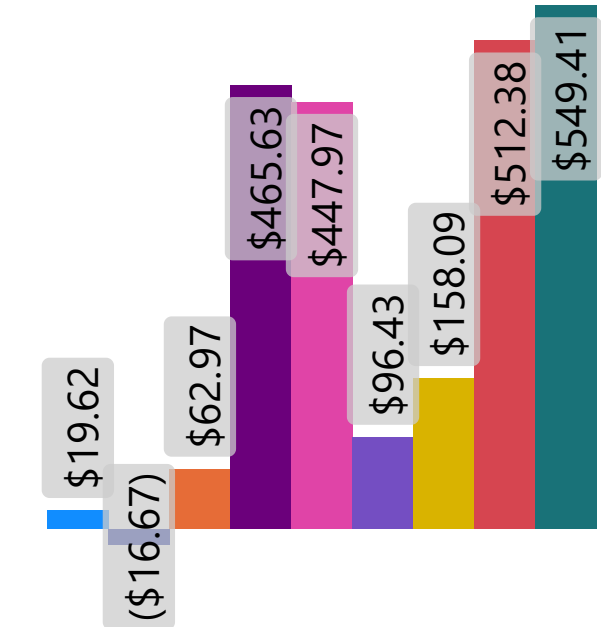
New Route Revenue Deviation

● Q2 Low Revenue Deviation ● Q2 High Revenue Deviation ● Avg Revenue



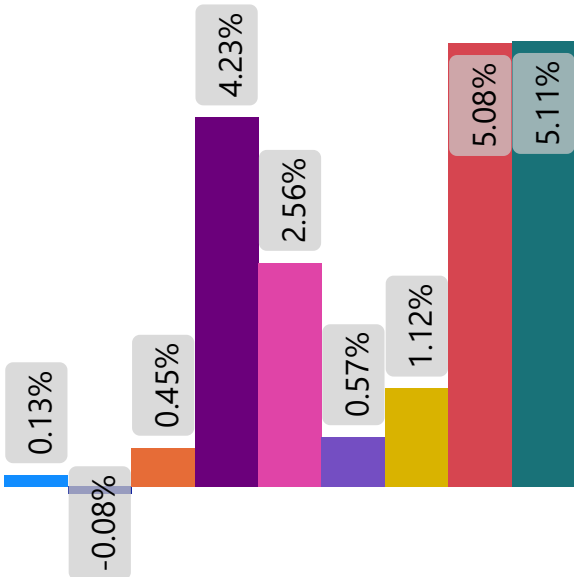
After Reroute Revenue \$ Gained/Lost

- Rt 6 Q2
- Rt 12 Q2
- Rt 47 Q2
- Rt 50 Q2
- Rt 51 Q2
- Rt 52 Q2
- Rt 56 Q2
- Rt 8010 Q2
- Rt 8040 Q2

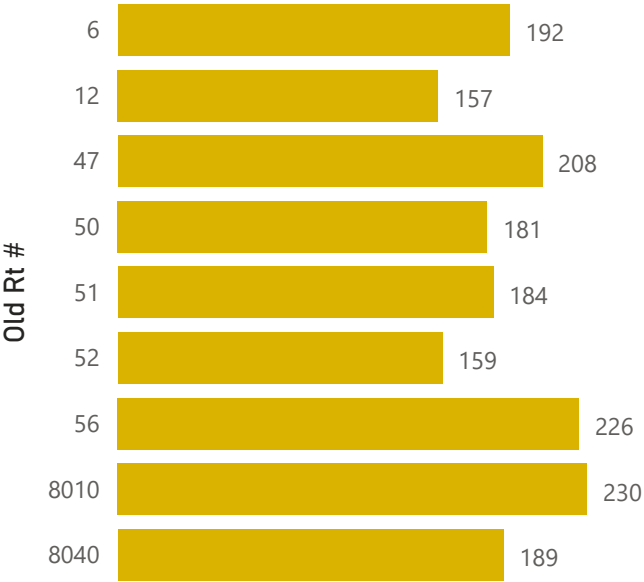


After Reroute Revenue % Change

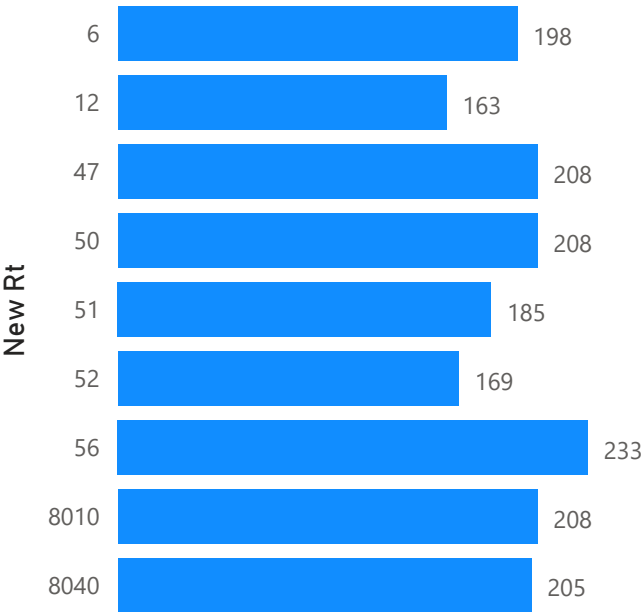
- Rt 6
- Rt 12
- Rt 47
- Rt 50
- Rt 51
- Rt 52
- Rt 56
- Rt 8010
- Rt 8040



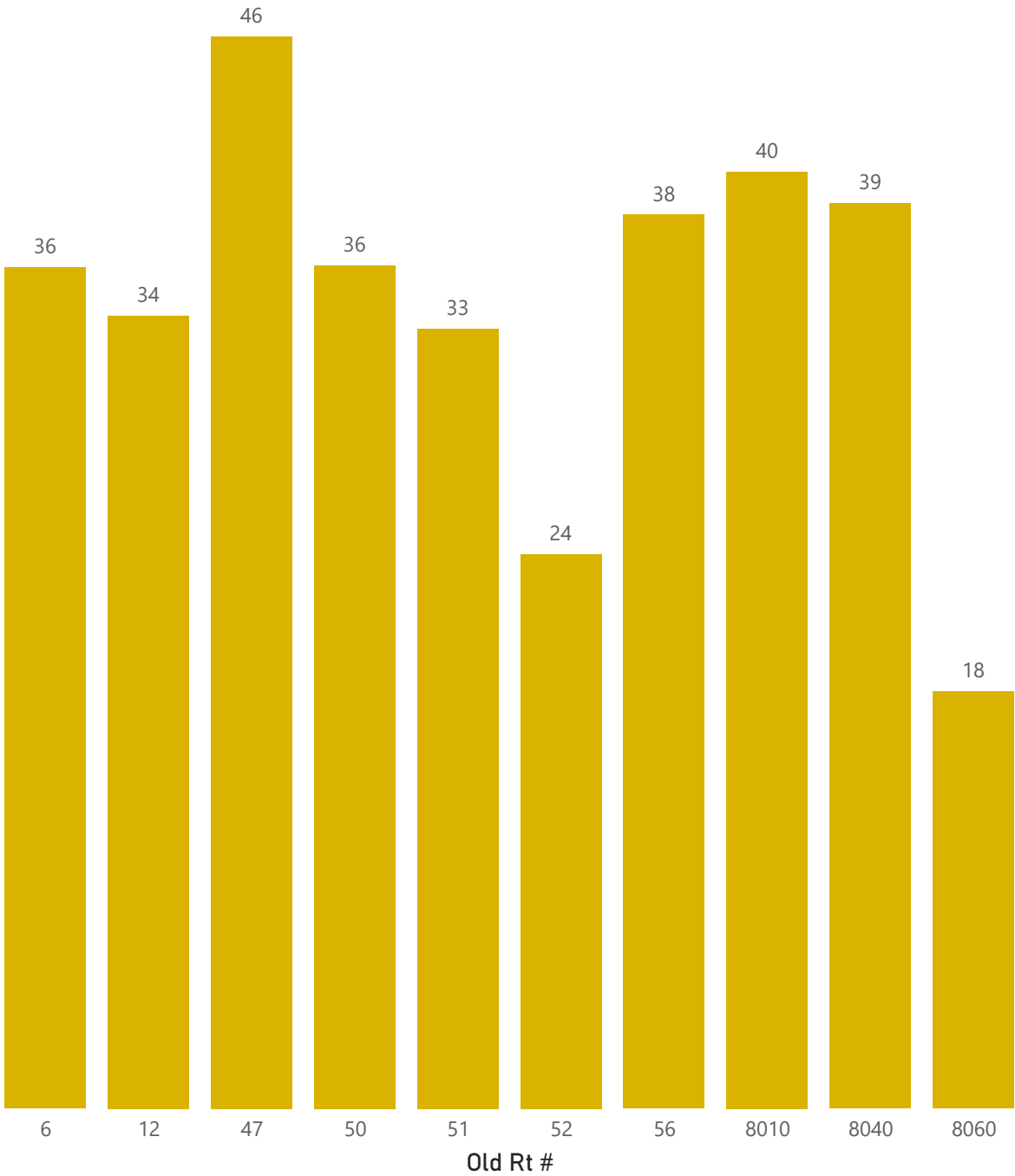
Current Customer Count



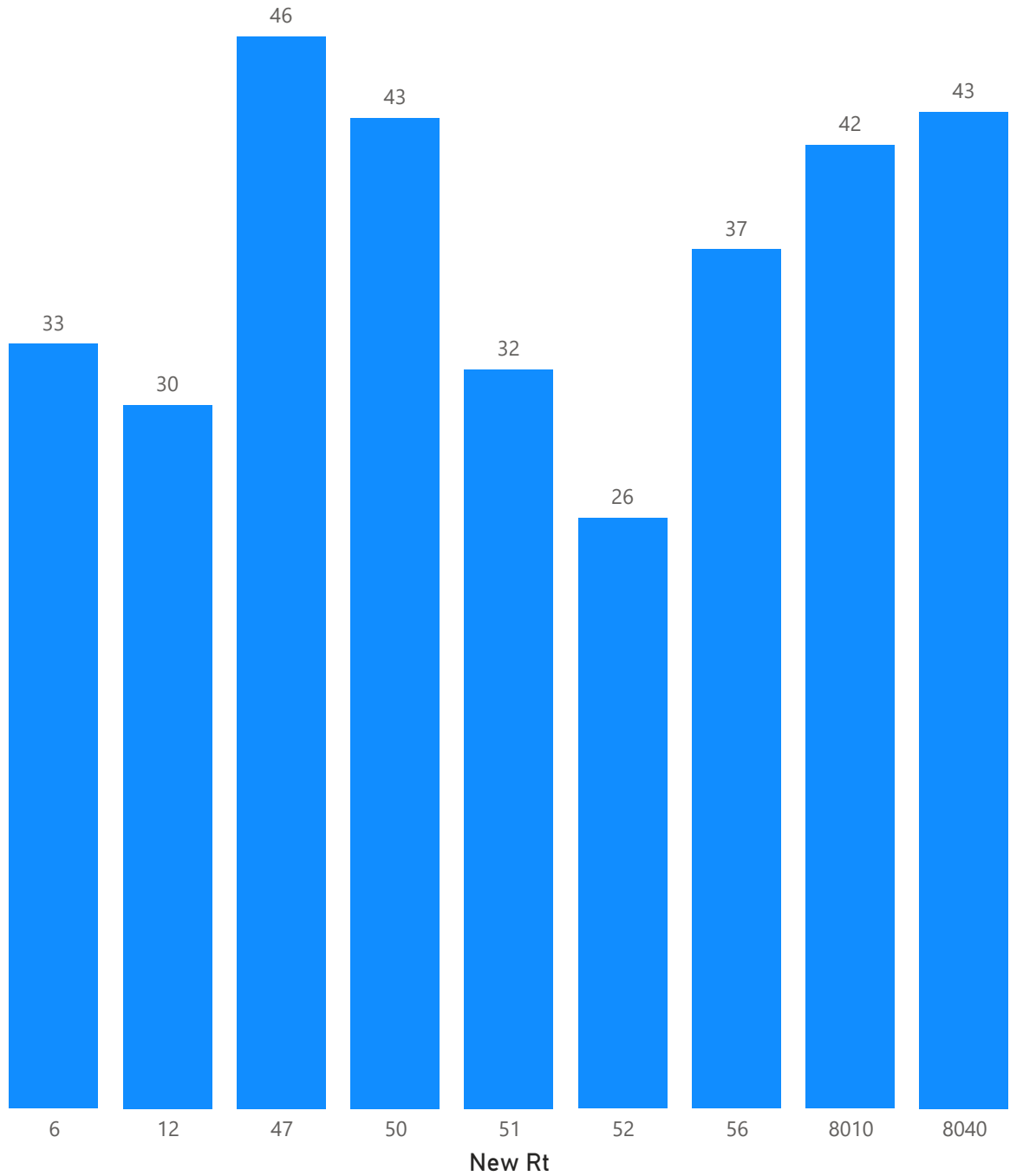
New Customer count



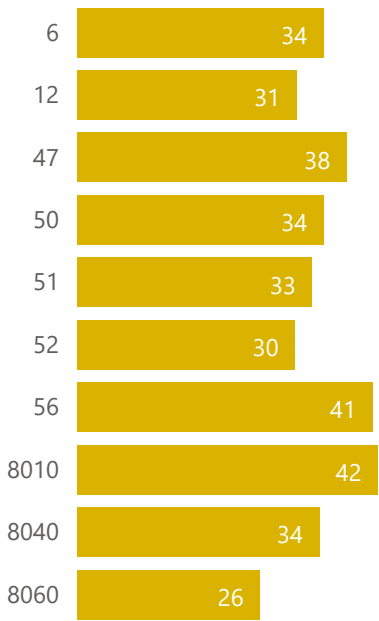
Average Weekly Hours per Route



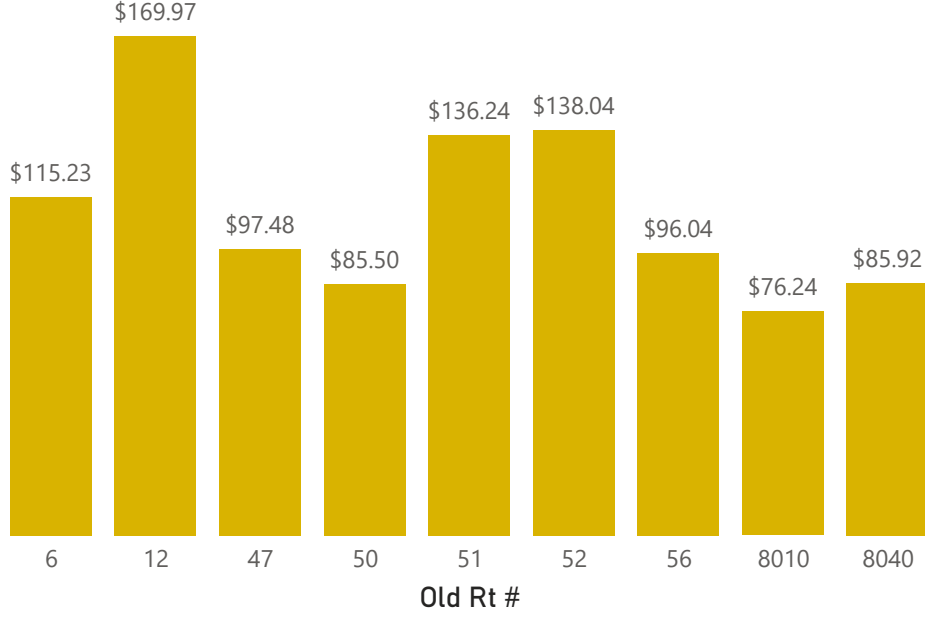
Average Weekly Hours per Route



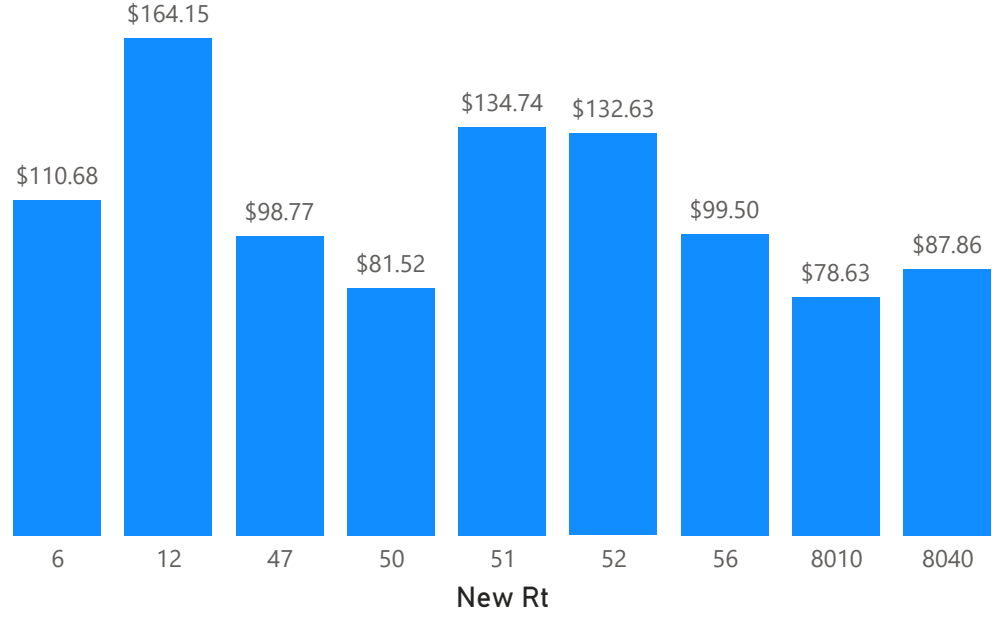
Average Current Daily Stops



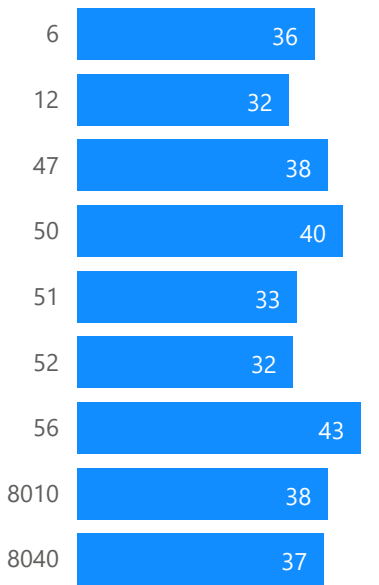
Average Current Stop Size (Q2)



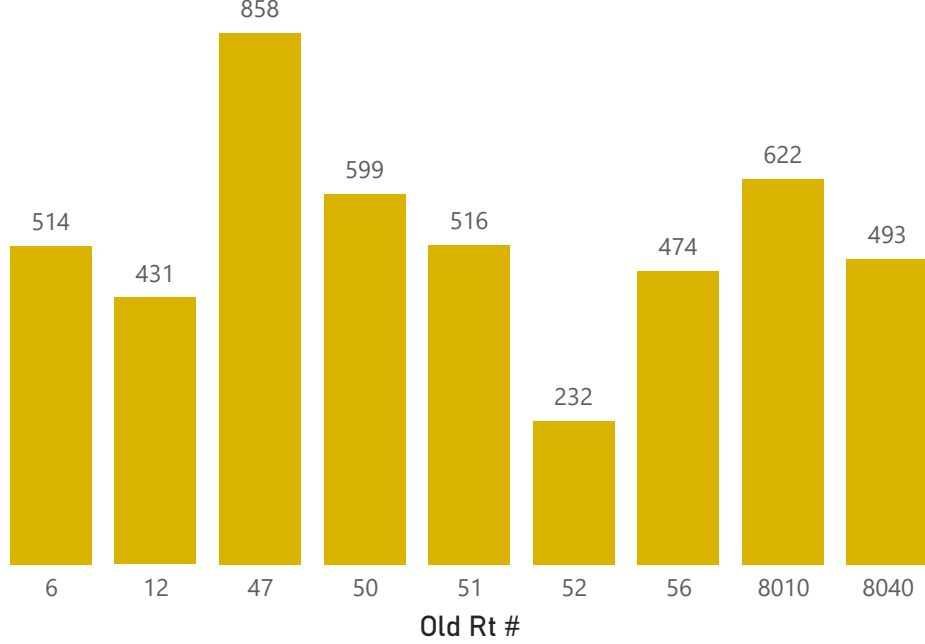
Average New Stop Size (Q2)



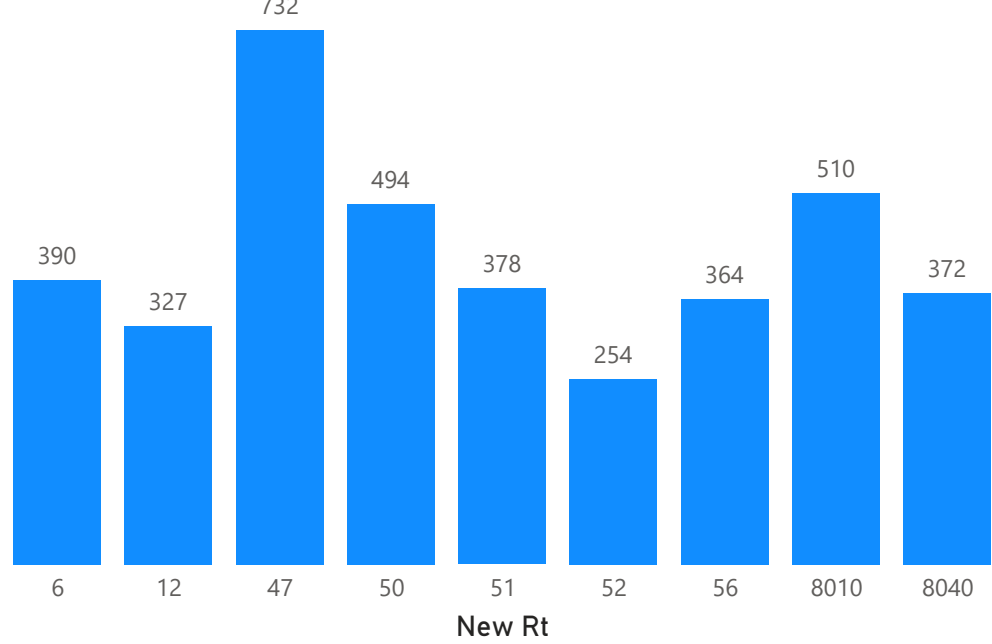
Average Current Daily Stops



Average Current Weekly Miles



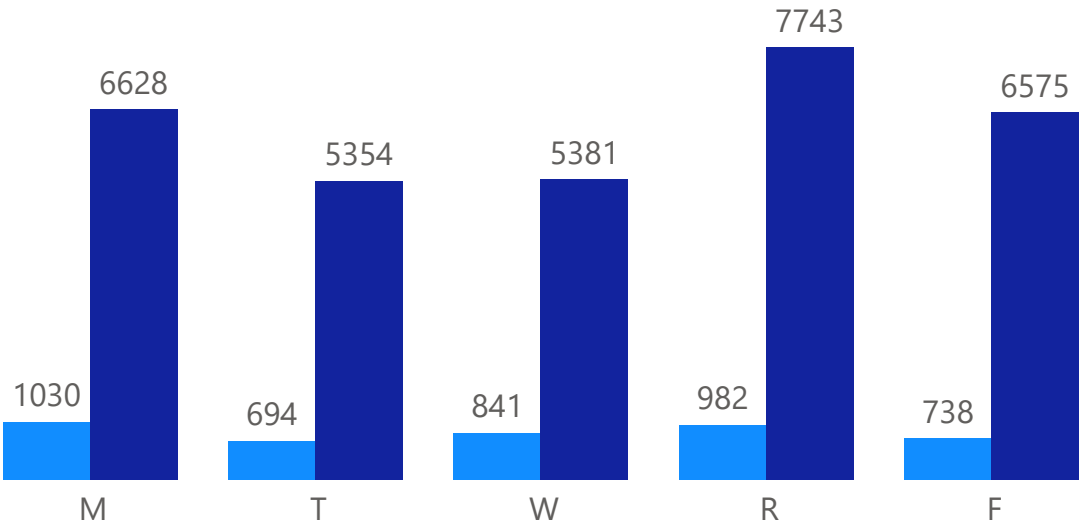
Average Total Miles by New Rt





Garment Distribution

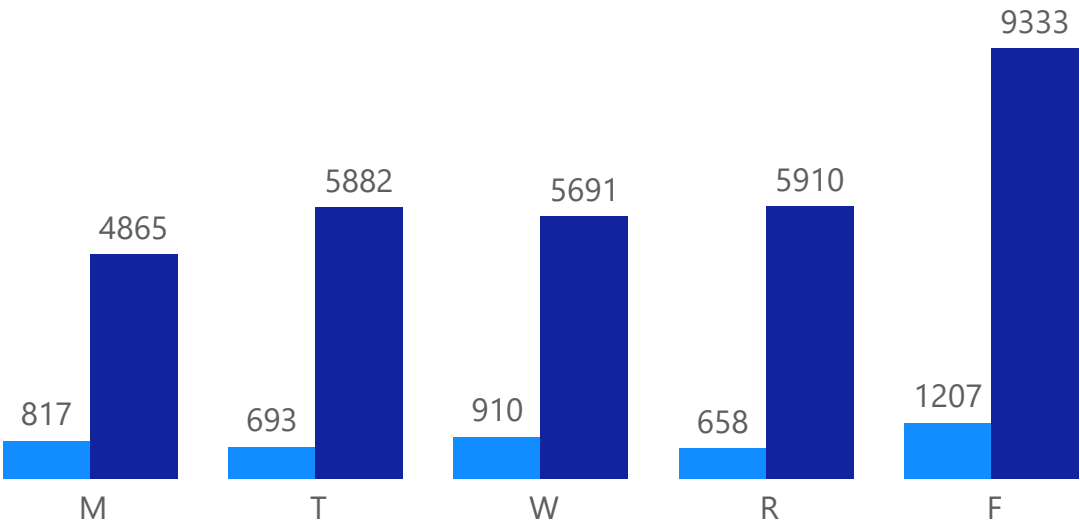
● Avg Garment Scans per Delivery ● Garment Inventory



Old Delivery Day

Garment Distribution

● Avg Garment Scans per Delivery ● Garment Inventory



New Delivery Day

Average Pieces processed of Retape Accounts

2686

Average Underwash of Retape Accounts

86.03%

Total Garment inventory of Retape Accounts

20564

Total # Of Wearers to be Retaped

973

Total # Of accounts Needing Retaping

210

Garment Accounts Changing Day Only

140

Garment Accounts Changing Route Only

17

Garment Accounts Changing Both Route and Day

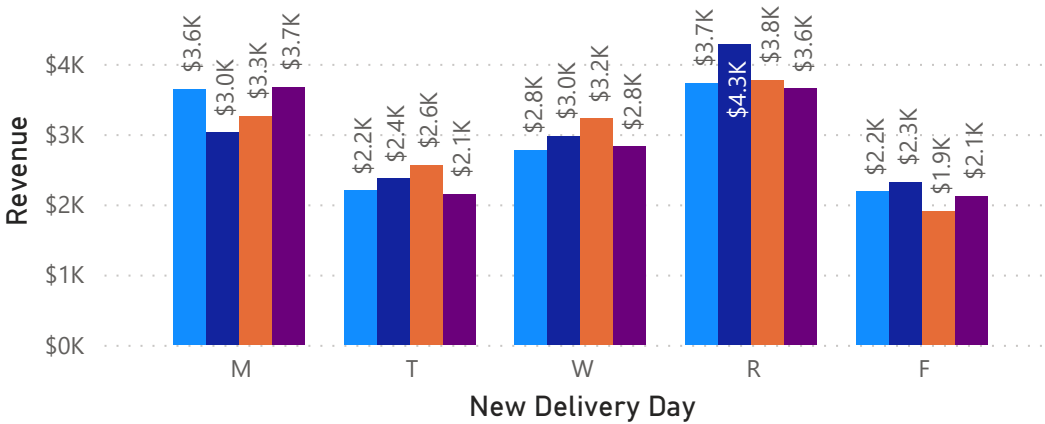
53

Garment Accounts Not Changing

103

Average Revenue

Q1 Revenue Q2 Revenue Q3 Revenue Q4 Revenue



New Rt 

6

Week # 

All

Avg Week Hours

33.14

# Of Customers

198

\$14.52K

Q1 Revenue

0.28%

Rt 6 Q1 %Change

\$14.70K

Q3 Revenue

4.75%

Rt 6 Q3 %Change

\$14.94K

Q2 Revenue

0.13%

Rt 6 Q2 %Change

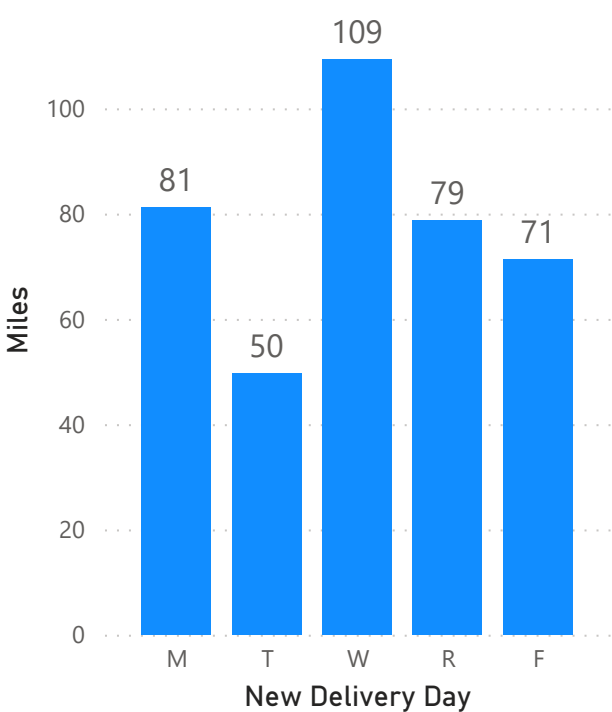
\$14.41K

Q4 Revenue

0.10%

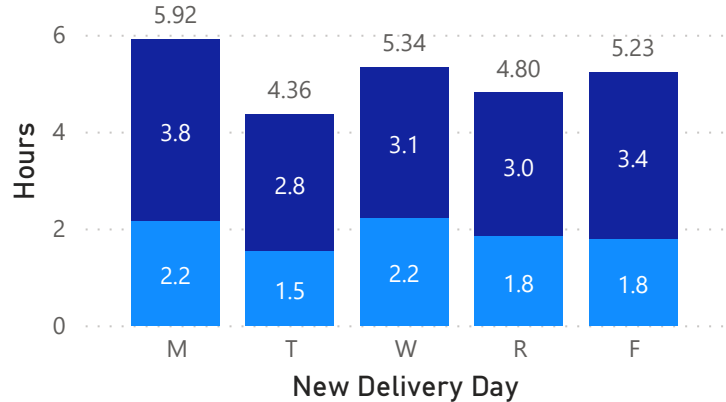
Rt 6 Q4 %Change

Total Miles Driven



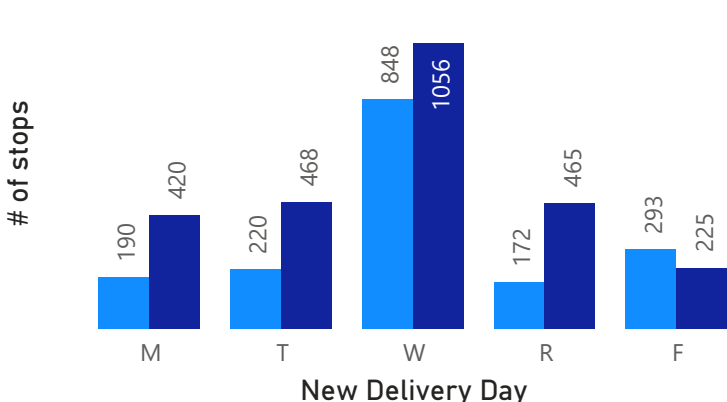
Hours Breakdown

Hours Travel Hours Of Service



Typical Garment Load

Avg Garments Processed Garment Inventory



\$110.68

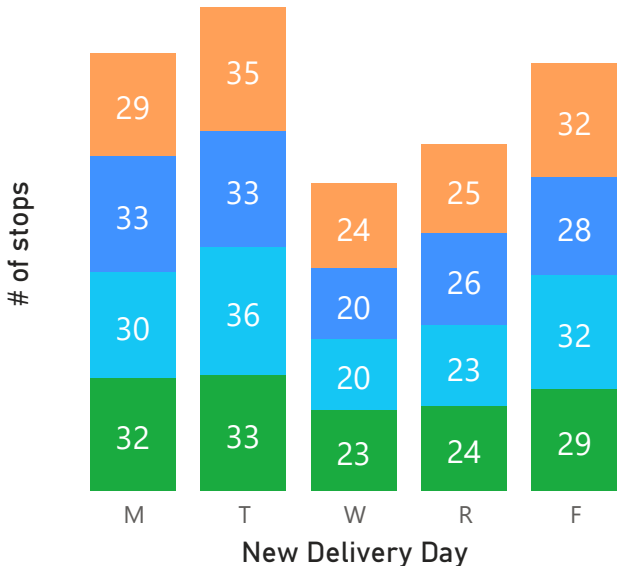
Average Miles Between Stops

4

Average Daily Miles

78

Stop Counts



# of Accounts on New Route   # of New Accounts

198

15

Origin of accounts Comprising New Route

Old Rt #   6   52   50   56



Destination of Accounts Leaving Original Route

New Rt   8040   12

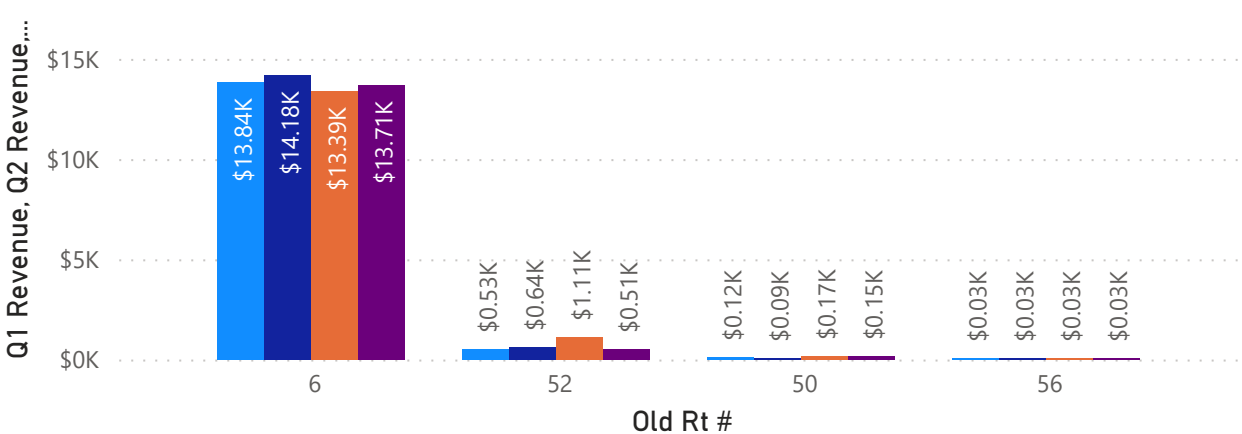


New Rt

6

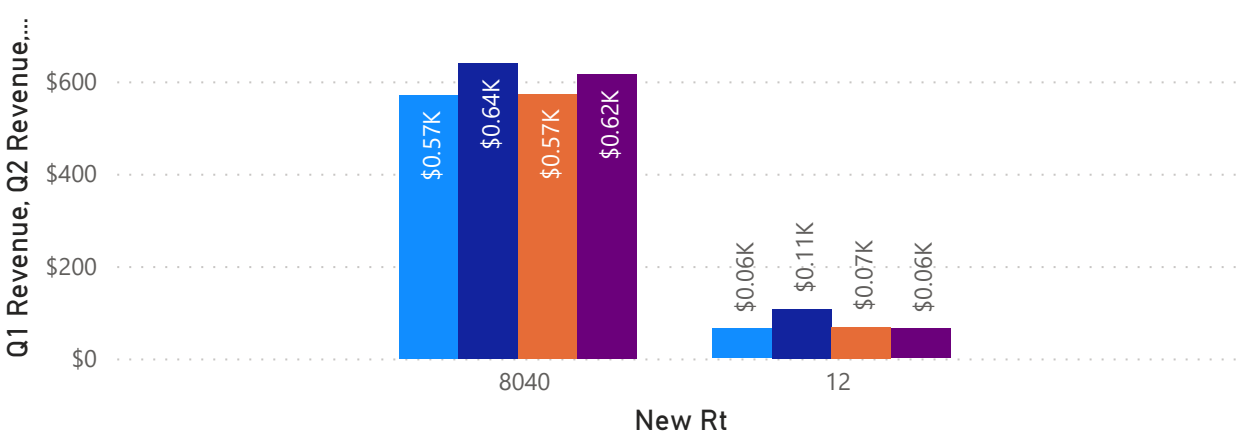
Origin of Revenue Comprising New Route

Q1 Revenue   Q2 Revenue   Q3 Revenue   Q4 Revenue



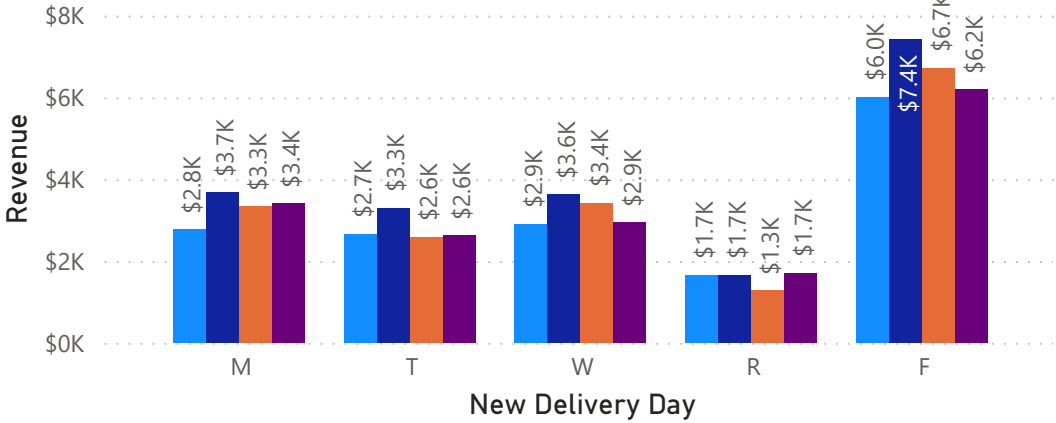
Destination of Revenue Leaving Original Route

Q1 Revenue   Q2 Revenue   Q3 Revenue   Q4 Revenue



Average Revenue

Q1 Revenue Q2 Revenue Q3 Revenue Q4 Revenue



New Rt 

12

Week # 

All

Avg Week Hours

30.49

# Of Customers

179

\$15.98K \$19.66K

Q1 Revenue

Q2 Revenue

2.31%

Rt 12 Q1 %Change

-0.08%

Rt 12 Q2 %Change

\$17.32K \$16.86K

Q3 Revenue

Q4 Revenue

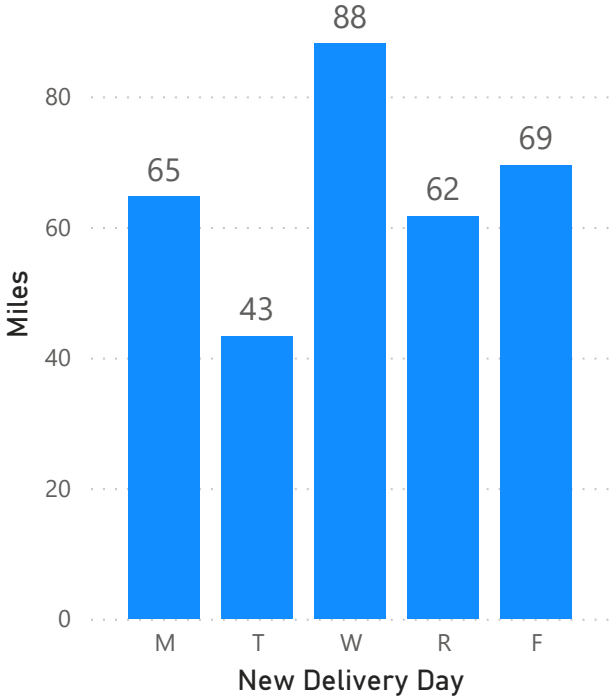
0.80%

Rt 12 Q3 %Change

1.50%

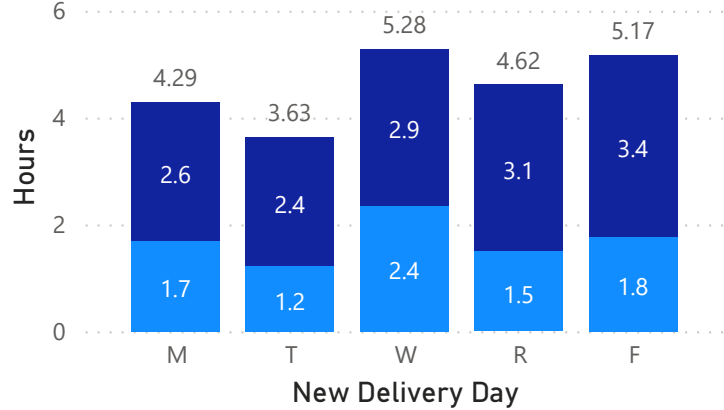
Rt 12 Q4 %Change

Total Miles Driven



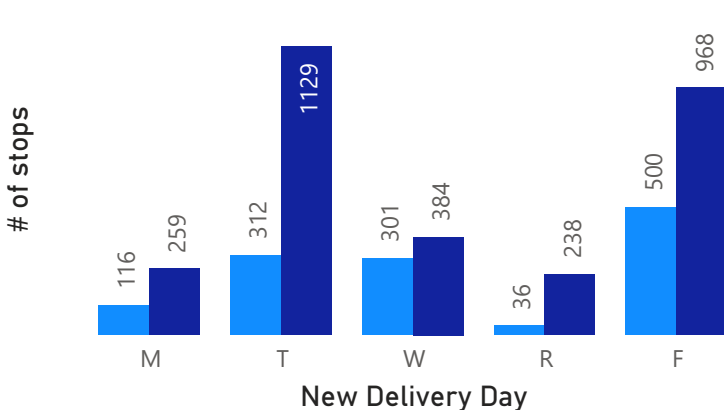
Hours Breakdown

Hours Travel Hours Of Service



Typical Garment Load

Avg Garments Processed Garment Inventory



\$164.15

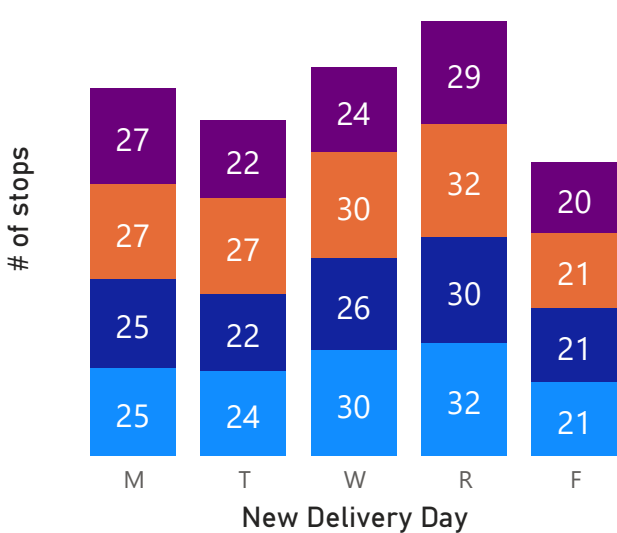
Average Miles Between Stops

3

Average Daily Miles

65

Stop Counts



# of Accounts on New Route   # of New Accounts

179

37

Origin of accounts Comprising New Route

Old Rt #   12   50   51   6



Destination of Accounts Leaving Original Route

New Rt   52

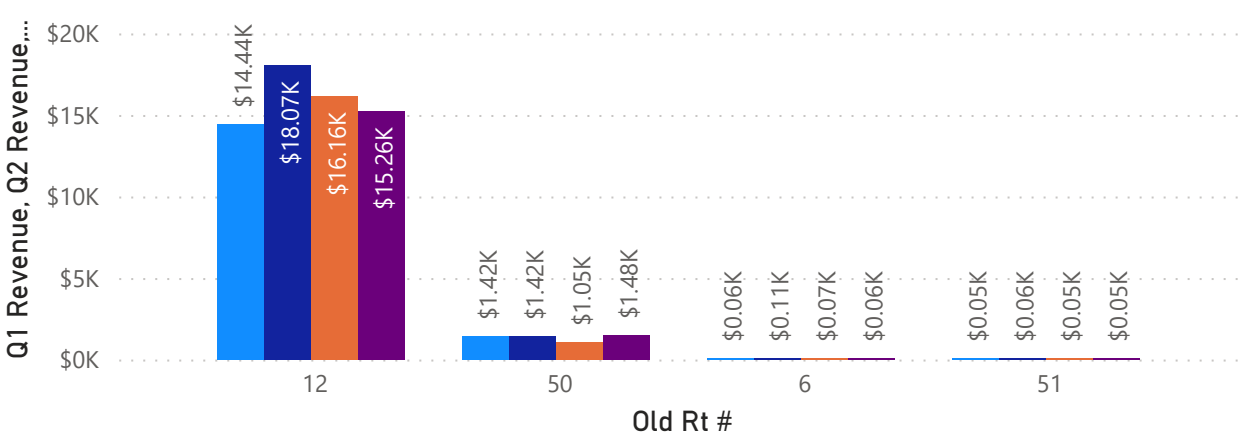


New Rt

12

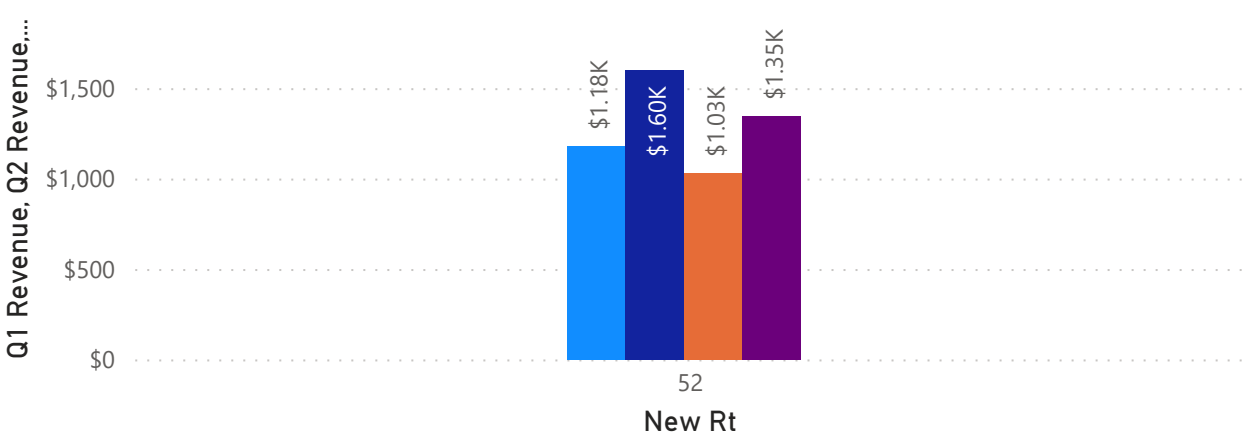
Origin of Revenue Comprising New Route

Q1 Revenue   Q2 Revenue   Q3 Revenue   Q4 Revenue



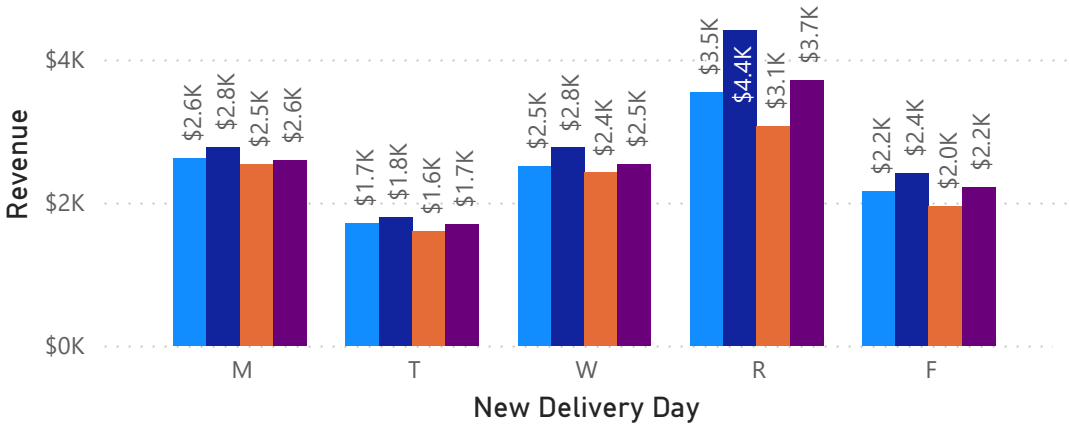
Destination of Revenue Leaving Original Route

Q1 Revenue   Q2 Revenue   Q3 Revenue   Q4 Revenue



Average Revenue

Q1 Revenue Q2 Revenue Q3 Revenue Q4 Revenue



New Rt

Week #

Avg Week Hours

46.49

# Of Customers

208

\$12.56K \$14.17K

Q1 Revenue

Q2 Revenue

0.68%

Rt 47 Q1 %Change

0.68%

Rt 47 Q1 %Change

\$11.58K \$12.76K

Q3 Revenue

Q4 Revenue

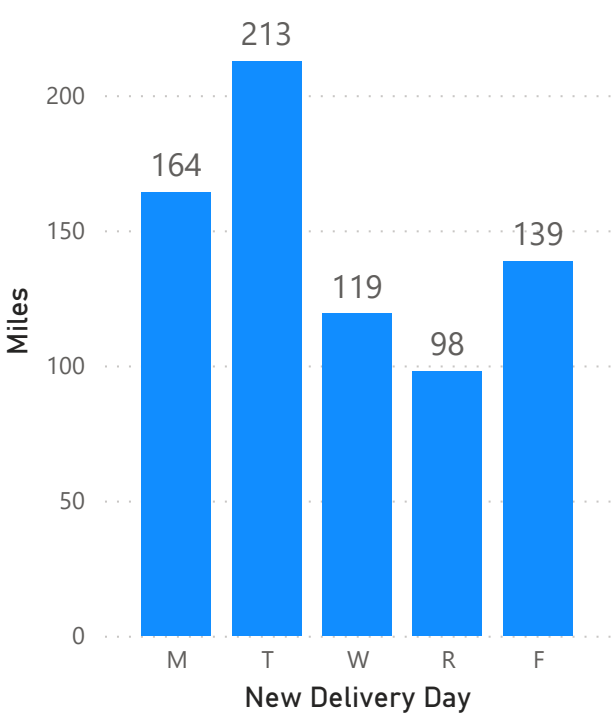
-0.01%

Rt 47 Q3 %Change

0.11%

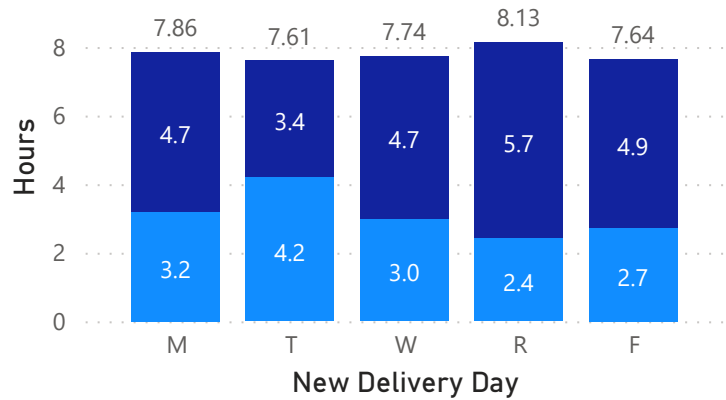
Rt 47 Q4 %Change

Total Miles Driven



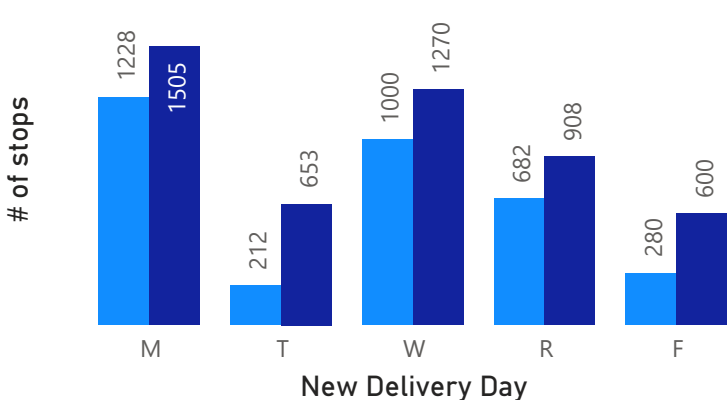
Hours Breakdown

Hours Travel Hours Of Service



Typical Garment Load

Avg Garments Processed Garment Inventory



\$98.77

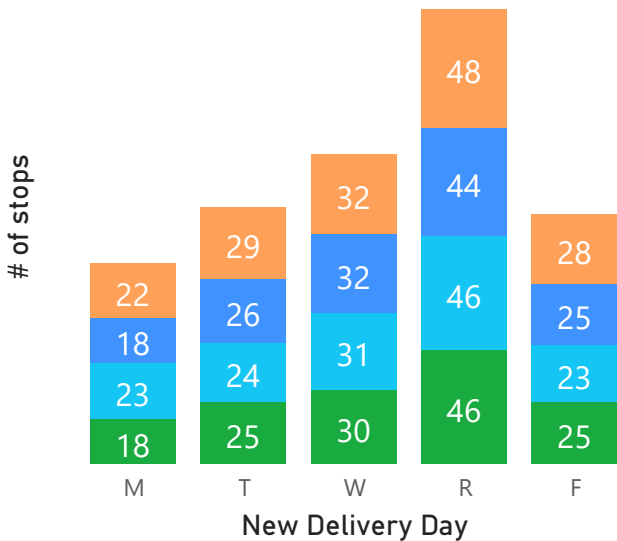
Average Miles Between Stops

6

Average Daily Miles

146

Stop Counts



# of Accounts on New Route   # of New Accounts

208

12

Origin of accounts Comprising New Route

Old Rt #   47   51   52   56



Destination of Accounts Leaving Original Route

New Rt   51

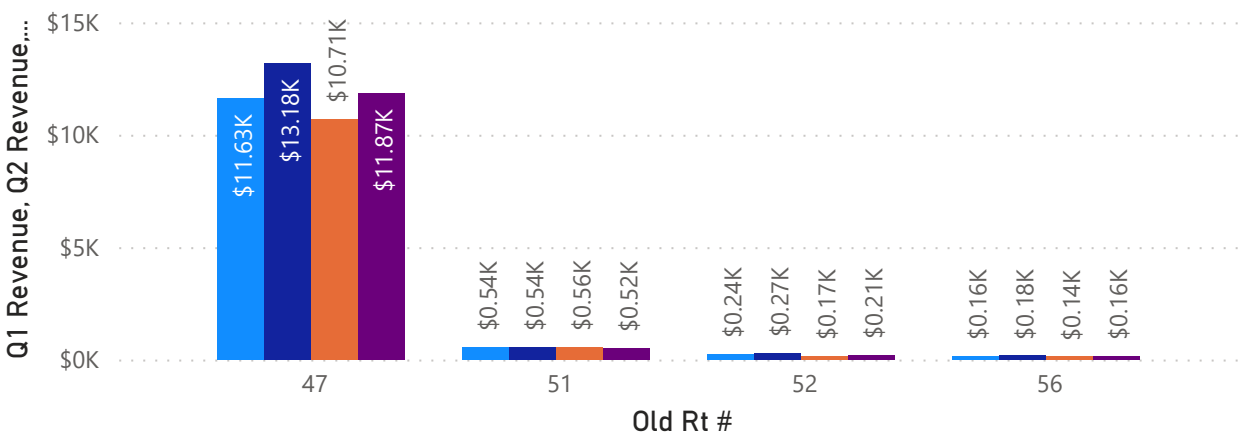


New Rt

47

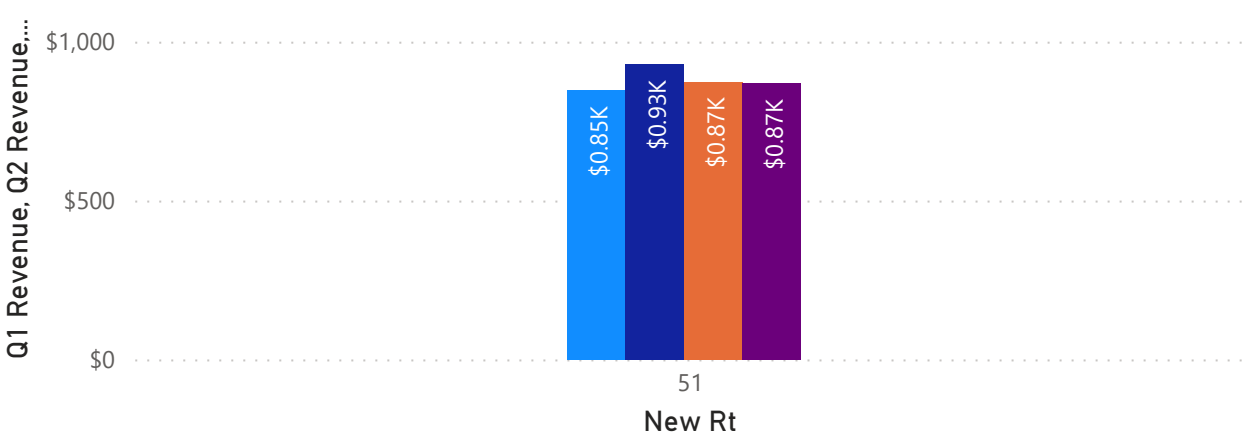
Origin of Revenue Comprising New Route

Q1 Revenue   Q2 Revenue   Q3 Revenue   Q4 Revenue

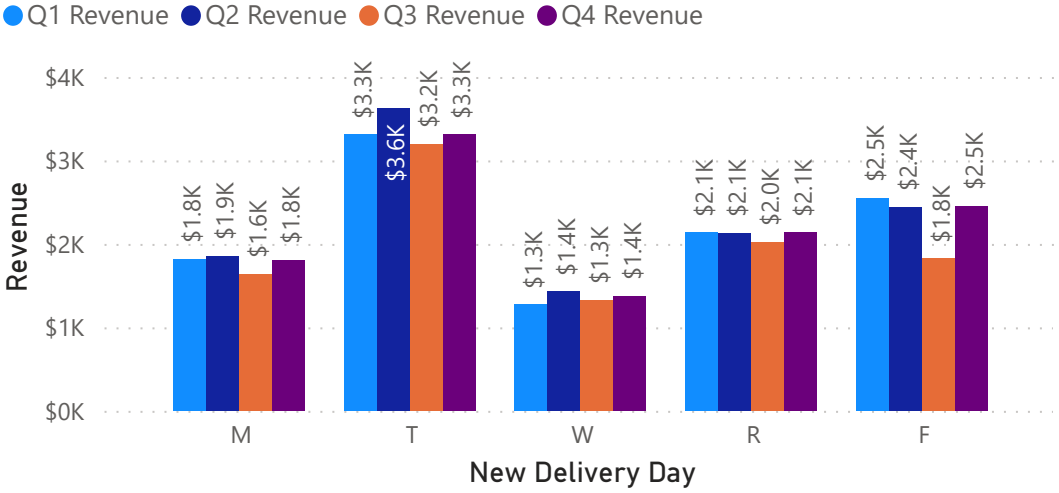


Destination of Revenue Leaving Original Route

Q1 Revenue   Q2 Revenue   Q3 Revenue   Q4 Revenue



Average Revenue



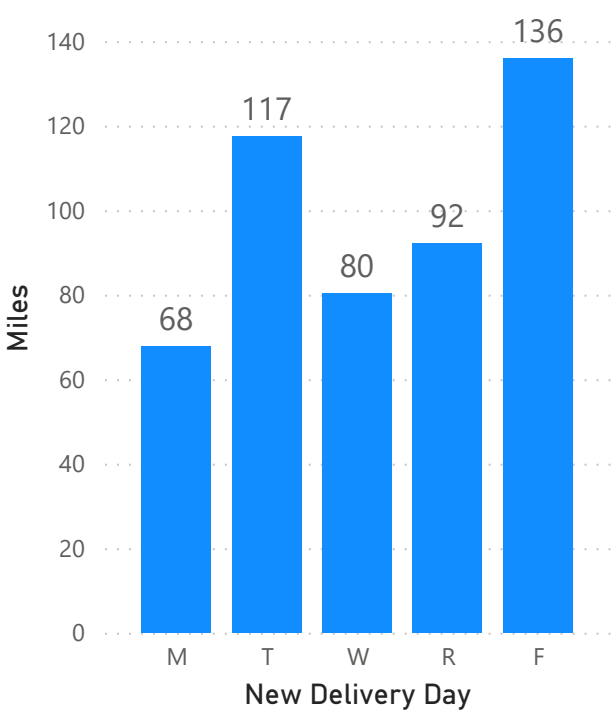
\$11.08K \$11.47K

Q1 Revenue Q2 Revenue  
4.14% 4.23%  
Rt 50 Q1 %Change Rt 50 Q2 %Change

\$10.00K \$11.07K

Q3 Revenue Q4 Revenue  
10.35% 2.55%  
Rt 50 Q3 %Change Rt 50 Q4 %Change

Total Miles Driven



New Rt

Week #

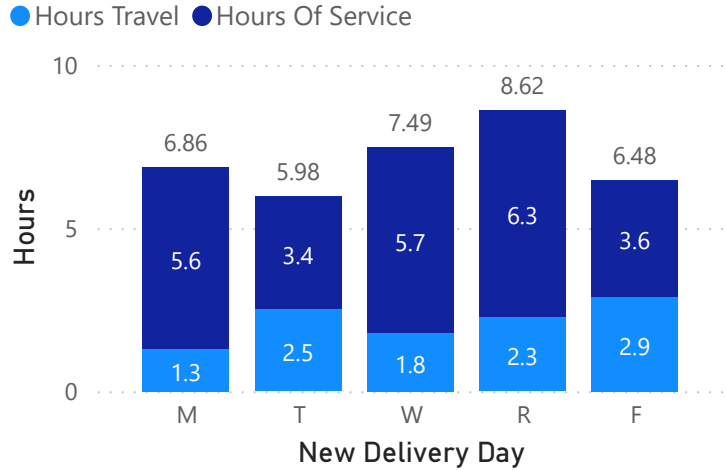
Avg Week Hours

42.93

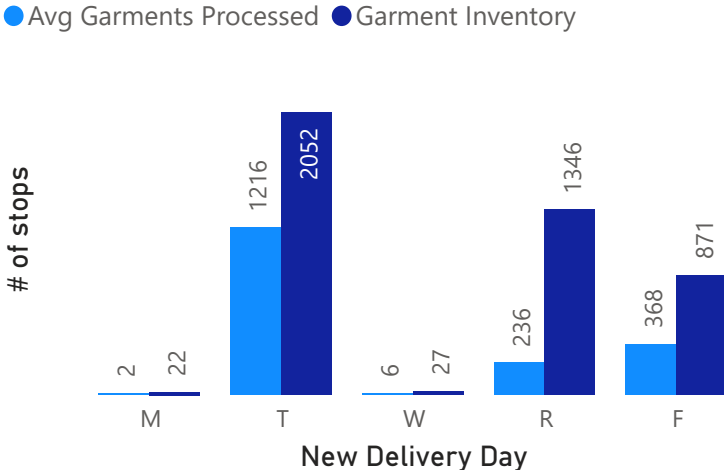
# Of Customers

219

Hours Breakdown



Typical Garment Load



Average Stop Size

\$81.52

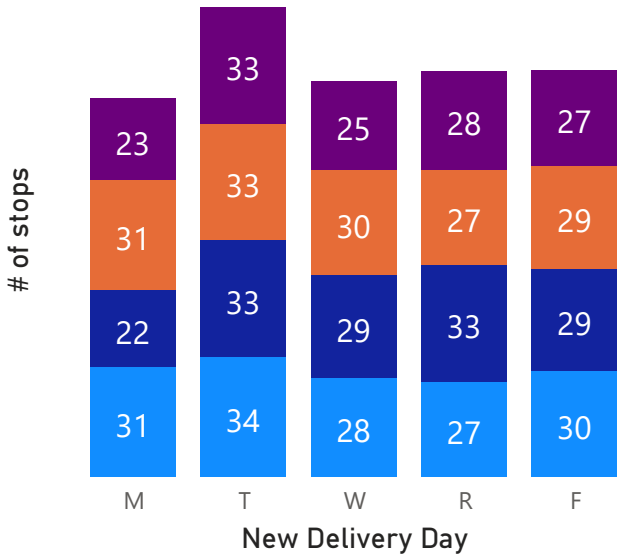
Average Miles Between Stops

4

Average Daily Miles

99

Stop Counts





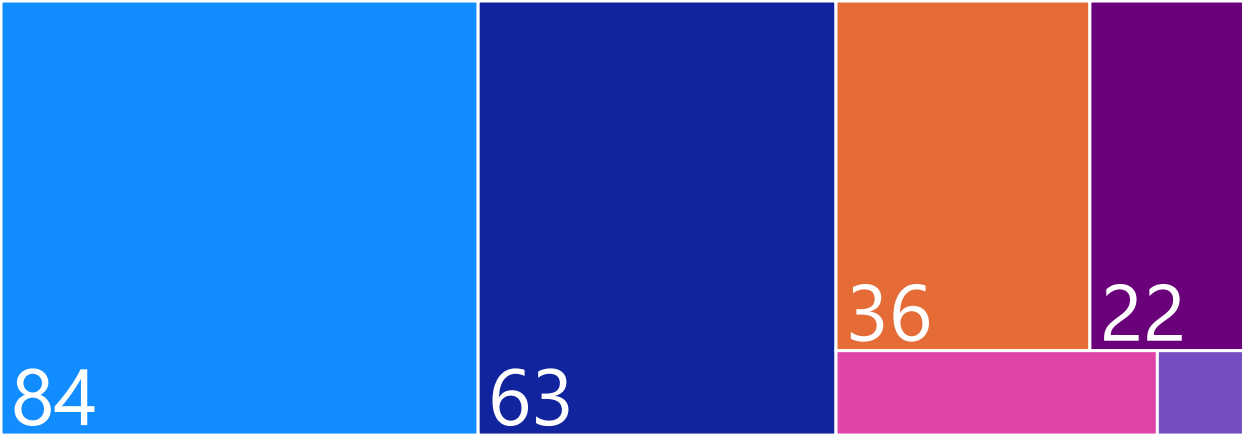
# of Accounts on New Route    # of New Accounts

219

135

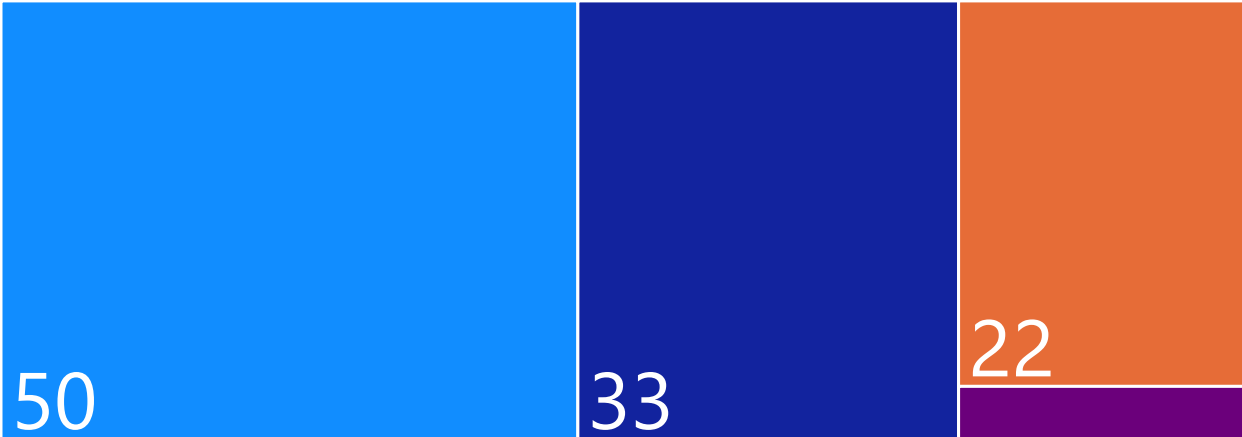
Origin of accounts Comprising New Route

Old Rt #    50    8010    8040    56    8060    51



Destination of Accounts Leaving Original Route

New Rt    56    12    8040    6

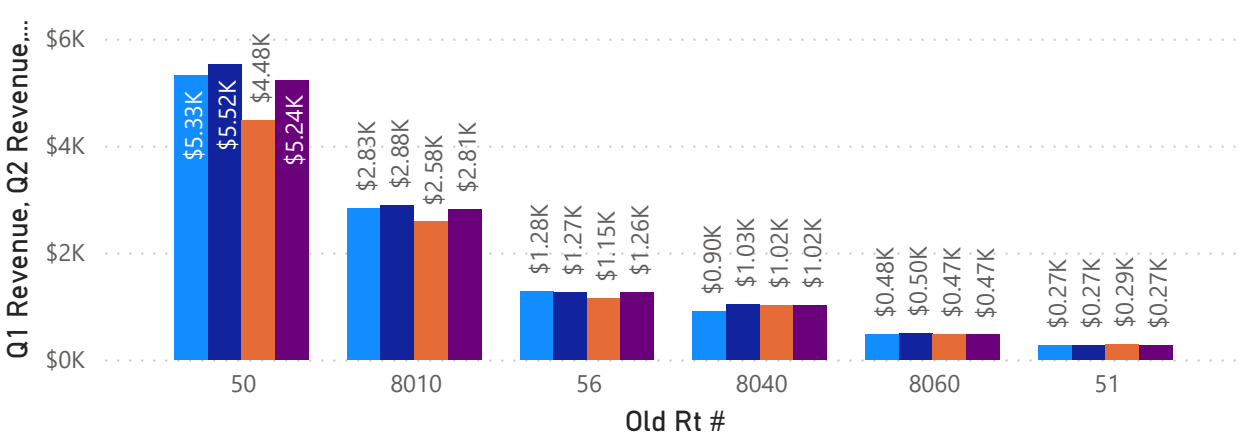


New Rt

50

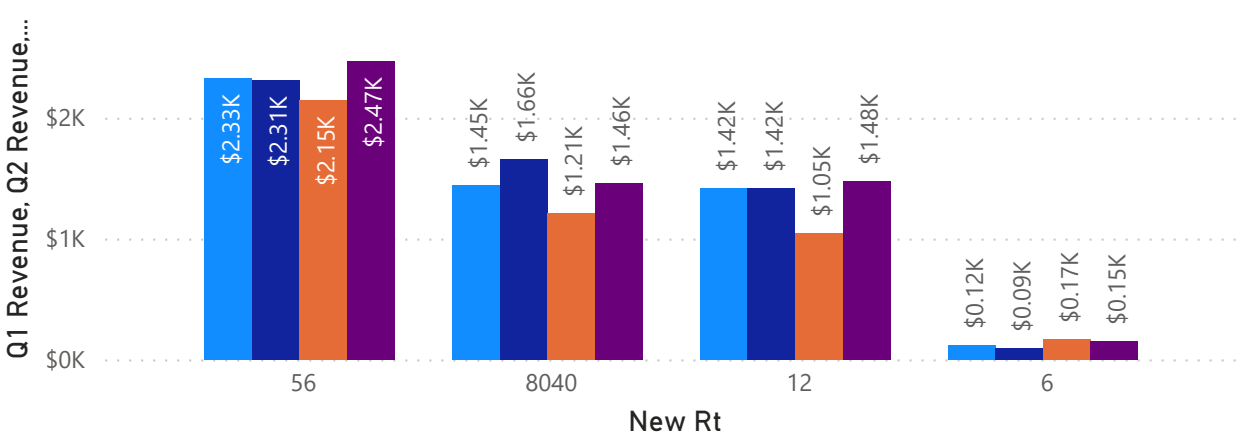
Origin of Revenue Comprising New Route

Q1 Revenue    Q2 Revenue    Q3 Revenue    Q4 Revenue



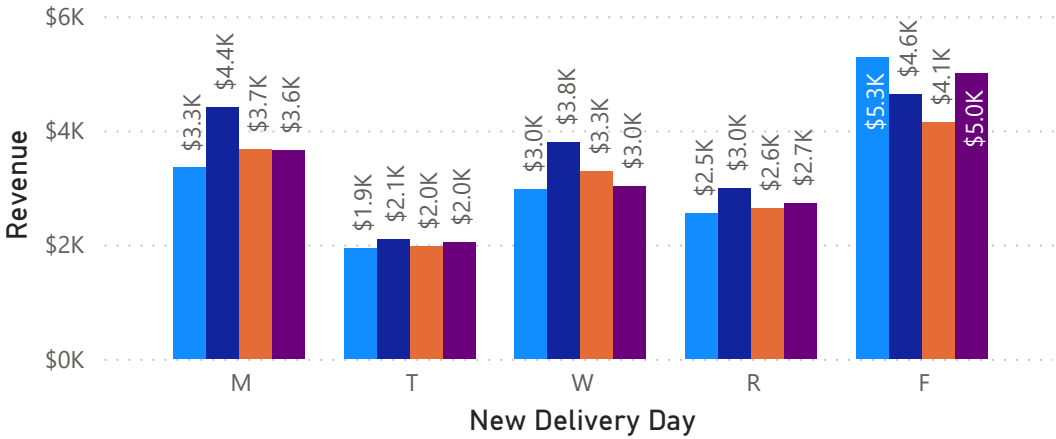
Destination of Revenue Leaving Original Route

Q1 Revenue    Q2 Revenue    Q3 Revenue    Q4 Revenue



Average Revenue

Q1 Revenue Q2 Revenue Q3 Revenue Q4 Revenue



New Rt 

51

Week # 

All

Avg Week Hours

32.03

# Of Customers

185

\$16.08K \$17.92K

Q1 Revenue

Q2 Revenue

1.86%

Rt 51 Q1 %Change

2.56%

Rt 51 Q2 %Change

\$15.71K \$16.44K

Q3 Revenue

Q4 Revenue

3.50%

Rt 51 Q3 %Change

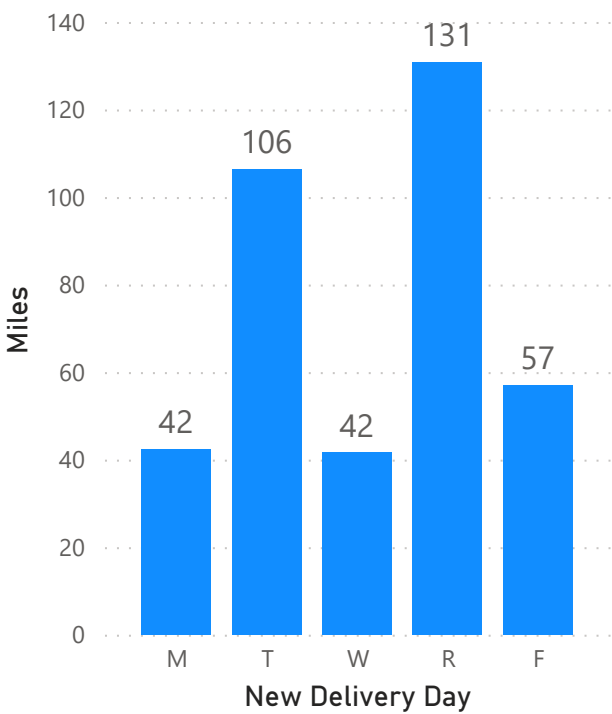
2.04%

Rt 51 Q4 %Change

Average Stop Size

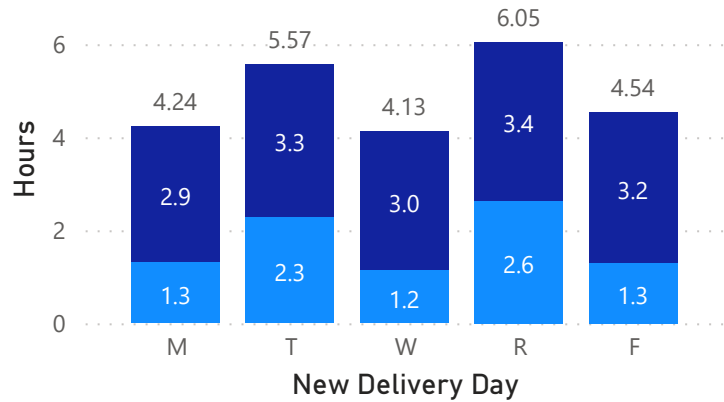
Stop Counts

Total Miles Driven



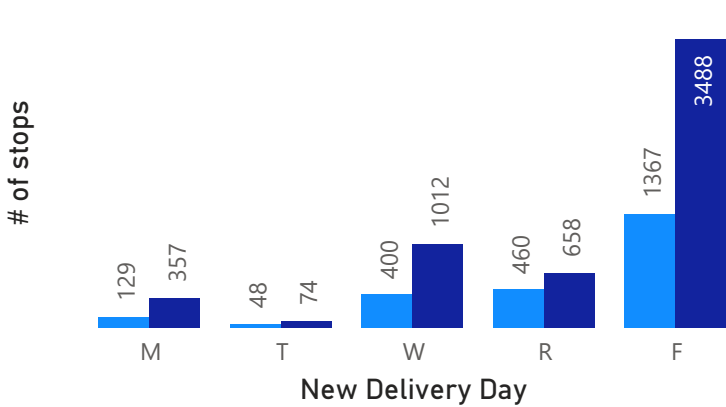
Hours Breakdown

Hours Travel Hours Of Service



Typical Garment Load

Avg Garments Processed Garment Inventory



\$134.74

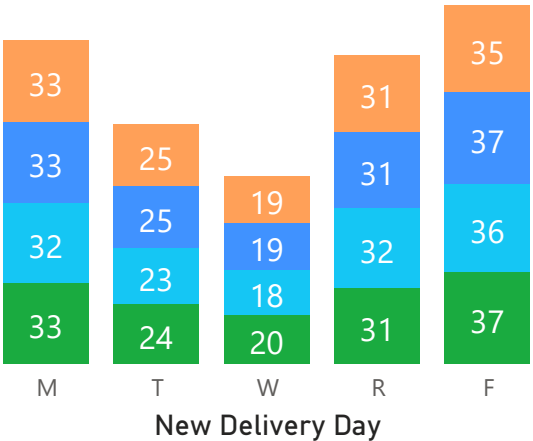
Average Miles Between Stops

4

Average Daily Miles

76

# of stops



# of Accounts on New Route    # of New Accounts

185

24

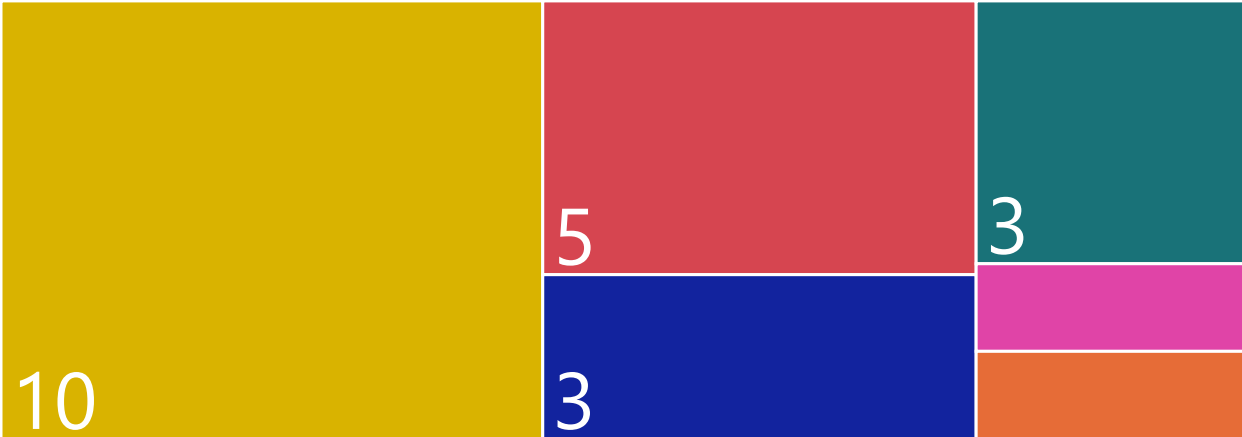
Origin of accounts Comprising New Route

Old Rt #    51    47    52    8060



Destination of Accounts Leaving Original Route

New Rt    47    8010    12    50    52    8040

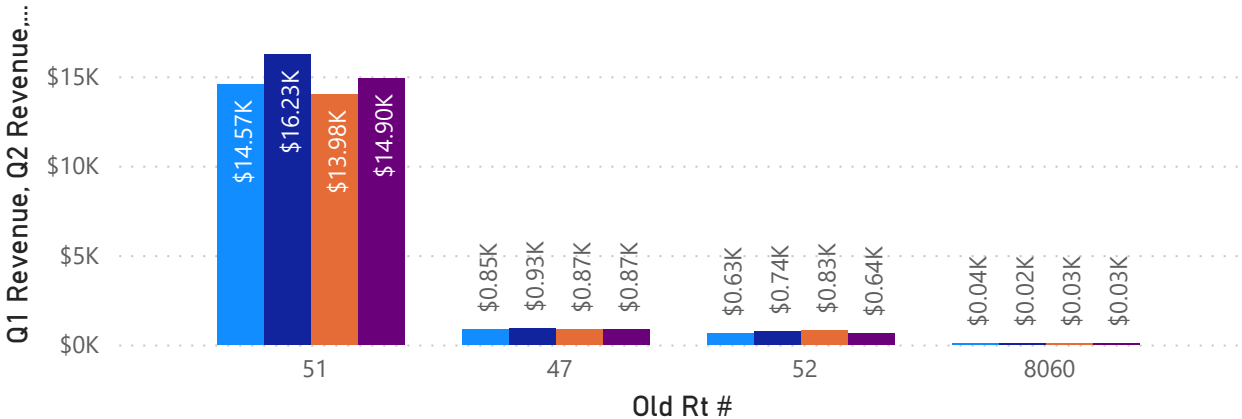


New Rt

51

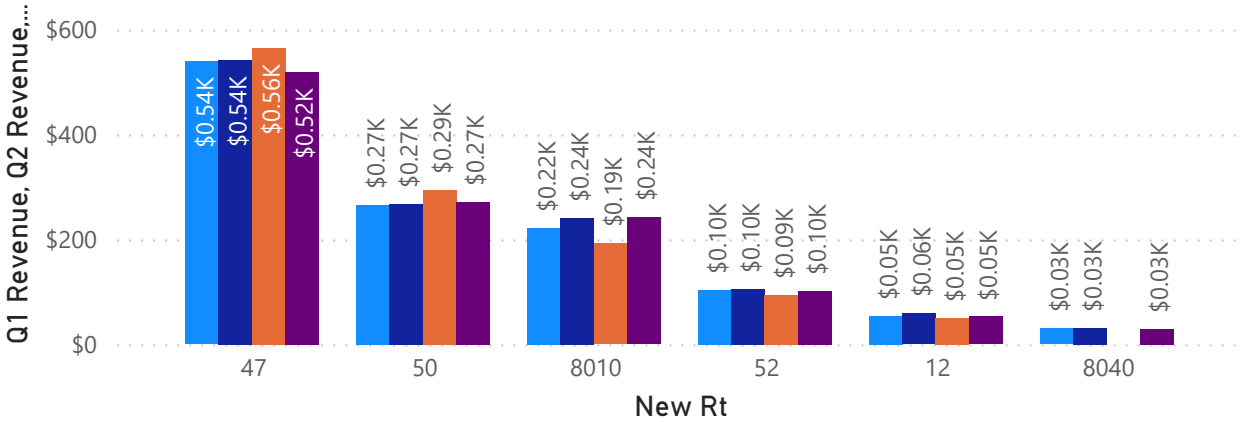
Origin of Revenue Comprising New Route

Q1 Revenue    Q2 Revenue    Q3 Revenue    Q4 Revenue



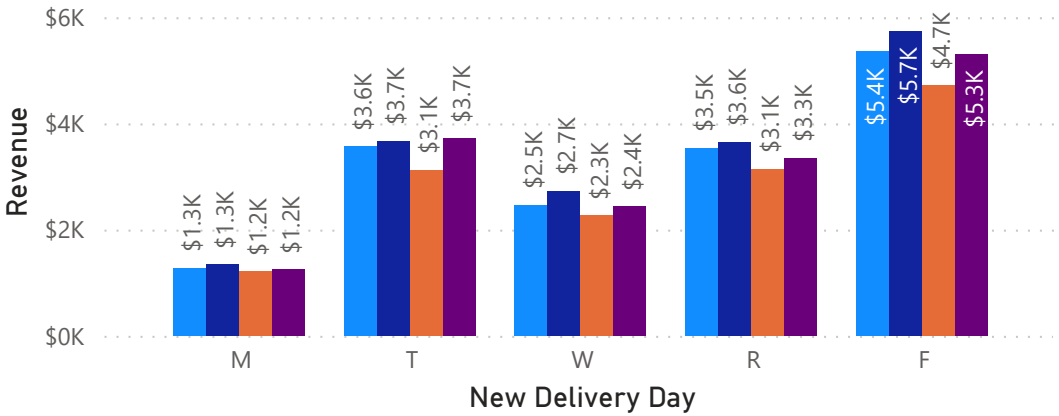
Destination of Revenue Leaving Original Route

Q1 Revenue    Q2 Revenue    Q3 Revenue    Q4 Revenue



Average Revenue

Q1 Revenue Q2 Revenue Q3 Revenue Q4 Revenue



New Rt

Week #

Avg Week Hours

25.59

# Of Customers

182

\$16.17K \$17.11K

Q1 Revenue

Q2 Revenue

-0.46%

Rt 52 Q1 %Change

0.57%

Rt 52 Q2 %Change

\$14.44K \$16.05K

Q3 Revenue

Q4 Revenue

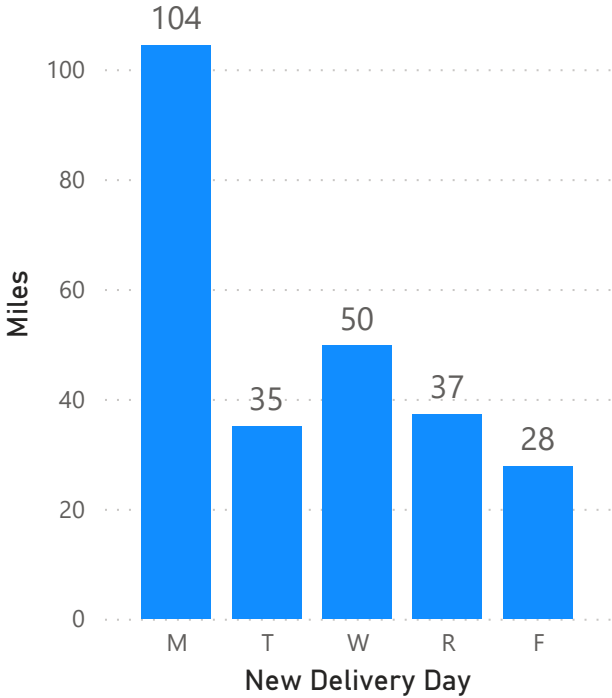
-5.98%

Rt 52 Q3 %Change

0.71%

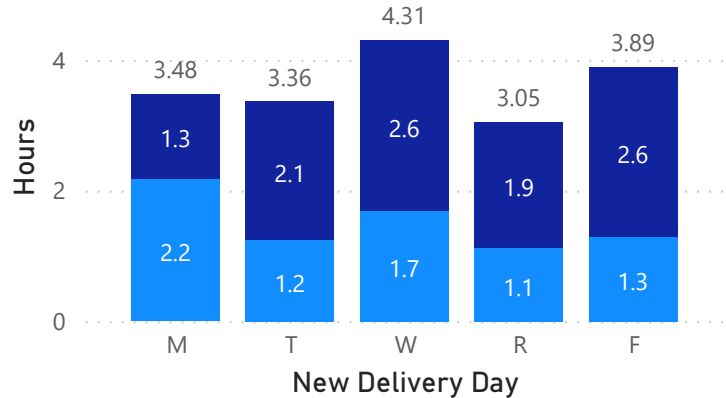
Rt 52 Q4 %Change

Total Miles Driven



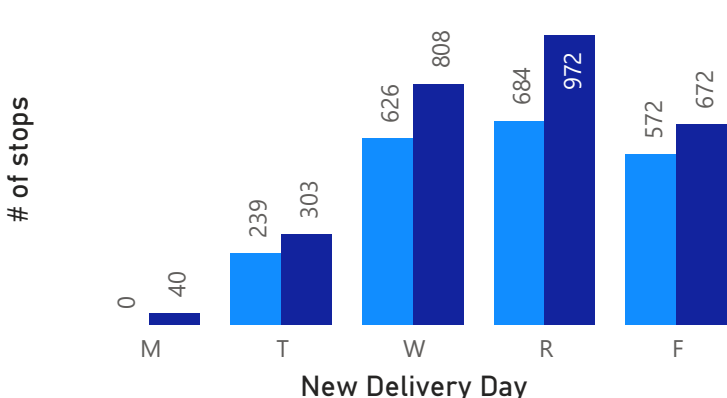
Hours Breakdown

Hours Travel Hours Of Service



Typical Garment Load

Avg Garments Processed Garment Inventory



\$132.63

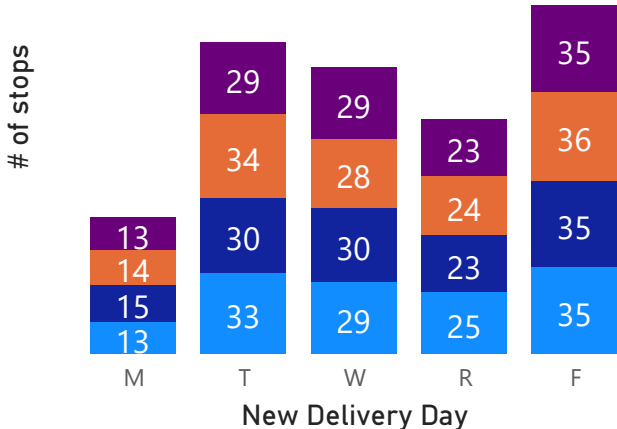
Average Miles Between Stops

2

Average Daily Miles

51

Stop Counts



# of Accounts on New Route   # of New Accounts

182

34

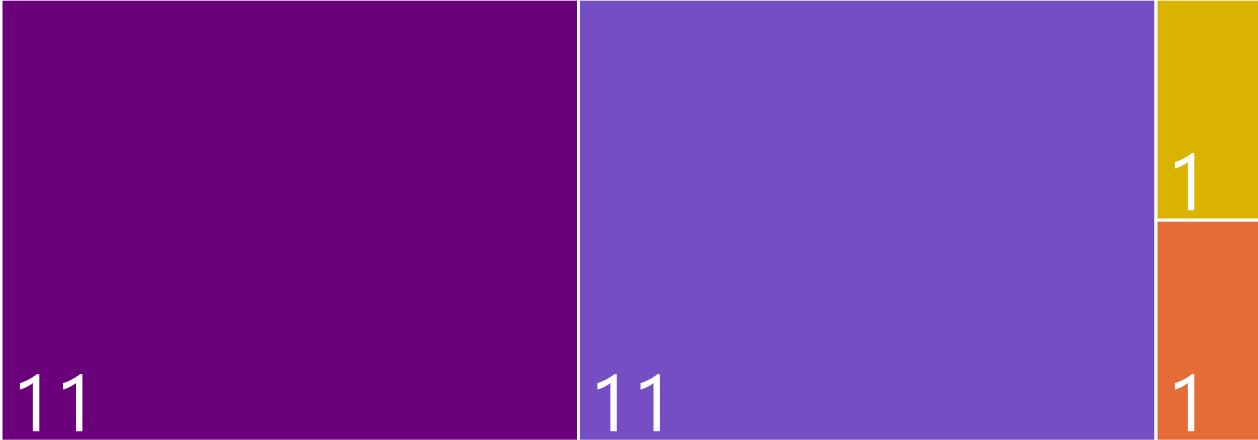
Origin of accounts Comprising New Route

Old Rt #   52   12   8040   51



Destination of Accounts Leaving Original Route

New Rt   6   51   47   8040

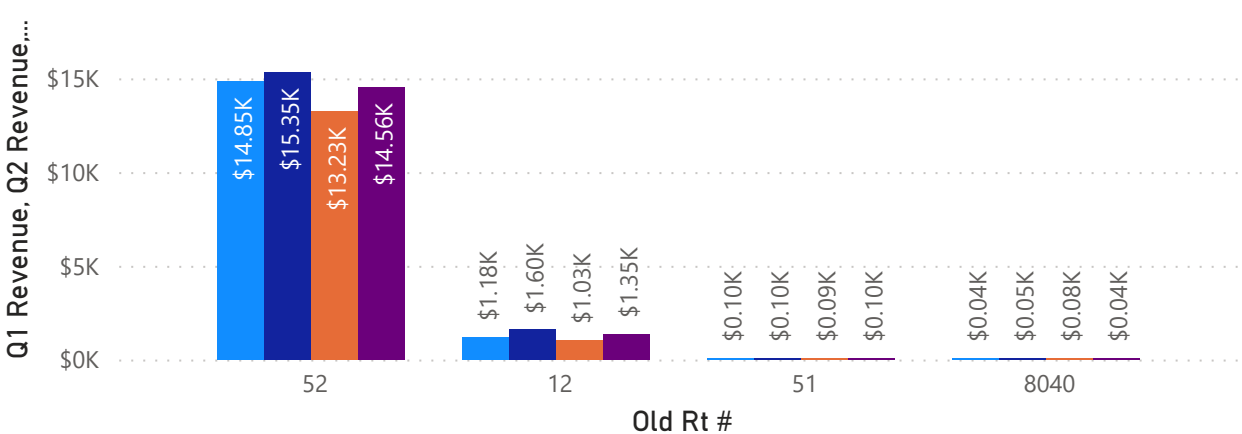


New Rt

52

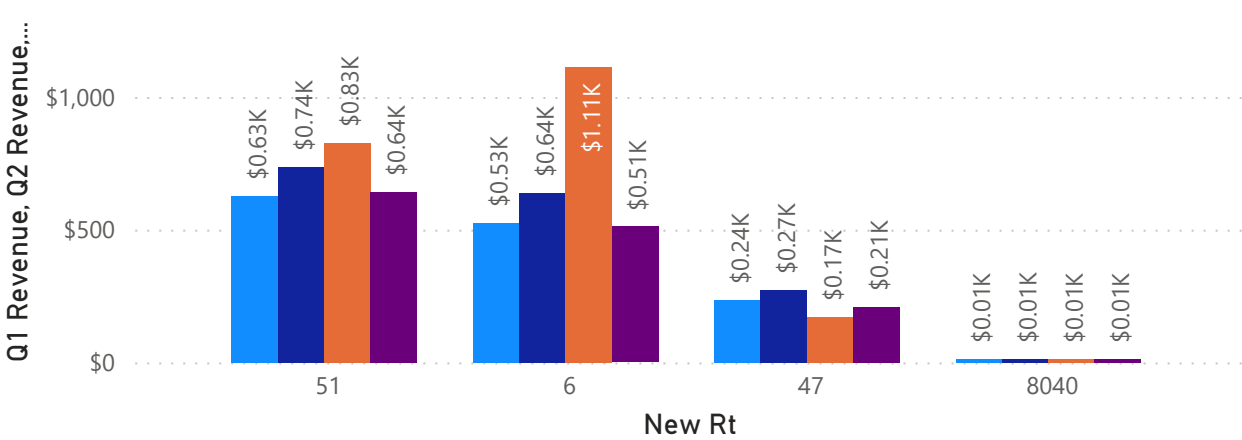
Origin of Revenue Comprising New Route

Q1 Revenue   Q2 Revenue   Q3 Revenue   Q4 Revenue



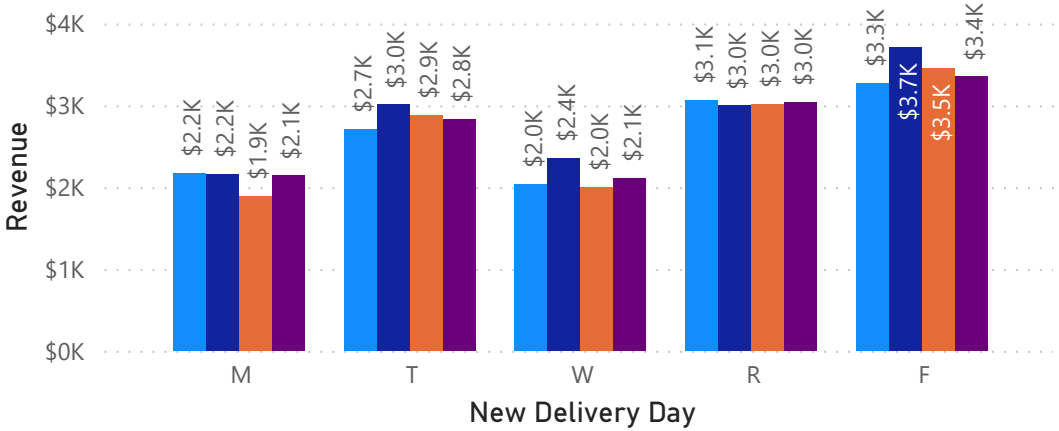
Destination of Revenue Leaving Original Route

Q1 Revenue   Q2 Revenue   Q3 Revenue   Q4 Revenue



Average Revenue

Q1 Revenue Q2 Revenue Q3 Revenue Q4 Revenue



New Rt 

56

Week # 

All

Avg Week Hours

37.24

# Of Customers

233

\$13.26K \$14.23K

Q1 Revenue

Q2 Revenue

0.56%

Rt 56 Q1 %Change

1.12%

Rt 56 Q2 %Change

\$13.24K \$13.47K

Q3 Revenue

Q4 Revenue

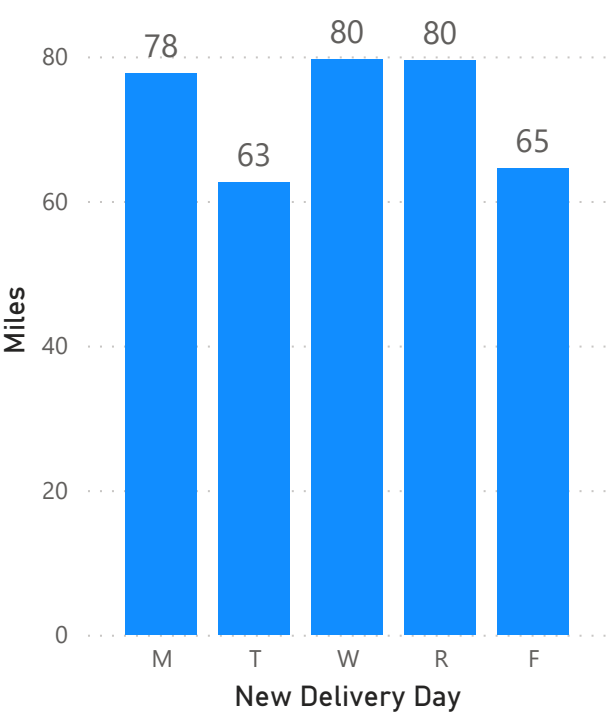
2.12%

Rt 56 Q3 %Change

2.83%

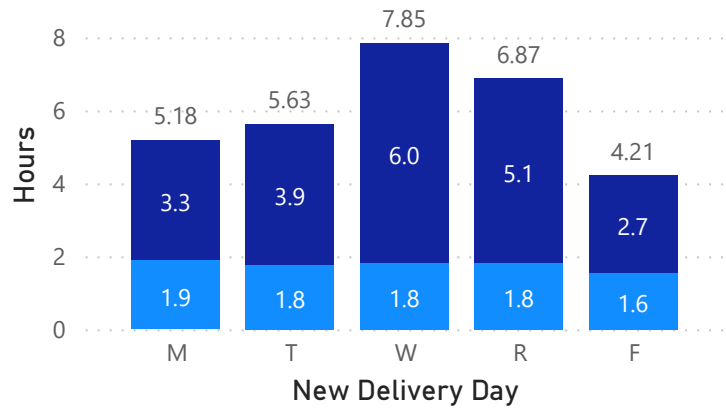
Rt 56 Q4 %Change

Total Miles Driven



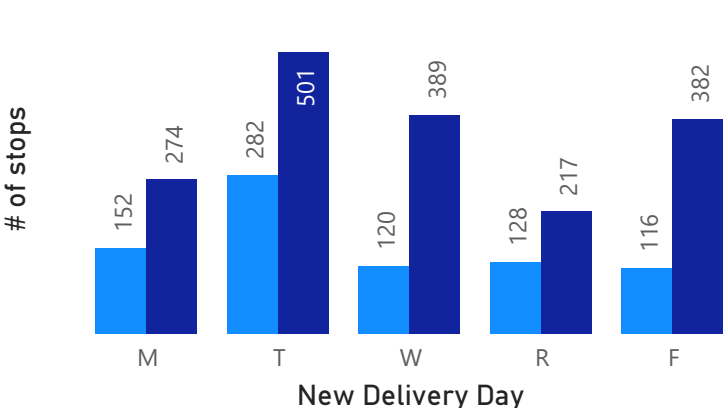
Hours Breakdown

Hours Travel Hours Of Service



Typical Garment Load

Avg Garments Processed Garment Inventory



\$99.50

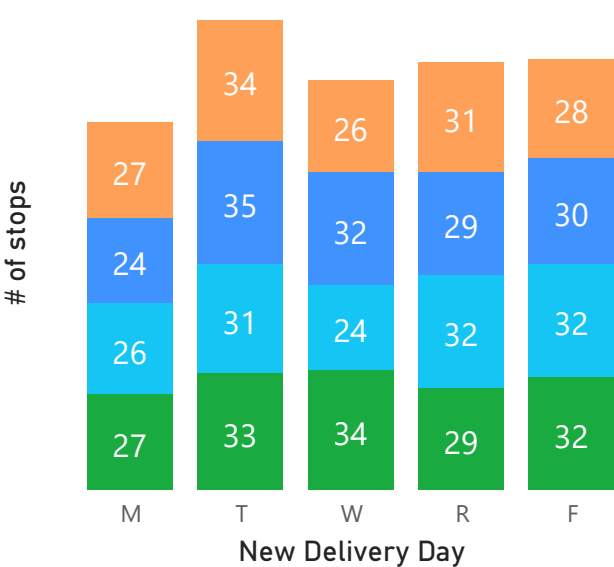
Average Miles Between Stops

3

Average Daily Miles

73

Stop Counts



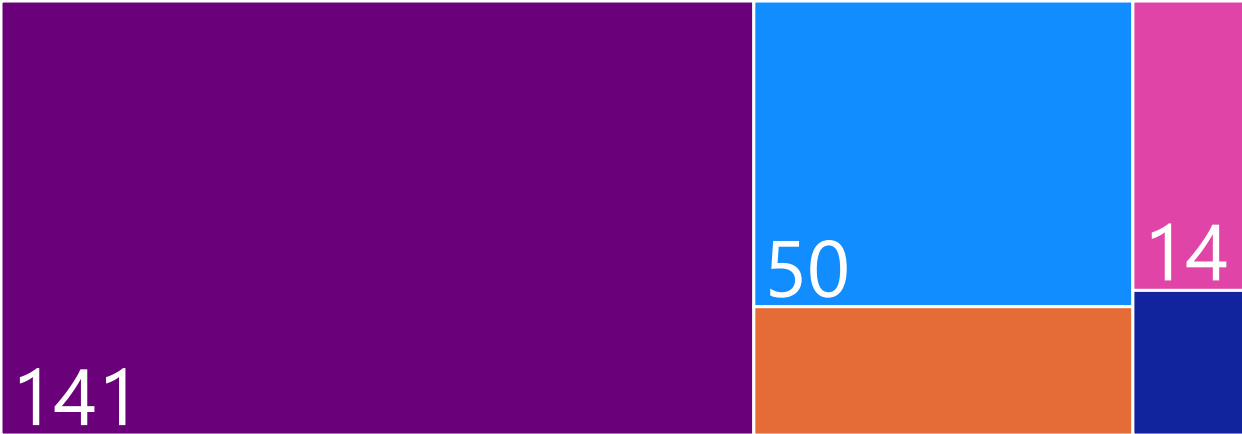
# of Accounts on New Route   # of New Accounts

233

92

Origin of accounts Comprising New Route

Old Rt #   56   50   8040   8060   8010



Destination of Accounts Leaving Original Route

New Rt   8010   50   8040   6   47

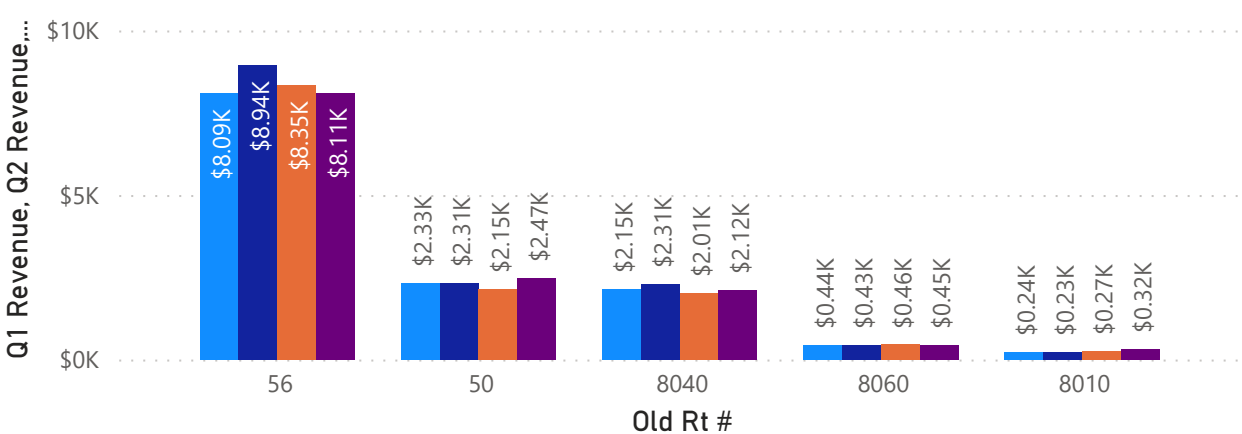


New Rt

56

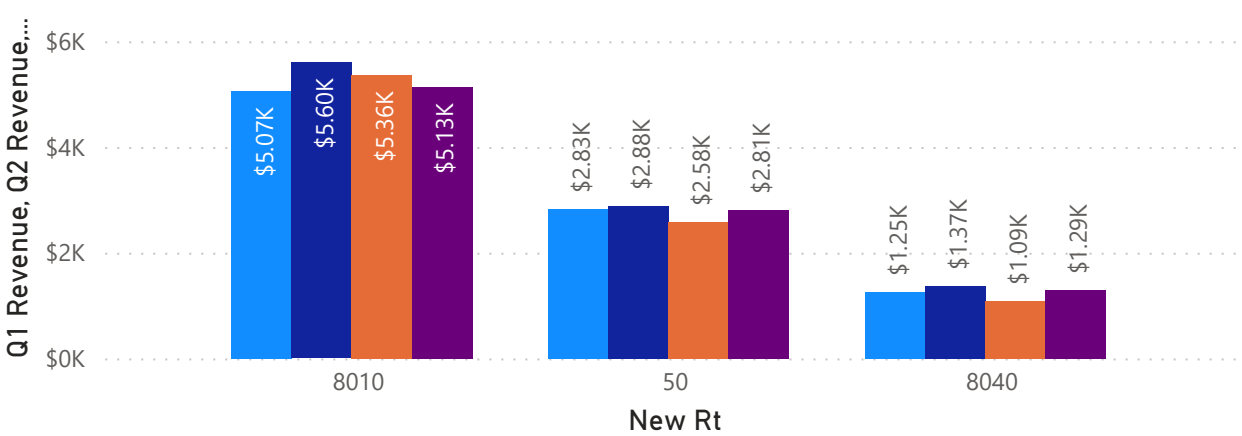
Origin of Revenue Comprising New Route

Q1 Revenue   Q2 Revenue   Q3 Revenue   Q4 Revenue



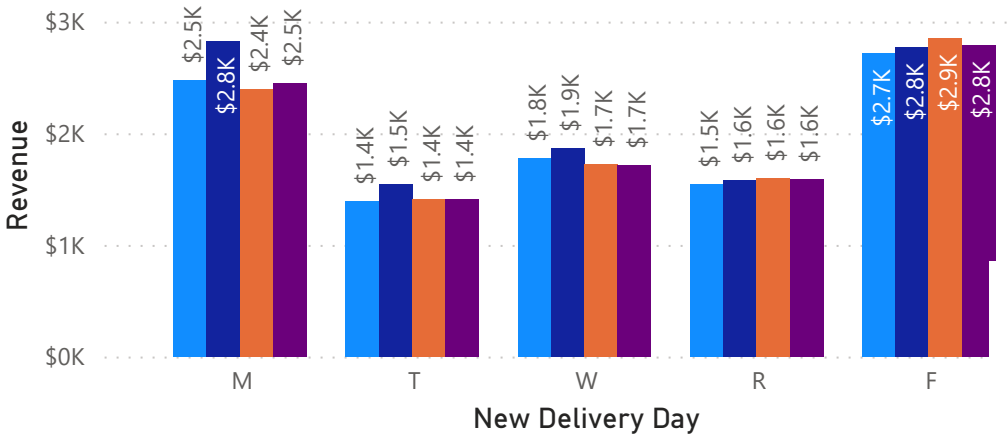
Destination of Revenue Leaving Original Route

Q1 Revenue   Q2 Revenue   Q3 Revenue   Q4 Revenue



Average Revenue

Q1 Revenue Q2 Revenue Q3 Revenue Q4 Revenue



\$9.91K

Q1 Revenue

5.57%

Rt 8010 Q1 %Change

\$9.98K

Q3 Revenue

7.29%

Rt 8010 Q3 %Change

\$10.60K

Q2 Revenue

5.08%

Rt 8010 Q2 %Change

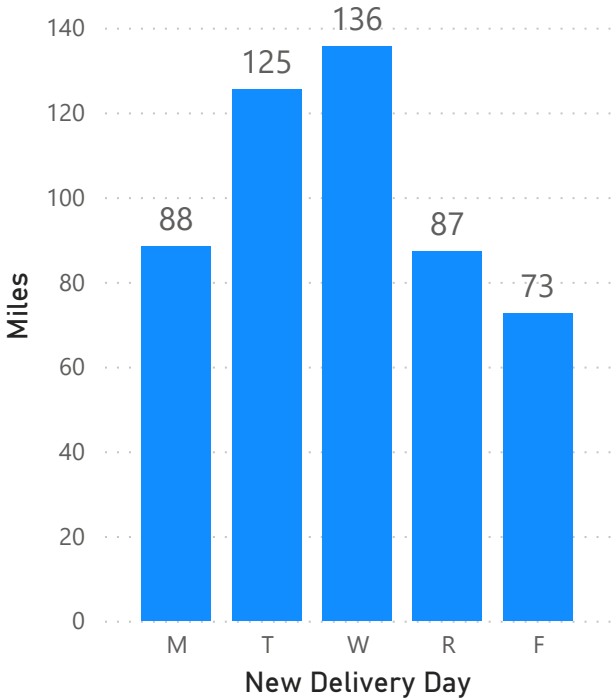
\$9.96K

Q4 Revenue

4.24%

Rt 8010 Q4 %Change

Total Miles Driven



New Rt

8010

Week #

All

Avg Week Hours

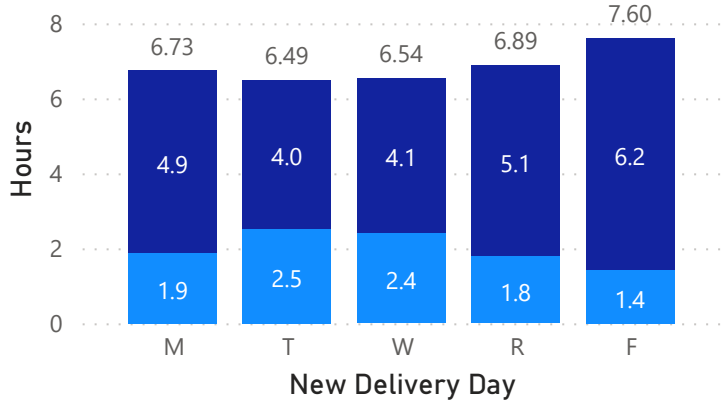
41.76

# Of Customers

208

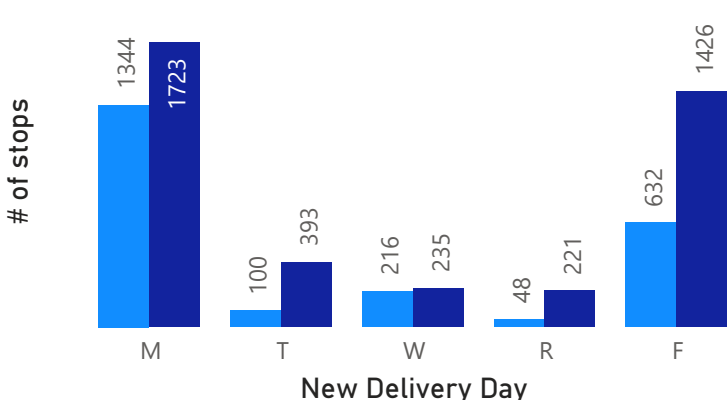
Hours Breakdown

Hours Travel Hours Of Service



Typical Garment Load

Avg Garments Processed Garment Inventory



\$78.63

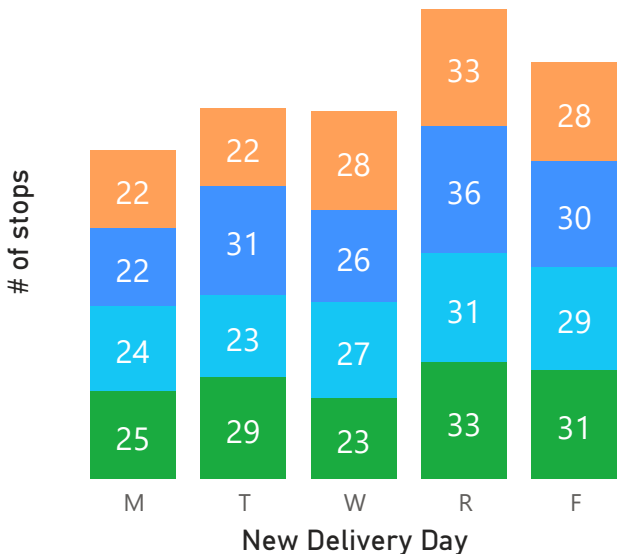
Average Miles Between Stops

4

Average Daily Miles

102

Stop Counts





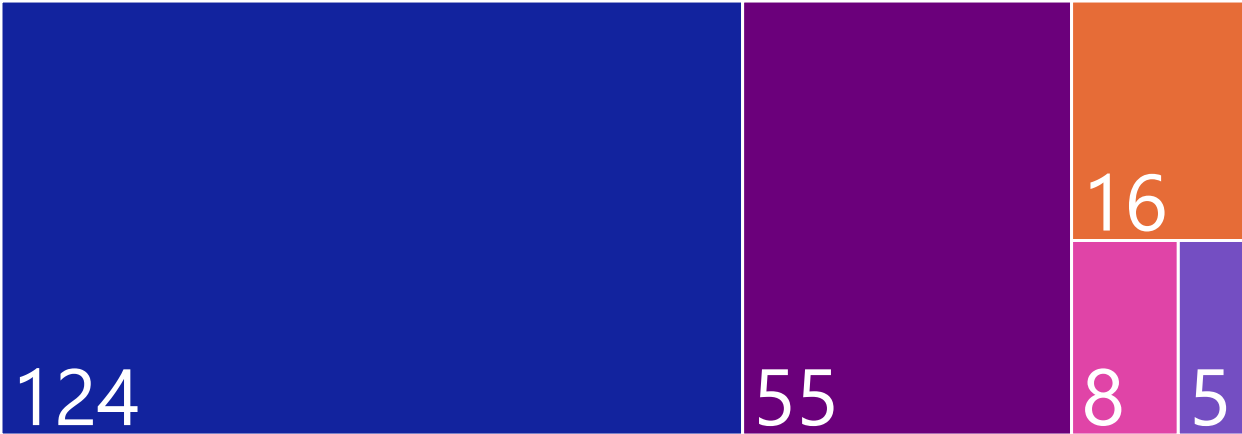
# of Accounts on New Route   # of New Accounts

208

84

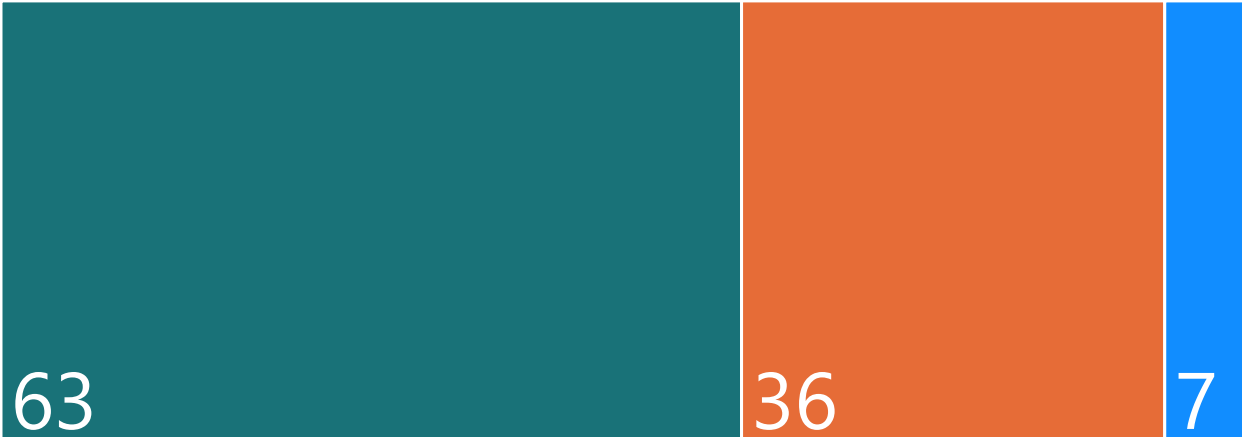
Origin of accounts Comprising New Route

Old Rt #   8010   56   8040   8060   51



Destination of Accounts Leaving Original Route

New Rt   50   8040   56

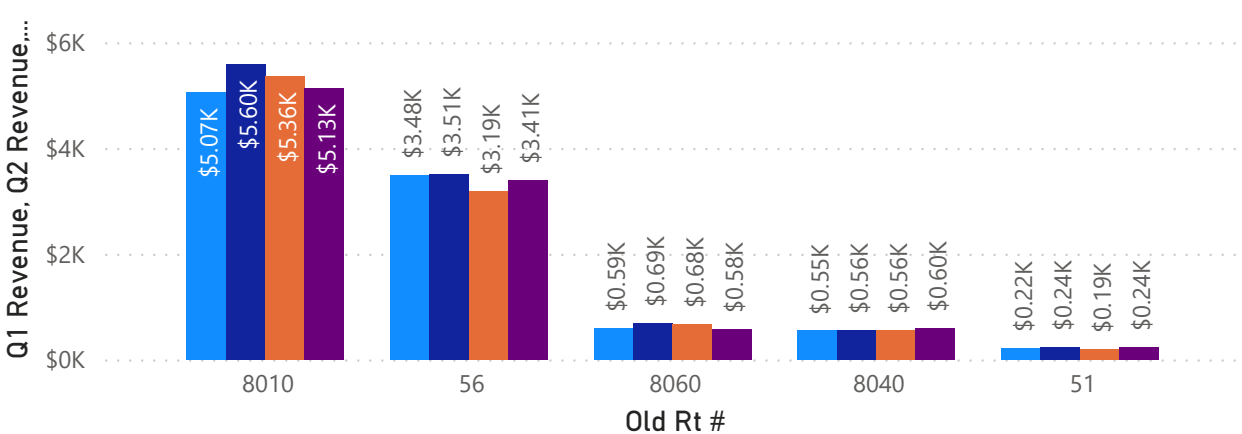


New Rt

8010

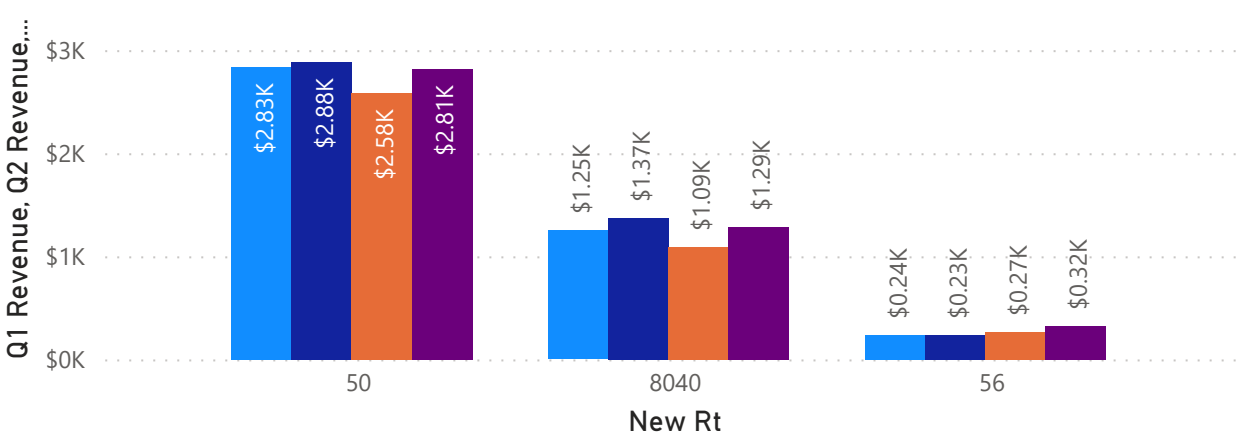
Origin of Revenue Comprising New Route

Q1 Revenue   Q2 Revenue   Q3 Revenue   Q4 Revenue



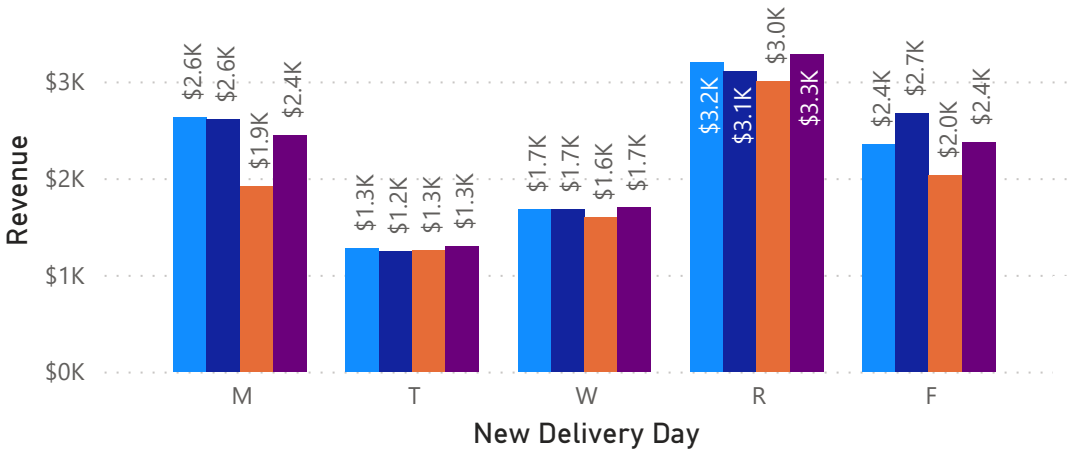
Destination of Revenue Leaving Original Route

Q1 Revenue   Q2 Revenue   Q3 Revenue   Q4 Revenue



Average Revenue

Q1 Revenue Q2 Revenue Q3 Revenue Q4 Revenue



New Rt 

8040

Week # 

All

Avg Week Hours

43.21

# Of Customers

205

\$11.15K \$11.31K

Q1 Revenue

4.25%

Rt 8040 Q1 %Change

Q2 Revenue

5.11%

Rt 8040 Q2 %Change

\$9.80K

Q3 Revenue

-0.12%

Rt 8040 Q3 %Change

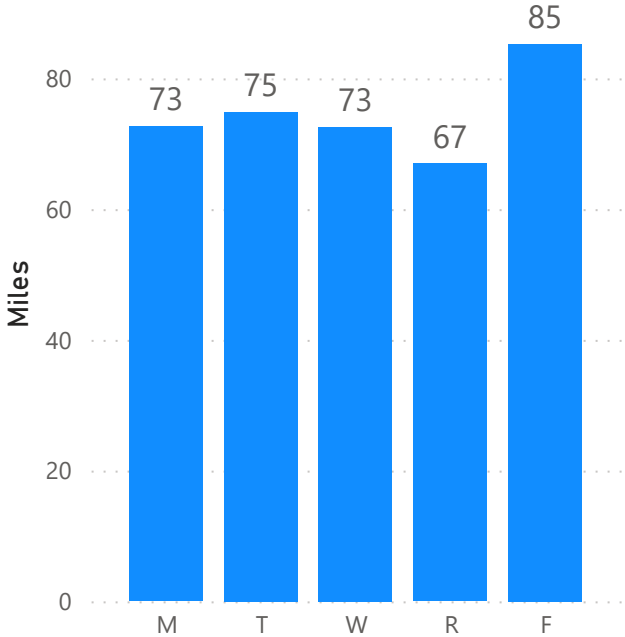
\$11.10K

Q4 Revenue

4.01%

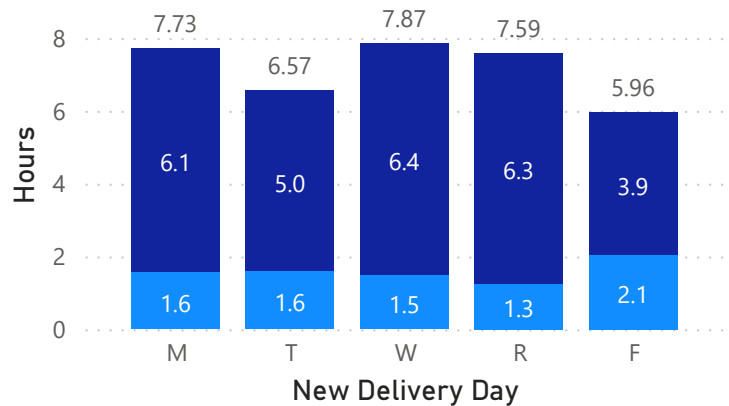
Rt 8040 Q4 %Change

Total Miles Driven



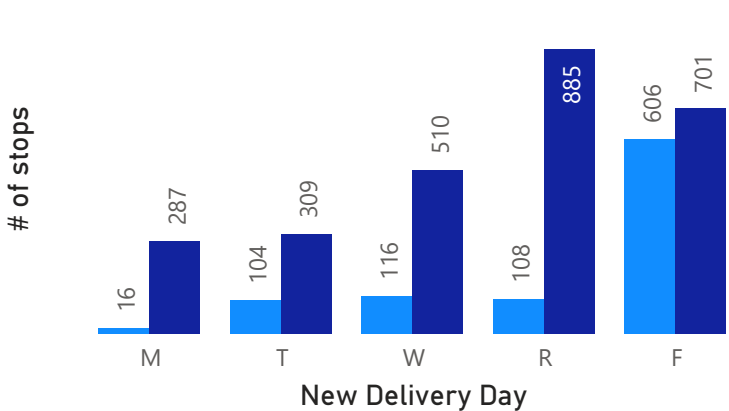
Hours Breakdown

Hours Travel Hours Of Service



Typical Garment Load

Avg Garments Processed Garment Inventory



\$87.86

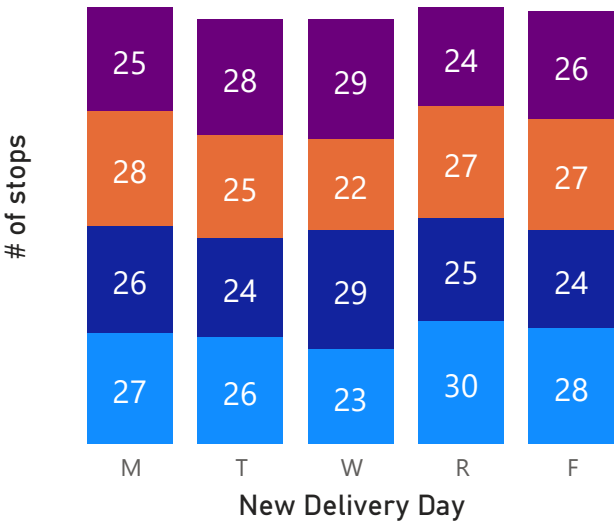
Average Miles Between Stops

3

Average Daily Miles

74

Average Stop Size Stop Counts



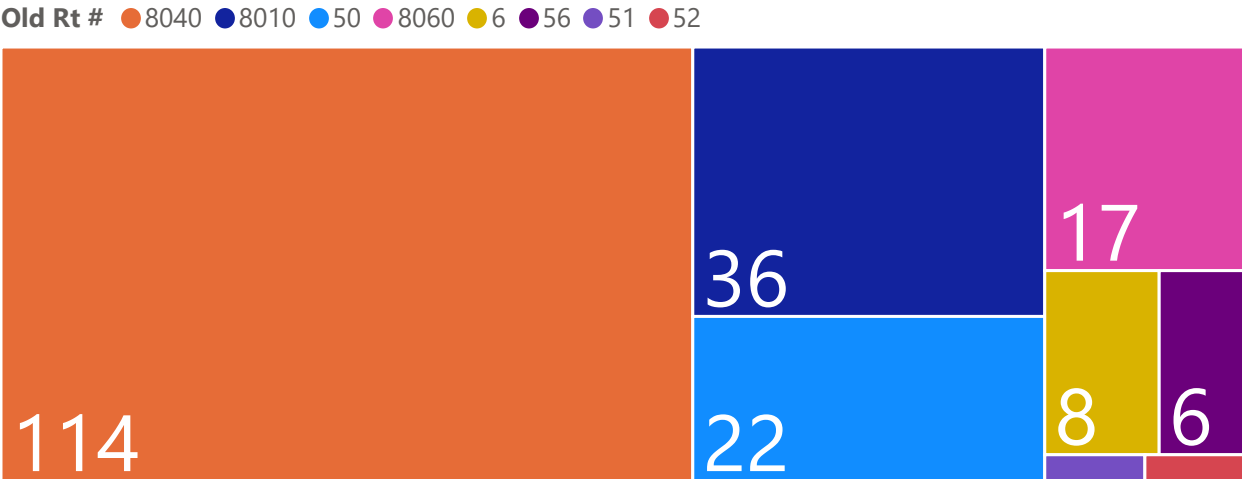
# of Accounts on New Route

# of New Accounts

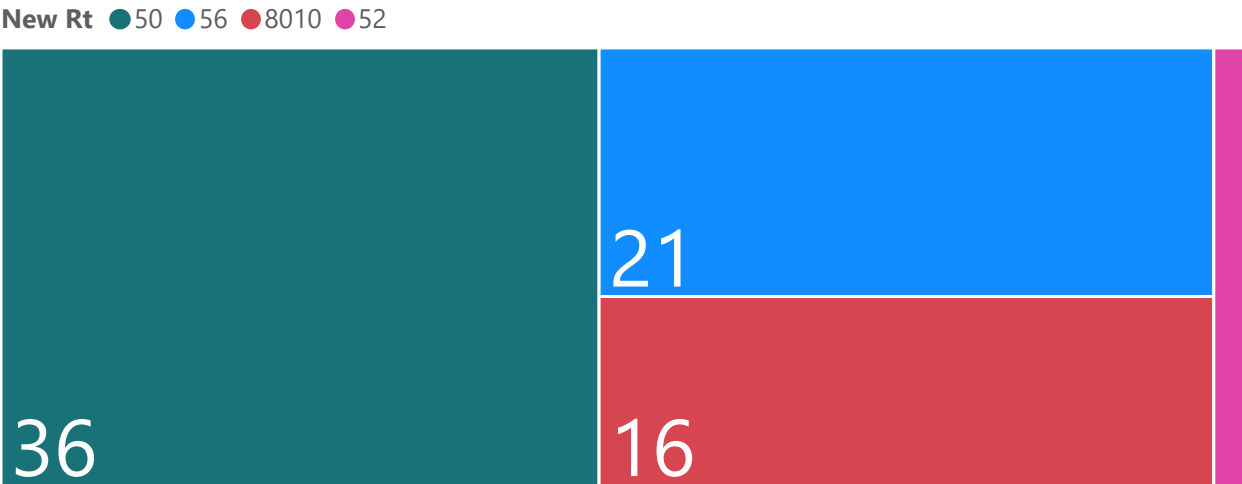
205

91

Origin of accounts Comprising New Route



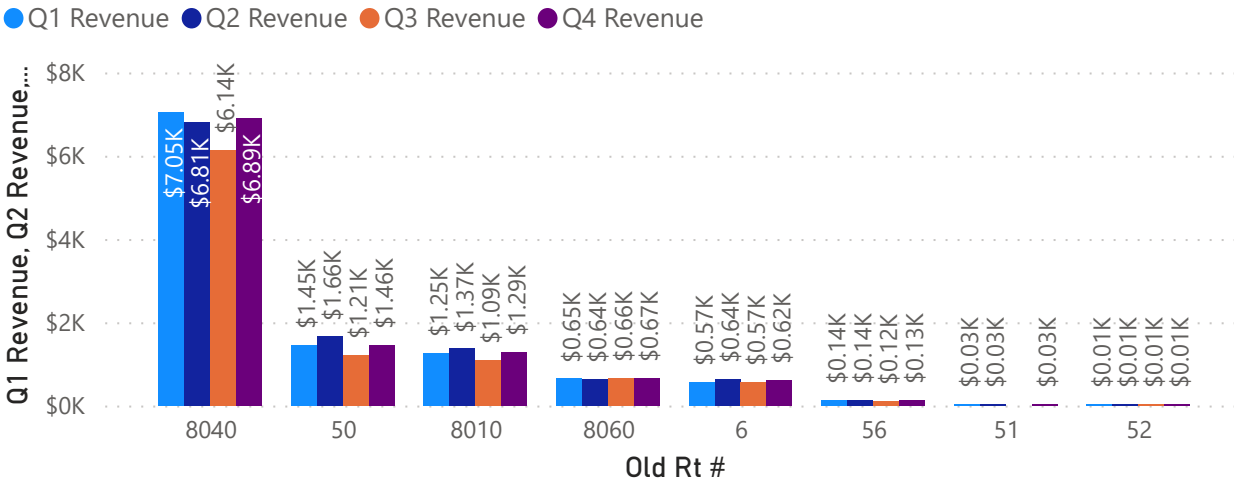
Destination of Accounts Leaving Original Route



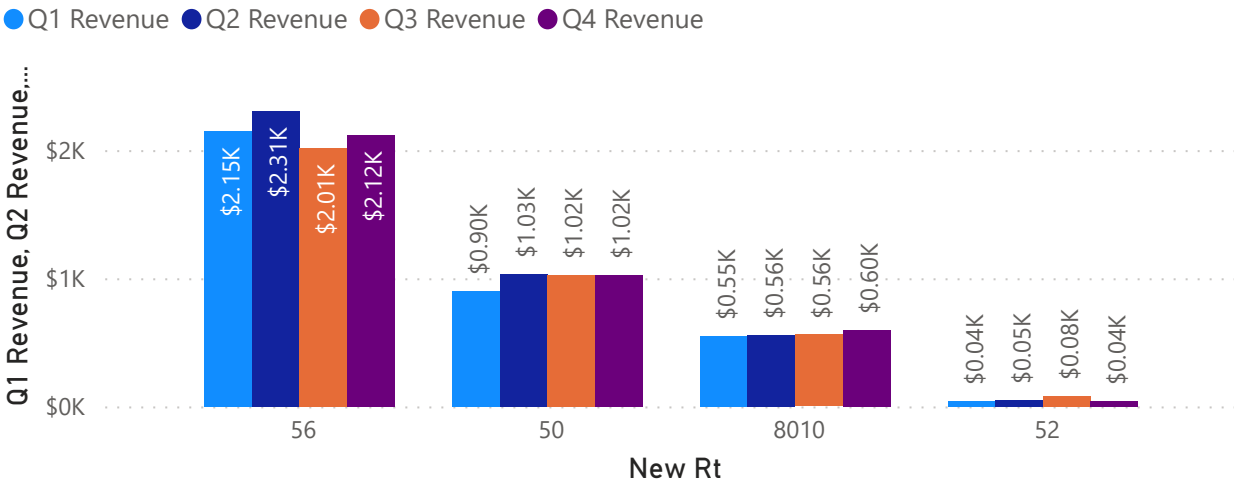
New Rt

8040

Origin of Revenue Comprising New Route



Destination of Revenue Leaving Original Route

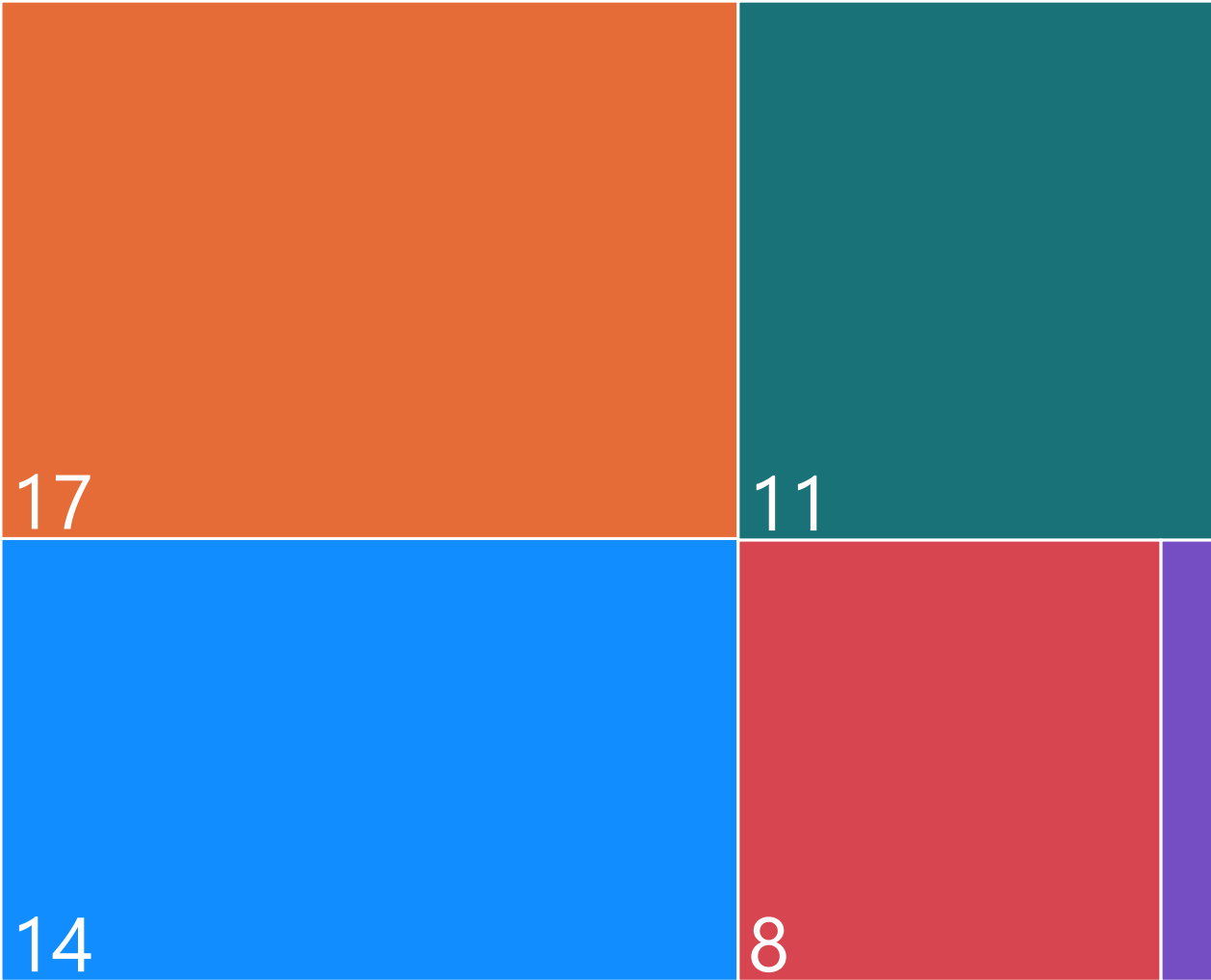


# of Accounts on New Route

(Blank)

Destination of Accounts Leaving Original Route

New Rt 8040 56 50 8010 51

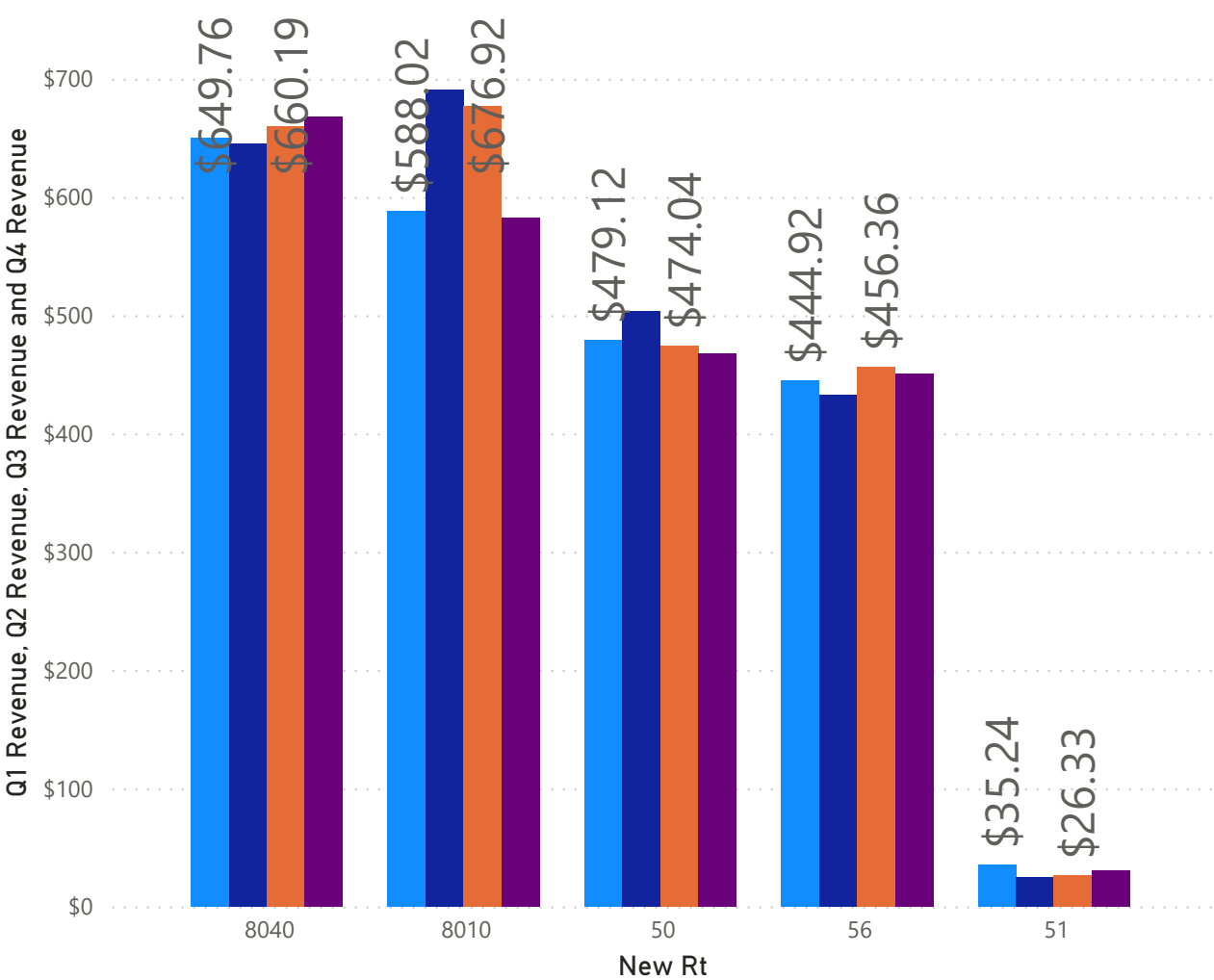


New Rt

8060

Destination of Revenue Leaving Original Route

Q1 Revenue Q2 Revenue Q3 Revenue Q4 Revenue



Rt ND OD	Count
12 F=F	2
12 F=M	11
12 F=T	11
12 F=W	1
12 M=F	20
12 M=M	4
12 M=W	8
12 R=F	2
12 R=M	4
12 R=R	2
12 R=W	27
12 T=M	8
12 T=R	19
12 T=T	5
12 W=F	5
12 W=T	5
12 W=W	20
<b>Total</b>	<b>1777</b>