

| Acct # | Cust # | Week # | New Rt | New Delivery Day | New Stop | Customer Name | DisplayAddressFull | Frequency | Q1 Revenue per Delivery | Q2 Revenue per Delivery | Q3 Revenue per Delivery | Q4 Revenue per Delivery | Outside Hours Access (key/code stops) | Available Delivery Days |
|--------|--------|--------|--------|------------------|----------|--------------------------------|---|-----------|-------------------------|-------------------------|-------------------------|-------------------------|---------------------------------------|-------------------------|
| 99031 | 48 | Week1 | 13 | F | 1 | BLARNEY CASTLE #824 | 423 E. US 10, SCOTTVILLE MI 49454 US, US, US | 7 | \$ 35.94 | \$ 35.16 | \$ 33.98 | \$ 31.90 | N | MTWRF |
| 216206 | 0 | Week1 | 13 | F | 2 | INDIAN SUMMER-P1 | 3958 CHAUVEZ RD., LUDINGTON MI 49431 US, US, US | 7 | \$ 258.52 | \$ 170.77 | \$ 201.87 | \$ 138.29 | N | MTWRF |
| 216207 | 0 | Week1 | 13 | F | 3 | INDIAN SUMMER-TRUCKING | 3958 CHAUVEZ RD., LUDINGTON MI 49431 US, US, US | 7 | \$ 95.67 | \$ 103.74 | \$ 95.85 | \$ 80.53 | N | MTWRF |
| 222222 | 0 | Week1 | 13 | F | 4 | HACKERT FARMS | 3989 W CHAUVEZ RD, LUDINGTON MI 49431 US, US, US | 7 | \$ 115.72 | \$ 112.38 | \$ 107.41 | \$ 102.20 | N | MTWRF |
| 217029 | 0 | Week1 | 13 | F | 5 | SA GOLF/LAKESIDE LINKS | 5369 CHAUVEZ, LUDINGTON MI 49431 US, US, US | 5 | \$ - | \$ 132.38 | \$ 138.74 | \$ 142.27 | N | MTWRF |
| 222221 | 0 | Week1 | 13 | F | 6 | MICH FOOD PROCESSING | 5130 S PERE MARQUETTE HWY, LUDINGTON MI 49431-9734, US | 7 | \$ 35.00 | \$ 35.00 | \$ 35.00 | \$ 35.00 | N | MTWRF |
| 99031 | 154 | Week1 | 13 | F | 7 | BLARNEY CASTLE #899 EZ MART | 9580 N BUS US-31, PENTWATER MI 49449 US, US, US | 7 | \$ 125.43 | \$ 134.61 | \$ 105.51 | \$ 114.35 | N | MTWRF |
| 210049 | 1 | Week1 | 13 | F | 8 | GILLISON'S VARIETY FABRICATION | 3860 W MONROE RD, HART MI 49420 US, US, US | 7 | \$ 41.91 | \$ 30.74 | \$ 40.20 | \$ 39.61 | N | MTWRF |
| 233401 | 0 | Week1 | 13 | F | 9 | SANDS RESTAURANT | 8448 W HAZEL RD, MEARS MI 49436 US, US, US | 7 | \$ - | \$ 159.59 | \$ 140.29 | \$ 119.71 | N | MTWRF |
| 99031 | 44 | Week1 | 13 | F | 10 | BLARNEY CASTLE #552 | 4279 WEST POLK RD, HART MI 49420 US, US, US | 7 | \$ 69.80 | \$ 82.80 | \$ 75.59 | \$ 56.10 | N | MTWRF |
| 231942 | 0 | Week1 | 13 | F | 11 | BIG HART BREWING COMPANY | 4086 W. POLK ROAD, HART MI 49420 US, US, US | 7 | \$ 192.32 | \$ 361.10 | \$ 324.00 | \$ 258.75 | N | MTWRF |
| 99147 | 0 | Week1 | 13 | F | 12 | HANSEN FOODS-PRODUCE | 3750 W POLK RD, HART MI 49420 US, US, US | 7 | \$ 14.94 | \$ 111.67 | \$ 56.04 | \$ 13.82 | N | MTWRF |
| 99147 | 1 | Week1 | 13 | F | 13 | HANSEN FOODS-MEAT | 3750 W POLK RD, HART MI 49420 US, US, US | 7 | \$ 122.48 | \$ 115.13 | \$ 139.36 | \$ 134.88 | N | MTWRF |
| 99147 | 3 | Week1 | 13 | F | 14 | HANSEN FOODS-BAKERY DELI | 3750 W POLK RD, HART MI 49420 US, US, US | 7 | \$ 132.90 | \$ 115.33 | \$ 123.01 | \$ 123.01 | N | MTWRF |
| 99147 | 2 | Week1 | 13 | F | 15 | HANSEN FOODS-GROCERY | 3750 W POLK RD, HART MI 49420 US, US, US | 7 | \$ 158.58 | \$ 145.00 | \$ 174.27 | \$ 154.60 | N | MTWRF |
| 217114 | 0 | Week1 | 13 | F | 16 | GRAY AND COMPANY | 3325 W. POLK RD., HART MI 49420 US, US, US | 7 | \$ 235.60 | \$ 209.98 | \$ 216.30 | \$ 220.25 | N | MTWRF |
| 99031 | 43 | Week1 | 13 | F | 17 | BLARNEY CASTLE #544 | 223 S State St, Hart MI 49420 US, HART MI 49420 US, US | 7 | \$ 149.06 | \$ 183.57 | \$ 146.21 | \$ 142.01 | N | MTWRF |
| 229742 | 0 | Week1 | 13 | F | 18 | HART FAMILY MEDICAL CENTER | 611 E. MAIN, HART MI 49420 US, US, US | 7 | \$ 61.11 | \$ 81.90 | \$ 75.36 | \$ 58.72 | N | MTWRF |
| 226657 | 0 | Week1 | 13 | F | 19 | WALKERVILLE KWIK MART | 330 E. MAIN, WALKERVILLE MI 49459 US, US, US | 5 | \$ 73.00 | \$ 69.39 | \$ 75.85 | \$ 82.38 | N | MTWRF |
| 232937 | 0 | Week2 | 13 | F | 19 | KNOTTY PINE GENERAL STORE | 7999 W 11 MILE RD, BITELY MI 49309 US, US, US | 2 | \$ 38.30 | \$ 35.43 | \$ 36.84 | \$ 37.55 | N | MTWRF |
| 232729 | 0 | Week1 | 13 | F | 20 | FREEMAN BAR & GRILL | 10193 N DICKINSON, WALKERVILLE MI 49459 US, US, US | 7 | \$ 57.68 | \$ 55.83 | \$ 64.01 | \$ 61.65 | Y | MTWRF |
| 99031 | 102 | Week1 | 13 | F | 21 | EZ MART BROHMAN #294 | 7586 N Woodbridge Ave, Brohman MI 49312 US, BROHAM, US | 7 | \$ 85.70 | \$ 87.75 | \$ 56.42 | \$ 86.03 | N | MTWRF |
| 220895 | 0 | Week1 | 13 | F | 22 | M-37 MEAT SHACK | 12642 N WOODBRIDGE, BITELY MI 49309 US, US, US | 7 | \$ 94.43 | \$ 138.80 | \$ 143.04 | \$ 179.25 | N | MTWRF |
| 99031 | 39 | Week1 | 13 | F | 23 | BLARNEY CASTLE #280 | 9505 S. M-37, BALDWIN MI 49304 US, US, US | 7 | \$ 100.18 | \$ 92.85 | \$ 97.83 | \$ 101.80 | N | MTWRF |
| 224413 | 0 | Week2 | 13 | F | 24 | BBT MOTEL | 9435 S M-37, BALDWIN MI 49304 US, US, US | 0 | \$ 56.66 | \$ 56.67 | \$ 63.85 | \$ 64.22 | Y | MTWRF |
| 214168 | 0 | Week4 | 13 | F | 24 | BALDWIN LANES | 708 MICHIGAN, BALDWIN MI 49304 US, US, US | 4 | \$ 78.39 | \$ 73.10 | \$ 75.20 | \$ 77.95 | N | MTWRF |
| 531751 | 1 | Week1 | 13 | F | 24 | HOUSEMAN'S FOODS BALDWIN | 9599 S M-37, BALDWIN MI 49304 US, US, US | 7 | \$ 122.23 | \$ 117.95 | \$ 120.51 | \$ 122.57 | N | MTWRF |
| 228485 | 0 | Week2 | 13 | F | 25 | RED MOOSE LODGE | 8982 S M-37, BALDWIN MI 49304 US, US, US | 2 | \$ 64.86 | \$ 61.75 | \$ 63.82 | \$ 64.86 | N | MTWRF |
| 224411 | 0 | Week1 | 13 | F | 25 | PERE MARQUETTE ROD & GUN CLUB | 4756 W 72ND ST PO BOX 190, BALDWIN MI 49304 US,, US | 5 | \$ 103.31 | \$ 312.74 | \$ 336.02 | \$ 124.91 | N | MTWRF |
| 209272 | 0 | Week1 | 13 | F | 26 | POMPEII'S PIZZA BALDWIN LLC | 751 MICHIGAN, BALDWIN MI 49304 US, US, US | 7 | \$ 158.87 | \$ 144.22 | \$ 189.19 | \$ 146.09 | N | MTWRF |
| 218717 | 0 | Week3 | 13 | F | 26 | BALDWIN QUICK STOP | 711 MICHIGAN AVE., BALDWIN MI 49304 US, US, US | 3 | \$ 98.14 | \$ 92.02 | \$ 95.73 | \$ 97.58 | N | MTWRF |
| 230256 | 0 | Week1 | 13 | F | 27 | BALDWIN PATTY DRUG | 868 MICHIGAN AVE, BALDWIN MI 49304 US, US, US | 1 | \$ 97.37 | \$ 68.67 | \$ 99.04 | \$ 77.57 | N | MTWRF |
| 221273 | 0 | Week3 | 13 | F | 28 | JONES HOMEMADE ICE CREAM | 858 Michigan Ave, Baldwin MI 49304 US, BALDWIN MI,, US | 3 | \$ - | \$ 39.45 | \$ 41.45 | \$ 41.84 | N | MTWRF |
| 228665 | 0 | Week1 | 13 | F | 28 | DEBBIES SPORTSMAN | 869 MICHIGAN AVE, BALDWIN MI 49304 US, US, US | 1 | \$ 78.42 | \$ 73.26 | \$ 76.57 | \$ 77.67 | N | MTWRF |
| 231010 | 0 | Week1 | 13 | F | 29 | CHASE CREEK SMOKEHOUSE | 7143 DEPOT ST, CHASE MI 49623 US, US, US | 7 | \$ 206.84 | \$ 185.99 | \$ 202.08 | \$ 207.35 | N | MTWRF |
| 231137 | 0 | Week1 | 13 | F | 30 | MDOT/LISA FITZGERALD | 10535 N US 131, Manton MI 49663 US, CADILLAC MI 49, US | 7 | \$ 69.29 | \$ 52.40 | \$ 53.80 | \$ 57.78 | N | MTWRF |
| | | Week1 | 13 | F | | Cadillac Depot | 1539 Plett Rd, Cadillac, MI 49601, Cadillac MI 49601 US | | | | | | | |
| | | Week2 | 13 | F | | Cadillac Depot | 1539 Plett Rd, Cadillac, MI 49601, Cadillac MI 49601 US | | | | | | | |
| | | Week3 | 13 | F | | Cadillac Depot | 1539 Plett Rd, Cadillac, MI 49601, Cadillac MI 49601 US | | | | | | | |
| | | Week4 | 13 | F | | Cadillac Depot | 1539 Plett Rd, Cadillac, MI 49601, Cadillac MI 49601 US | | | | | | | |

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|--------|--------|--------|--------|------------------|----------|--------------------------------|---|-----------|-------------------------|-------------------------|-------------------------|-------------------------|---------------------------------------|-------------------------|
| 232947 | 0 | Week1 | 13 | M | 1 | MATSON'S BIG MANISTEE RIVER | 2680 BIALIK RD, MANISTEE MI 49660 US, US, US | 5 | \$ - | \$ 179.82 | \$ 150.54 | \$ 140.18 | Y | MTWRF |
| 231873 | 11 | Week1 | 13 | M | 2 | LRC SLOTS #110 | 2700 ORCHARD HWY, MANISTEE MI 49660 US, US, US | 7 | \$ 14.18 | \$ 26.64 | \$ 19.41 | \$ 33.06 | N | MTWRF |
| 231873 | 6 | Week1 | 13 | M | 3 | LRC-ADM 260 | 2700 ORCHARD HWY, MANISTEE MI 49660 US, US, US | 7 | \$ - | \$ - | \$ - | \$ - | N | MTWRF |
| 231873 | 10 | Week1 | 13 | M | 4 | LRC-RIVER ROCK BAR & GRILL 280 | 2700 ORCHARD HWY, MANISTEE MI 49660 US, US, US | 7 | \$ 61.65 | \$ 69.29 | \$ 64.36 | \$ 60.27 | N | MTWRF |
| 231873 | 3 | Week1 | 13 | M | 5 | LRC-FOOD COURT 215 | 2700 ORCHARD HWY, MANISTEE MI 49660 US, US, US | 7 | \$ 8.61 | \$ - | \$ - | \$ 8.06 | N | MTWRF |
| 231873 | 8 | Week1 | 13 | M | 6 | LRC-GROUNDS | 2700 ORCHARD HWY, MANISTEE MI 49660 US, US, US | 7 | \$ 24.18 | \$ 18.90 | \$ 22.26 | \$ 22.63 | N | MTWRF |
| 231873 | 4 | Week1 | 13 | M | 7 | LRC-BANQUETS 240 | 2700 ORCHARD HWY, MANISTEE MI 49660 US, US, US | 7 | \$ 6.13 | \$ 2.57 | \$ 2.65 | \$ 6.91 | N | MTWRF |
| 231873 | 7 | Week1 | 13 | M | 8 | LRC-MAINTENANCE | 2700 ORCHARD HWY, MANISTEE MI 49660 US, US, US | 7 | \$ 67.83 | \$ 59.70 | \$ 60.06 | \$ 67.80 | N | MTWRF |
| 231873 | 9 | Week1 | 13 | M | 9 | LITTLE RIVER CASINO-EVS | 2700 ORCHARD HWY, MANISTEE MI 49660 US, US, US | 7 | \$ 101.86 | \$ 121.52 | \$ 101.42 | \$ 101.51 | N | MTWRF |
| 231873 | 1 | Week1 | 13 | M | 10 | LRC-RAPIDS 200 | 2700 ORCHARD HWY, MANISTEE MI 49660 US, US, US | 7 | \$ 90.02 | \$ 113.93 | \$ 98.67 | \$ 90.84 | N | MTWRF |
| 99031 | 10 | Week1 | 13 | M | 11 | LRC-STEAKHOUSE 220 | 2700 ORCHARD HWY, MANISTEE MI 49660 US, US, US | 7 | \$ - | \$ - | \$ - | \$ - | N | MTWRF |
| 231873 | 0 | Week1 | 13 | M | 12 | LITTLE RIVER CASINO-KITCHENS | 2700 ORCHARD HWY, MANISTEE MI 49660 US, US, US | 7 | \$ 199.37 | \$ 180.70 | \$ 188.00 | \$ 185.72 | N | MTWRF |
| 228247 | 0 | Week1 | 13 | M | 13 | LITTLE RIVER INDIANS-COMMODITI | 2700 ORCHARD, MANISTEE MI 49660 US, US, US | 7 | \$ 16.03 | \$ 14.78 | \$ 15.40 | \$ 15.68 | N | MTWRF |
| 228242 | 0 | Week1 | 13 | M | 14 | LITTLE RIVER INDIANS-GAMING CO | 2840 ORCHARD HIGHWAY SUITE A, MANISTEE MI 49660 US, US | 7 | \$ 13.97 | \$ 12.86 | \$ 13.39 | \$ 13.62 | N | MTWRF |
| 228240 | 0 | Week1 | 13 | M | 15 | LITTLE RIVER INDIANS-NEWLAND | 3031 DOMRES ROAD, MANISTEE MI 49660 US, US, US | 7 | \$ 18.38 | \$ 17.02 | \$ 17.72 | \$ 18.03 | N | MTWRF |
| 228632 | 0 | Week1 | 13 | M | 16 | AKI COMMUNITY CENTER | 2953 SHAW BE QUO UNG, MANISTEE MI 49660 US, US, US | 7 | \$ 41.45 | \$ 38.75 | \$ 40.38 | \$ 41.10 | N | MTWRF |
| 231160 | 1 | Week1 | 13 | M | 17 | LITTLE RIVER FITNESS | 2608 GOVERNMENT CENTER DR, MANISTEE MI 49660 US,, US | 7 | \$ 30.59 | \$ 28.66 | \$ 29.75 | \$ 30.24 | N | MTWRF |
| 231160 | 0 | Week1 | 13 | M | 18 | LITTLE RIVER GOVERNMENT CTR | 2608 GOVERNMENT CENTER DR, MANISTEE MI 49660 US,, US | 7 | \$ 47.43 | \$ 13.95 | \$ 14.53 | \$ 22.07 | N | MTWRF |
| 232831 | 0 | Week2 | 13 | M | 19 | KEN'S AUTO REPAIR | 4 HAHN RD, MANISTEE MI 49660 US, US, US | 6 | \$ 35.20 | \$ 35.00 | \$ 35.00 | \$ 35.18 | N | MTWRF |
| 230829 | 0 | Week1 | 13 | M | 19 | LITTLE RIVER TRADING POST | 2596 LOON DR, MANISTEE MI 49660 US, US, US | 7 | \$ 102.22 | \$ 95.24 | \$ 99.96 | \$ 101.71 | N | MTWRF |
| 99031 | 109 | Week2 | 13 | M | 20 | TEXACO EXPRESS LUBE | 315 PARKDALE AVE, MANISTEE MI 49660 US, US, US | 6 | \$ 363.39 | \$ 222.86 | \$ 216.55 | \$ 281.83 | N | MTWRF |
| 222752 | 0 | Week3 | 13 | M | 20 | DYNAMIC PHYSICAL THERAPY | 1806 E PARKDALE SUITE 1, MANISTEE MI 49660 US, U, US | 3 | \$ 55.82 | \$ 51.18 | \$ 53.90 | \$ 55.26 | N | MTWRF |
| 231138 | 0 | Week1 | 13 | M | 20 | MANISTEE HEALTH BUILDING LLC | 1806 PARKDALE, MANISTEE MI 49660 US, US, US | 5 | \$ 49.68 | \$ 44.61 | \$ 45.88 | \$ 46.39 | N | MTWRF |
| 228538 | 0 | Week1 | 13 | M | 21 | FILER CREDIT UNION PARKDALE | 1778 KEMMER RD, MANISTEE MI 49600 US, US, US | 1 | \$ 64.86 | \$ 112.75 | \$ 73.26 | \$ 80.24 | N | MTWRF |
| 227455 | 0 | Week1 | 13 | M | 22 | BIG ALS | 221 PARKDALE AVE, MANISTEE MI 49660 US, US, US | 7 | \$ 258.45 | \$ 235.87 | \$ 259.28 | \$ 267.45 | N | MTWRF |
| 232770 | 0 | Week1 | 13 | M | 23 | DINER 31 | 267 ARTHUR STR, MANISTEE MI 49660 US, US, US | 5 | \$ 139.58 | \$ 125.06 | \$ 124.08 | \$ 122.02 | N | MTWRF |
| 233297 | 0 | Week2 | 13 | M | 23 | LA RIVIERA MEXICAN GRILL | 215 ARTHUR ST, MANISTEE MI 49660 US, US, US | 6 | \$ 61.45 | \$ 59.62 | \$ 61.48 | \$ 61.07 | N | MTWRF |
| 214819 | 0 | Week1 | 13 | M | 24 | MUFFLER MAN | 245 ARTHUR ST, MANISTEE MI 49660 US, US, US | 7 | \$ 80.10 | \$ 74.61 | \$ 76.68 | \$ 79.07 | N | MTWRF |
| 226079 | 0 | Week1 | 13 | M | 25 | GRAND RENTAL | 52 Arthur St., MANISTEE MI 49660 US, US, US | 0 | \$ 193.11 | \$ 93.40 | \$ 155.20 | \$ 218.21 | N | MTWRF |
| 232549 | 5 | Week1 | 13 | M | 26 | MANISTEE UNIFORMS-COLLECTIONS | 280 N WASHINGTON, MANISTEE MI 49660 US, US, US | 7 | \$ 18.10 | \$ 15.82 | \$ 16.50 | \$ 16.80 | N | MTWRF |
| 232549 | 4 | Week1 | 13 | M | 27 | MANISTEE UNIFORMS-DPW | 280 N WASHINGTON, MANISTEE MI 49660 US, US, US | 7 | \$ 18.10 | \$ 15.82 | \$ 103.03 | \$ 16.80 | N | MTWRF |
| 228633 | 0 | Week2 | 13 | M | 28 | MANISTEE CO COUNCL ON AGING | 260 ST MARY'S PARKWAY, MANISTEE MI 49660 US, US, US | 6 | \$ 35.44 | \$ 35.00 | \$ 35.00 | \$ 35.00 | N | MTWRF |
| 232549 | 3 | Week1 | 13 | M | 28 | MANISTEE UNIFORMS--WATER | 280 N WASHINGTON, MANISTEE MI 49660 US, US, US | 7 | \$ 29.47 | \$ 28.65 | \$ 27.35 | \$ 27.62 | N | MTWRF |
| 228506 | 0 | Week2 | 13 | M | 29 | PETERSON MCGREGOR OF MANISTEE | 330 RIVER ST, MANISTEE MI 49660 US, US, US | 2 | \$ 51.68 | \$ 48.50 | \$ 50.12 | \$ 50.93 | N | MTWRF |
| 232549 | 0 | Week1 | 13 | M | 29 | CITY OF MANISTEE DPW | 280 N WASHINGTON, MANISTEE MI 49660 US, US, US | 7 | \$ 9.84 | \$ 8.37 | \$ 8.72 | \$ 8.87 | N | MTWRF |
| 226149 | 0 | Week1 | 13 | M | 30 | EDWARD JONES | 294 RIVER STREET, MANISTEE MI 48116 US, US, US | 1 | \$ 48.29 | \$ 35.00 | \$ 36.16 | \$ 36.55 | N | MTWRF |
| 228695 | 0 | Week1 | 13 | M | 31 | GOODYS JUICE & JAVA | 343 RIVER ST, MANISTEE MI 49660 US, US, US | 7 | \$ 46.90 | \$ 44.05 | \$ 55.48 | \$ 47.35 | Y | MTWRF |
| 221120 | 0 | Week1 | 13 | M | 32 | RIVER STREET STATION | 350 RIVER ST, MANISTEE MI 49660 US, US, US | 1 | \$ 48.64 | \$ 39.99 | \$ 35.00 | \$ 38.75 | N | MTWRF |
| 219904 | 0 | Week2 | 13 | M | 32 | MANISTEE ELKS | 432 RIVER, MANISTEE MI 49660 US, US, US | 6 | \$ 42.48 | \$ 35.00 | \$ 41.91 | \$ 43.43 | N | MTWRF |
| 232836 | 0 | Week4 | 13 | M | 32 | REMAX BAYSHORE | 327 FIRST ST, MANISTEE MI 49660 US, US, US | 4 | \$ 81.76 | \$ 70.10 | \$ 73.83 | \$ 77.72 | N | MTWRF |
| 230560 | 0 | Week1 | 13 | M | 33 | THE RAMSDELL INN | 399 RIVER STREET, MANISTEE MI 49660 US, US, US | 7 | \$ 97.20 | \$ 92.51 | \$ 96.76 | \$ 98.41 | N | MTWRF |
| 99087 | 3 | Week4 | 13 | M | 33 | WEST MICHIGAN CREDIT UNION | 316 CARE CENTER DR, MANISTEE MI 49660 US, US, US | 4 | \$ 40.62 | \$ 38.32 | \$ 39.85 | \$ 40.62 | N | MTWRF |
| 228539 | 0 | Week2 | 13 | M | 33 | FILER CREDIT UNION | 1117 28TH ST, MANISTEE MI 49660 US, US, US | 6 | \$ 59.96 | \$ 54.99 | \$ 56.20 | \$ 57.28 | N | MTWRF |
| 220856 | 0 | Week1 | 13 | M | 34 | COMMUNICRAFT | 63 CLAY ST, MANISTEE MI 49660 US, US, US | 1 | \$ 35.00 | \$ 35.00 | \$ 35.00 | \$ 35.00 | N | MTWRF |
| 230774 | 0 | Week1 | 13 | M | 35 | AMERICAN LEGION #10 | 10 MASON ST, MANISTEE MI 49660 US, US, US | 5 | \$ 84.85 | \$ 91.98 | \$ 84.63 | \$ 100.49 | N | MTWRF |
| 233288 | 0 | Week2 | 13 | M | 35 | COYOTE CROSSING RESORT | 8593 S. 13 RD, CADILLAC MI 49601 US, US, US | 2 | \$ 53.25 | \$ 49.85 | \$ 51.62 | \$ 52.50 | N | MTWRF |
| 204714 | 0 | Week1 | 13 | M | 36 | VETERANS OF FOREIGN WARS | 1211 28TH STREET, MANISTEE MI 49660 US, US, US | 5 | \$ 105.19 | \$ 163.26 | \$ 121.49 | \$ 152.63 | N | MTWRF |
| 232491 | 0 | Week1 | 13 | M | 37 | FISCHER LP GAS/MECH | 17254 CABERFEE HWY, WELLSTON MI 49689 US, US, US | 7 | \$ 68.16 | \$ 61.32 | \$ 66.21 | \$ 64.81 | N | MTWRF |
| | | Week1 | 13 | M | | Cadillac Depot | 1539 Plett Rd, Cadillac, MI 49601, Cadillac MI 49601 US | | | | | | | |
| | | Week2 | 13 | M | | Cadillac Depot | 1539 Plett Rd, Cadillac, MI 49601, Cadillac MI 49601 US | | | | | | | |
| | | Week3 | 13 | M | | Cadillac Depot | 1539 Plett Rd, Cadillac, MI 49601, Cadillac MI 49601 US | | | | | | | |
| | | Week4 | 13 | M | | Cadillac Depot | 1539 Plett Rd, Cadillac, MI 49601, Cadillac MI 49601 US | | | | | | | |

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| 99031 | 101 | Week1 | 13 | R | 1 | BLARNEY CASTLE #746 | 1021 EAST PARKDALE AVE BLARNEY CASTLE #746, MANIST, US | 7 | \$ 74.76 | \$ 75.50 | \$ 70.76 | \$ 61.70 | N | MTWRF |
| 99117 | 15 | Week1 | 13 | R | 2 | WESCO #36 | 330 PARKDALE AVE, MANISTEE MI 49660 US, US, US | 7 | \$ 37.99 | \$ 31.22 | \$ 33.46 | \$ 37.48 | N | MTWRF |
| 99117 | 16 | Week1 | 13 | R | 3 | WESCO #33 | 75 CYPRESS ST, MANISTEE MI 49660 US, US, US | 7 | \$ 30.41 | \$ 29.61 | \$ 26.71 | \$ 28.90 | N | MTWRF |
| 99031 | 77 | Week1 | 13 | R | 4 | BLARNEY CASTLE #384 | 313 FIRST ST, MANISTEE MI 49660 US, US, US | 7 | \$ 41.71 | \$ 43.17 | \$ 41.12 | \$ 57.51 | N | MTWRF |
| 219138 | 0 | Week1 | 13 | R | 5 | A & W | 133 CYPRESS RD., MANISTEE MI 49660 US, US, US | 7 | \$ 135.66 | \$ 125.06 | \$ 130.02 | \$ 133.22 | N | MTWRF |
| 226648 | 0 | Week1 | 13 | R | 6 | MANISTEE CATHOLIC SCHOOLS | 1200 US 31, MANISTEE MI 49660 US, US, US | 5 | \$ 177.28 | \$ 152.23 | \$ 117.93 | \$ 176.90 | N | MTWRF |
| 99061 | 179 | Week1 | 13 | R | 7 | FAMILY FARE #711 | 1035 US 31 SOUTH, MANISTEE MI 49660 US, US, US | 7 | \$ 16.45 | \$ 15.68 | \$ 15.53 | \$ 15.18 | N | MTWRF |
| 99161 | 179 | Week1 | 13 | R | 8 | FAMILY FARE #711 FIRST AID | 1035 US 31 SOUTH, MANISTEE MI 49660 US, US, US | 7 | \$ - | \$ - | \$ - | \$ - | N | MTWRF |
| 806085 | 0 | Week1 | 13 | R | 9 | GOODWILL MANISTEE #240 | 282 12TH STREET, MANISTEE MI 49660 US, US, US | 7 | \$ 29.13 | \$ - | \$ 26.44 | \$ 25.30 | N | MTWRF |
| 99161 | 88 | Week1 | 13 | R | 10 | SPT FAMILY FARE #647 FIRST AID | 1057 US 31 SOUTH, MANISTEE MI 49660 US, US, US | 7 | \$ 80.47 | \$ 164.42 | \$ - | \$ 91.54 | N | MTWRF |
| 99061 | 88 | Week1 | 13 | R | 11 | SPT FAMILY FARE #647 | 1057 US 31 SOUTH, MANISTEE MI 49660 US, US, US | 7 | \$ 102.21 | \$ 87.03 | \$ 91.58 | \$ 93.76 | N | MTWRF |
| 214318 | 0 | Week1 | 13 | R | 12 | SADLER'S MACHINE TOOL | 1700 STATE STREET, MANISTEE MI 49660 US, US, US | 7 | \$ 93.22 | \$ 85.68 | \$ 90.54 | \$ 92.70 | N | MTWRF |
| 232549 | 2 | Week1 | 13 | R | 13 | MANISTEE UNIFORMS-WASTEWATER | 50 NINTH ST, MANISTEE MI 49660 US, US, US | 7 | \$ 31.94 | \$ 26.99 | \$ 28.15 | \$ 29.58 | N | MTWRF |
| 232549 | 1 | Week1 | 13 | R | 14 | CITY OF MANISTEE WWT | 50 NINTH ST, MANISTEE MI 49660 US, US, US | 7 | \$ 19.63 | \$ 19.64 | \$ 23.42 | \$ 15.38 | N | MTWRF |
| 99103 | 17 | Week1 | 13 | R | 15 | ADMIRAL/TOBACCO #5743 | 1638 US HIGHWAY 31 S SUITE 200, MANISTEE MI 49660,, US | 7 | \$ 20.00 | \$ 15.00 | \$ 15.00 | \$ 16.15 | N | MTWRF |
| 99031 | 41 | Week1 | 13 | R | 16 | BLARNEY CASTLE #432 | 2421 MANISTEE HWY, MANISTEE MI 49660 US, US, US | 7 | \$ 59.53 | \$ 50.84 | \$ 60.92 | \$ 52.01 | N | MTWRF |
| 230972 | 0 | Week1 | 13 | R | 17 | ERTIES EZ MART WEST | 9331 N US 31, FREESOIL MI 49411 US, US, US | 1 | \$ 42.19 | \$ 52.86 | \$ 82.09 | \$ 61.14 | N | MTWRF |
| 225606 | 0 | Week4 | 13 | R | 17 | COUNTRY VETERINARIAN CLINIC | 2750 NORTH STILES RD., LUDINGTON MI 49431 US, US, US | 4 | \$ 91.17 | \$ 84.39 | \$ 88.91 | \$ 91.17 | N | MTWRF |
| 231302 | 0 | Week1 | 13 | R | 18 | LARSENS LANDSCAPING | 3091 N US 31, SCOTTVILLE MI 49454 US, US, US | 7 | \$ 74.03 | \$ 65.92 | \$ 68.46 | \$ 78.28 | N | MTWRF |
| 232718 | 0 | Week3 | 13 | R | 18 | JOLLY PLATE | 2516 N US 31, SCOTTVILLE MI 49454 US, US, US | 5 | \$ 61.01 | \$ 44.48 | \$ 72.18 | \$ 59.76 | N | MTWRF |
| 230785 | 0 | Week1 | 13 | R | 19 | BRIGGS FARMS INC | 581 N TUTTLE RD, SCOTTVILLE MI 49454 US, US, US | 5 | \$ 65.64 | \$ 80.89 | \$ 84.23 | \$ 85.59 | N | MTWRF |
| 226958 | 0 | Week1 | 13 | R | 20 | KUNTRY KUBBARD | 5474 US 10, LUDINGTON MI 49431 US, US, US | 7 | \$ 141.36 | \$ 118.08 | \$ 130.46 | \$ 113.99 | N | MTWRF |
| 99161 | 59 | Week1 | 13 | R | 21 | SHOP N SAVE FIRST AID | 5539 W US 10, LUDINGTON MI 49431 US, US, US | 7 | \$ - | \$ - | \$ - | \$ - | N | MTWRF |
| 227893 | 0 | Week3 | 13 | R | 21 | BELA FLORAL | 5734 W US 10, LUDINGTON MI 49431 US, US, US | 3 | \$ 36.67 | \$ 35.00 | \$ 35.74 | \$ 36.11 | N | MTWRF |
| 99062 | 59 | Week1 | 13 | R | 22 | SHOP N SAVE 784 | 5539 W US 10, LUDINGTON MI 49431 US, US, US | 7 | \$ 298.42 | \$ 306.97 | \$ 290.07 | \$ 315.77 | N | MTWRF |
| 231261 | 1 | Week1 | 13 | R | 23 | SABLE POINT FAMILY CARE-MATS | 5656 W. US HIGHWAY 10, LUDINGTON MI 49431 US, US, US | 7 | \$ 22.46 | \$ 17.33 | \$ 19.81 | \$ 19.81 | N | MTWRF |
| 233331 | 0 | Week1 | 13 | R | 24 | RIEMER DERMATOLOGY | 7 ATKINSON DR. SUITE 302, LUDINGTON MI 49431 US,, US | 7 | \$ 77.28 | \$ 63.70 | \$ 63.11 | \$ 76.20 | N | MTWRF |
| 231592 | 0 | Week1 | 13 | R | 25 | HOUSE OF FLAVORS - LUDINGTON | 402 W. LUDINGTON, LUDINGTON MI 49431 US, US, US | 7 | \$ 141.45 | \$ 139.40 | \$ 185.56 | \$ 179.93 | N | MTWRF |
| 231353 | 0 | Week2 | 13 | R | 26 | LUCIANO'S RISTORANTI | 103 W. LUDINGTON AVE., LUDINGTON MI 49431 US, US, US | 6 | \$ 81.85 | \$ 58.20 | \$ 60.26 | \$ 81.65 | N | MTWRF |
| 213965 | 0 | Week1 | 13 | R | 26 | PEACEFUL ACRES | 2670 PINEY RIDGE ROA, LUDINGTON MI 49411 US, US, US | 7 | \$ - | \$ 159.07 | \$ 122.41 | \$ - | N | MTWRF |
| 217195 | 0 | Week1 | 13 | R | 27 | LINCOLN HILLS GOLF | 1527 N. LAKESHORE, LUDINGTON MI 49431 US, US, US | 0 | \$ - | \$ 75.52 | \$ 208.61 | \$ 169.68 | N | MTWRF |
| 210779 | 0 | Week1 | 13 | R | 28 | CROWN & CORK | 502 W. LOOMIS, LUDINGTON MI 49431 US, US, US | 7 | \$ 97.97 | \$ 107.11 | \$ 224.03 | \$ 110.05 | N | MTWRF |
| 99117 | 48 | Week2 | 13 | R | 29 | WESCO #23 | 5685 EAST LUDINGTON AVENUE, LUDINGTON MI 49431 US,, US | 7 | \$ 73.40 | \$ 71.48 | \$ 70.04 | \$ 67.86 | N | MTWRF |
| 99117 | 35 | Week1 | 13 | R | 29 | WESCO #25 | 301 W LUDINGTON AVE, LUDINGTON MI 49431 US, US, US | 7 | \$ 42.45 | \$ 35.07 | \$ 33.99 | \$ 37.52 | N | MTWRF |
| 228581 | 0 | Week1 | 13 | R | 30 | SPORTSMANS BAR | 111 W LUDINGTON, LUDINGTON MI 49431 US, US, US | 7 | \$ 102.62 | \$ 93.30 | \$ 95.89 | \$ 101.54 | Y | MTWRF |
| 228350 | 0 | Week1 | 13 | R | 31 | EAGLES 1354 | 108 S HARRISON, LUDINGTON MI 49431 US, US, US | 7 | \$ 37.87 | \$ 35.00 | \$ 36.24 | \$ 36.86 | N | MTWRF |
| 99031 | 46 | Week1 | 13 | R | 32 | BLARNEY CASTLE #640 | 5985 W. US 10, LUDINGTON MI 49431 US, US, US | 7 | \$ 67.35 | \$ 64.14 | \$ 62.62 | \$ 57.83 | N | MTWRF |
| 99031 | 37 | Week1 | 13 | R | 33 | BLARNEY CASTLE #216 | 5445 W. US 10, LUDINGTON MI 49431 US, US, US | 7 | \$ 73.65 | \$ 69.49 | \$ 67.46 | \$ 58.46 | N | MTWRF |
| 205630 | 0 | Week1 | 13 | R | 34 | PEACOCK VFW | 2225 N M-37, BALDWIN MI 49304 US, US, Baldwin MI 49304 US | 5 | \$ 75.89 | \$ 62.89 | \$ 68.90 | \$ 75.19 | N | MTWRF |
| 221309 | 0 | Week1 | 13 | R | 35 | CLUB 37 INC. | 3803 NORTH M-37, BALDWIN MI 49304 US, US, US | 7 | \$ 122.26 | \$ 114.57 | \$ 123.65 | \$ 121.31 | N | MTWRF |
| | | Week1 | 13 | R | | Cadillac Depot | 1539 Plett Rd, Cadillac, MI 49601, Cadillac MI 49601 US | | | | | | | |
| | | Week2 | 13 | R | | Cadillac Depot | 1539 Plett Rd, Cadillac, MI 49601, Cadillac MI 49601 US | | | | | | | |
| | | Week3 | 13 | R | | Cadillac Depot | 1539 Plett Rd, Cadillac, MI 49601, Cadillac MI 49601 US | | | | | | | |
| | | Week4 | 13 | R | | Cadillac Depot | 1539 Plett Rd, Cadillac, MI 49601, Cadillac MI 49601 US | | | | | | | |

| Acct # | Cust # | Week # | New Rt | New Delivery Day | New Stop | Customer Name | DisplayAddressFull | Frequency | Q1 Revenue per Delivery | Q2 Revenue per Delivery | Q3 Revenue per Delivery | Q4 Revenue per Delivery | Outside Hours Access (key/code stops) | Available Delivery Days |
|--------|--------|--------|--------|------------------|----------|------------------------------|---|-----------|-------------------------|-------------------------|-------------------------|-------------------------|---------------------------------------|-------------------------|
| 99117 | 42 | Week1 | 13 | T | 1 | WESCO #38 | 777 MICHIGAN AVE P.O. BOX 193, BALDWIN MI 49304 US, US | 7 | \$ 45.15 | \$ 36.35 | \$ 35.87 | \$ 41.54 | N | MTWRF |
| 232603 | 0 | Week1 | 13 | T | 2 | LAKE COUNTY ROAD COMMISSION | 1180 MICHIGAN AVE, BALDWIN MI 49304 US, US, US | 7 | \$ 159.60 | \$ 149.51 | \$ 144.83 | \$ 161.83 | N | MTWRF |
| 99031 | 38 | Week1 | 13 | T | 3 | BLARNEY CASTLE #240 | 1210 MICHIGAN, BALDWIN MI 49304 US, US, US | 7 | \$ 141.55 | \$ 153.91 | \$ 199.09 | \$ 164.85 | N | MTWRF |
| 99031 | 16 | Week1 | 13 | T | 4 | BLARNEY CASTLE #352 | 4210 S. M-37, BALDWIN MI 49304 US, US, US | 7 | \$ 68.90 | \$ 63.13 | \$ 71.00 | \$ 72.30 | N | MTWRF |
| 229029 | 0 | Week1 | 13 | T | 5 | BRANCH GROCERY | 9455 E US 10, BRANCH MI 49402 US, US, US | 5 | \$ 179.94 | \$ 267.82 | \$ 264.19 | \$ 262.26 | N | MTWRF |
| 99031 | 50 | Week1 | 13 | T | 6 | BLARNEY CASTLE #864 | 101 E STATE ST., SCOTTVILLE MI 49454 US, US, US | 7 | \$ 63.42 | \$ 54.62 | \$ 61.54 | \$ 60.57 | N | MTWRF |
| 217272 | 0 | Week1 | 13 | T | 7 | NORTH COUNTRY CAFE | 110 N. MAIN ST., SCOTTSVILLE MI 49454 US, US, US | 7 | \$ 67.46 | \$ 59.12 | \$ 59.70 | \$ 63.53 | N | MTWRF |
| 99117 | 8 | Week1 | 13 | T | 8 | WESCO #28 | 117 N. MAIN, SCOTTVILLE MI 49454 US, US, US | 7 | \$ 46.79 | \$ 38.93 | \$ 37.49 | \$ 42.83 | N | MTWRF |
| 99103 | 46 | Week1 | 13 | T | 9 | ADMIRAL #5791 | 130 W. STATE ST, SCOTTVILLE MI 49454-1136 US, US, US | 7 | \$ 20.00 | \$ 15.00 | \$ 15.00 | \$ 16.43 | N | MTWRF |
| 232547 | 0 | Week2 | 13 | T | 9 | MERCY HEALTH LUDINGTON REHAB | 5656 US 10, LUDINGTON MI 49431 US, US, US | 6 | \$ 107.66 | \$ 90.66 | \$ 93.51 | \$ 95.16 | N | MTWRF |
| 226138 | 0 | Week2 | 13 | T | 10 | MEDILODGE OF LUDINGTON | 1000 E TINKHAM, LUDINGTON MI 49431 US, US, US | 6 | \$ 62.29 | \$ 60.58 | \$ 56.38 | \$ 57.79 | N | MTWRF |
| 220940 | 0 | Week1 | 13 | T | 10 | MASON CO. CENTRAL SCHOOL | 300 BROADWAY, SCOTTVILLE MI 49454 US, US, US | 7 | \$ 67.00 | \$ 62.89 | \$ 65.40 | \$ 66.68 | N | MTWRF |
| 99063 | 7 | Week1 | 13 | T | 11 | DTE ENERGY | 2230 West US 10, LUDINGTON MI 49431 US, US, US | 1 | \$ 62.54 | \$ 58.20 | \$ 60.99 | \$ 61.79 | N | MTWRF |
| 220367 | 1 | Week1 | 13 | T | 12 | DYNAMIC PHYS-LUDINGTON | 250 NELSON RD, LUDINGTON MI 49431 US, US, US | 1 | \$ 47.12 | \$ - | \$ - | \$ 46.37 | N | MTWRF |
| 220367 | 2 | Week1 | 13 | T | 13 | DYNAMIC PHYS-LUDINGTON BLDG | 250 NELSON DR, LUDINGTON MI 49431 US, US, US | 1 | \$ 39.68 | \$ - | \$ - | \$ 38.93 | N | MTWRF |
| 231338 | 0 | Week1 | 13 | T | 14 | LENZ-BALDER INSURANCE | 201 E COURT ST, LUDINGTON MI 49431 US, US, US | 5 | \$ 42.66 | \$ 38.90 | \$ 41.13 | \$ 42.02 | N | MTWRF |
| 221200 | 0 | Week1 | 13 | T | 15 | CHEF JOHN'S BAKERY | 110 W. FILER, LUDINGTON MI 49431 US, US, US | 7 | \$ 42.26 | \$ 38.22 | \$ 40.82 | \$ 41.01 | N | MTWRF |
| 229698 | 0 | Week1 | 13 | T | 16 | LUDINGTON WEST | 300 SOUTH RATH, LUDINGTON MI 49431 US, US, US | 7 | \$ 37.25 | \$ 34.10 | \$ 36.11 | \$ 36.73 | Y | MTWRF |
| 228208 | 0 | Week1 | 13 | T | 17 | JAMES PORT BREWING CO | 412 S. JAMES, LUDINGTON MI 49431 US, US, US | 7 | \$ 48.23 | \$ 51.72 | \$ 77.39 | \$ 52.08 | N | MTWRF |
| 220672 | 0 | Week1 | 13 | T | 18 | JAMES PORT BREWING CO. | 412 S. JAMES, LUDINGTON MI 49431 US, US, US | 7 | \$ 691.77 | \$ 578.98 | \$ 1,068.55 | \$ 810.89 | N | MTWRF |
| 209224 | 0 | Week3 | 13 | T | 18 | METAL WORKS | 901 6TH STREET, LUDINGTON MI 49431 US, US, US | 3 | \$ 106.28 | \$ 97.95 | \$ 103.13 | \$ 105.72 | N | MTWRF |
| 217549 | 0 | Week2 | 13 | T | 18 | CAL-CHLOR | 5379 W 6TH ST. P.O. BOX 622, LUDINGTON MI 49431 US, US | 2 | \$ 149.62 | \$ 140.53 | \$ 146.16 | \$ 148.97 | N | MTWRF |
| 228138 | 0 | Week1 | 13 | T | 19 | BRENDAS HARBOR CAFE | 316 S JAMES, LUDINGTON MI 49431 US, US, US | 7 | \$ 94.06 | \$ 84.93 | \$ 87.21 | \$ 90.00 | N | MTWRF |
| 99054 | 13 | Week2 | 13 | T | 19 | CHARTER COMMUNICATIONS | 590 S. US31 PERE MARQUETTE, LUDINGTON MI 49431 US,, US | 6 | \$ 45.82 | \$ 40.08 | \$ 30.88 | \$ 40.57 | N | MTWRF |
| 229890 | 0 | Week1 | 13 | T | 20 | SKOOG HEATING & COOLING | 1102 S MADISON ST., LUDINGTON MI 49431 US, US, US | 7 | \$ 126.00 | \$ 133.76 | \$ 134.83 | \$ 137.06 | Y | MTWRF |
| 230394 | 0 | Week1 | 13 | T | 21 | QUICK-WAY, INC. | 1004 CONRAD IND. DR, LUDINGTON MI 49431 US, US, US | 5 | \$ 64.64 | \$ 87.30 | \$ 47.48 | \$ 39.98 | N | MTWRF |
| 203646 | 0 | Week1 | 13 | T | 22 | TOWNS BROTHERS CONST | 830 PERE MARQUETTE HIGHWAY, LUDINGTON MI 49431 US,, US | 7 | \$ 82.86 | \$ 79.11 | \$ 84.82 | \$ 84.23 | N | MTWRF |
| 218971 | 0 | Week2 | 13 | T | 22 | AM VETS | 1959 WEST 24TH ST, BALDWIN MI 49304 US, US, US | 6 | \$ 237.33 | \$ 215.92 | \$ 214.71 | \$ 205.89 | N | MTWRF |
| 225699 | 0 | Week2 | 13 | T | 23 | WOLF LAKE STORE INC | 1254 N M-37, BALDWIN MI 49304 US, US, US | 6 | \$ 35.54 | \$ 35.00 | \$ 35.00 | \$ 35.00 | N | MTWRF |
| 886085 | 6084 | Week1 | 13 | T | 23 | GOODWILL LUDINGTON #233 | 4781 WEST US 10, LUDINGTON MI 49431 US, US, US | 5 | \$ 29.08 | \$ - | \$ 27.73 | \$ 28.65 | N | MTWRF |
| 232854 | 0 | Week1 | 13 | T | 24 | SPARTAN WEST BOWLING | 2253 W US HWY 10, LUDINGTON MI 49431 US, US, US | 5 | \$ 79.74 | \$ 62.30 | \$ 59.83 | \$ 58.87 | Y | MTWRF |
| 224406 | 0 | Week1 | 13 | T | 25 | STEPHENS FUNERAL CHAPEL | 305 E. STATE, SCOTTVILLE MI 49454 US, US, US | 1 | \$ 134.59 | \$ 124.01 | \$ 122.30 | \$ 123.72 | N | MTWRF |
| 232543 | 0 | Week1 | 13 | T | 26 | BOB'S HEATING AND COOLING | 6683 E US 10, WALHALLA MI 49458 US, US, US | 7 | \$ 58.14 | \$ 56.77 | \$ 58.87 | \$ 57.59 | N | MTWRF |
| 233247 | 0 | Week1 | 13 | T | 27 | EMERSON LAKE INN | 7786 E. US HWY 10, WALHALLA MI 49458 US, US, US | 7 | \$ - | \$ 44.85 | \$ 76.53 | \$ 78.59 | Y | MTWRF |
| 226657 | 1 | Week1 | 13 | T | 28 | CV KWIK MART LLC | 3038 N KINGS HWY, LUTHER MI 49656 US, US, US | 5 | \$ 83.05 | \$ 76.22 | \$ 80.62 | \$ 82.67 | N | MTWRF |
| 232987 | 0 | Week1 | 13 | T | 29 | LUTHER GROCERY | 213 STATE STREET, LUTHER MI 49656 US, US, US | 5 | \$ 43.13 | \$ 35.00 | \$ 35.00 | \$ 40.54 | N | MTWRF |
| 232533 | 0 | Week1 | 13 | T | 30 | LUTHER AREA PUBLIC LIBRARY | 115 STATE ST, LUTHER MI 49656 US, US, US | 1 | \$ 56.37 | \$ 49.04 | \$ 50.67 | \$ 52.52 | Y | MTWRF |
| | | Week1 | 13 | T | | Cadillac Depot | 1539 Plett Rd, Cadillac, MI 49601, Cadillac MI 49601 US | | | | | | | |
| | | Week2 | 13 | T | | Cadillac Depot | 1539 Plett Rd, Cadillac, MI 49601, Cadillac MI 49601 US | | | | | | | |
| | | Week3 | 13 | T | | Cadillac Depot | 1539 Plett Rd, Cadillac, MI 49601, Cadillac MI 49601 US | | | | | | | |
| | | Week4 | 13 | T | | Cadillac Depot | 1539 Plett Rd, Cadillac, MI 49601, Cadillac MI 49601 US | | | | | | | |

| Acct # | Cust # | Week # | New Rt | New Delivery Day | New Stop | Customer Name | DisplayAddressFull | Frequency | Q1 Revenue per Delivery | Q2 Revenue per Delivery | Q3 Revenue per Delivery | Q4 Revenue per Delivery | Outside Hours Access (key/code stops) | Available Delivery Days |
|--------|--------|--------|--------|------------------|----------|-------------------------------|---|-----------|-------------------------|-------------------------|-------------------------|-------------------------|---------------------------------------|-------------------------|
| 225687 | 0 | Week1 | 13 | W | 1 | CORNER EXPRESS-WELLSTON CITGO | 11252 W M-55, WELLSTON MI 49689 US, US, US | 5 | \$ 286.43 | \$ 281.78 | \$ 325.98 | \$ 296.78 | N | MTWRF |
| 224422 | 0 | Week1 | 13 | W | 2 | CAMP MANA-PINE | 998 EMMONS RD., WELSTON MI 49689 US, US, US | 0 | \$ - | \$ 124.13 | \$ 143.20 | \$ - | N | MTWRF |
| 218957 | 0 | Week1 | 13 | W | 3 | DUBLIN GENERAL STORE | 18372 HOXEYVILLE RD, WELLSTON MI 49689 US, US, US | 7 | \$ 285.93 | \$ 257.19 | \$ 249.52 | \$ 282.34 | N | MTWRF |
| 99031 | 103 | Week1 | 13 | W | 4 | BLARNEY CASTLE - DUBLIN | 18349 HOXEYVILLE RD, WELLSTON MI 49689 US, US, US | 7 | \$ 62.42 | \$ 77.90 | \$ 79.18 | \$ 56.95 | N | MTWRF |
| 99031 | 45 | Week1 | 13 | W | 5 | BLARNEY CASTLE #616 | 5456 W 10 1/2 MILE RD, IRONS MI 49644 US, US, US | 7 | \$ 52.00 | \$ 45.42 | \$ 41.30 | \$ 48.21 | N | MTWRF |
| 214535 | 0 | Week1 | 13 | W | 6 | WHITETAIL PARTY STOR | 16954 CABERFAE, WELLSTON MI 49689 US, US, US | 5 | \$ 54.61 | \$ 41.52 | \$ 47.57 | \$ 50.65 | N | MTWRF |
| 232715 | 0 | Week1 | 13 | W | 7 | ANNIE'S KOZY KITCHEN | 16938 CABERFAE HWY, WELLSTON MI 49689 US, US, US | 5 | \$ 44.65 | \$ 36.72 | \$ 40.60 | \$ 44.01 | N | MTWRF |
| 223517 | 0 | Week4 | 13 | W | 7 | ONEKAMA MARINE INC. | 4378 CRESCENT BEACH RD., ONEKAMA MI 49675 US, US, US | 4 | \$ 121.24 | \$ 97.63 | \$ 125.97 | \$ 124.99 | N | MTWRF |
| 229489 | 0 | Week1 | 13 | W | 8 | TRAKS BAR & GRILL | 5073 HIGHBRIDGE RD, BRETHERN MI 49619 US, US, US | 7 | \$ 125.53 | \$ 92.52 | \$ 125.74 | \$ 122.80 | Y | MTWRF |
| 216454 | 0 | Week1 | 13 | W | 9 | GENTZ FOREST PRODUCTS | 4796 Highbridge Rd., Brethren MI 49619 US, US, US | 7 | \$ 107.64 | \$ 125.45 | \$ 103.14 | \$ 105.20 | N | MTWRF |
| 99031 | 96 | Week1 | 13 | W | 10 | BLARNEY CASTLE OIL #820 | 4630 HIGH BRIDGE RD., BRETHREN MI 48654 US, US, US | 7 | \$ 91.47 | \$ 87.14 | \$ 78.34 | \$ 95.59 | N | MTWRF |
| 233008 | 0 | Week1 | 13 | W | 11 | MANISTEE COUNTY FAIRGROUNDS | 7587 1ST ST, ONEKEMA MI 49675 US, US, US | 0 | \$ - | \$ - | \$ - | \$ - | N | MTWRF |
| 99031 | 151 | Week1 | 13 | W | 12 | BLARNEY ONEKEMA EZ MARKET | 5357 MAIN ST (M-22), ONEKEMA MI 49675 US, US, US | 7 | \$ 310.27 | \$ 262.38 | \$ 282.64 | \$ 262.04 | N | MTWRF |
| 99031 | 139 | Week2 | 13 | W | 12 | BLARNEY CASTLE MAIN OFFICE HQ | 12218 WEST ST, BEAR LAKE MI 49614 US, US, US | 2 | \$ 71.48 | \$ 34.37 | \$ 18.11 | \$ 18.46 | N | MTWRF |
| 230876 | 0 | Week1 | 13 | W | 13 | M-22 GRILL | 5159 MAIN ST, ONEKAMA MI 49675 US, US, US | 7 | \$ 99.21 | \$ 79.66 | \$ 101.19 | \$ 100.86 | Y | MTWRF |
| 233251 | 0 | Week1 | 13 | W | 14 | PORTAGE POINT RESORT | 8567 PORTAGE PT DR, ONEKAMA MI 49675 US, US, US | 7 | \$ 81.55 | \$ 98.57 | \$ 157.98 | \$ 85.59 | Y | MTWRF |
| 232675 | 0 | Week1 | 13 | W | 15 | LAHEY'S PUB LLC | 8567 PORTAGE POINT RD, ONEKAMA MI 49675 US, US, US | 7 | \$ - | \$ 344.11 | \$ 306.81 | \$ 277.46 | Y | MTWRF |
| 228518 | 0 | Week1 | 13 | W | 16 | BEAR LAKE DISCOUNT GROCERY | 11740 CHIPPEWA HWY, BEAR LAKE MI 49614 US, US, US | 7 | \$ 66.52 | \$ 54.59 | \$ 65.02 | \$ 66.50 | N | MTWRF |
| 217914 | 0 | Week1 | 13 | W | 17 | BEAR LAKE HARDWARE | 11950 CHIPPEWA HWY, BEAR LAKE MI 49614 US, US, US | 7 | \$ 45.85 | \$ 43.77 | \$ 44.52 | \$ 45.33 | N | MTWRF |
| 232688 | 0 | Week2 | 13 | W | 17 | LARRY'S GROCERY | 14389 9 MILE RD, KALEVA MI 49645 US, US, US | 6 | \$ 54.35 | \$ 35.32 | \$ 36.95 | \$ 46.94 | N | MTWRF |
| 99031 | 76 | Week1 | 13 | W | 18 | BLARNEY CASTLE #256 | 12348 US 31, BEAR LAKE MI 49614 US, US, US | 7 | \$ 203.44 | \$ 216.75 | \$ 217.62 | \$ 193.60 | N | MTWRF |
| 226403 | 0 | Week4 | 13 | W | 18 | BOON COUNTRY | 562 S HASKINS, BOON MI 49618 US, US, US | 4 | \$ 77.07 | \$ 72.70 | \$ 75.61 | \$ 77.07 | N | MTWRF |
| 233174 | 0 | Week1 | 13 | W | 19 | FILER CREDIT UNION BEAR LAKE | 7685 LAKE STREET, BEAR LAKE MI 49614 US, US, US | 5 | \$ 47.22 | \$ 37.37 | \$ 44.26 | \$ 39.22 | N | MTWRF |
| 230795 | 0 | Week1 | 13 | W | 20 | FISCHER TANKS LLC | 13884 RENG0 AVE P.O. BOX 25, KALEVA MI 49645 US,, US | 7 | \$ 626.66 | \$ 514.46 | \$ 515.62 | \$ 620.98 | N | MTWRF |
| 205347 | 0 | Week1 | 13 | W | 21 | COUNTRY SIDE RESTAUR | 13940 9 MILE RD, KALEVA MI 49645 US, US, US | 5 | \$ 103.14 | \$ 95.42 | \$ 102.64 | \$ 106.48 | N | MTWRF |
| 99031 | 85 | Week1 | 13 | W | 22 | BLARNEY CASTLE #624 | 14210 9 MILE, KALEVA MI 49645 US, US, US | 7 | \$ 76.68 | \$ 62.81 | \$ 69.78 | \$ 64.78 | N | MTWRF |
| | | Week1 | 13 | W | | Cadillac Depot | 1539 Plett Rd, Cadillac, MI 49601, Cadillac MI 49601 US | | | | | | | |
| | | Week2 | 13 | W | | Cadillac Depot | 1539 Plett Rd, Cadillac, MI 49601, Cadillac MI 49601 US | | | | | | | |
| | | Week3 | 13 | W | | Cadillac Depot | 1539 Plett Rd, Cadillac, MI 49601, Cadillac MI 49601 US | | | | | | | |
| | | Week4 | 13 | W | | Cadillac Depot | 1539 Plett Rd, Cadillac, MI 49601, Cadillac MI 49601 US | | | | | | | |

| Acct # | Cust # | Week # | New Rt | New Delivery Day | New Stop | Customer Name | DisplayAddressFull | Frequency | Q1 Revenue per Delivery | Q2 Revenue per Delivery | Q3 Revenue per Delivery | Q4 Revenue per Delivery | Outside Hours Access (key/code stops) | Available Delivery Days |
|--------|--------|--------|--------|------------------|----------|--------------------------------|---|-----------|-------------------------|-------------------------|-------------------------|-------------------------|---------------------------------------|-------------------------|
| 231651 | 0 | Week1 | 23 | F | 1 | CURRY HOUSE | 5858 S. 47 RD, CADILLAC MI 49601 US, US, US | 5 | \$ 169.36 | \$ 134.08 | \$ 121.68 | \$ 141.71 | N | MTWRF |
| 231079 | 3 | Week1 | 23 | F | 2 | NMCAA MISSAUKEE HS | 1751 S MOREY RD, LAKE CITY MI 49651 US, US, US | 5 | \$ 61.99 | \$ 53.97 | \$ 56.70 | \$ 58.52 | N | MTWRF |
| 99117 | 12 | Week1 | 23 | F | 3 | WESCO #35 | 1361 S. LAKESHORE DR., LAKE CITY MI 49651 US, US, US | 7 | \$ 115.48 | \$ 91.91 | \$ 76.86 | \$ 91.11 | N | MTWRF |
| 233338 | 0 | Week2 | 23 | F | 3 | 2 THE MOON BAKERY | 100 N MAIN ST, LAKE CITY MI 49651 US, US, US | 6 | \$ 82.00 | \$ 70.60 | \$ 74.30 | \$ 78.49 | N | MTWRF |
| 99117 | 13 | Week1 | 23 | F | 4 | SUBWAY #135 | 1361 S LAKESHORE DR, LAKE CITY MI 49651 US, US, US | 7 | \$ - | \$ - | \$ - | \$ - | N | MTWRF |
| 230355 | 0 | Week1 | 23 | F | 5 | L.C. FAMILY DINER | 119 N MAIN ST, LAKE CITY MI 49651 US, US, US | 5 | \$ 53.06 | \$ 48.77 | \$ 50.86 | \$ 51.70 | N | MTWRF |
| 231079 | 7 | Week1 | 23 | F | 6 | NMCAA GREAT START READINESS | 251 RUSSELL ST, LAKE CITY MI 49651 US, US, US | 5 | \$ 30.07 | \$ 26.16 | \$ - | \$ 28.22 | N | MTWRF |
| 99033 | 224 | Week1 | 23 | F | 7 | LAKE CITY ELEMENTARY | 5534 W DAVIS RD PO BOX 900, LAKE CITY MI 49651 US,, US | 7 | \$ 20.17 | \$ 20.35 | \$ 19.57 | \$ 20.35 | Y | MTWRF |
| 99161 | 70 | Week1 | 23 | F | 8 | ROGERS FAMILY FOODS FIRST AID | 5760 W. HOUGHTON LAKE rd, LAKE CITY MI 49651 US,, Lake City MI 496 | 7 | \$ - | \$ - | \$ - | \$ - | N | MTWRF |
| 99033 | 61 | Week2 | 23 | F | 8 | LAKE CITY SCHOOL CAFE | 250 E RUSSELL ST PO BOX 900, LAKE CITY MI 49651 US, US | 6 | \$ 17.85 | \$ 16.86 | \$ 16.54 | \$ 17.62 | N | MTWRF |
| 99062 | 70 | Week1 | 23 | F | 9 | ROGERS FAMILY FOOD 4992 | 5760 W Houghton Lake rd, lake city MI 49651 US, lake city MI 49651 US | 7 | \$ 67.83 | \$ 52.68 | \$ 64.45 | \$ 64.86 | N | MTWRF |
| 233169 | 0 | Week2 | 23 | F | 9 | MAPLE RIDGE LIVING CENTER | 2575 W. HOUGHTON LAKE ROAD, LAKE CITY MI 49651 US,, US | 6 | \$ 36.05 | \$ 32.04 | \$ 33.33 | \$ 33.97 | N | MTWRF |
| 231801 | 0 | Week1 | 23 | F | 10 | AUTUMN VISTA DAIRY | 1150 W. STONEY CORNERS, MCBAIN MI 49657 US, US, US | 7 | \$ 142.24 | \$ 149.02 | \$ 157.39 | \$ 158.71 | N | MTWRF |
| 230538 | 0 | Week1 | 23 | F | 11 | PINEVIEW DISCOUNT GROCERY | 9200 S. Burkett Rd, MCBAIN MI 49657 US, US, US | 5 | \$ 35.79 | \$ 35.00 | \$ 35.11 | \$ 35.15 | N | MTWRF |
| 231967 | 1 | Week1 | 23 | F | 12 | ELLENS EQUIPMENT-SERVICE DEPT | 5297 W. STONEY CORNERS, MCBAIN MI 49675 US, US, US | 7 | \$ 187.87 | \$ 172.01 | \$ 175.67 | \$ 179.18 | N | MTWRF |
| 231967 | 0 | Week1 | 23 | F | 13 | ELLENS EQUIPMENT | 5297 W. STONEY CORNERS, MCBAIN MI 49675 US, US, US | 7 | \$ 143.51 | \$ 121.18 | \$ 128.61 | \$ 141.95 | N | MTWRF |
| 233386 | 0 | Week3 | 23 | F | 13 | DARLA'S STUDIO 66 | 11620 S BURKETT RD, MARION MI 49665 US, US, US | 3 | \$ 36.53 | \$ 37.30 | \$ 37.30 | \$ 37.30 | N | MTWRF |
| 213627 | 0 | Week1 | 23 | F | 14 | MCNALLY'S PARTY STOR | 108 ROLAND STREET, MCBAIN MI 49657 US, US, US | 7 | \$ 124.66 | \$ 98.01 | \$ 100.47 | \$ 111.40 | N | MTWRF |
| 233496 | 0 | Week1 | 23 | F | 15 | MCBAIN AUTO AND TRUCK SERVICE | 9438 S MOREY RD, MCBAIN MI 49657 US, US, US | 7 | \$ 46.33 | \$ - | \$ - | \$ 38.70 | N | MTWRF |
| 231874 | 0 | Week1 | 23 | F | 16 | NORTHERN TRUCK SERVICE | 6170 W GERWOUDE DR, MCBAIN MI 49657 US, US, US | 7 | \$ 136.81 | \$ 125.35 | \$ 137.86 | \$ 147.12 | N | MTWRF |
| 224055 | 0 | Week1 | 23 | F | 17 | NATIONAL ENERGY OF MCBAIN, LLC | 6751 W. GERWOUDE, MCBAIN MI 49657 US, US, US | 5 | \$ 78.30 | \$ 73.96 | \$ 76.60 | \$ 77.66 | N | MTWRF |
| 229905 | 0 | Week1 | 23 | F | 18 | STONEY CORNERS WINDFARM | 6600 W BAKER, MCBAIN MI 49657 US, US, US | 5 | \$ 35.57 | \$ 47.64 | \$ 46.27 | \$ 35.00 | N | MTWRF |
| 232920 | 0 | Week2 | 23 | F | 18 | FURZ A FLY'N | 7999 W. FALMOUTH RD., MCBAIN MI 49657 US, US, US | 6 | \$ 52.15 | \$ 47.66 | \$ 49.57 | \$ 50.53 | N | MTWRF |
| 226667 | 0 | Week2 | 23 | F | 19 | WEXFORD COMM CU | 4817 S. MOREY RD, LAKE CITY MI 49651 US, US, US | 6 | \$ 58.86 | \$ 41.96 | \$ 41.68 | \$ 48.69 | N | MTWRF |
| 232934 | 0 | Week1 | 23 | F | 19 | LUCKY 7 DAIRY | 10550 STREIF RD, MCBAIN MI 49657 US, US, US | 7 | \$ 46.79 | \$ 77.00 | \$ 57.16 | \$ 53.12 | N | MTWRF |
| 226290 | 0 | Week4 | 23 | F | 20 | L & J MEAT | 3901 S MOREY RD, LAKE CITY MI 49657 US, US, US | 4 | \$ 39.06 | \$ 35.22 | \$ 37.10 | \$ 38.04 | N | MTWRF |
| 226713 | 0 | Week1 | 23 | F | 20 | STONEY CORNERS VET | 9980 S. LUCAS ROAD, MCBAIN MI 49657 US, US, US | 1 | \$ 65.71 | \$ 55.69 | \$ 63.06 | \$ 64.25 | N | MTWRF |
| 231800 | 0 | Week2 | 23 | F | 21 | LAKEVIEW MOTEL | 214 S. MAIN, LAKE CITY MI 49651 US, US, US | 6 | \$ 127.67 | \$ 171.85 | \$ 325.72 | \$ 231.43 | N | MTWRF |
| 233042 | 0 | Week3 | 23 | F | 21 | NMC SCHOOL | 128 S MARTIN, MCBAIN MI 49657 US, US, US | 3 | \$ 225.02 | \$ 166.00 | \$ 179.27 | \$ 194.52 | N | MTWRF |
| 229839 | 0 | Week1 | 23 | F | 21 | MANY BLESSINGS DAIRY | 7742 LUCAS RD., MCBAIN MI 49657 US, US, US | 7 | \$ 145.12 | \$ 135.04 | \$ 139.63 | \$ 139.12 | N | MTWRF |
| 226912 | 2 | Week1 | 23 | F | 22 | SPARTAN RENEWABLE ENERGY | 10125 W. WATERGATE RD, CADILLAC MI 49601 US, US, US | 0 | \$ - | \$ - | \$ - | \$ - | N | MTWRF |
| 232646 | 0 | Week1 | 23 | F | 23 | PETERSON MCGREGOR OF LAKE CITY | 218 S MAIN ST, LAKE CITY MI 49651 US, US, US | 7 | \$ 37.50 | \$ 34.89 | \$ 36.60 | \$ 36.98 | N | MTWRF |
| 233276 | 0 | Week2 | 23 | F | 23 | THE PATIO ON MAIN | 113 S. MAIN, LAKE CITY MI 49651 US, US, US | 6 | \$ 38.14 | \$ 60.94 | \$ 59.16 | \$ 45.68 | N | MTWRF |
| 232691 | 0 | Week1 | 23 | F | 24 | HAMMER'S PUB AND GRUB | 118 S MAIN ST, LAKE CITY MI 49651 US, US, US | 7 | \$ 44.92 | \$ 51.76 | \$ 48.82 | \$ 51.12 | N | MTWRF |
| 99031 | 73 | Week1 | 23 | F | 25 | BLARNEY CASTLE #632 | 414 N MAIN STREET, LAKE CITY MI 49651 US, US, US | 7 | \$ 198.17 | \$ 187.96 | \$ 243.40 | \$ 229.13 | N | MTWRF |
| 99103 | 15 | Week1 | 23 | F | 26 | NEXT DOOR STR #5059 | 88 N MOREY ROAD, LAKE CITY MI 49651 US, US, US | 7 | \$ 20.00 | \$ 15.00 | \$ - | \$ - | N | MTWRF |
| 232334 | 0 | Week2 | 23 | F | 26 | L.C. TAP HOUSE | 181 N MOREY RD, LAKE CITY MI 49651 US, US, US | 6 | \$ 108.54 | \$ 53.42 | \$ 50.60 | \$ 108.16 | N | MTWRF |
| 233387 | 0 | Week1 | 23 | F | 27 | MARTY'S PIZZA & GRILL | 615 N FRONT ST, LAKE CITY MI 49651 US, US, US | 7 | \$ 36.08 | \$ 37.79 | \$ 35.56 | \$ 35.56 | N | MTWRF |
| 232642 | 0 | Week1 | 23 | F | 28 | LAKE CITY BC | 45 N MORLEY ROAD, LAKE CITY MI 49651 US, US, US | 5 | \$ 63.25 | \$ 51.88 | \$ 67.58 | \$ 65.74 | N | MTWRF |
| 232257 | 0 | Week1 | 23 | F | 29 | PANCHO VILLA | 106 S. MAIN ST, LAKE CITY MI 49659 US, US, US | 7 | \$ 54.66 | \$ 48.31 | \$ 48.23 | \$ 56.00 | N | MTWRF |
| 226912 | 0 | Week2 | 23 | F | 29 | WOLVERINE POWER COOPERATIVE | 10125 W. WATERGATE RD, CADILLAC MI 49601 US, US, US | 2 | \$ 16.34 | \$ 15.00 | \$ 15.27 | \$ 15.53 | N | MTWRF |
| 99130 | 0 | Week1 | 23 | F | 30 | FOREST AREA FEDERAL CU | 101 S MAIN ST, LAKE CITY MI 49651 US, US, US | 7 | \$ 32.30 | \$ 31.94 | \$ 33.92 | \$ 30.00 | N | MTWRF |
| 226912 | 1 | Week2 | 23 | F | 30 | WOLVERINE POWER COOPERATIVE | 10125 W. WATERGATE RD, CADILLAC MI 49601 US, US, US | 0 | \$ 26.84 | \$ 115.21 | \$ 92.12 | \$ 255.71 | N | MTWRF |
| 223634 | 0 | Week4 | 23 | F | 30 | FRIENDS MINISTRY | 3728 South Morey Rd/66, Lake City MI 49601 US, U, US | 0 | \$ - | \$ - | \$ - | \$ - | N | MTWRF |
| 232092 | 0 | Week1 | 23 | F | 31 | LAKE CITY PRIMARY CARE | 1866 S. MOREY, LAKE CITY MI 49651 US, US, US | 1 | \$ 35.00 | \$ 35.00 | \$ 35.00 | \$ 35.00 | N | MTWF |
| 228976 | 0 | Week1 | 23 | F | 32 | STAGG MACHINE | 11711 W CADILLAC RD, CADILLAC MI 49601 US, US, US | 5 | \$ 51.64 | \$ 40.62 | \$ 43.33 | \$ 42.88 | N | MTWRF |
| 230461 | 0 | Week1 | 23 | F | 33 | D & G TRUCK REPAIR | 11835 W WATERGATE, CADILLAC MI 49601 US, US, US | 7 | \$ 134.54 | \$ 134.92 | \$ 123.88 | \$ 131.21 | N | MTWRF |
| | | Week1 | 23 | F | | Cadillac Depot | 1539 Plett Rd, Cadillac, MI 49601, Cadillac MI 49601 US | | | | | | | |
| | | Week2 | 23 | F | | Cadillac Depot | 1539 Plett Rd, Cadillac, MI 49601, Cadillac MI 49601 US | | | | | | | |
| | | Week3 | 23 | F | | Cadillac Depot | 1539 Plett Rd, Cadillac, MI 49601, Cadillac MI 49601 US | | | | | | | |
| | | Week4 | 23 | F | | Cadillac Depot | 1539 Plett Rd, Cadillac, MI 49601, Cadillac MI 49601 US | | | | | | | |

| Acct # | Cust # | Week # | New Rt | New Delivery Day | New Stop | Customer Name | DisplayAddressFull | Frequency | Q1 Revenue per Delivery | Q2 Revenue per Delivery | Q3 Revenue per Delivery | Q4 Revenue per Delivery | Outside Hours Access (key/code stops) | Available Delivery Days |
|--------|--------|--------|--------|------------------|----------|--------------------------------|---|-----------|-------------------------|-------------------------|-------------------------|-------------------------|---------------------------------------|-------------------------|
| 225815 | 0 | Week1 | 23 | M | 1 | EBELS FAMILY CENTER | 420 E PROSPER, FALMOUTH MI 49632 US, US, US | 7 | \$ 419.03 | \$ 265.40 | \$ 279.64 | \$ 368.94 | N | MTWRF |
| 225814 | 0 | Week1 | 23 | M | 2 | LITTLE TOWN JERKY | 6555 S CEDAR, FALMOUTH MI 49632 US, US, US | 7 | \$ 315.82 | \$ 274.34 | \$ 286.47 | \$ 299.23 | N | MTWRF |
| 230588 | 0 | Week1 | 23 | M | 3 | FALMOUTH CENTER | 219 PROSPER RD, FALMOUTH MI 49632 US, US, US | 7 | \$ 93.27 | \$ 72.16 | \$ 76.48 | \$ 76.48 | N | MTWRF |
| 226493 | 0 | Week1 | 23 | M | 4 | THE SNACK SHACK | 210 E. PROSPER, FALMOUTH MI 49632 US, US, US | 5 | \$ 44.35 | \$ 39.09 | \$ 42.37 | \$ 42.84 | N | MTWRF |
| 232989 | 0 | Week1 | 23 | M | 5 | BRINKS FAMILY CREAMERY | 3560 E. MULDER RD, MCBAIN MI 49657 US, US, US | 5 | \$ 43.64 | \$ 40.46 | \$ 42.27 | \$ 43.00 | N | MTWRF |
| 230988 | 0 | Week1 | 23 | M | 6 | LITTLE BOOTS CAFE | 6633 W HOUGHTON LAKE DRIVE, HOUGHTON LAKE MI 48629, US | 7 | \$ 44.80 | \$ 40.52 | \$ 43.27 | \$ 43.63 | N | MTWRF |
| 99033 | 13 | Week1 | 23 | M | 7 | HOUGHTON LAKE SCHOOLS | 6001 W. HOUGHTON LAKE, HOUGHTON LAKE MI 48651 US,, US | 7 | \$ 14.55 | \$ 30.12 | \$ 15.92 | \$ 23.97 | N | MTWRF |
| 99031 | 72 | Week1 | 23 | M | 8 | BLARNEY CASTLE #584 | 5175 HOUGHTON LAKE DRIVE, HOUGHTON LAKE MI 48629 U, US | 7 | \$ 38.27 | \$ 32.89 | \$ 34.31 | \$ 31.54 | N | MTWRF |
| 222260 | 0 | Week2 | 23 | M | 8 | POWELL'S RESTAURANT | 3257A W HOUGHTON LAKE DRIVE, HOUGHTON LAKE MI 4869, US | 6 | \$ 35.00 | \$ 35.00 | \$ 35.00 | \$ 35.00 | Y | MTWRF |
| 99161 | 90 | Week1 | 23 | M | 9 | SPT FAMILY FARE 1501 FIRST AID | 3561 W HGHTN LK DR POB 699, HOUGHTON LK MI 48629 U, US | 7 | \$ - | \$ - | \$ - | \$ 72.40 | N | MTWRF |
| 231079 | 10 | Week2 | 23 | M | 9 | NMCAA HOUGHTON LAKE | 3225 W Houghton Lake Dr, Houghton Lake MI 48651 US, US | 6 | \$ 23.55 | \$ 47.54 | \$ 40.43 | \$ 26.44 | N | MTWRF |
| 99061 | 90 | Week1 | 23 | M | 10 | SPT. FAMILY FARE #1501 | 3561 W HGHTN LK DR POB 699, HOUGHTON LK MI 48629 U, US | 7 | \$ 97.17 | \$ 95.02 | \$ 94.48 | \$ 91.84 | N | MTWRF |
| 222259 | 0 | Week1 | 23 | M | 11 | CHINA BUFFET KING | 3513 W Houghton Lake Dr, Houghton Lake MI 48629 US, US | 1 | \$ 35.89 | \$ 32.54 | \$ 33.21 | \$ 35.06 | N | TWRF |
| 99031 | 86 | Week1 | 23 | M | 12 | BLARNEY CASTLE #776 | 2403 W HOUGHTON LAKE DR, PRUDENVILLE MI 48651 US,, US | 7 | \$ 53.70 | \$ 61.24 | \$ 51.67 | \$ 52.01 | N | MTWRF |
| 222271 | 0 | Week1 | 23 | M | 13 | KORBINSKI RESORT | 364 W. HOUGHTON LAKE DRIVE, PRUDENVILLE MI 48651 U, US | 7 | \$ 86.61 | \$ 52.71 | \$ 97.33 | \$ 95.06 | N | MTWRF |
| 99103 | 10 | Week1 | 23 | M | 14 | NEXT DOOR STR #5015 | 303 W HOUGHTON BOX 15, PRUDENVILLE MI 48651 US,, US | 7 | \$ 20.00 | \$ 15.00 | \$ 15.00 | \$ 16.15 | N | MTWRF |
| 228931 | 0 | Week1 | 23 | M | 15 | ZONE 18 | 700 E HOUGHTON LK DR, PRUDENVILLE MI 48651 US, U, US | 5 | \$ - | \$ 59.09 | \$ 62.99 | \$ 63.77 | N | MTWRF |
| 222264 | 0 | Week4 | 23 | M | 16 | LEE'S KITCHEN | 977 W HOUGHTON LAKE DR, PRUDENVILLE MI 48651 US,, US | 4 | \$ 55.98 | \$ 48.85 | \$ 52.82 | \$ - | N | MTWRF |
| 222598 | 0 | Week1 | 23 | M | 16 | SPIKEHORN BAR | 4955 E.HOUGHTON LAKE DR., HOUGHTON LAKE MI 48629 U, US | 7 | \$ 115.01 | \$ 108.03 | \$ 112.40 | \$ 115.63 | N | MWRF |
| 232093 | 0 | Week1 | 23 | M | 17 | RANDY'S FAMILY RESTAURANT | 677 E. HOUGHTON LAKE RD, PRUDENVILLE MI 48651 US,, US | 7 | \$ 69.08 | \$ 52.18 | \$ 66.52 | \$ 69.53 | N | MTWRF |
| 99140 | 5 | Week2 | 23 | M | 18 | ARBY'S HOUGHTON LAKE | 3574 W. HOUGHTON LAKE DR, HOUGHTON LAKE MI 48629 U, US | 6 | \$ 33.79 | \$ 30.69 | \$ 29.56 | \$ 24.44 | N | MTWRF |
| 99031 | 79 | Week1 | 23 | M | 18 | BLARNEY CASTLE #424 | 567 E HOUGHTON LAKE RD, PRUDENVILLE MI 48651 US,, US | 7 | \$ 70.96 | \$ 84.19 | \$ 87.75 | \$ 65.97 | N | MTWRF |
| 222597 | 0 | Week1 | 23 | M | 19 | FAMILY MEAT MARKET | 488 W.HOUGHTON LK. DRIVE, PRUDENVILLE MI 48651 US,, US | 1 | \$ - | \$ 95.56 | \$ 145.79 | \$ 144.02 | N | MTWRF |
| 232422 | 0 | Week1 | 23 | M | 20 | GARRETT'S PRESSURE CRACK | 928 W. HOUGHTON LAKE DRIVE, PRUDENVILLE MI 48651 U, US | 5 | \$ 80.15 | \$ 73.61 | \$ 78.22 | \$ 73.59 | N | MTWRF |
| 233448 | 0 | Week1 | 23 | M | 21 | MOTOR MART ENGINE REBUILDING | 1750 W. HOUGHTON LAKE DR, PRUDENVILLE MI 48651 US,, US | 0 | \$ - | \$ - | \$ 300.00 | \$ - | N | MTWRF |
| 222578 | 0 | Week2 | 23 | M | 21 | KRONNER PHARMACY | 778 W.HOUGHTON LAKE, HOUGHTON LAKE MI 48629 US,, US | 2 | \$ 90.70 | \$ 84.61 | \$ 88.25 | \$ 89.95 | N | MTWRF |
| 232727 | 0 | Week1 | 23 | M | 22 | LAKE TRANSMISSION & TOWING | 3232 W. HOUGHTON LAKE DR, HOUGHTON LAKE MI 48629 U, US | 7 | \$ 71.49 | \$ 75.98 | \$ 80.01 | \$ 74.12 | N | MTWRF |
| 211729 | 0 | Week2 | 23 | M | 23 | MOOSE LODGE | 100 JAMES RD, HOUGHTON LAKE MI 48629 US, US, US | 6 | \$ 76.04 | \$ 72.06 | \$ 74.46 | \$ 75.66 | N | MTWRF |
| 223019 | 0 | Week1 | 23 | M | 23 | GARRETT'S PLACE REST. | 3548 W. HOUGHTON LAKE DR., HOUGHTON LAKE MI 48629,, US | 7 | \$ 69.34 | \$ 63.18 | \$ 65.41 | \$ 66.40 | N | MTWRF |
| 99103 | 22 | Week1 | 23 | M | 24 | ADMIRAL #5829 | 3880 W HOUGHTON LAKE DRIVE, HOUGHTON LAKE MI 48629, US | 7 | \$ 20.00 | \$ 15.00 | \$ 15.00 | \$ 16.15 | N | MTWRF |
| 233260 | 0 | Week1 | 23 | M | 25 | LIMBERLOST | 4168 W. HOUGHTON LAKE DR, HOUGHTON LAKE MI 48629 U, US | 7 | \$ 106.86 | \$ 114.10 | \$ 109.10 | \$ 116.25 | N | MWRF |
| 233055 | 0 | Week1 | 23 | M | 26 | SPICER'S BOAT CITY | 4165 W HOUGHTON LAKE DRIVE, HOUGHTON LAKE MI 48629, US | 7 | \$ 342.13 | \$ 331.16 | \$ 311.30 | \$ 317.70 | N | MTWRF |
| 99058 | 41 | Week2 | 23 | M | 27 | HOUGHTON LAKE SUPER 8 | 9580 W. LAKE CITY RD, HOUGHTON LAKE MI 48629 US,, US | 6 | \$ 51.64 | \$ 51.39 | \$ 51.39 | \$ 51.39 | N | MTWRF |
| 222256 | 0 | Week1 | 23 | M | 27 | EAGLES | 101 CRESTVIEW, HOUGHTON LAKE MI 48629 US, US, US | 1 | \$ 81.69 | \$ 75.02 | \$ 77.52 | \$ 78.35 | N | MTWRF |
| 232763 | 1 | Week1 | 23 | M | 28 | NESTER AUTO GROUP | 7566 W HOUGHTON LAKE DR, HOUGHTON LAKE MI 48629 US, US | 7 | \$ 214.18 | \$ 137.04 | \$ 197.43 | \$ 179.38 | N | MTWRF |
| 231953 | 0 | Week1 | 23 | M | 29 | JD'S OLD TOWN TAVERN | 1741 HEIGHTSVIEW, HOUGHTON LAKE HEIGHT MI 48630 US, US | 7 | \$ 57.93 | \$ 53.61 | \$ 56.24 | \$ 56.75 | N | MTWRF |
| 232165 | 0 | Week1 | 23 | M | 30 | H.I. LAKESIDE RESORT | 100 CLEARVIEW DR., HOUGHTON LAKE MI 48629 US, US, US | 5 | \$ 46.09 | \$ 42.87 | \$ 56.63 | \$ 92.79 | N | MTWRF |
| | | Week1 | 23 | M | | Cadillac Depot | 1539 Plett Rd, Cadillac, MI 49601, Cadillac MI 49601 US | | | | | | | |
| | | Week2 | 23 | M | | Cadillac Depot | 1539 Plett Rd, Cadillac, MI 49601, Cadillac MI 49601 US | | | | | | | |
| | | Week3 | 23 | M | | Cadillac Depot | 1539 Plett Rd, Cadillac, MI 49601, Cadillac MI 49601 US | | | | | | | |
| | | Week4 | 23 | M | | Cadillac Depot | 1539 Plett Rd, Cadillac, MI 49601, Cadillac MI 49601 US | | | | | | | |

| Acct # | Cust # | Week # | New Rt | New Delivery Day | New Stop | Customer Name | DisplayAddressFull | Frequency | Q1 Revenue per Delivery | Q2 Revenue per Delivery | Q3 Revenue per Delivery | Q4 Revenue per Delivery | Outside Hours Access (key/code stops) | Available Delivery Days |
|--------|--------|--------|--------|------------------|----------|--------------------------------|---|-----------|-------------------------|-------------------------|-------------------------|-------------------------|---------------------------------------|-------------------------|
| 99062 | 14 | Week1 | 23 | R | 1 | TOM'S INTERLOCHEN 792 | 9475 MARKET DR, INTERLOCHEN MI 49643 US, US, US | 7 | \$ 98.18 | \$ 126.94 | \$ 117.93 | \$ 118.57 | N | MTWRF |
| 99031 | 84 | Week1 | 23 | R | 2 | BLARNEY CASTLE #608 | 9419 US31, INTERLOCHEN MI 49643 US, US, US | 7 | \$ 121.69 | \$ 143.02 | \$ 135.58 | \$ 124.38 | N | MTWRF |
| 229524 | 0 | Week1 | 23 | R | 3 | THE BUCK STOP | 3143 MASON RD, GRAWN MI 49637 US, US, US | 7 | \$ 6.69 | \$ - | \$ - | \$ 28.88 | N | MTWRF |
| 229303 | 0 | Week1 | 23 | R | 4 | LANDSCAPE MANAGEMENT | 3143 MASON RD, GRAWN MI 49637 US, US, US | 7 | \$ - | \$ 61.83 | \$ 65.63 | \$ 66.25 | N | MTWRF |
| 231362 | 0 | Week1 | 23 | R | 5 | KINNEY'S PIONEER | 5200 US 31 SOUTH, GRAWN MI 49637 US, US, US | 7 | \$ 99.46 | \$ 98.16 | \$ 91.22 | \$ 101.96 | N | MTWRF |
| 99054 | 18 | Week2 | 23 | R | 6 | CHARTER COMMUNICATIONS | 5955 CEDAR RUN RD, TRAVERSE CITY MI 49684 US, US, US | 6 | \$ 44.34 | \$ 41.97 | \$ 48.63 | \$ 44.09 | N | MTWRF |
| 229297 | 0 | Week3 | 23 | R | 6 | TV 7 & 4 | 8513 M-72 WEST, TRAVERSE CITY MI 49684 US, US, US | 3 | \$ 98.82 | \$ 127.68 | \$ 95.82 | \$ 98.26 | N | MTWRF |
| 229260 | 0 | Week1 | 23 | R | 6 | CLUFF WELL DRILLING | 6222 WEST M-72, TRAVERSE CITY MI 49684 US, US, US | 7 | \$ 253.87 | \$ 227.33 | \$ 245.27 | \$ 257.40 | N | MTWRF |
| 99031 | 165 | Week1 | 23 | R | 7 | GRUMPY'S EZ MART #521 | 5101 EAST TRAVERSE HWY, TRAVERSE CITY MI 49684 US,, US | 7 | \$ 87.74 | \$ - | \$ 115.13 | \$ 88.62 | N | MTWRF |
| 99054 | 17 | Week2 | 23 | R | 7 | CHARTER COMMUNICATIONS | 5955 CEDAR RUN RD, TRAVERSE CITY MI 49684 US, U, US | 6 | \$ 53.51 | \$ 43.88 | \$ 39.35 | \$ 40.42 | N | MTWRF |
| 230548 | 0 | Week1 | 23 | R | 8 | GABES SMOKED MEATS | 12963 S MAPLE CITY RD, MAPLE CITY MI 49664 US, U, US | 7 | \$ 64.13 | \$ 85.42 | \$ 70.17 | \$ 70.21 | N | MTWRF |
| 231650 | 0 | Week1 | 23 | R | 9 | MC SHORTSTOP | 8634 S. MAPLE CITY RD, MAPLE CITY MI 49664 US, U, US | 5 | \$ 43.52 | \$ 37.04 | \$ 38.63 | \$ 39.26 | N | MTWRF |
| 230106 | 0 | Week1 | 23 | R | 10 | LEELANAU COFFEE ROAS | 6443 W WESTERN AVE., GLEN ARBOR MI 49636 US, US, US | 7 | \$ 72.51 | \$ 69.85 | \$ 83.25 | \$ 77.40 | N | MTWRF |
| 99161 | 64 | Week1 | 23 | R | 11 | ANDERSONS GLEN ARBOR FIRST AID | 6545 WESTERN AVE, GLEN ARBOR MI 49636 US, US, US | 5 | \$ - | \$ - | \$ - | \$ - | N | MTWRF |
| 232306 | 0 | Week4 | 23 | R | 12 | LEELANAU COFFEE/MAPLE CITY | 176 E. KASSON RD, MAPLE CITY MI 49664 US, US, US | 4 | \$ 46.08 | \$ 45.44 | \$ 45.43 | \$ 45.34 | N | MTWRF |
| 230105 | 0 | Week1 | 23 | R | 12 | ANDERSON'S IGA | 6545 WESTERN AVE., GLEN ARBOR MI 49636 US, US, US | 7 | \$ 64.32 | \$ 105.68 | \$ 124.70 | \$ 139.13 | N | MTWRF |
| 99031 | 78 | Week1 | 23 | R | 13 | BLARNEY CASTLE #408 | 9988 W. FRONT ST., EMPIRE MI 49630 US, US, US | 7 | \$ 43.25 | \$ 60.33 | \$ 78.34 | \$ 41.08 | N | MTWRF |
| 230102 | 0 | Week4 | 23 | R | 14 | BECKY THATCHER DESIGN | 5795 LAKE, GLENN ARBOR MI 49636 US, US, US | 4 | \$ 35.00 | \$ 35.00 | \$ 35.00 | \$ 35.00 | N | MTWRF |
| 232401 | 0 | Week2 | 23 | R | 14 | PAPA J'S LAKE ANN | 18557 MAPLE ST., LAKE ANN MI 49650 US, US, US | 6 | \$ 94.19 | \$ 93.64 | \$ 108.44 | \$ 111.58 | N | MTWRF |
| 230974 | 0 | Week1 | 23 | R | 14 | HEIGES PERFORMANCE | 17792 HONOR HWY, INTERLOCHEN MI 49643 US, US, US | 7 | \$ 40.96 | \$ 43.37 | \$ 37.98 | \$ 42.05 | N | MTWRF |
| 232525 | 0 | Week1 | 23 | R | 15 | EAST BAY AUTO PARTS | 20852 HONOR HIGHWAY, INTERLOCHEN MI 49643 US, US, US | 7 | \$ 36.75 | \$ 48.61 | \$ 40.77 | \$ 35.47 | N | MTWRF |
| 231600 | 0 | Week1 | 23 | R | 16 | DEERINGS JERKY CO. | 2015 SANDY DRIVE PVT, INTERLOCHEN MI 49643 US, U, US | 5 | \$ 102.99 | \$ 83.59 | \$ 89.34 | \$ 86.19 | N | MTWRF |
| 233299 | 0 | Week2 | 23 | R | 17 | M-137 PARTY STORE | 2614 M 137, INTERLOCHEN MI 49643 US, US, US | 6 | \$ 35.25 | \$ 35.00 | \$ 35.35 | \$ 35.00 | N | MTWRF |
| 228556 | 0 | Week1 | 23 | R | 17 | GREEN LAKE TOWNSHIP | 9394 10TH ST, INTERLOCHEN MI 49643 US, US, US | 1 | \$ 35.00 | \$ 35.00 | \$ 35.00 | \$ 35.00 | N | MTWRF |
| 233507 | 0 | Week4 | 23 | R | 18 | FRESH WIND CHRISTIAN COMMUNITY | 18201 HONOR HIGHWAY, INTERLOCHEN MI 49643 US, US, US | 4 | \$ 107.28 | \$ - | \$ - | \$ 107.28 | Y | MTWRF |
| 230138 | 0 | Week1 | 23 | R | 18 | KARLIN INN | 7484 Karlin Rd, Interlochen MI 49643 US, KARLIN MI, US | 7 | \$ 55.26 | \$ 48.65 | \$ 56.81 | \$ 52.92 | N | MTWRF |
| 231452 | 0 | Week2 | 23 | R | 18 | MIKOWSKI'S MARKET | 7464 NESSEN RD., KARLIN MI 49643 US, US, US | 6 | \$ 89.01 | \$ 78.43 | \$ 81.36 | \$ 87.20 | N | MTWRF |
| 232749 | 0 | Week1 | 23 | R | 19 | MIDWEST TRACTOR & EQUIPMENT | 10736 M-37, BUCKLEY MI 49620 US, US, US | 7 | \$ 261.39 | \$ 262.05 | \$ 274.44 | \$ 269.99 | N | MTWRF |
| 229278 | 0 | Week3 | 23 | R | 19 | ALTUS BRANDS | 6893 SULLIVAN RD., GRAWN MI 49637 US, US, US | 3 | \$ 50.18 | \$ 43.38 | \$ 45.68 | \$ 47.76 | N | MTWRF |
| 231003 | 0 | Week1 | 23 | R | 20 | BUCKLEY GENERAL STORE | 115 W WEXFORD AVE, BUCKLEY MI 49620 US, US, US | 5 | \$ 100.56 | \$ 86.97 | \$ 91.92 | \$ 93.11 | N | MTWRF |
| | | Week1 | 23 | R | | Cadillac Depot | 1539 Plett Rd, Cadillac, MI 49601, Cadillac MI 49601 US | | | | | | | |
| | | Week2 | 23 | R | | Cadillac Depot | 1539 Plett Rd, Cadillac, MI 49601, Cadillac MI 49601 US | | | | | | | |
| | | Week3 | 23 | R | | Cadillac Depot | 1539 Plett Rd, Cadillac, MI 49601, Cadillac MI 49601 US | | | | | | | |
| | | Week4 | 23 | R | | Cadillac Depot | 1539 Plett Rd, Cadillac, MI 49601, Cadillac MI 49601 US | | | | | | | |

| Acct # | Cust # | Week # | New Rt | New Delivery Day | New Stop | Customer Name | DisplayAddressFull | Frequency | Q1 Revenue per Delivery | Q2 Revenue per Delivery | Q3 Revenue per Delivery | Q4 Revenue per Delivery | Outside Hours Access (key/code stops) | Available Delivery Days |
|--------|--------|--------|--------|------------------|----------|--------------------------------|---|-----------|-------------------------|-------------------------|-------------------------|-------------------------|---------------------------------------|-------------------------|
| 99062 | 100 | Week1 | 23 | T | 2 | MESICK MARKET 4217 | 118 W MESICK AVE, MESICK MI 49668 US, US | 7 | \$ 76.96 | \$ 73.90 | \$ 73.27 | \$ 74.28 | N | MTWRF |
| 99031 | 19 | Week1 | 23 | T | 3 | BLARNEY CASTLE #672 | 445 W. MESICK, MESICK MI 49668 US, US | 7 | \$ 71.00 | \$ 49.97 | \$ 49.66 | \$ 55.13 | N | MTWRF |
| 99031 | 17 | Week1 | 23 | T | 4 | BLARNEY CASTLE #360 | 18866 CADILLAC HWY M115, COPEMISH MI 49625 US, US | 7 | \$ 75.68 | \$ 76.62 | \$ 57.67 | \$ 69.37 | N | MTWRF |
| 216975 | 0 | Week1 | 23 | T | 5 | GILLISON EXCAVATING | 7704 CADILLAC HWY, BENZONIA MI 49616 US, US, US | 7 | \$ 57.27 | \$ 53.19 | \$ 55.32 | \$ 56.62 | N | MTWRF |
| 232604 | 0 | Week2 | 23 | T | 5 | BEAR CLAW CAFE | 18571 CADILLAC HIGHWAY, COPEMISH MI 49625 US, US | 6 | \$ 64.34 | \$ 49.97 | \$ 51.49 | \$ 48.57 | N | MTWRF |
| 232503 | 0 | Week2 | 23 | T | 6 | 231 BAR & GRILL | 17170 VONDRA RD, THOMPSONVILLE MI 49683 US, US | 6 | \$ 96.99 | \$ 85.11 | \$ 88.54 | \$ 94.79 | Y | MTWRF |
| 99117 | 2 | Week1 | 23 | T | 6 | WESCO #24 | 2983 BENZIE HWY, BENZONIA MI 49616 US, US, US | 7 | \$ 145.35 | \$ 124.48 | \$ 133.59 | \$ 141.72 | N | MTWRF |
| 210049 | 0 | Week1 | 23 | T | 7 | GILLISON'S VARIETY FABRICATION | 3033 BENZI'E HWY, BENZONIA MI 49616 US, US, US | 7 | \$ 184.75 | \$ 174.47 | \$ 172.06 | \$ 179.20 | N | MTWRF |
| 99161 | 62 | Week1 | 23 | T | 8 | SHOP-N-SAVE FIRST AID | 1747 BENZIE HIGHWAY, BENZONIA MI 49616 US, US, US | 7 | \$ - | \$ - | \$ - | \$ - | N | MTWRF |
| 99062 | 60 | Week1 | 23 | T | 9 | SHOP-N-SAVE 787 | 1747 BENZIE HIGHWAY, BENZONIA MI 49616 US, US, US | 7 | \$ 504.00 | \$ 497.49 | \$ 456.70 | \$ 488.92 | N | MTWRF |
| 230195 | 0 | Week1 | 23 | T | 10 | MILLS COMMUNITY HOUSE | 891 MICHIGAN AVE P.O. BOX 421, BENZONIA MI 49616 U, US | 1 | \$ 43.38 | \$ 38.74 | \$ 42.63 | \$ 42.63 | N | MTWRF |
| 230995 | 0 | Week1 | 23 | T | 11 | STAPLETONS | 790 MICHIGAN AVE, BENZONIA MI 49616 US, US, US | 7 | \$ 111.45 | \$ 114.56 | \$ 123.01 | \$ 118.80 | N | MTWRF |
| 99161 | 86 | Week1 | 23 | T | 12 | FAMILY FARE #643 FIRST AID | 1002 FOREST AVENUE, FRANKFORT MI 49635 US, US, US | 7 | \$ - | \$ - | \$ 143.26 | \$ - | N | MTWRF |
| 99061 | 86 | Week1 | 23 | T | 13 | FAMILY FARE #643 | 1002 FOREST AVENUE, FRANKFORT MI 49635 US, US, US | 7 | \$ 131.50 | \$ 98.01 | \$ 98.82 | \$ 119.00 | N | MTWRF |
| 99031 | 81 | Week1 | 23 | T | 14 | BLARNEY CASTLE #440 | 629 MAIN ST., FRANKFORT MI 49635 US, US, US | 7 | \$ 75.10 | \$ 85.21 | \$ 57.67 | \$ 58.97 | N | MTWRF |
| 231207 | 0 | Week1 | 23 | T | 15 | KIPLINGER BAKERIES INC. | 404 MAIN ST., FRANKFORT MI 49635 US, US, US | 5 | \$ 54.15 | \$ 49.58 | \$ 52.39 | \$ 53.51 | Y | MTWRF |
| 232704 | 0 | Week1 | 23 | T | 16 | LUCKY DOG BAR & GRILLE | 223 S. BENZIE BLVD, BEULAH MI 49617 US, US, US | 7 | \$ 133.45 | \$ 102.18 | \$ 132.09 | \$ 130.05 | N | TWRF |
| 99031 | 15 | Week1 | 23 | T | 17 | BLARNEY CASTLE #264 | 85 N. BENZIE BLVD, BEULAH MI 49617 US, US, US | 7 | \$ 66.29 | \$ 61.61 | \$ 86.00 | \$ 56.73 | N | MTWRF |
| 230861 | 0 | Week1 | 23 | T | 18 | HONOR TRADING POST | 8294 DEADSTREAM, HONOR MI 49640 US, US, US | 5 | \$ - | \$ 30.97 | \$ 39.59 | \$ - | N | MTWRF |
| 230089 | 0 | Week1 | 23 | T | 19 | HONOR MARKET | 10625 MAIN PO BOX 297, HONOR MI 49640 US, US, US | 7 | \$ 241.41 | \$ 196.97 | \$ 223.50 | \$ 231.82 | N | MTWRF |
| 232711 | 0 | Week1 | 23 | T | 20 | PAPA J'S PIZZERIA & DINER | 10583 MAIN ST, HONOR MI 49640 US, US, US | 7 | \$ 125.23 | \$ 131.17 | \$ 149.91 | \$ 134.01 | Y | MTWRF |
| 233436 | 0 | Week1 | 23 | T | 21 | SWEET'S BAR AND GRILLE | 10919 MAIN ST, HONOR MI 49640 US, US, US | 7 | \$ 42.03 | \$ - | \$ 43.78 | \$ 45.85 | N | MTWRF |
| 231079 | 2 | Week1 | 23 | T | 22 | NMCAA PLATTE RIVER HEAD START | 11434 MAIN STREET, HONOR MI 49640 US, US, US | 5 | \$ 90.11 | \$ 79.09 | \$ 83.03 | \$ 84.36 | N | MTWRF |
| 231346 | 0 | Week1 | 23 | T | 23 | ST. AMBROSE CELLARS | 841 S Pioneer Rd, Beulah MI 49617 US, BEULAH MI 49, US | 7 | \$ 139.77 | \$ 95.61 | \$ 137.08 | \$ 139.14 | N | MTWRF |
| 231712 | 0 | Week3 | 23 | T | 24 | COPEMISH PRO HARDWARE | 18561 CADILLAC HWY, COPEMISH MI 49625 US, US | 3 | \$ 47.43 | \$ 44.22 | \$ 45.76 | \$ 46.87 | N | MTWRF |
| 229404 | 0 | Week1 | 23 | T | 24 | VILLAGE OF THOMPSONVILLE | 7458 MICHIGAN AVE, THOMPSONVILLE MI 49683 US, US | 7 | \$ 63.35 | \$ 56.87 | \$ 59.26 | \$ 61.14 | N | MTWRF |
| 231184 | 0 | Week2 | 23 | T | 25 | ACEN TEK | 5351 N M37, MESICK MI 49668 US, US | 6 | \$ 52.62 | \$ 51.38 | \$ 58.25 | \$ 75.54 | N | MTWRF |
| 99130 | 1 | Week1 | 23 | T | 25 | FOREST AREA FEDERAL CU | 101 W. MESICK ROAD, MESICK MI 49668 US, US | 7 | \$ 38.02 | \$ 44.11 | \$ 36.88 | \$ 42.08 | N | MTWRF |
| 99031 | 108 | Week1 | 23 | T | 26 | BLARNEY PROPANE | 2951 NORTH 7 RD, MESICK MI 49668 US, US | 7 | \$ 29.79 | \$ 38.52 | \$ 25.74 | \$ 26.83 | N | MTWRF |
| 232473 | 0 | Week1 | 23 | T | 27 | JENNIFER'S ROUNDABOUT RESTAURA | 4642 N M37, MESICK MI 49668 US, mesick MI 49668 US | 5 | \$ 41.67 | \$ 38.94 | \$ 40.51 | \$ 41.29 | N | MTWRF |
| 232395 | 0 | Week1 | 23 | T | 28 | SPRINGVILLE TOWNSHIP | 4785 N M-37, MESICK MI 49668 US, US | 0 | \$ - | \$ - | \$ - | \$ - | N | MTWRF |
| 228505 | 0 | Week1 | 23 | T | 29 | ELLENS CORNERS | 6052 W M-115, MESICK MI 49668 US, US | 7 | \$ 181.87 | \$ 201.69 | \$ 191.68 | \$ 186.96 | N | MTWRF |
| | | Week1 | 23 | T | | Cadillac Depot | 1539 Plett Rd, Cadillac, MI 49601, Cadillac MI 49601 US | | | | | | | |
| | | Week2 | 23 | T | | Cadillac Depot | 1539 Plett Rd, Cadillac, MI 49601, Cadillac MI 49601 US | | | | | | | |
| | | Week3 | 23 | T | | Cadillac Depot | 1539 Plett Rd, Cadillac, MI 49601, Cadillac MI 49601 US | | | | | | | |
| | | Week4 | 23 | T | | Cadillac Depot | 1539 Plett Rd, Cadillac, MI 49601, Cadillac MI 49601 US | | | | | | | |

| Acct # | Cust # | Week # | New Rt | New Delivery Day | New Stop | Customer Name | DisplayAddressFull | Frequency | Q1 Revenue per Delivery | Q2 Revenue per Delivery | Q3 Revenue per Delivery | Q4 Revenue per Delivery | Outside Hours Access (key/code stops) | Available Delivery Days |
|--------|--------|--------|--------|------------------|----------|--------------------------------|---|-----------|-------------------------|-------------------------|-------------------------|-------------------------|---------------------------------------|-------------------------|
| 70911 | 0 | Week1 | 23 | W | 1 | Kirtland Community College | 4800 W 4 MILE ROAD, GRAYLING MI 49738 US, US, US | 5 | \$ 41.74 | \$ 36.76 | \$ 39.37 | \$ 39.50 | N | MTWRF |
| 70911 | 1 | Week1 | 23 | W | 2 | BIGBY COFFEE-KIRTLAND | 4800 W 4 MILE ROAD, GRAYLING MI 49738 US, US, US | 5 | \$ 43.86 | \$ 46.75 | \$ 43.48 | \$ 43.48 | N | MTWRF |
| 99103 | 33 | Week1 | 23 | W | 3 | ADMIRAL #5767 | 2615 S. I 75 BUS LOOP, GRAYLING MI 49738-2011 US,, US | 7 | \$ 20.00 | \$ 16.39 | \$ 17.21 | \$ 18.05 | N | MTWRF |
| 99063 | 6 | Week2 | 23 | W | 4 | DTE ENERGY | 5897NORTH DOWN RIVER RD, GRAYLING MI 49738 US, U, US | 2 | \$ 70.46 | \$ 65.63 | \$ 67.89 | \$ 69.71 | N | MTWRF |
| 99058 | 34 | Week1 | 23 | W | 4 | FORWARDS/SUBWAY-GRAYLING | 317 S James St, Grayling MI 49738 US, GRAYLING MI,, US | 7 | \$ 21.78 | \$ 19.28 | \$ 20.44 | \$ 21.00 | N | MTWRF |
| 99031 | 82 | Week1 | 23 | W | 5 | BLARNEY CASTLE #504 | 608 JAMES ST., GRAYLING MI 49738 US, US, US | 7 | \$ 24.16 | \$ 22.14 | \$ 18.16 | \$ 27.66 | N | MTWRF |
| 99058 | 22 | Week1 | 23 | W | 6 | FORWARDS 140 | 503 N JAMES ST, GRAYLING MI 49738 US, US, US | 7 | \$ 39.54 | \$ 37.05 | \$ 36.84 | \$ 36.84 | N | MTWRF |
| 99161 | 102 | Week1 | 23 | W | 7 | SPT. FAMILY FARE #1511 FIRST A | 2470 S. I-75 BUS. LOOP, GRAYLING MI 49738 US, US, US | 7 | \$ 274.27 | \$ - | \$ - | \$ 172.33 | N | MTWRF |
| 99061 | 102 | Week1 | 23 | W | 8 | SPT. FAMILY FARE #1511 | 2470 S. I-75 BUS. LOOP, GRAYLING MI 49738 US, US, US | 7 | \$ 138.59 | \$ 138.27 | \$ 128.75 | \$ 137.60 | N | MTWRF |
| 99140 | 4 | Week2 | 23 | W | 8 | ARBY'S GRAYLING | 5800 NELSON A MILES PKWY, GRAYLING MI 49738 US,, US | 6 | \$ 59.32 | \$ 47.69 | \$ 32.43 | \$ 29.16 | N | MTWRF |
| 231744 | 0 | Week1 | 23 | W | 9 | COTTAGE GROVE | 210 OLD STAGE RD, ROSCOMMON MI 48653 US, US, US | 7 | \$ - | \$ - | \$ 43.44 | \$ - | N | MTWRF |
| 99161 | 103 | Week1 | 23 | W | 10 | FAMILY FARE #1516 FIRST AID | 409 N. FIFTH ST POB 220, ROSCOMMON MI 48653 US,, US | 7 | \$ - | \$ - | \$ - | \$ - | N | MTWRF |
| 99061 | 103 | Week1 | 23 | W | 11 | FAMILY FARE #1516 | 409 N. FIFTH ST POB 220, ROSCOMMON MI 48653 US,, US | 7 | \$ 93.81 | \$ 78.38 | \$ 82.79 | \$ 90.77 | N | MTWRF |
| 232763 | 0 | Week1 | 23 | W | 12 | NESTER AUTO GROUP | 424 E FEDERAL HWY, ROSCOMMON MI 48653 US, US, US | 7 | \$ 282.28 | \$ 303.26 | \$ 303.79 | \$ 288.21 | N | MTWRF |
| 232763 | 2 | Week1 | 23 | W | 13 | NESTER AUTO GROUP-BODY SHOP | 424 E FEDERAL HWY, ROSCOMMON MI 48653 US, US, US | 7 | \$ 113.34 | \$ 128.16 | \$ 123.29 | \$ 124.77 | N | MTWRF |
| 99058 | 23 | Week1 | 23 | W | 14 | FORWARDS 152 | 403 N 5th St, Roscommon MI 48653 US, ROSCOMMON MI,, US | 7 | \$ 38.27 | \$ 38.13 | \$ 37.70 | \$ 37.70 | N | MTWRF |
| 231154 | 0 | Week1 | 23 | W | 15 | FREDS OF ROSCOMMON | 430 N FIFTH ST, ROSCOMMON MI 48653 US, US, US | 7 | \$ 126.94 | \$ 105.22 | \$ 132.72 | \$ 126.67 | Y | MTWRF |
| 99058 | 40 | Week1 | 23 | W | 16 | SUBWAY/FORWARDS | 110 NORTH FIFTH STREET, ROSCOMMON MI 48653 US, U, US | 7 | \$ 36.93 | \$ 31.65 | \$ 34.44 | \$ 34.44 | N | MTWRF |
| 231791 | 0 | Week1 | 23 | W | 17 | W&W USED AUTO PARTS | 1756 E. MICHIGAN HIGHWAY, ROSCOMMON MI 48653 US,, US | 7 | \$ 67.75 | \$ 71.77 | \$ 83.42 | \$ 76.57 | N | MTWRF |
| 229008 | 0 | Week1 | 23 | W | 18 | COMPETITION AUTO | 11946 DEERHEART RD, ROSCOMMON MI 48653 US, US, US | 7 | \$ 35.51 | \$ 35.24 | \$ 35.65 | \$ 35.57 | N | MTWRF |
| 231446 | 0 | Week1 | 23 | W | 19 | BC PIZZA ROSCOMMON | 800 LAKE ST., ROSCOMMON MI 48653 US, US, US | 7 | \$ 85.53 | \$ 71.61 | \$ 64.16 | \$ 77.13 | N | MTWRF |
| 232410 | 0 | Week1 | 23 | W | 20 | MATT'S GRILL | 312 LAKE ST., ROSCOMMON MI 48653 US, US, US | 7 | \$ 69.19 | \$ 71.06 | \$ 67.44 | \$ 68.84 | N | MTWRF |
| 99058 | 38 | Week1 | 23 | W | 21 | FORWARDS UNIT 15 | 10040 N. ROSCOMMON, ROSCOMMON MI 48653 US, US, US | 7 | \$ 10.03 | \$ 10.00 | \$ 10.00 | \$ 10.00 | N | MTWRF |
| 222252 | 0 | Week1 | 23 | W | 22 | FOREST FIRE EXPERIMENT STATION | 1337 E. ROBINSON LAKE RD. COMPANY #221, ROSCOMMON,, US | 7 | \$ 89.64 | \$ 61.13 | \$ 60.08 | \$ 73.14 | N | MTWRF |
| 99033 | 44 | Week1 | 23 | W | 23 | ROSCOMMON SCHOOLS | 10600 Oakwood Rd, Roscommon MI 48653 US P.O. BOX 8, US | 7 | \$ 75.19 | \$ 70.56 | \$ 70.60 | \$ 70.92 | N | MTWRF |
| 232468 | 0 | Week1 | 23 | W | 24 | PIONEER HILLS MARINE | 10914 N. CUT RD., ROSCOMMON MI 48653 US, US, US | 7 | \$ 138.01 | \$ 132.02 | \$ 127.65 | \$ 125.60 | N | MTWRF |
| 231700 | 0 | Week1 | 23 | W | 25 | NORTHWINDS LODGE | 9123 N. CUT RD, ROSCOMMON MI 48653 US, US, US | 5 | \$ 281.95 | \$ 196.06 | \$ 206.93 | \$ 284.14 | N | MTWRF |
| 233059 | 0 | Week2 | 23 | W | 25 | THE BIRD AND THE BEAR GRILL | 9015 N. CUT ROAD, ROSCOMMON MI 48653 US, US, US | 6 | \$ 63.47 | \$ 53.51 | \$ 63.48 | \$ 65.49 | N | MTWRF |
| 226586 | 0 | Week4 | 23 | W | 26 | LAKES NORTH, LLC | 449 W. Higgins Lake DR Unit 75 A&B Storage(Unit Co, US | 0 | \$ - | \$ 340.38 | \$ 766.57 | \$ - | N | MTWRF |
| 231696 | 0 | Week1 | 23 | W | 26 | REDWOOD GOLF COURSE | 4354 REDWOOD RD, ROSCOMMON MI 48653 US, US, US | 5 | \$ - | \$ 33.28 | \$ 35.31 | \$ - | N | MTWRF |
| 232410 | 1 | Week1 | 23 | W | 27 | POLAR PARLOR | 303 W. HIGGINS LAKE DR., ROSCOMMON MI 48653 US,, US | 7 | \$ - | \$ - | \$ 39.18 | \$ 35.65 | N | MTWRF |
| 228881 | 0 | Week1 | 23 | W | 28 | S & B INVESTMENTS, LLC | 13691 W SHORE DR, HOUGHTON LAKE MI 48629 US, US, US | 1 | \$ 101.35 | \$ 87.84 | \$ 93.09 | \$ 94.84 | N | MTWRF |
| 233071 | 0 | Week1 | 23 | W | 29 | MISSAUKEE COUNTY ROAD COMMISSI | 1199 N. MOREY, LAKE CITY MI 49651 US, US, US | 7 | \$ 164.36 | \$ 123.42 | \$ 141.46 | \$ 155.34 | N | MTWRF |
| 222338 | 0 | Week1 | 23 | W | 30 | RAY'S LANDING | 2345 S. GREEN RD, LAKE CITY MI 49651 US, US, US | 7 | \$ 42.80 | \$ 48.45 | \$ 112.73 | \$ 43.41 | N | MTWRF |
| 222631 | 0 | Week1 | 23 | W | 31 | RICH-CO TRANSPORTATION | 9461 W. KELLY, LAKE CITY MI 49651 US, US, US | 7 | \$ 72.44 | \$ 66.24 | \$ 68.55 | \$ 70.39 | N | MTWRF |
| | | Week1 | 23 | W | | Cadillac Depot | 1539 Plett Rd, Cadillac, MI 49601, Cadillac MI 49601 US | | | | | | | |
| | | Week2 | 23 | W | | Cadillac Depot | 1539 Plett Rd, Cadillac, MI 49601, Cadillac MI 49601 US | | | | | | | |
| | | Week3 | 23 | W | | Cadillac Depot | 1539 Plett Rd, Cadillac, MI 49601, Cadillac MI 49601 US | | | | | | | |
| | | Week4 | 23 | W | | Cadillac Depot | 1539 Plett Rd, Cadillac, MI 49601, Cadillac MI 49601 US | | | | | | | |

| Acct # | Cust # | Week # | New Rt | New Delivery Day | New Stop | Customer Name | DisplayAddressFull | Frequency | Q1 Revenue per Delivery | Q2 Revenue per Delivery | Q3 Revenue per Delivery | Q4 Revenue per Delivery | Outside Hours Access (key/code stops) | Available Delivery Days |
|--------|--------|--------|--------|------------------|----------|--------------------------------|---|-----------|-------------------------|-------------------------|-------------------------|-------------------------|---------------------------------------|-------------------------|
| 99031 | 74 | Week1 | 32 | F | 1 | BLARNEY CASTLE #888 | 20027 180TH AVE., TUSTIN MI 49688 US, US, US | 7 | \$ 57.45 | \$ 67.70 | \$ 63.47 | \$ 64.91 | N | MTWRF |
| 226234 | 0 | Week1 | 32 | F | 2 | G & D LIQUOR STORE | 223 S MITCHELL ST, CADILLAC MI 49601 US, US, US | 7 | \$ 183.90 | \$ 144.59 | \$ 169.35 | \$ 164.34 | N | MTWRF |
| 224350 | 0 | Week1 | 32 | F | 3 | HERMANN'S | 214 N Mitchial, CADILLAC MI 49601 US, US | 7 | \$ 222.12 | \$ 215.77 | \$ 253.34 | \$ 247.75 | Y | MTWRF |
| 208147 | 0 | Week1 | 32 | F | 4 | VILLAGE MARKET | 3770 N. MACKINAW TRAIL, LEROY MI 49655 US, US, US | 7 | \$ 77.71 | \$4,854.68 | \$ - | \$ 86.08 | N | MTWRF |
| 232038 | 0 | Week3 | 32 | F | 5 | CADILLAC PARTY BAR | 516 N. MITCHELL, CADILLAC MI 49601 US, US, US | 0 | \$ 175.27 | \$ - | \$ - | \$ - | N | MTWRF |
| 211119 | 1 | Week1 | 32 | F | 5 | LEROY TOOL & DIE/TEC MOLDING | 17951 180TH AVE, LEROY MI 49655 US, US, US | 7 | \$ 68.26 | \$ 67.24 | \$ 64.04 | \$ 65.67 | N | MTWRF |
| 230412 | 0 | Week2 | 32 | F | 5 | RESURRECTION LIFE CHURCH | 9127 E 44 1/2 ROAD, CADILLAC MI 49601 US, US, US | 6 | \$ 173.18 | \$ 240.08 | \$ 323.19 | \$ 258.47 | Y | MTWRF |
| 211119 | 0 | Week1 | 32 | F | 6 | LEROY TOOL & DIE | 17951 180TH AVENUE, LEROY MI 49655 US, US, US | 7 | \$ 509.60 | \$ 427.86 | \$ 460.13 | \$ 479.75 | N | MTWRF |
| 229456 | 0 | Week1 | 32 | F | 7 | SALISBURY INC | 12547 20 MILE RD, TUSTIN MI 49688 US, US, US | 7 | \$ 221.09 | \$ 201.26 | \$ 206.94 | \$ 212.95 | N | MTWRF |
| 232714 | 0 | Week1 | 32 | F | 8 | HIGHPOINT AUTO & TRUCK | 7555 US 131 SOUTH, CADILLAC MI 49601 US, US, US | 7 | \$ 183.03 | \$ 167.53 | \$ 191.16 | \$ 205.82 | N | MTWRF |
| 214914 | 0 | Week1 | 32 | F | 9 | MEEKOFF TIRE OF CADILLAC | 7296 U.S. 131, CADILLAC MI 49601 US, US, US | 7 | \$ 145.64 | \$ 91.28 | \$ 101.15 | \$ 117.35 | N | MTWRF |
| 208011 | 0 | Week1 | 32 | F | 10 | CADILLAC PRINTING CO | 214 S. MITCHELL ST., CADILLAC MI 49601 US, US, US | 5 | \$ 48.55 | \$ 53.28 | \$ 58.55 | \$ 63.48 | N | MTWRF |
| 233284 | 0 | Week1 | 32 | F | 11 | JIMMY JOHN'S | 207 S. MITCHELL ST A, CADILLAC MI 49601 US, US, US | 7 | \$ 60.86 | \$ 50.83 | \$ 54.89 | \$ 56.21 | N | MTWRF |
| 231079 | 4 | Week2 | 32 | F | 12 | NMCAA LINCOLN AVE | 716 LINCOLN AVE, CADILLAC MI 49601 US, US, US | 6 | \$ 44.83 | \$ 39.21 | \$ 41.20 | \$ 42.30 | N | MTWRF |
| 219993 | 0 | Week1 | 32 | F | 12 | FAMILY PRACTICE OF CADILLAC | 827 E. DIVISION, CADILLAC MI 49601 US, US, US | 7 | \$ 111.87 | \$ 103.04 | \$ 110.10 | \$ 104.27 | N | MTWRF |
| 232979 | 0 | Week1 | 32 | F | 13 | WEXFORD COUNTY SHERIFF DEPT | 1015 LINCOLN ST, CADILLAC MI 49601 US, US, US | 5 | \$ 280.90 | \$ 263.26 | \$ 280.00 | \$ 340.43 | N | MTWRF |
| 224417 | 0 | Week1 | 32 | F | 14 | VILLAGE GRILL | 112 CHURCH ST, TUSTIN MI 48688 US, US, US | 5 | \$ 99.49 | \$ 87.83 | \$ 92.57 | \$ 93.75 | N | MTWRF |
| 228660 | 1 | Week2 | 32 | F | 14 | PINE RIVER AREA SCHOOL-KITCHEN | 17445 PINE RIVER RD, LEROY MI 49655 US, US, US | 6 | \$ 30.90 | \$ 21.86 | \$ 35.53 | \$ 31.96 | N | MTWRF |
| 231976 | 0 | Week1 | 32 | F | 15 | ADVANCED MECHANICAL ELECTRICAL | 19466 18 MILE ROAD, LEROY MI 49655 US, US, US | 7 | \$ 110.97 | \$ 108.85 | \$ 113.15 | \$ 115.35 | N | MTWRF |
| 228660 | 0 | Week2 | 32 | F | 15 | PINE RIVER AREA SCHOOLS | 17445 PINE RIVER RD, LEROY MI 49655 US, US, US | 6 | \$ 362.15 | \$ 281.61 | \$ 301.29 | \$ 302.07 | N | MTWRF |
| 233397 | 0 | Week1 | 32 | F | 16 | DYER'S SAWMILL | 17688 15 MILE ROAD, LEROY MI 49655 US, US, US | 7 | \$ 78.56 | \$ 89.50 | \$ 86.65 | \$ 83.63 | N | MTWRF |
| 225992 | 0 | Week1 | 32 | F | 17 | TRAVLER'S BAR & GRILL | 3699 N MACKINAW, LEROY MI 49655 US, US, US | 7 | \$ 106.48 | \$ 96.63 | \$ 102.90 | \$ 102.65 | N | MTWRF |
| 208958 | 0 | Week2 | 32 | F | 17 | SWICK MEAT COMPANY | 19197 19 MILE RD., TUSTIN MI 49688 US, US, US | 6 | \$ 80.10 | \$ 71.47 | \$ 53.02 | \$ 77.57 | N | MTWRF |
| 208058 | 0 | Week2 | 32 | F | 18 | MCQUESTION, DJ & SON | 17708 18 MILE RD., LEROY MI 49655 US, US, US | 0 | \$ 160.00 | \$ 280.04 | \$ - | \$ - | N | MTWRF |
| 226231 | 0 | Week1 | 32 | F | 18 | MINERAL SPRINGS BAR | 21257 MACKINAW TRAIL, TUSTIN MI 49688 US, US, US | 7 | \$ 61.09 | \$ 71.65 | \$ 70.73 | \$ 72.54 | N | MTWRF |
| 212732 | 0 | Week1 | 32 | F | 19 | THOMAS FLINT & SON | 10213 S. 39 MILE, CADILLAC MI 49601 US, US, US | 7 | \$ - | \$ 128.78 | \$ 145.53 | \$ 138.19 | N | MTWRF |
| 228110 | 0 | Week1 | 32 | F | 20 | HERRADURAS BAR & GRILL | 1700 S MITCHELL ST, CADILLAC MI 49601 US, US, US | 5 | \$ 116.10 | \$ 97.76 | \$ 106.89 | \$ 112.96 | N | MTWRF |
| 229050 | 0 | Week1 | 32 | F | 21 | CADILLAC NEWS | 130 N MITCHELL, CADILLAC MI 49601 US, US, US | 5 | \$ 110.44 | \$ 91.59 | \$ 97.17 | \$ 110.06 | N | MTWRF |
| 224415 | 0 | Week1 | 32 | F | 22 | FOCUS ON MASSAGE - NORTH | 124 N. MITCHELL SUITE #107, CADILLAC MI 49601 US,, US | 7 | \$ 58.77 | \$ 52.95 | \$ 56.36 | \$ 58.25 | N | MTWRF |
| 232969 | 0 | Week2 | 32 | F | 23 | MAPLE RIDGE LIVING CENTER | 9072 S. MACKINAW TRAIL, CADILLAC MI 49601 US, US, US | 6 | \$ 45.60 | \$ 42.66 | \$ 44.12 | \$ 45.22 | N | MTWRF |
| 220011 | 0 | Week1 | 32 | F | 23 | BLUE HERON | 304 N. MITCHELL, CADILLAC MI 49061 US, US, US | 7 | \$ 58.78 | \$ 42.79 | \$ 59.94 | \$ 60.19 | N | MTWRF |
| 99054 | 16 | Week2 | 32 | F | 24 | CHARTER COMMUNICATIONS | 614 S. MITCHELL ST, CADILLAC MI 49601 US, US, US | 6 | \$ 35.78 | \$ 38.66 | \$ 33.20 | \$ 33.48 | N | MTWRF |
| 208042 | 0 | Week4 | 32 | F | 24 | FIRST BAPTIST CHURCH | 125 STIMSON, CADILLAC MI 49601 US, US, US | 4 | \$ 107.18 | \$ 130.06 | \$ 135.09 | \$ 138.38 | N | MTWRF |
| 232236 | 0 | Week2 | 32 | F | 25 | CLAM LAKE BEER CO LLC | 106 S. MITCHELL, CADILLAC MI 49601 US, US, US | 0 | \$ - | \$ 644.21 | \$ - | \$ - | N | MTWRF |
| 207920 | 0 | Week4 | 32 | F | 25 | APPLE VALLEY NATURAL FOODS | 211 SOUTH MITCHELL, CADILLAC MI 49601 US, US, US | 4 | \$ 60.07 | \$ 57.46 | \$ 55.98 | \$ 58.17 | N | MTWRF |
| 231585 | 0 | Week3 | 32 | F | 25 | HOSPICE OF CADILLAC | 932 N. MITCHELL, CADILLAC MI 49601 US, US, US | 3 | \$ 35.00 | \$ 35.00 | \$ 35.00 | \$ 35.00 | N | MTWRF |
| | | Week1 | 32 | F | | Cadillac Depot | 1539 Plett Rd, Cadillac, MI 49601, Cadillac MI 49601 US | | | | | | | |
| | | Week2 | 32 | F | | Cadillac Depot | 1539 Plett Rd, Cadillac, MI 49601, Cadillac MI 49601 US | | | | | | | |
| | | Week3 | 32 | F | | Cadillac Depot | 1539 Plett Rd, Cadillac, MI 49601, Cadillac MI 49601 US | | | | | | | |
| | | Week4 | 32 | F | | Cadillac Depot | 1539 Plett Rd, Cadillac, MI 49601, Cadillac MI 49601 US | | | | | | | |

| Acct # | Cust # | Week # | New Rt | New Delivery Day | New Stop | Customer Name | DisplayAddressFull | Frequency | Q1 Revenue per Delivery | Q2 Revenue per Delivery | Q3 Revenue per Delivery | Q4 Revenue per Delivery | Outside Hours Access (key/code stops) | Available Delivery Days |
|--------|--------|--------|--------|------------------|----------|--------------------------------|---|-----------|-------------------------|-------------------------|-------------------------|-------------------------|---------------------------------------|-------------------------|
| 220935 | 0 | Week1 | 32 | M | 1 | KOUNTRY KITCHEN | 1920 N. MITCHELL, CADILLAC MI 49601 US, US, US | 7 | \$ 52.10 | \$ 43.19 | \$ 45.17 | \$ 46.04 | N | MTWRF |
| 99117 | 3 | Week1 | 32 | M | 2 | WESCO #34 | 1548 N MITCHELL ST, CADILLAC MI 49601 US, US, US | 7 | \$ 63.15 | \$ 56.29 | \$ 50.91 | \$ 58.87 | N | MTWRF |
| 99103 | 21 | Week1 | 32 | M | 3 | ADMIRAL #5787 | 1377 N MITCHELL ST, CADILLAC MI 49601 US, US, US | 7 | \$ 21.68 | \$ 19.68 | \$ 20.57 | \$ 20.95 | N | MTWRF |
| 99033 | 203 | Week1 | 32 | M | 4 | CHARTWELLS/CADILLAC SCHOOLS | 500 CHESTNUT ST, CADILLAC MI 49601 US, US, US | 7 | \$ 61.27 | \$ 68.62 | \$ 58.84 | \$ 66.91 | N | MTWRF |
| 233521 | 0 | Week1 | 32 | M | 5 | ZHONGDING RUBBER PRODUCTS | 1200 8TH AVE, CADILLAC MI 49601 US, US, US | 7 | \$ 173.54 | \$ - | \$ - | \$ - | N | MTWRF |
| 232629 | 0 | Week1 | 32 | M | 6 | CADILLAC TRUCK SERVICE | 4675 39 1/2 RD, CADILLAC MI 49601 US, US, US | 7 | \$ 295.50 | \$ 247.89 | \$ 220.61 | \$ 264.59 | N | MTWRF |
| 226788 | 0 | Week1 | 32 | M | 7 | NORTHWEST MI SVC-MEALS WHEELS | 1630 MARTY PAUL ST, CADILLAC MI 49601 US, US, US | 7 | \$ 43.96 | \$ 35.00 | \$ 38.99 | \$ 43.84 | N | MTWRF |
| 226801 | 0 | Week2 | 32 | M | 8 | NORTHWEST HEAD START | 1640 MARTY PAUL, CADILLAC MI 49601 US, US, US | 6 | \$ 50.02 | \$ 35.28 | \$ 37.05 | \$ 37.20 | N | MTWRF |
| 217634 | 0 | Week1 | 32 | M | 8 | FIBER TECH | 1637 MARTY PAUL, CADILLAC MI 49601 US, US, US | 7 | \$ 36.22 | \$ 36.65 | \$ 36.26 | \$ 35.29 | N | MTWRF |
| 229521 | 0 | Week1 | 32 | M | 9 | BIGFOOT MANUFACTURING | 1480 POTHOFF, CADILLAC MI 49601 US, US, US | 7 | \$ 83.77 | \$ 63.74 | \$ 66.60 | \$ 70.47 | N | MTWRF |
| 232163 | 0 | Week1 | 32 | M | 10 | CADILLAC RENEWABLE ENERGY | 1525 FRANK MILTNER ST, CADILLAC MI 49601 US, US, US | 7 | \$ 336.86 | \$ 252.33 | \$ 271.98 | \$ 328.73 | N | MTWRF |
| 233058 | 0 | Week1 | 32 | M | 11 | THE TRUCK STOP | 902 W. 13TH STREET, CADILLAC MI 49601 US, US, US | 7 | \$ 69.97 | \$ 55.46 | \$ 57.45 | \$ 64.93 | N | MTWRF |
| 232084 | 0 | Week1 | 32 | M | 12 | WEXFORD COUNCIL ON AGING | 714 W. 13TH ST., CADILLAC MI 49601 US, US, US | 1 | \$ 158.88 | \$ 112.17 | \$ 113.71 | \$ 223.61 | N | MTWRF |
| 99063 | 1 | Week2 | 32 | M | 12 | DTE ENERGY | 1560 MARTY PAUL ST, CADILLAC MI 49601 US, US, US | 2 | \$ 39.92 | \$ 37.22 | \$ 38.52 | \$ 39.17 | N | MTWRF |
| 230155 | 0 | Week3 | 32 | M | 12 | SHIVELY SUPPLY | 1104 W. 13TH ST., CADILLAC MI 49601 US, US, US | 3 | \$ 104.00 | \$ 94.03 | \$ 100.30 | \$ 103.44 | N | MTWRF |
| 232158 | 0 | Week1 | 32 | M | 13 | 13TH STREET MARKET | 3075 W. 13TH STREET, CADILLAC MI 49601 US, US, US | 7 | \$ 76.97 | \$ 72.51 | \$ 79.16 | \$ 77.20 | N | MTWRF |
| 233369 | 0 | Week1 | 32 | M | 14 | CADILLAC CULVERT | 5305 M-115, CADILLAC MI 49601 US, US, US | 0 | \$ - | \$ - | \$ 238.30 | \$ 238.30 | N | MTWRF |
| 232811 | 0 | Week1 | 32 | M | 15 | DEAN'S BODY SHOP | 6931 E 34 RD, CADILLAC MI 49601 US, US, US | 7 | \$ 75.81 | \$ 84.30 | \$ 71.83 | \$ 81.87 | N | MTWRF |
| 232034 | 0 | Week1 | 32 | M | 16 | BLUE HERON BAKERY, INC | 7603 E. 34 ROAD, CADILLAC MI 49601 US, US, US | 5 | \$ 35.01 | \$ 35.00 | \$ 35.00 | \$ 35.00 | Y | MTWRF |
| 99104 | 7 | Week2 | 32 | M | 16 | AUNT MILLIE'S CADILLAC OUTLET | 7701 E. 34 ROAD, CADILLAC MI 49601 US, US, US | 2 | \$ 74.11 | \$ 101.15 | \$ 82.95 | \$ 37.31 | N | MTWRF |
| 231191 | 0 | Week1 | 32 | M | 17 | HABITAT RESTORE | 7545 E 34 RD, CADILLAC MI 49601 US, US, US | 5 | \$ 45.55 | \$ 41.82 | \$ 44.05 | \$ 45.17 | N | MTWRF |
| 211646 | 0 | Week1 | 32 | M | 18 | CADILLAC MOOSE | 7461 E. 34 MILE, CADILLAC MI 49601 US, US, US | 7 | \$ 61.19 | \$ 56.71 | \$ 55.58 | \$ 57.67 | N | MTWRF |
| 227022 | 0 | Week1 | 32 | M | 19 | T&S TRUCK SERVICE | 251 CLAY DRIVE, CADILLAC MI 49601 US, US, US | 7 | \$ 51.64 | \$ 47.68 | \$ 49.07 | \$ 49.90 | N | MTWRF |
| 215183 | 0 | Week1 | 32 | M | 20 | B & P EMPLOYEE | 8052 E BOON ROAD, CADILLAC MI 49601 US, US, US | 7 | \$ 3.05 | \$ 9.78 | \$ 7.71 | \$ 3.05 | N | MTWRF |
| 221753 | 0 | Week1 | 32 | M | 21 | B & P MANUFACTURING CORP | 8051 E. BOON ROAD, CADILLAC MI 49601 US, US, US | 7 | \$ 83.94 | \$ 79.47 | \$ 82.20 | \$ 83.42 | N | MTWRF |
| 99031 | 75 | Week1 | 32 | M | 22 | BLARNEY CASTLE MDCO | 1947 N Mitchell St, Cadillac MI 49601 US, CADILLAC, US | 7 | \$ 19.01 | \$ 15.56 | \$ 10.63 | \$ 11.16 | N | MTWRF |
| 232357 | 0 | Week1 | 32 | M | 23 | DON'S AUTO CLINIC | 1110 N. MITCHELL, CADILLAC MI 49601 US, US, US | 7 | \$ 124.43 | \$ 112.84 | \$ 123.85 | \$ 128.66 | N | MTWRF |
| 230604 | 0 | Week3 | 32 | M | 23 | 44 NORTH | 1406 N MITCHEL, CADILLAC MI 49601 US, US, US | 3 | \$ 351.15 | \$ 300.71 | \$ 491.21 | \$ 329.99 | N | MTWRF |
| 226666 | 0 | Week2 | 32 | M | 23 | WEXFORD CTY CREDIT UNION | 1021 N. MITCHELL, CADILLAC MI 49601 US, US, US | 6 | \$ 148.75 | \$ 71.46 | \$ 60.78 | \$ 115.45 | N | MTWRF |
| 218119 | 0 | Week1 | 32 | M | 24 | SABER TOOL | 1553 N. MITCHELL, CADILLAC MI 49601 US, US, US | 7 | \$ 77.89 | \$ 91.63 | \$ 87.85 | \$ 109.36 | N | MTWRF |
| 232218 | 0 | Week2 | 32 | M | 24 | WEXFORD CIVIC ARENA | 1320 N MITCHELL, CADILLAC MI 49601 US, US, US | 6 | \$ 97.84 | \$ 68.70 | \$ - | \$ 77.41 | N | MTWRF |
| 232564 | 0 | Week1 | 32 | M | 25 | MERRILL'S/BOOLMAN INC. | 817 BELL AVE, CADILLAC MI 49601 US, US, US | 7 | \$ 157.34 | \$ 159.42 | \$ 172.36 | \$ 153.98 | N | MTWRF |
| 99087 | 0 | Week3 | 32 | M | 25 | WEST MICHIGAN CREDIT UNION | 215 BELL AVE, CADILLAC MI 49601 US, US, US | 3 | \$ 90.23 | \$ 85.39 | \$ 88.24 | \$ 89.67 | N | MTWRF |
| 228162 | 0 | Week1 | 32 | M | 26 | AFFORDABLE AUTO REPAIR | 1699 PLETT RD, CADILLAC MI 49601 US, US, US | 7 | \$ 74.06 | \$ 56.98 | \$ 69.46 | \$ 69.46 | N | MTWRF |
| 232225 | 0 | Week1 | 32 | M | 27 | STEVE'S AUTO | 211 ROBERTS ST, CADILLAC MI 49601 US, US, US | 7 | \$ 44.29 | \$ 49.93 | \$ 51.25 | \$ 52.17 | N | MTWRF |
| 224423 | 0 | Week1 | 32 | M | 28 | STAR TRUCK - CADILLAC | 265 Hanthorn St, Cadillac MI 49601 US, CADILLAC MI, US | 7 | \$ 164.03 | \$ 153.55 | \$ 171.17 | \$ 180.43 | N | MTWRF |
| 210625 | 0 | Week1 | 32 | M | 29 | HOLMES AUTO REPAIR | 100 WORKS, CADILLAC MI 49601 US, US, US | 7 | \$ 57.95 | \$ 59.24 | \$ 56.79 | \$ 60.23 | N | MTWRF |
| 99051 | 49 | Week1 | 32 | M | 30 | JET'S PIZZA MI-159 | 8846 E 34TH, CADILLAC MI 49601 US, US, US | 7 | \$ 77.59 | \$ 79.49 | \$ 82.11 | \$ 88.76 | N | MTWRF |
| 99140 | 6 | Week2 | 32 | M | 30 | ARBY'S CADILLAC | 1714 N MITCHELL ST, CADILLAC MI 49601 US, US, US | 6 | \$ 98.20 | \$ 48.24 | \$ 53.68 | \$ 119.00 | N | MTWRF |
| 227803 | 0 | Week2 | 32 | M | 31 | PETERSON, MCGREGOR OF CADILLAC | 1573 N. MITCHELL, CADILLAC MI 49601 US, US, US | 6 | \$ 74.30 | \$ 73.68 | \$ 73.20 | \$ 73.21 | N | MTWRF |
| 226268 | 0 | Week2 | 32 | M | 34 | AMERICAN LEGION | 422 N MITCHELL ST, CADILLAC MI 49601 US, US, US | 6 | \$ 48.21 | \$ 57.24 | \$ 49.70 | \$ 46.59 | N | MTWRF |
| | | Week1 | 32 | M | | Cadillac Depot | 1539 Plett Rd, Cadillac, MI 49601, Cadillac MI 49601 US | | | | | | | |
| | | Week2 | 32 | M | | Cadillac Depot | 1539 Plett Rd, Cadillac, MI 49601, Cadillac MI 49601 US | | | | | | | |
| | | Week3 | 32 | M | | Cadillac Depot | 1539 Plett Rd, Cadillac, MI 49601, Cadillac MI 49601 US | | | | | | | |
| | | Week4 | 32 | M | | Cadillac Depot | 1539 Plett Rd, Cadillac, MI 49601, Cadillac MI 49601 US | | | | | | | |

| Acct # | Cust # | Week # | New Rt | New Delivery Day | New Stop | Customer Name | DisplayAddressFull | Frequency | Q1 Revenue per Delivery | Q2 Revenue per Delivery | Q3 Revenue per Delivery | Q4 Revenue per Delivery | Outside Hours Access (key/code stops) | Available Delivery Days |
|--------|--------|--------|--------|------------------|----------|--------------------------------|---|-----------|-------------------------|-------------------------|-------------------------|-------------------------|---------------------------------------|-------------------------|
| 233512 | 0 | Week1 | 32 | R | 1 | THE TIMBERS RESTAURANT | 5535 M-115, CADILLAC MI 49601 US, US, US | 7 | \$ 98.90 | \$ - | \$ - | \$ 106.46 | N | WRF |
| 99031 | 71 | Week1 | 32 | R | 2 | BLARNEY CASTLE #304 | 6224 E M 115, Cadillac MI 49601 US, CADILLAC MI 49, US | 7 | \$ 93.09 | \$ 78.62 | \$ 68.76 | \$ 96.63 | N | MTWRF |
| 99031 | 163 | Week1 | 32 | R | 3 | BLARNEY CASTLE EZ MART #631 | 6183 E. M-115, CADILLAC MI 49601 US, US, US | 7 | \$ 47.86 | \$ 70.13 | \$ 40.62 | \$ 96.58 | N | MTWRF |
| 233138 | 0 | Week1 | 32 | R | 4 | LAKE CADILLAC RESORT | PO BOX 329, CADILLAC MI 49601 US, US, US | 7 | \$ 116.33 | \$ 71.61 | \$ 73.90 | \$ 80.90 | N | MTWRF |
| 225659 | 0 | Week1 | 32 | R | 5 | SAMARITAS SENIOR LIVING | 460 PEARL ST, CADILLAC MI 49601 US, US, US | 7 | \$ 76.07 | \$ 75.69 | \$ 75.69 | \$ 75.69 | Y | MTWRF |
| 99031 | 153 | Week1 | 32 | R | 6 | CADILLAC EZ MART #302 | 1010 S MITCHELL ST, CADILLAC MI 49601 US, US, US | 7 | \$ 98.80 | \$ 103.85 | \$ 87.54 | \$ 101.23 | N | MTWRF |
| 232694 | 0 | Week1 | 32 | R | 7 | PRIMOS BBQ LLC | 916 SOUTH MITCHELL, CADILLAC MI 49601 US, US, US | 7 | \$ 100.51 | \$ 71.58 | \$ 87.66 | \$ 89.92 | N | MTWRF |
| 99103 | 42 | Week1 | 32 | R | 8 | ADMIRAL #5737 | 805 S MITCHELL ST, CADILLAC MI 49601-2565 US, US, US | 7 | \$ 20.00 | \$ 15.00 | \$ 15.00 | \$ 16.54 | N | MTWRF |
| 233424 | 0 | Week1 | 32 | R | 9 | CAST IRON KITCHEN OF CADILLAC | 621 S. MITCHELL ST., CADILLAC MI 49601 US, US, US | 7 | \$ 121.57 | \$ - | \$ 163.97 | \$ 180.58 | N | MTWRF |
| 233171 | 0 | Week1 | 32 | R | 10 | BREIDENSTEIN OIL & AUTO SVC | 502 S. MITCHELL STREET, CADILLAC MI 49601 US, US, US | 7 | \$ 62.88 | \$ 54.82 | \$ 56.96 | \$ 58.29 | N | MTWRF |
| 99161 | 89 | Week1 | 32 | R | 11 | SPT FAMILY FARE #648 FIRST AID | 602 S MITCHELL, CADILLAC MI 49601 US, US, US | 7 | \$ 42.31 | \$ - | \$ - | \$ 48.50 | N | MTWRF |
| 99061 | 89 | Week1 | 32 | R | 12 | SPT FAMILY FARE #648 | 602 S MITCHELL, CADILLAC MI 49601 US, US, US | 7 | \$ 71.73 | \$ 66.54 | \$ 62.40 | \$ 77.32 | N | MTWRF |
| 231675 | 0 | Week1 | 32 | R | 13 | J & J SMOKED MEATS | 7475 41 RD PO BOX 672, CADILLAC MI 49601 US, US, US | 7 | \$ 160.04 | \$ 125.79 | \$ 140.77 | \$ 152.60 | N | MTWRF |
| 232723 | 0 | Week1 | 32 | R | 14 | DOUBLE A MOBILE TRUCK SERVICE | 8128 S. MACKINAW TRAIL, CADILLAC MI 49601 US, US, US | 7 | \$ 35.10 | \$ 35.00 | \$ 35.28 | \$ 35.20 | N | MTWRF |
| 230902 | 0 | Week1 | 32 | R | 15 | EVERGREEN RESORT | 7880 MACKINAW TRAIL, CADILLAC MI 49601 US, US, US | 7 | \$ 276.10 | \$ 192.74 | \$ 295.57 | \$ 322.34 | N | MTWRF |
| 227617 | 0 | Week1 | 32 | R | 16 | ADVANCED FOOT & ANKLE | 8805 PINE RIDGE DR, CADILLAC MI 49601 US, US, US | 5 | \$ 39.75 | \$ 37.62 | \$ 41.73 | \$ 36.62 | N | MTWRF |
| 226300 | 0 | Week2 | 32 | R | 17 | MICH DEPT OF TRANSPORTATION | 7915 US-131 HWY, CADILLAC MI 49601 US, US, US | 6 | \$ 83.39 | \$ 76.39 | \$ 78.13 | \$ 79.43 | N | MTWRF |
| 227625 | 0 | Week1 | 32 | R | 17 | FAMILY EYE CARE ASSOCIATES | 8809 PINE RIDGE DR, CADILLAC MI 48601 US, US, US | 5 | \$ 35.51 | \$ 35.00 | \$ 35.00 | \$ 43.45 | N | MTWRF |
| 222432 | 0 | Week1 | 32 | R | 18 | ASC AUDIOLOGICAL SVC OF CADILL | 8872 PROFESSIONAL DRIVE SUITE A., CADILLAC MI 4960, US | 7 | \$ 58.61 | \$ 53.61 | \$ 55.59 | \$ 58.00 | N | MTWRF |
| 220367 | 0 | Week4 | 32 | R | 19 | DYNAMIC PHYSICAL THERAPY | 8872 PROFESSIONAL DR, CADILLAC MI 49601 US, US, US | 4 | \$ 77.53 | \$ 69.03 | \$ 71.79 | \$ 74.55 | N | MTWRF |
| 216505 | 0 | Week2 | 32 | R | 19 | TIRE WHOLESALERS NOR | 111 WEST RIVER, CADILLAC MI 49601 US, US, US | 2 | \$ 97.10 | \$ 59.98 | \$ 101.48 | \$ 101.28 | N | MTWRF |
| 228910 | 0 | Week1 | 32 | R | 19 | ZION LUTHERAN CHURCH | 350 PEARL ST, CADILLAC MI 49601 US, US, US | 1 | \$ 101.63 | \$ 87.04 | \$ 93.59 | \$ 95.77 | N | MTWRF |
| 231079 | 11 | Week2 | 32 | R | 20 | NMCAA KENWOOD | 1700 CHESTNUT, CADILLAC MI 49601 US, US, US | 6 | \$ 20.34 | \$ - | \$ - | \$ 20.88 | N | MTWRF |
| 233028 | 0 | Week1 | 32 | R | 20 | MI KADA LLC | 811 SUNNYSIDE DR, CADILLAC MI 49601 US, US, US | 1 | \$ 65.01 | \$ 35.45 | \$ 37.73 | \$ 92.58 | N | MTWRF |
| 226257 | 0 | Week1 | 32 | R | 21 | BURKE'S WATERFRONT INN | 2403 SUNNYSIDE DR, CADILLAC MI 49601 US, US, US | 7 | \$ 67.03 | \$ 55.39 | \$ 99.44 | \$ 64.11 | N | MTWRF |
| 229666 | 0 | Week2 | 32 | R | 21 | CHERYLS LANDING | 1749 N BOULEVARD, CADILLAC MI 49601 US, US, US | 2 | \$ - | \$ 35.00 | \$ 35.00 | \$ 35.00 | N | MTWRF |
| 226466 | 0 | Week1 | 32 | R | 22 | CADILLAC COUNTRY CLUB | 5510 E. M55, CADILLAC MI 49601 US, US, US | 5 | \$ - | \$ 81.30 | \$ 87.83 | \$ 49.98 | N | MTWRF |
| 227636 | 0 | Week1 | 32 | R | 23 | LAKESIDE CHARLIES | 301 S LAKE MITCHELL, CADILLAC MI 49601 US, US, US | 7 | \$ 157.03 | \$ 237.51 | \$ 185.36 | \$ 162.60 | N | MTWRF |
| 233033 | 0 | Week1 | 32 | R | 24 | CADILLAC FIREHOUSE 115 | 6080 M 115, CADILLAC MI 49601 US, US, US | 7 | \$ 62.65 | \$ 71.51 | \$ 80.04 | \$ 74.17 | N | MWRF |
| 233367 | 0 | Week1 | 32 | R | 25 | MICHIGAN COFFEE CO | 6184 E M-115, CADILLAC MI 49601 US, US, US | 5 | \$ 50.66 | \$ 35.88 | \$ 34.73 | \$ 47.36 | N | MTWRF |
| 229493 | 0 | Week2 | 32 | R | 26 | MARTIN POWER SPORTS | 6620 E M-115, CADILLAC MI 49601 US, US, US | 6 | \$ 43.91 | \$ 41.03 | \$ 42.46 | \$ 43.53 | N | MTWRF |
| 230835 | 0 | Week1 | 32 | R | 26 | WALRAVEN'S | 6120 E M 115, Cadillac MI 49601 US, CADILLAC MI 49, US | 7 | \$ - | \$ 43.15 | \$ 40.68 | \$ 35.28 | N | MTWRF |
| 233165 | 0 | Week1 | 32 | R | 27 | LAKE CADILLAC PARTY STORE | PO BOX 329, CADILLAC MI 49601 US, US, US | 7 | \$ 41.43 | \$ 69.55 | \$ 79.15 | \$ 41.78 | N | MTWRF |
| 233184 | 0 | Week1 | 32 | R | 28 | DOCKSIDE INN | 2404 Sunnyside Dr, Cadillac, MI 49601, CADILLAC MI, US | 7 | \$ 231.98 | \$ 323.38 | \$ 349.62 | \$ 256.66 | N | MTWRF |
| 230342 | 0 | Week1 | 32 | R | 29 | THE PINES | PO BOX 329, CADILLAC MI 49601 US, US, US | 7 | \$ 184.49 | \$ 123.53 | \$ 162.12 | \$ 155.84 | N | MTWRF |
| 208301 | 0 | Week1 | 32 | R | 30 | T.J.'S | 6961 Whaley Rd, Cadillac, MI 49601, CADILLAC MI 49, US | 7 | \$ 67.17 | \$ 62.50 | \$ 59.83 | \$ 63.58 | N | MTWRF |
| 230209 | 0 | Week1 | 32 | R | 31 | MIDAS MUFFLER OF CADILLAC | 220 SOUTH MITCHELL, CADILLAC MI 49601 US, US, US | 7 | \$ 64.35 | \$ 55.07 | \$ 73.86 | \$ 59.45 | N | MTWRF |
| 215767 | 0 | Week1 | 32 | R | 32 | PETERSON'S | 324 N. MITCHELL, CADILLAC MI 49601 US, US, US | 7 | \$ 110.74 | \$ 123.35 | \$ 125.28 | \$ 101.93 | N | MTWRF |
| 232747 | 0 | Week1 | 32 | R | 33 | UP NORTH ARTS, INC. | 601 CHESTNUT SUITE C, CADILLAC MI 49601 US, US, US | 0 | \$ - | \$ - | \$ - | \$ 173.51 | N | MTWRF |
| 232977 | 0 | Week1 | 32 | R | 34 | CRANDALL PRECISION INC. | 615 5TH STREET, CADILLAC MI 49601 US, US, US | 7 | \$ 73.42 | \$ 67.60 | \$ 73.12 | \$ 76.59 | N | MTWRF |
| | | Week1 | 32 | R | | Cadillac Depot | 1539 Plett Rd, Cadillac, MI 49601, Cadillac MI 49601 US | | | | | | | |
| | | Week2 | 32 | R | | Cadillac Depot | 1539 Plett Rd, Cadillac, MI 49601, Cadillac MI 49601 US | | | | | | | |
| | | Week3 | 32 | R | | Cadillac Depot | 1539 Plett Rd, Cadillac, MI 49601, Cadillac MI 49601 US | | | | | | | |
| | | Week4 | 32 | R | | Cadillac Depot | 1539 Plett Rd, Cadillac, MI 49601, Cadillac MI 49601 US | | | | | | | |

| Acct # | Cust # | Week # | New Rt | New Delivery Day | New Stop | Customer Name | DisplayAddressFull | Frequency | Q1 Revenue per Delivery | Q2 Revenue per Delivery | Q3 Revenue per Delivery | Q4 Revenue per Delivery | Outside Hours Access (key/code stops) | Available Delivery Days |
|--------|--------|--------|--------|------------------|----------|--------------------------------|---|-----------|-------------------------|-------------------------|-------------------------|-------------------------|---------------------------------------|-------------------------|
| 99031 | 14 | Week1 | 32 | T | 1 | BLARNEY CASTLE #792 | 22522 US 10, REED CITY MI 49677 US, US, US | 7 | \$ 75.96 | \$ 84.50 | \$ 81.18 | \$ 83.73 | N | MTWRF |
| 230321 | 0 | Week2 | 32 | T | 1 | ASHTON GENERAL STORE | 10989 210TH AVE, ASHTON MI 49677 US, US, US | 6 | \$ 204.54 | \$ 388.45 | \$ 336.53 | \$ 279.00 | N | MTWRF |
| 99117 | 52 | Week1 | 32 | T | 2 | SUBWAY #161 | 4921 220TH, REED CITY MI 49677 US, US, US | 7 | \$ 4.97 | \$ 4.69 | \$ 4.69 | \$ 4.88 | N | MTWRF |
| 99117 | 51 | Week1 | 32 | T | 3 | WESCO #61 | 4921 220TH, REED CITY MI 49677 US, US, US | 7 | \$ 60.45 | \$ 45.62 | \$ 42.05 | \$ 45.90 | N | MTWRF |
| 99097 | 68 | Week1 | 32 | T | 4 | JOHNNY'S MARKET 1780 | 5065 220TH AVE, REED CITY MI 49677 US, US, US | 7 | \$ 84.35 | \$ - | \$ - | \$ 82.26 | N | MTWRF |
| 208167 | 0 | Week1 | 32 | T | 5 | ACME PROPELLERS | 710 E. CHURCH, REED CITY MI 49307 US, US, US | 7 | \$ 221.11 | \$ 242.63 | \$ 228.39 | \$ 227.16 | N | MTWRF |
| 225815 | 1 | Week1 | 32 | T | 6 | EBELS GENERAL STORE | 716 S. CHESTBUT, REED CITY MI 49601 US, US, US | 7 | \$ 140.73 | \$ 152.49 | \$ 118.04 | \$ 123.20 | N | MTWRF |
| 232330 | 0 | Week2 | 32 | T | 7 | ARLYN REED CITY | 420 N. CHESTNUT ST, REED CITY MI 49677 US, US, US | 6 | \$ 43.66 | \$ 36.80 | \$ 38.25 | \$ 42.67 | N | MTWRF |
| 233427 | 0 | Week1 | 32 | T | 7 | REED CITY TIRE CENTER | 857 S. CHESTNUT, REED CITY MI 49677 US, US, US | 7 | \$ 82.97 | \$ - | \$ 97.20 | \$ 100.10 | N | MTWRF |
| 99117 | 53 | Week1 | 32 | T | 8 | WESCO #50 | 602 S. CHESTNUT AVE., REED CITY MI 49677 US, US, US | 7 | \$ 54.84 | \$ 52.03 | \$ 40.46 | \$ 45.29 | N | MTWRF |
| 233396 | 0 | Week1 | 32 | T | 9 | EDSTROM'S NEIGHBORHOOD GARAGE | 227 N CHESTNUT AVE, REED CITY MI 49677 US, US, US | 7 | \$ 61.54 | \$ 60.05 | \$ 58.89 | \$ 60.05 | N | MTWRF |
| 231684 | 0 | Week1 | 32 | T | 10 | SEVEN SLOT GRILLLE | 113 N. CHESTNUT, REED CITY MI 49677 US, US, US | 7 | \$ 67.66 | \$ 62.19 | \$ 65.62 | \$ 67.14 | Y | MTWRF |
| 226635 | 0 | Week2 | 32 | T | 11 | PERE MARQUETTE BISTRO CATERING | 102 E. UPTOWN, REED CITY MI 49677 US, US, US | 2 | \$ 98.96 | \$ 158.26 | \$ 117.58 | \$ 139.98 | N | MTWRF |
| 209285 | 0 | Week1 | 32 | T | 11 | POMPEII'S PIZZA REED CITY LLC | 113 S. CHESTNUT, REED CITY MI 49677 US, US, US | 7 | \$ 84.70 | \$ 108.32 | \$ 112.35 | \$ 82.88 | N | MTWRF |
| 230693 | 0 | Week1 | 32 | T | 12 | VFW POST #2964 | 129 E OSCEOLA, REED CITY MI 49677 US, US, US | 5 | \$ 39.22 | \$ 35.02 | \$ 36.25 | \$ 36.74 | N | MTWRF |
| 99087 | 2 | Week3 | 32 | T | 12 | WEST MICHIGAN CREDIT UNION | 758 S. CHESTNUT ST, REED CITY MI 49677 US, US, US | 3 | \$ 68.13 | \$ 63.73 | \$ 66.29 | \$ 67.57 | N | MTWRF |
| 217672 | 0 | Week1 | 32 | T | 13 | H & D CHUCKWAGON | 20221 US 10, REED CITY MI 49677 US, US, US | 7 | \$ 40.13 | \$ 36.50 | \$ 37.87 | \$ 38.74 | N | MTWRF |
| 209349 | 0 | Week1 | 32 | T | 14 | MDOT-MAINTENANCE GAR | 19424 US-10, REED CITY MI 49677 US, US, US | 7 | \$ 38.56 | \$ 35.00 | \$ 35.69 | \$ 41.86 | N | MTWRF |
| 230411 | 0 | Week2 | 32 | T | 15 | PALMERS OUTDOOR POWER EQUIPMEN | 841 S CHESTNUT ST, REED CITY MI 49346 US, US, US | 6 | \$ 40.32 | \$ 37.67 | \$ 39.18 | \$ 39.94 | N | MTWRF |
| 208615 | 1 | Week1 | 32 | T | 15 | EAGLE VILLAGE ASSESSMENT CTR | 4507 170TH AVE, HERSEY MI 49639 US, US, US | 1 | \$ - | \$ 41.90 | \$ 43.73 | \$ - | N | MTWRF |
| 229415 | 0 | Week2 | 32 | T | 16 | MOOSE LODGE #705 | 200 N ROTH ST, REED CITY MI 49677 US, US, US | 6 | \$ 52.68 | \$ 42.97 | \$ 44.97 | \$ 48.68 | N | MTWRF |
| 208615 | 4 | Week1 | 32 | T | 16 | EAGLE VILLAGE CTC | 4507 170TH AVE, HERSEY MI 49639 US, US, US | 1 | \$ 97.80 | \$ 89.37 | \$ 95.99 | \$ 97.80 | N | MTWRF |
| 208615 | 2 | Week1 | 32 | T | 17 | EAGLE VILLAGE HOLBROOK | 4507 170TH, HERSEY MI 49639 US, US, US | 1 | \$ 145.81 | \$ 133.23 | \$ 143.11 | \$ 145.81 | N | MTWRF |
| 232355 | 0 | Week1 | 32 | T | 18 | EAGLES VILLAGE LEARNING CTR | 4507 170TH, HERSEY MI 49639 US, US, US | 1 | \$ 65.99 | \$ 62.26 | \$ 65.06 | \$ 65.99 | N | MTWRF |
| 208615 | 3 | Week1 | 32 | T | 19 | EAGLE VILLAGE BRANSON | 4507 170TH, HERSEY MI 49639 US, US, US | 1 | \$ 41.91 | \$ 38.30 | \$ 40.88 | \$ 41.91 | N | MTWRF |
| 208615 | 0 | Week1 | 32 | T | 20 | EAGLE VILLAGE EAGLE NEST | 4507 170TH AVE, HERSEY MI 49639 US, US, US | 1 | \$ 291.34 | \$ 159.40 | \$ 233.17 | \$ 176.84 | N | MTWRF |
| 230623 | 0 | Week1 | 32 | T | 21 | OSCEOLA COUNTY ROAD COMM | 4737 MAKAWA DR, HERSEY MI 49639 US, US, US | 7 | \$ 60.70 | \$ 52.54 | \$ 56.81 | \$ 61.26 | N | MTWRF |
| 99031 | 127 | Week1 | 32 | T | 22 | BLARNEY CASTLE EZ MART #418 | 310 W. 7TH STREET, EVART MI 49631 US, US, US | 7 | \$ 54.08 | \$ 62.00 | \$ 63.72 | \$ 63.94 | N | MTWRF |
| 99117 | 46 | Week1 | 32 | T | 23 | SUBWAY #163 | 660 W 7TH ST, EVART MI 49631 US, US, US | 7 | \$ 3.87 | \$ 6.78 | \$ 4.12 | \$ 3.80 | N | MTWRF |
| 99117 | 45 | Week1 | 32 | T | 24 | WESCO #63 | 660 W 7TH ST, EVART MI 49631 US, US, US | 7 | \$ 65.51 | \$ 37.88 | \$ 34.75 | \$ 44.95 | N | MTWRF |
| 226989 | 0 | Week2 | 32 | T | 25 | MOOSE LODGE | 8400 E US 10, EVART MI 49631 US, US, US | 6 | \$ 197.60 | \$ 198.31 | \$ 265.09 | \$ 214.88 | N | MTWRF |
| 231156 | 0 | Week1 | 32 | T | 25 | POMPEII'S PIZZA EVART LLC | 790 W 7TH, EVART MI 49631 US, US, US | 7 | \$ 111.27 | \$ 133.73 | \$ 133.24 | \$ 118.01 | N | MTWRF |
| 232744 | 0 | Week1 | 32 | T | 26 | SIXTH & MAIN | 202 N MAIN, EVART MI 49631 US, US, US | 7 | \$ 68.26 | \$ 63.11 | \$ 69.62 | \$ 70.53 | N | MTWRF |
| 227743 | 0 | Week3 | 32 | T | 27 | DYNAMIC | 105 E MAIN, MARION MI 49665 US, US, US | 3 | \$ 68.37 | \$ 65.23 | \$ 66.95 | \$ 67.81 | N | MTWRF |
| 99031 | 49 | Week1 | 32 | T | 27 | BLARNEY CASTLE #832 | 6037 30TH AVE (M66), SEARS MI 49679 US, US, US | 7 | \$ 136.72 | \$ 139.11 | \$ 170.59 | \$ 148.16 | N | MTWRF |
| 232508 | 0 | Week2 | 32 | T | 27 | 4 CORNERS GRILL | 15086 M-115, MARION MI 49665 US, US, US | 6 | \$ 40.20 | \$ 34.83 | \$ 47.19 | \$ 45.62 | N | MTWRF |
| 211252 | 0 | Week1 | 32 | T | 28 | CHUCK'S CORNER | 15057 M-115, MARION MI 49655 US, US, US | 7 | \$ 42.87 | \$ 35.00 | \$ 34.89 | \$ 41.92 | N | MTWRF |
| 222063 | 0 | Week1 | 32 | T | 29 | MDOT OFFICE | 2897 16 MILE RD, MARION MI 49665 US, US, US | 5 | \$ 43.98 | \$ 39.42 | \$ 40.69 | \$ 41.20 | N | MTWRF |
| 99161 | 63 | Week1 | 32 | T | 30 | MARION VILLAGE MKT 4407 F.A. | 401 S. MILL RD, MARION MI 49665 US, US, US | 7 | \$ - | \$ - | \$ - | \$ - | N | MTWRF |
| 99062 | 63 | Week1 | 32 | T | 31 | MARION VILLAGE MARKET #4407 | 401 S. MILL RD, MARION MI 49665 US, US, US | 7 | \$ 37.42 | \$ 35.70 | \$ 37.02 | \$ 36.11 | N | MTWRF |
| 215570 | 0 | Week2 | 32 | T | 31 | MARION EAGLES | 101 E. MAIN, MARION MI 49665 US, US, US | 2 | \$ 102.49 | \$ 94.85 | \$ 98.64 | \$ 100.54 | N | MTWRF |
| 223935 | 0 | Week2 | 32 | T | 32 | SHANANJAC'S PIZZA | 221 E. MAIN STREET, MARION MI 49665 US, US, US | 6 | \$ 117.75 | \$ 117.72 | \$ 88.42 | \$ 89.46 | N | MTWRF |
| 216466 | 0 | Week1 | 32 | T | 32 | POLLINGTON MACHINE | 20669 30TH AVE., MARION MI 49665 US, US, US | 7 | \$ 143.29 | \$ 160.90 | \$ 152.22 | \$ 143.78 | N | MTWRF |
| 233223 | 0 | Week2 | 32 | T | 34 | BC PIZZA OF CADILLAC | 6184 E M-55, CADILLAC MI 49601 US, US, US | 6 | \$ 74.25 | \$ 89.44 | \$ 72.08 | \$ 73.87 | N | MTWRF |
| | | Week1 | 32 | T | | Cadillac Depot | 1539 Plett Rd, Cadillac, MI 49601, Cadillac MI 49601 US | | | | | | | |
| | | Week2 | 32 | T | | Cadillac Depot | 1539 Plett Rd, Cadillac, MI 49601, Cadillac MI 49601 US | | | | | | | |
| | | Week3 | 32 | T | | Cadillac Depot | 1539 Plett Rd, Cadillac, MI 49601, Cadillac MI 49601 US | | | | | | | |
| | | Week4 | 32 | T | | Cadillac Depot | 1539 Plett Rd, Cadillac, MI 49601, Cadillac MI 49601 US | | | | | | | |

| Acct # | Cust # | Week # | New Rt | New Delivery Day | New Stop | Customer Name | DisplayAddressFull | Frequency | Q1 Revenue per Delivery | Q2 Revenue per Delivery | Q3 Revenue per Delivery | Q4 Revenue per Delivery | Outside Hours Access (key/code stops) | Available Delivery Days |
|--------|--------|--------|--------|------------------|----------|-------------------------------|---|-----------|-------------------------|-------------------------|-------------------------|-------------------------|---------------------------------------|-------------------------|
| 99097 | 39 | Week1 | 32 | W | 1 | JOHNNY'S MARKET #4050 | 21445 PERRY ST, BIG RAPIDS MI 49307 US, US, US | 7 | \$ 85.20 | \$ 85.09 | \$ 85.47 | \$ 89.68 | N | MTWRF |
| 99117 | 56 | Week1 | 32 | W | 2 | WESCO #60 | 21380 PERRY AVE, BIG RAPIDS MI 49307 US, US, US | 7 | \$ 69.93 | \$ 55.36 | \$ 49.82 | \$ 62.22 | N | MTWRF |
| 99103 | 36 | Week1 | 32 | W | 3 | ADMIRAL #5820 | 631 S. STATE ST, BIG RAPIDS MI 49307-1955 US, US, US | 7 | \$ 20.00 | \$ 15.00 | \$ 15.00 | \$ 16.15 | N | MTWRF |
| 99031 | 69 | Week1 | 32 | W | 4 | BLARNEY CASTLE #272 | 710 SOUTH STATE ST, BIG RAPIDS MI 49307 US, US, US | 7 | \$ 326.02 | \$ 296.72 | \$ 299.51 | \$ 277.20 | N | MTWRF |
| 99049 | 0 | Week1 | 32 | W | 5 | FSU CATERING | 1401 Bond Circle, BIG RAPIDS MI 49307 US, US, US | 7 | \$ 263.15 | \$ 208.18 | \$ 313.97 | \$ 242.30 | N | MTWRF |
| 99049 | 1 | Week1 | 32 | W | 6 | FSU-THE ROCK | 1420 Knollview Dr, Big Rapids MI 49307 US, BIG RAP, US | 0 | \$ 198.90 | \$ - | \$ 2,145.57 | \$ 344.00 | N | MTWRF |
| 99049 | 3 | Week1 | 32 | W | 7 | FSU THE ROCK CAFE | 1420 KNOLLVIEW DR, BIG RAPIDS MI 49307 US, US, US | 7 | \$ 490.59 | \$1,065.70 | \$ 613.55 | \$ 497.23 | N | MTWRF |
| 99049 | 5 | Week1 | 32 | W | 8 | QUAD CAFE | 805 CAMPUS DRIVE, BIG RAPIDS MI 49307 US, US, US | 7 | \$ 304.18 | \$ 371.24 | \$ 335.67 | \$ 307.79 | N | MTWRF |
| 99049 | 10 | Week1 | 32 | W | 9 | STARBUCKS U.C. | 805 CAMPUS DRIVE, BIG RAPIDS MI 49307 US, US, US | 7 | \$ 19.35 | \$ 16.50 | \$ 17.23 | \$ 17.55 | N | MTWRF |
| 99049 | 11 | Week1 | 32 | W | 10 | STARBUCKS IRC | 1201 SOUTH STATE BUSINESS BUILDING, BIG RAPIDS MI,, US | 7 | \$ 13.19 | \$ - | \$ 11.70 | \$ - | N | MTWRF |
| 99035 | 31 | Week1 | 32 | W | 11 | INDEPENDENT BANK #616 | 404 PERRY ST., BIG RAPIDS MI 49307 US, US, US | 7 | \$ 49.66 | \$ 46.80 | \$ 47.58 | \$ 49.14 | N | MTWRF |
| 99140 | 7 | Week2 | 32 | W | 11 | ARBY'S BIG RAPIDS | 1294 PERRY RD, BIG RAPIDS MI 49307 US, US, US | 6 | \$ 58.81 | \$ 60.89 | \$ 76.94 | \$ 70.23 | N | MTWRF |
| 232320 | 0 | Week1 | 32 | W | 12 | RES LIFE CHURCH | 14734 215TH AVE, BIG RAPIDS MI 49307 US, US, US | 7 | \$ 122.35 | \$ 88.64 | \$ 52.77 | \$ 149.85 | N | MTWRF |
| 99063 | 0 | Week4 | 32 | W | 12 | DTE ENERGY | 609 BJORNSEN, BIG RAPIDS MI 49307 US, US, US | 4 | \$ 323.06 | \$ 304.68 | \$ 314.19 | \$ 323.06 | N | MTWRF |
| 232519 | 0 | Week1 | 32 | W | 13 | DAGGETT-GILBERT FUNERAL HOME | 13985 NORTHLAND DR, BIG RAPIDS MI 49307 US, US, US | 1 | \$ 50.82 | \$ 42.84 | \$ 45.43 | \$ 47.38 | Y | MTWRF |
| 232916 | 0 | Week1 | 32 | W | 14 | NORTHERN HEIGHTS CITGO | 11031 NORTHLAND DR., BIG RAPIDS MI 49307 US, US, US | 5 | \$ 79.81 | \$ 68.70 | \$ 86.53 | \$ 82.81 | N | MTWRF |
| 219234 | 0 | Week4 | 32 | W | 14 | MFIA - MECOSTA CO | 800 WATER TOWER RD., BIG RAPIDS MI 49307 US, US, US | 4 | \$ 72.64 | \$ 67.28 | \$ 70.85 | \$ 72.64 | N | MTWRF |
| 231585 | 1 | Week4 | 32 | W | 15 | HOSPICE OF BIG RAPIDS | 400 PERRY, BIG RAPIDS MI 49307 US, US, US | 4 | \$ 32.07 | \$ 29.14 | \$ 29.14 | \$ 29.14 | N | MTWRF |
| 233389 | 0 | Week1 | 32 | W | 15 | ULTIMATE ICE CREAM-BIG RAPIDS | 250 N. STATE STREET, BIG RAPIDS MI 49307 US, US, US | 7 | \$ - | \$ 36.54 | \$ 37.76 | \$ - | N | MTWRF |
| 99051 | 45 | Week1 | 32 | W | 16 | JET'S PIZZA MI-154 | 215 MAPLE ST., BIG RAPIDS MI 49307 US, US, US | 7 | \$ 77.47 | \$ 108.70 | \$ 120.65 | \$ 102.22 | N | MTWRF |
| 232281 | 0 | Week1 | 32 | W | 17 | THE GATE #2 | 327 S. 3RD AVE, BIG RAPIDS MI 49307 US, US, US | 7 | \$ 134.32 | \$ 91.04 | \$ 118.68 | \$ 118.15 | Y | MTWRF |
| 221163 | 0 | Week1 | 32 | W | 18 | MECOSTA-OSCEOLA FOOD SVC | 190th ave, BIG RAPIDS MI 49332 US, US, US | 7 | \$ 180.89 | \$ 116.08 | \$ 7.89 | \$ 164.16 | N | MTWRF |
| 224126 | 0 | Week1 | 32 | W | 19 | MECOSTA OSCEOLA MANUFACTURING | 15670 190TH AVE., BIG RAPIDS MI 49307 US, US, US | 7 | \$ 12.70 | \$ 11.56 | \$ 12.25 | \$ 12.25 | N | MTWRF |
| 206626 | 0 | Week1 | 32 | W | 20 | MECOSTA OSCEOLA CR-G | 15830 190TH AVE GRAPHIC ART, BIG RAPIDS MI 49307 U, US | 7 | \$ 67.93 | \$ 63.75 | \$ 67.48 | \$ 67.48 | N | MTWRF |
| 231034 | 0 | Week1 | 32 | W | 21 | MECOSTA/OSECOLA DIESEL/AUTO | 15830 190TH AVE, BIG RAPIDS MI 49307 US, US, US | 7 | \$ - | \$ - | \$ - | \$ - | N | MTWRF |
| 219498 | 0 | Week1 | 32 | W | 22 | MECOSTA-OSCEOLA CAREER CENTER | 15830 190TH AVE., BIG RAPIDS MI 49307 US, US, US | 7 | \$ 78.27 | \$ 58.79 | \$ 77.88 | \$ 65.63 | N | MTWRF |
| 232942 | 0 | Week2 | 32 | W | 23 | BR LUNCH BOX | 105 W BELLEVUE, BIG RAPIDS MI 49307 US, US, US | 2 | \$ 38.82 | \$ 36.26 | \$ 37.47 | \$ 38.07 | N | MTWRF |
| 231052 | 0 | Week1 | 32 | W | 23 | MECOSTA-OSCEOLA I.S.D. | 18710 16 MILE RD, BIG RAPIDS MI 49307 US, US, US | 7 | \$ 33.89 | \$ 39.22 | \$ 32.84 | \$ 29.55 | N | MTWRF |
| 99033 | 254 | Week1 | 32 | W | 24 | BIG RAPIDS PRODUCTS | 1315 HANCHETTE DR, BIG RAPIDS MI 49307 US, US, US | 5 | \$ 17.78 | \$ 17.05 | \$ 16.96 | \$ 17.86 | N | MTWRF |
| 99054 | 15 | Week1 | 32 | W | 25 | CHARTER COMMUNICATIONS | 1100 MAPLE ST, BIG RAPIDS MI 49307 US, US, US | 7 | \$ 42.88 | \$ 39.07 | \$ 45.86 | \$ 41.91 | N | MTWRF |
| 213757 | 0 | Week1 | 32 | W | 26 | ORIGINAL FOOTWEAR COMPANY | 1005 BALDWIN, BIG RAPIDS MI 49307 US, US, US | 7 | \$ 40.86 | \$ 48.25 | \$ 37.62 | \$ 38.59 | N | MTWRF |
| 228926 | 0 | Week1 | 32 | W | 27 | ORIGINAL FOOTWEAR COMPANY | 1005 BALDWIN ST, BIG RAPIDS MI 49307 US, US, US | 7 | \$ 289.83 | \$ 244.86 | \$ 254.31 | \$ 250.20 | N | MTWRF |
| 230224 | 0 | Week1 | 32 | W | 28 | GYPSY NICKEL LOUNGE | 228 BALDWIN, BIG RAPIDS MI 49307 US, US, US | 7 | \$ 91.80 | \$ 81.20 | \$ 78.43 | \$ 86.54 | N | MTWRF |
| 99103 | 34 | Week1 | 32 | W | 29 | ADMIRAL #5798 | 805 N. STATE ST, BIG RAPIDS MI 49307-1107 US, US, US | 7 | \$ 20.00 | \$ 15.00 | \$ 15.00 | \$ 16.15 | N | MTWRF |
| 99084 | 2 | Week1 | 32 | W | 30 | BURNIPS EQUIPMENT CO | 18612 NORTHLAND DRIVE, BIG RAPIDS MI 49307 US, U, US | 7 | \$ 258.17 | \$ 207.72 | \$ 231.99 | \$ 228.58 | N | MTWRF |
| 218209 | 0 | Week1 | 32 | W | 31 | Paris Auto Sales | 18415 Northland, Big Rapids MI 49307 US | 7 | \$ 188.87 | \$ 177.11 | \$ 198.30 | \$ 194.61 | N | MTWRF |
| 230427 | 0 | Week1 | 32 | W | 32 | DAIRY DEPOT | 534 S CHESTNUT, REED CITY MI 49677 US, US, US | 7 | \$ 46.59 | \$ 43.91 | \$ 45.90 | \$ - | N | MTWRF |
| 231690 | 0 | Week1 | 32 | W | 33 | HERSEY PARTY STORE | 640 N. MAIN ST, HERSEY MI 49639 US, US, US | 7 | \$ 44.76 | \$ 41.59 | \$ 43.06 | \$ 38.03 | N | MTWRF |
| 232892 | 0 | Week1 | 32 | W | 34 | RIVER JUNCTION | 107 N MAIN STREET, HERSEY MI 49639 US, US, US | 5 | \$ 114.42 | \$ - | \$ 100.69 | \$ 113.06 | N | MTWRF |
| | | Week1 | 32 | W | | Cadillac Depot | 1539 Plett Rd, Cadillac, MI 49601, Cadillac MI 49601 US | | | | | | | |
| | | Week2 | 32 | W | | Cadillac Depot | 1539 Plett Rd, Cadillac, MI 49601, Cadillac MI 49601 US | | | | | | | |
| | | Week3 | 32 | W | | Cadillac Depot | 1539 Plett Rd, Cadillac, MI 49601, Cadillac MI 49601 US | | | | | | | |
| | | Week4 | 32 | W | | Cadillac Depot | 1539 Plett Rd, Cadillac, MI 49601, Cadillac MI 49601 US | | | | | | | |

| Acct # | Cust # | Week # | New Rt | New Delivery Day | New Stop | Customer Name | DisplayAddressFull | Frequency | Q1 Revenue per Delivery | Q2 Revenue per Delivery | Q3 Revenue per Delivery | Q4 Revenue per Delivery | Outside Hours Access (key/code stops) | Available Delivery Days |
|--------|--------|--------|--------|------------------|----------|--------------------------------|---|-----------|-------------------------|-------------------------|-------------------------|-------------------------|---------------------------------------|-------------------------|
| 99031 | 80 | Week1 | 38 | F | 1 | BLARNEY CASTLE #426 | 4946 GARFIELD RD., KINGSLEY MI 49649 US, US, US | 7 | \$ 146.73 | \$ 171.55 | \$ 184.29 | \$ 171.53 | N | MTWRF |
| 99103 | 41 | Week1 | 38 | F | 2 | VILLAGE PANTRY #5056 | 2001 GARFIELD ROAD NORTH, TRAVERSE CITY MI 49686 U, US | 7 | \$ 20.06 | \$ 15.00 | \$ 15.00 | \$ 16.15 | N | MTWRF |
| 233250 | 0 | Week1 | 38 | F | 3 | GRAND TRAVERSE CTY ROAD COMM | 1881 LAFRANIER RD., TRAVERSE CITY MI 49696 US, U, US | 7 | \$ 155.42 | \$ 118.69 | \$ 141.46 | \$ 153.65 | N | MTWRF |
| 99054 | 14 | Week1 | 38 | F | 4 | CHARTER | 1392 TRADE DR., TRAVERSE CITY MI 49686 US, US, US | 7 | \$ 128.30 | \$ 120.36 | \$ 113.63 | \$ 108.30 | N | MTWRF |
| 233287 | 0 | Week1 | 38 | F | 5 | FRENCH MANOR TERRA | 1420 TERRA ROAD, TRAVERSE CITY MI 49686 US, US, US | 7 | \$ 95.54 | \$ 82.23 | \$ 92.87 | \$ 95.02 | N | MTWRF |
| 232534 | 0 | Week1 | 38 | F | 6 | FRENCH MANOR LAFRANIER | 3090 LAFRANIER, TRAVERSE CITY MI 49686 US, US, US | 5 | \$ 113.16 | \$ 75.61 | \$ 90.76 | \$ 108.35 | N | MTWRF |
| 230163 | 0 | Week1 | 38 | F | 7 | KEYSTONE AUTO | 3340 KEYSTONE RD, TRAVERSE CITY MI 49686 US, US, US | 7 | \$ 42.21 | \$ 38.69 | \$ 40.10 | \$ 41.83 | N | MTWRF |
| 228747 | 0 | Week2 | 38 | F | 7 | WILLIES REAR | 1315 S AIRPORT, TRAVERSE CITY MI 49684 US, US, US | 6 | \$ 76.93 | \$ 59.21 | \$ 63.35 | \$ 71.30 | N | MTWRF |
| 229338 | 0 | Week1 | 38 | F | 8 | CROUCHS RADIATOR SERVICE | 3340 N KEYSTONE RD, TRAVERSE CITY MI 49684 US, U, US | 5 | \$ 54.96 | \$ 47.66 | \$ 50.22 | \$ 51.50 | N | MTWRF |
| 228746 | 0 | Week2 | 38 | F | 9 | BEVERAGE COMPANY | 1116 CARVER, TRAVERSE CITY MI 49686 US, US, US | 2 | \$ 385.66 | \$ 132.95 | \$ 137.40 | \$ 262.64 | N | MTWRF |
| 232505 | 0 | Week1 | 38 | F | 9 | SALVATION ARMY THRIFT STORE TC | 1225 W. SOUTH AIRPORT, TRAVERSE CITY MI 49686 US,, US | 1 | \$ 159.95 | \$ 75.10 | \$ 95.66 | \$ 137.00 | N | MTWRF |
| 99035 | 89 | Week1 | 38 | F | 10 | INDEPENDENT BANK #642 | 1239 SOUTH GARFIELD, TRAVERSE CITY MI 49686 US,, US | 7 | \$ 31.18 | \$ 29.20 | \$ 29.69 | \$ 30.66 | N | MTWRF |
| 229332 | 0 | Week1 | 38 | F | 11 | RYAN PAULSON D.D.S. | 928 SOUTH GARFIELD AVE, TRAVERSE CITY MI 49685 US,, US | 1 | \$ 112.65 | \$ 105.82 | \$ 108.20 | \$ 108.99 | N | MTWRF |
| 99063 | 11 | Week2 | 38 | F | 11 | DTE ENERGY | 1011 HASTINGS STREET, TRAVERSE CITY MI 49684 US,, US | 2 | \$ 79.64 | \$ 74.23 | \$ 77.50 | \$ 78.89 | N | MTWRF |
| 229274 | 0 | Week4 | 38 | F | 11 | TRAVERSE HEALTH CLINIC | 1719 SOUTH GARFIELD, TRAVERSE CITY MI 49684 US,, US | 4 | \$ 312.18 | \$ 288.79 | \$ 170.72 | \$ 175.29 | N | MTWRF |
| 231244 | 0 | Week1 | 38 | F | 12 | EPS | 1117 CARVER ST, TRAVERSE CITY MI 49686 US, US, US | 7 | \$ 189.30 | \$ 139.06 | \$ 161.78 | \$ 179.86 | Y | MTWRF |
| 229288 | 0 | Week3 | 38 | F | 13 | NORMIC INDUSTRIES | 1733 PARK DR, TRAVERSE CITY MI 49686 US, US, US | 3 | \$ 178.94 | \$ 157.55 | \$ 128.13 | \$ 158.20 | N | MTWRF |
| 218419 | 0 | Week1 | 38 | F | 13 | RANDY'S DINER | 1120 CARVER, TRAVERSE CITY MI 49686 US, US, US | 5 | \$ 113.48 | \$ 188.19 | \$ 196.89 | \$ 203.64 | N | MTWRF |
| 232954 | 0 | Week1 | 38 | F | 14 | DAVE'S GARAGE | 911 HASTINGS ST, TRAVERSE CITY MI 49686 US, US, US | 7 | \$ 106.42 | \$ 91.16 | \$ 111.44 | \$ 104.72 | N | MTWRF |
| 216186 | 0 | Week3 | 38 | F | 14 | GEN. TEAMSTERS UNION | 877 ROBINWOOD CT, TRAVERSE CITY MI 49686 US, US, US | 3 | \$ 73.30 | \$ 67.36 | \$ 70.95 | \$ 72.74 | N | MTWRF |
| 229328 | 0 | Week2 | 38 | F | 14 | WORLD MAGNETICS | 810 HASTINGS, TRAVERSE CITY MI 49686 US, US, US | 2 | \$ 162.87 | \$ 159.98 | \$ 168.49 | \$ 172.74 | N | MTWRF |
| 229294 | 0 | Week3 | 38 | F | 15 | SQUARE DEAL | 900 WOODMERE, TRAVERSE CITY MI 49686 US, US, US | 3 | \$ 53.45 | \$ 83.12 | \$ 52.06 | \$ 52.89 | N | MTWRF |
| 220755 | 0 | Week1 | 38 | F | 15 | ALLEGRA MARKETING PRINT MAIL | 1224 CENTRE ST., TRAVERSE CITY MI 49686 US, US, US | 7 | \$ 71.70 | \$ 97.01 | \$ 74.32 | \$ 71.29 | N | MTWRF |
| 230939 | 0 | Week2 | 38 | F | 15 | LOBDELL ENTERPRISES | 745 S Garfield Ave, Traverse City MI 49686 US, TRA, US | 2 | \$ 42.05 | \$ 37.56 | \$ 40.05 | \$ 41.30 | N | MTWRF |
| 229327 | 0 | Week1 | 38 | F | 16 | GREAT LAKES ENVIRONMENTAL | 739 HASTINGS STREET, TRAVERSE CITY MI 49684 US,, US | 1 | \$ 160.09 | \$ 157.15 | \$ 159.91 | \$ 156.35 | N | MTWRF |
| 228694 | 0 | Week1 | 38 | F | 17 | PURE WATER WORKS | 720 S Garfield Ave, Traverse City MI 49686 US, TRA, US | 5 | \$ 53.33 | \$ 46.26 | \$ 46.07 | \$ 48.60 | N | MTWRF |
| 229336 | 0 | Week1 | 38 | F | 18 | A.B.S. - GARFIELD COURTS | 806 S Garfield ave, Travers City MI 49686 US, US, US | 1 | \$ 37.21 | \$ 35.00 | \$ 35.97 | \$ 36.46 | N | MTWRF |
| 229775 | 0 | Week2 | 38 | F | 18 | DEERINGS MARKET EAST | 1142 BARLOW ST., TRAVERSE CITY MI 49686 US, US, US | 2 | \$ 371.86 | \$ 227.84 | \$ 231.94 | \$ 230.14 | N | MTWRF |
| 233413 | 0 | Week1 | 38 | F | 19 | GREAT LAKES CHOCOLATE CO | 819 S GARFIELD AVE, TRAVERSE CITY MI 49686 US, U, US | 5 | \$ 49.69 | \$ 45.35 | \$ 45.35 | \$ 41.17 | N | MTRF |
| 229340 | 0 | Week1 | 38 | F | 20 | GARFIELD COURTS | 808 S GARFIELD SUITE C, TRAVERSE CITY MI 49686 US,, US | 1 | \$ 35.00 | \$ 35.00 | \$ 35.00 | \$ 35.00 | N | MTWRF |
| 229100 | 0 | Week1 | 38 | F | 21 | LIVING LIGHT MESSAGE | 134 W STATE ST, TRAVERSE CITY MI 49686 US,, US | 8 | \$ 93.45 | \$ 79.52 | \$ 85.34 | \$ 90.16 | Y | MTWRF |
| 233119 | 0 | Week4 | 38 | F | 21 | DC NORRIS NA | 1564 NORTHERN STAR DRIVE, TRAVERSE CITY MI 49696 U, US | 2 | \$ 96.04 | \$ 83.90 | \$ 87.25 | \$ 94.26 | N | MTWRF |
| 99140 | 3 | Week2 | 38 | F | 22 | ARBY'S TC2 | 1370 SOUTH AIRPORT ROAD, TRAVERSE CITY MI 49684 US, US | 6 | \$ 43.97 | \$ 43.60 | \$ 39.41 | \$ 29.35 | N | MTWRF |
| 99104 | 21 | Week1 | 38 | F | 22 | PERFECTION DIST-TC GARAGE | 835 WOODMERE AVE, TRAVERSE CITY MI 49686 US, US, US | 7 | \$ 26.67 | \$ 20.48 | \$ 20.88 | \$ 24.77 | Y | MTWRF |
| 210049 | 2 | Week1 | 38 | F | 23 | GILLISON'S VARIETY FABRICATION | 1515 WOODMERE, TRAVERSE CITY MI 49684 US, US, US | 7 | \$ 23.58 | \$ 25.60 | \$ 23.33 | \$ 21.88 | N | MTWRF |
| 230388 | 0 | Week2 | 38 | F | 23 | DOUBLE TIME TRANSPORT | 3139 KEYSTONE N UNIT B, TRAVERSE CITY MI 49686 US,, US | 6 | \$ 59.19 | \$ 54.76 | \$ 56.51 | \$ 57.92 | N | MTWRF |
| 220807 | 0 | Week1 | 38 | F | 24 | MITCHELL GRAPHICS | 1445 WOODMERE, TRAVERSE CITY MI 49686 US, US, US | 7 | \$ 39.69 | \$ 45.26 | \$ 39.58 | \$ 42.04 | N | MTWRF |
| 229259 | 0 | Week1 | 38 | F | 25 | GT MOBILE COMMUNICATIONS | 1670 BARLOW ST. #1, TRAVERSE CITY MI 49686 US, U, US | 7 | \$ 82.11 | \$ 67.85 | \$ 76.67 | \$ 81.88 | N | MTWRF |
| 223801 | 0 | Week2 | 38 | F | 25 | PACE NORTH | 2325 GARFIELD RD, TRAVERSE CITY MI 49686 US, US, US | 6 | \$ 839.86 | \$ 598.36 | \$ 672.52 | \$ 764.29 | N | MTWRF |
| 230008 | 0 | Week1 | 38 | F | 26 | CHINA FAIR | 1357 W SOUTH AIRPORT, TRAVERSE CITY MI 49684 US,, US | 7 | \$ 68.81 | \$ 50.68 | \$ 38.76 | \$ 45.56 | N | MTWRF |
| 232261 | 0 | Week1 | 38 | F | 27 | LUCKY JACKS | 1705 S. GARFIELD AVE, TRAVERSE CITY MI 49686 US,, US | 1 | \$ 35.00 | \$ 35.00 | \$ 35.00 | \$ 35.00 | N | MTWRF |
| 232757 | 0 | Week1 | 38 | F | 28 | NORTHERN AUTO SERVICE | 501 W.S. AIRPORT RD, TRAVERSE CITY MI 49686 US,, US | 7 | \$ 69.16 | \$ 60.62 | \$ 62.65 | \$ 65.36 | N | MTWRF |
| 233337 | 0 | Week1 | 38 | F | 29 | UNDERGROUND CHEESECAKE CO | 767 DUELL RD SUITE C, TRAVERSE CITY MI 49686 US,, US | 5 | \$ 177.28 | \$ 67.43 | \$ 126.08 | \$ 184.09 | N | MTWRF |
| 232638 | 0 | Week1 | 38 | F | 30 | HAGERTY-VIDEO GARAGE | 811 LYNCH DRIVE, TRAVERSE CITY MI 49684 US, US, US | 7 | \$ 91.26 | \$ 85.69 | \$ 92.56 | \$ 90.34 | N | MTWRF |
| 229485 | 0 | Week1 | 38 | F | 31 | FEDERAL SCREW WORKS | 2270 Traversefield Dr, Travers City MI 49686 US,,, US | 8 | \$ 108.68 | \$ 102.07 | \$ 107.53 | \$ 107.47 | Y | MTWRF |
| 232053 | 0 | Week1 | 38 | F | 32 | PLASCON GROUP | 2375 TRAVERSEFIELD DRIVE, TRAVERSE CITY MI 49686 U, US | 1 | \$ 157.54 | \$ 145.19 | \$ 152.92 | \$ 156.79 | N | MTWRF |
| 227544 | 0 | Week1 | 38 | F | 33 | CLASSIC AUTO BODY | 1505 Garfield Rd N, Traverse City MI 49696 US, TRA, US | 7 | \$ 41.70 | \$ 35.52 | \$ 39.16 | \$ 39.31 | N | MTWRF |
| 233208 | 0 | Week1 | 38 | F | 34 | MAYFIELD COUNTRY STORE | 4044 S. GARFIELD ROAD, KINGSLEY MI 49649 US, US, US | 7 | \$ 38.26 | \$ 35.60 | \$ 36.98 | \$ 37.74 | N | MTWRF |
| | | Week1 | 38 | F | | Cadillac Depot | 1539 Plett Rd, Cadillac, MI 49601, Cadillac MI 49601 US | | | | | | | |
| | | Week2 | 38 | F | | Cadillac Depot | 1539 Plett Rd, Cadillac, MI 49601, Cadillac MI 49601 US | | | | | | | |
| | | Week3 | 38 | F | | Cadillac Depot | 1539 Plett Rd, Cadillac, MI 49601, Cadillac MI 49601 US | | | | | | | |
| | | Week4 | 38 | F | | Cadillac Depot | 1539 Plett Rd, Cadillac, MI 49601, Cadillac MI 49601 US | | | | | | | |

| Acct # | Cust # | Week # | New Rt | New Delivery Day | New Stop | Customer Name | DisplayAddressFull | Frequency | Q1 Revenue per Delivery | Q2 Revenue per Delivery | Q3 Revenue per Delivery | Q4 Revenue per Delivery | Outside Hours Access (key/code stops) | Available Delivery Days |
|--------|--------|--------|--------|------------------|----------|--------------------------------|---|-----------|-------------------------|-------------------------|-------------------------|-------------------------|---------------------------------------|-------------------------|
| 231079 | 8 | Week1 | 38 | M | 1 | NMCAA PPE | 3963 THREE MILE ROAD, TRAVERSE CITY MI 49686 US,, US | 0 | \$ - | \$ - | \$ - | \$ - | N | MTWRF |
| 230398 | 0 | Week1 | 38 | M | 2 | THE COTTAGE | 472 MUNSON AVE, TRAVERSE CITY MI 49686 US, US, US | 7 | \$ 245.55 | \$ 236.27 | \$ 307.78 | \$ 283.24 | N | MTWRF |
| 229100 | 0 | Week1 | 38 | M | 3 | LIVING LIGHT MESSAGE | 134 W STATE ST, TRAVERSE CITY MI 49686 US, US, US | 8 | \$ 93.45 | \$ 79.52 | \$ 85.34 | \$ 90.16 | Y | MTWRF |
| 99103 | 38 | Week1 | 38 | M | 4 | ADMIRAL #5878 | 732 E FRONT ST, TRAVERSE CITY MI 49686-2620 US,, US | 7 | \$ 20.00 | \$ 15.00 | \$ 15.00 | \$ 16.15 | N | MTWRF |
| 99161 | 84 | Week1 | 38 | M | 5 | SPT FAMILY FARE #642 FIRST AID | 905 E. 8TH STREET, TRAVERSE CITY MI 49684 US, US, US | 7 | \$ - | \$ 300.22 | \$ - | \$ - | N | MTWRF |
| 99061 | 84 | Week1 | 38 | M | 6 | SPT FAMILY FARE #642 | 905 E. 8TH STREET, TRAVERSE CITY MI 49684 US, US, US | 7 | \$ 67.60 | \$ 68.04 | \$ 64.64 | \$ 72.23 | N | MTWRF |
| 222712 | 0 | Week1 | 38 | M | 7 | POTTERS FINE PASTRIES | 908 E. 8TH STREET, TRAVERSE CITY MI 49686 US, US, US | 7 | \$ 99.74 | \$ 78.77 | \$ 84.99 | \$ 95.28 | N | MTWRF |
| 229271 | 0 | Week3 | 38 | M | 7 | DINGEMAN & DANCER, PLC | 100 Park St, Traverse City, MI 49684, TRAVERSE CIT, US | 3 | \$ 66.65 | \$ 61.72 | \$ 65.01 | \$ 66.65 | N | MTWRF |
| 229315 | 0 | Week1 | 38 | M | 8 | DEB LYNCH | 934 8TH ST, TRAVERSE CITY MI 49686 US, US, US | 1 | \$ 35.00 | \$ 35.00 | \$ 35.00 | \$ 35.00 | N | MTWRF |
| 226920 | 0 | Week1 | 38 | M | 9 | CITY OF TC-CEMETERY | 1720 HANNAH, TRAVERSE CITY MI 49686 US, US, US | 7 | \$ 11.95 | \$ 23.80 | \$ 18.47 | \$ 16.68 | Y | MTWRF |
| 233366 | 0 | Week1 | 38 | M | 10 | JERSEY MIKE'S TRAVERSE CITY | 110 MUNSON AVE, TRAVERSE CITY MI 49686 US, US, US | 7 | \$ 146.55 | \$ 94.58 | \$ 118.30 | \$ 132.86 | N | MTWRF |
| 230084 | 0 | Week1 | 38 | M | 11 | OLD MISSION TAVERN | 17015 CENTER RD OLD MISSION PENINSULA, TRAVERSE CI, US | 7 | \$ 294.33 | \$ 175.79 | \$ 248.78 | \$ 243.14 | N | MTWRF |
| 99140 | 0 | Week2 | 38 | M | 12 | ARBY'S TC1 | 720 MUNSON AVE, TRAVERSE CITY MI 49686 US, US, US | 6 | \$ 77.17 | \$ - | \$ 32.99 | \$ 7.88 | N | MTWRF |
| 226922 | 0 | Week1 | 38 | M | 12 | CITY OF TC-WATER TREATMENT | 2010 EASTERN AVE, TRAVERSE CITY MI 49686 US, US, US | 7 | \$ 34.67 | \$ 40.16 | \$ 78.50 | \$ 28.73 | Y | MTWRF |
| 99031 | 20 | Week1 | 38 | M | 13 | BLARNEY CASTLE #680 | 509 MUNSON AVE, TRAVERSE CITY MI 49686 US, US, US | 7 | \$ 55.98 | \$ 51.84 | \$ 75.73 | \$ 54.31 | N | MTWRF |
| 232605 | 0 | Week1 | 38 | M | 14 | PRESBYTERIAN CHURCH OF TC | 701 WESTMINSTER RD, TRAVERSE CITY MI 49685 US, U, US | 1 | \$ 91.53 | \$ 100.13 | \$ 96.83 | \$ 88.63 | N | MTWRF |
| 99103 | 44 | Week1 | 38 | M | 15 | ADMIRAL/TOBACCO #5771 | 744 MUNSON AVE, TRAVERSE CITY MI 49686-3525 US,, US | 7 | \$ 20.00 | \$ 15.00 | \$ 15.00 | \$ 16.15 | N | MTWRF |
| 229330 | 0 | Week4 | 38 | M | 16 | NATURAL GAS COM. SYSTEMS | 2480 AERO PARK DR, TRAVERSE CITY MI 49686 US, US, US | 4 | \$ 256.86 | \$ 274.52 | \$ 274.48 | \$ 197.89 | N | MTWRF |
| 99062 | 9 | Week1 | 38 | M | 16 | TOM'S FOOD MKT #793 | 738 MUNSON AVE., TRAVERSE CITY MI 49684 US, US, US | 7 | \$ 89.02 | \$ 71.40 | \$ 81.15 | \$ 75.47 | N | MTWRF |
| 233209 | 0 | Week1 | 38 | M | 17 | SKILLED MANUFACTURING INC. | 2440 AERO PARK DR., TRAVERSE CITY MI 49686 US, U, US | 7 | \$ 76.45 | \$ 77.17 | \$ 71.90 | \$ 66.01 | N | MTWRF |
| 226425 | 0 | Week1 | 38 | M | 18 | NATIONAL VACUUM EQUIP, INC. | 2670 AEROPARK DR, TRAVERSE CITY MI 49686 US, US, US | 7 | \$ 718.29 | \$ 535.60 | \$ 585.52 | \$ 641.43 | N | MTWRF |
| 209583 | 0 | Week1 | 38 | M | 19 | BORIDE ENG. ABRASIVE | 2615 AERO PARK DRIVE, TRAVERSE CITY MI 49686 US,, US | 7 | \$ 237.73 | \$ 236.12 | \$ 247.26 | \$ 228.22 | N | MTWRF |
| 229940 | 0 | Week1 | 38 | M | 20 | VILLAGE PRESS | 2779 AERO PARK DR., TRAVERSE CITY MI 49686 US, U, US | 7 | \$ 181.75 | \$ 96.82 | \$ 130.21 | \$ 123.99 | Y | MTWRF |
| 229270 | 0 | Week2 | 38 | M | 20 | GREEN SQUARE, LLC | 872 MUNSON AVE, TRAVERSE CITY MI 49686 US, US, US | 2 | \$ 37.47 | \$ 35.00 | \$ 35.61 | \$ 35.91 | N | MTWRF |
| 229266 | 0 | Week1 | 38 | M | 21 | HAGERTY/COMMERCIAL | 141 RIVERS EDGE DR, TRAVERSE CITY MI 49684 US, U, US | 7 | \$ 119.09 | \$ 127.86 | \$ 143.32 | \$ 125.55 | N | MTWRF |
| 231103 | 0 | Week1 | 38 | M | 22 | QUEST INTEGRATED | 1023 BUSINESS PARK DRIVE, TRAVERSE CITY MI 49686 U, US | 1 | \$ 57.72 | \$ 48.84 | \$ 51.43 | \$ 52.73 | N | MTWRF |
| 229320 | 0 | Week1 | 38 | M | 23 | AMERICAN PROFICIENCY INST. | 1159 BUSINESS PARK DRIVE, TRAVERSE CITY MI 49686 U, US | 1 | \$ 35.00 | \$ 35.04 | \$ 35.00 | \$ 35.00 | N | MTWRF |
| 229322 | 0 | Week1 | 38 | M | 24 | HOBART BROTHERS LLC | 1631 INTERNATIONAL DR., TRAVERSE CITY MI 49686 US,, US | 5 | \$ 117.33 | \$ 103.41 | \$ 107.45 | \$ 109.07 | N | MTWRF |
| 229331 | 0 | Week1 | 38 | M | 25 | OILGEAR | 1424 INTERNATIONAL DRIVE, TRAVERSE CITY MI 49686 U, US | 5 | \$ 584.36 | \$ 443.84 | \$ 521.06 | \$ 448.96 | N | MTWRF |
| 233357 | 0 | Week1 | 38 | M | 26 | MITCHELL CREEK CONDOMIUMS | 4250 MITCHELL CREEK DR, TRAVERSE CITY MI 49686 US,, US | 5 | \$ 49.64 | \$ 46.86 | \$ 46.86 | \$ 46.86 | N | MTWRF |
| 233504 | 0 | Week1 | 38 | M | 27 | SHADY ELM PROPERTIES | 880 MUNSON AVE, TRAVERSE CITY MI 49686 US, US, US | 5 | \$ 40.60 | \$ - | \$ - | \$ 39.96 | Y | MTWRF |
| 230453 | 0 | Week1 | 38 | M | 28 | CHERRY TREE INN & SUITES | 2345 US 31 NORTH, TRAVERSE CITY MI 49686 US, US, US | 7 | \$ 59.95 | \$ 56.53 | \$ 58.58 | \$ - | N | MTWRF |
| 232311 | 0 | Week1 | 38 | M | 29 | TC EASTSIDE LLC | 2700 HOLIDAY RD, TRAVERSE CITY MI 49686 US, US, US | 7 | \$ 91.71 | \$ 67.93 | \$ 80.49 | \$ 90.54 | N | MTWRF |
| 229316 | 0 | Week1 | 38 | M | 30 | CHILDRENS THERAPY CORNER | 1810 CHARTWELL DRIVE, TRAVERSE CITY MI 49686 US,, US | 5 | \$ 93.10 | \$ 59.36 | \$ 36.11 | \$ 57.40 | N | MTWRF |
| | | Week1 | 38 | M | | Cadillac Depot | 1539 Plett Rd, Cadillac, MI 49601, Cadillac MI 49601 US | | | | | | | |
| | | Week2 | 38 | M | | Cadillac Depot | 1539 Plett Rd, Cadillac, MI 49601, Cadillac MI 49601 US | | | | | | | |
| | | Week3 | 38 | M | | Cadillac Depot | 1539 Plett Rd, Cadillac, MI 49601, Cadillac MI 49601 US | | | | | | | |
| | | Week4 | 38 | M | | Cadillac Depot | 1539 Plett Rd, Cadillac, MI 49601, Cadillac MI 49601 US | | | | | | | |

| Acct # | Cust # | Week # | New Rt | New Delivery Day | New Stop | Customer Name | DisplayAddressFull | Frequency | Q1 Revenue per Delivery | Q2 Revenue per Delivery | Q3 Revenue per Delivery | Q4 Revenue per Delivery | Outside Hours Access (key/code stops) | Available Delivery Days |
|--------|--------|--------|--------|------------------|----------|--------------------------------|---|-----------|-------------------------|-------------------------|-------------------------|-------------------------|---------------------------------------|-------------------------|
| 229276 | 0 | Week1 | 38 | R | 1 | AROMA'S | 10850 E TRAVERSE HWY, TRAVERSE CITY MI 49684 US,, US | 7 | \$ 46.60 | \$ 43.31 | \$ 45.26 | \$ 46.08 | N | MTWRF |
| 99148 | 2 | Week1 | 38 | R | 2 | BAYVIEW PROFESSIONAL CENTER | 10850 E TRAVERSE HWY, TRAVERSE CITY MI 49684 US,, US | 7 | \$ 112.56 | \$ 103.73 | \$ - | \$ 107.42 | N | MTWRF |
| 99062 | 12 | Week1 | 38 | R | 3 | TOM'S FOOD MKT #800 | 13940 WEST BAY SHORE, TRAVERSE CITY MI 49684 US,, US | 7 | \$ 97.97 | \$ 92.69 | \$ 96.08 | \$ 97.25 | N | MTWRF |
| 99077 | 1 | Week1 | 38 | R | 4 | NORTHWEST MI HEALTH SVC-TC | 10767 E. TRAVERSE HWY, TRAVERSE CITY MI 49684 US,, US | 7 | \$ 236.25 | \$ 369.88 | \$ 348.50 | \$ 277.43 | N | MTWRF |
| 99148 | 0 | Week1 | 38 | R | 5 | GATEWAY CONDO ASSOCIATION | 13919 S. WEST BAYSHORE, TRAVERSE CITY MI 49684 US,, US | 7 | \$ 69.07 | \$ 50.01 | \$ - | \$ 51.03 | N | MTWRF |
| 232253 | 0 | Week1 | 38 | R | 6 | ORCHARD CREEK SUPPORTIVE CARE | 9739 E. CHERRYBEND RD, TRAVERSE CITY MI 49684 US,, US | 7 | \$ 25.22 | \$ 25.00 | \$ 25.00 | \$ 25.00 | N | MTWRF |
| 99148 | 1 | Week2 | 38 | R | 6 | WESTPORT | 10691 CARTER RD Office Building, TRAVERSE CITY MI,, US | 2 | \$ 52.97 | \$ 52.47 | \$ - | \$ 52.47 | N | MTWRF |
| 233131 | 0 | Week4 | 38 | R | 6 | WELLS FARGO ADVISORS #5575 | 10850 E. TRAVERSE HWY SUITE 5575, TRAVERSE CITY MI, US | 4 | \$ 58.19 | \$ 50.84 | \$ 52.88 | \$ 55.33 | N | MTWRF |
| 228760 | 0 | Week1 | 38 | R | 7 | ORCHARD CREEK | 9715 E CHERRY BEND ROAD, TRAVERSE CITY MI 49684 US, US | 7 | \$ 41.54 | \$ 36.83 | \$ 38.39 | \$ 40.06 | Y | MTWRF |
| 231148 | 0 | Week1 | 38 | R | 8 | CEDAR CREEK APTS | 12047 S ELK RUN, TRAVERSE CITY MI 49684 US, US, US | 7 | \$ 42.21 | \$ 37.62 | \$ 38.93 | \$ 39.51 | Y | MTWRF |
| 231937 | 0 | Week4 | 38 | R | 8 | YACHT HAVEN | 12930 S. WESTBAY SHORE DRIVE, TRAVERSE CITY MI 496, US | 4 | \$ 74.15 | \$ 63.59 | \$ - | \$ 71.40 | N | MTWRF |
| 233133 | 0 | Week1 | 38 | R | 9 | HOSPICE OF MICHIGAN-TRAVERSE C | 10850 E. TRAVERSE HWY Suite 1155, TRAVERSE CITY MI, US | 5 | \$ 39.14 | \$ 35.00 | \$ 35.46 | \$ 36.59 | N | MTWRF |
| 229282 | 0 | Week1 | 38 | R | 10 | INOCHEE APARTMENTS | 1459 RAMSDELL, TRAVERSE CITY MI 49686 US, US, US | 1 | \$ 101.77 | \$ 93.55 | \$ 99.15 | \$ 101.02 | N | MTWRF |
| 229334 | 0 | Week3 | 38 | R | 10 | TRAVERSE BAY U.M.C | 1200 RAMSDELL, TRAVERSE CITY MI 49684 US, US, US | 3 | \$ 67.34 | \$ 58.31 | \$ 61.43 | \$ 62.99 | N | MTWRF |
| 233487 | 0 | Week1 | 38 | R | 11 | HICKORY HILLS | 2000 RANDOLPH, TRAVERSE CITY MI 49684 US, US, US | 7 | \$ 59.05 | \$ 26.86 | \$ - | \$ 32.64 | N | MTWRF |
| 230206 | 0 | Week1 | 38 | R | 12 | ADVANCED FOOT & ANKLE | 3865 W FRONT UNIT 6, TRAVERSE CITY MI 49684 US,, US | 5 | \$ 53.54 | \$ 32.97 | \$ 38.29 | \$ 36.26 | N | MTWRF |
| 99062 | 11 | Week1 | 38 | R | 13 | TOM'S FOOD MKT #797 | 1201 S DIVISION, TRAVERSE CITY MI 49684 US, US, US | 7 | \$ 86.54 | \$ 87.96 | \$ 72.59 | \$ 66.54 | N | MTWRF |
| 99031 | 98 | Week1 | 38 | R | 14 | BLARNEY CASTLE | 371 US 31 SOUTH, TRAERSE CITY MI 49684 US, US, US | 7 | \$ 40.84 | \$ 48.00 | \$ 42.33 | \$ 41.71 | N | MTWRF |
| 229298 | 0 | Week2 | 38 | R | 15 | WEAVER BUILDING LLC | 122 S UNION Suite 200, TRAVERSE CITY MI 49684 US,, US | 2 | \$ 35.00 | \$ 35.00 | \$ 35.00 | \$ 35.00 | N | MTWRF |
| 99035 | 87 | Week1 | 38 | R | 15 | INDEPENDENT BANK #640 | 333 W GRANDVIEW PARKWAY, TRAVERSE CITY MI 49684 US, US | 7 | \$ 83.30 | \$ 78.97 | \$ 80.29 | \$ 82.92 | N | MTWRF |
| 229283 | 0 | Week3 | 38 | R | 16 | HAIR FORCE ONE | 3860-4 NORTH LONG LAKE RD, TRAVERSE CITY MI 49684,, US | 3 | \$ 129.42 | \$ 199.63 | \$ 145.01 | \$ 192.80 | N | MTWRF |
| 233476 | 1 | Week1 | 38 | R | 16 | TCFF | 181 E. GRANDVIEW PKWY BIJOU BY THE BAY THEATER, TR, US | 0 | \$ - | \$ - | \$ - | \$ 251.23 | N | MTWRF |
| 230354 | 0 | Week4 | 38 | R | 16 | GRAND TRAVERSE ALERGY | 115 SOUTH UNION ST UNIT 1 AND 2, TRAVERSE CITY MI,, US | 4 | \$ 107.76 | \$ 73.74 | \$ 62.24 | \$ 114.25 | N | MTWRF |
| 220805 | 0 | Week3 | 38 | R | 17 | DMB | 701 S. ELMWOOD SUITE 1, TRAVERSE CITY MI 49684 US,, US | 3 | \$ 111.39 | \$ 101.29 | \$ 108.09 | \$ 110.83 | N | MTWRF |
| 233476 | 0 | Week1 | 38 | R | 17 | TCFF | 233 E FRONT ST, TRAVERSE CITY MI 49684 US, US, US | 0 | \$ - | \$ - | \$ - | \$ 321.56 | N | MTWRF |
| 99094 | 41 | Week1 | 38 | R | 18 | LMCU 301 | 310 WEST FRONT STREET, TRAVERSE CITY MI 49684 US,, US | 7 | \$ 24.23 | \$ 20.48 | \$ 20.00 | \$ 20.32 | N | MTWRF |
| 229671 | 0 | Week2 | 38 | R | 18 | BROOKSIDE FAMILY MEDICINE | 647 EAST 8TH STREET, TRAVERSE CITY MI 49686 US,, US | 2 | \$ 140.60 | \$ 123.29 | \$ 128.23 | \$ 136.51 | N | MTWRF |
| 229761 | 0 | Week1 | 38 | R | 19 | RAE OF LIGHT | 134 W. STATE ST. Upstairs, TRAVERSE CITY MI 49684,, US | 0 | \$ - | \$ - | \$ - | \$ - | N | MTWRF |
| 218932 | 0 | Week1 | 38 | R | 20 | COUSIN JENNY | 129 SOUTH UNION, TRAVERSE CITY MI 49025 US, US, US | 7 | \$ 67.22 | \$ 42.77 | \$ 70.47 | \$ 64.71 | N | MTWRF |
| 229305 | 0 | Week1 | 38 | R | 21 | MAX'S SERVICE | 135 E STATE ST, TRAVERSE CITY MI 49684 US, US, US | 1 | \$ 48.72 | \$ 42.13 | \$ 44.38 | \$ 45.51 | N | MTWRF |
| 232555 | 0 | Week1 | 38 | R | 22 | CATALYST DEVELOPMENT | 160 E STATE ST, TRAVERSE CITY MI 49684 US, US, US | 5 | \$ 157.61 | \$ 132.03 | \$ 142.83 | \$ 145.57 | N | MTWRF |
| 229820 | 0 | Week1 | 38 | R | 23 | SCALAWAGS | 303 E. STATE ST., TRAVERSE CITY MI 49684 US, US, US | 5 | \$ 153.56 | \$ 101.86 | \$ 130.08 | \$ 162.52 | N | MTWRF |
| 229258 | 0 | Week2 | 38 | R | 23 | BRICK WHEELS | 736 E 8TH ST, TRAVERSE CITY MI 49684 US, US, US | 6 | \$ 189.66 | \$ 172.62 | \$ 208.62 | \$ 213.70 | N | MTWRF |
| 229291 | 0 | Week1 | 38 | R | 24 | RUNNING, WISE AND FORD | 326 E STATE ST, TRAVERSE CITY MI 49684 US, US, US | 1 | \$ 36.55 | \$ 36.15 | \$ 38.19 | \$ 39.66 | N | MTWRF |
| 233404 | 0 | Week2 | 38 | R | 25 | CITY BIKE SHOP | 747 E 8TH ST, TRAVERSE CITY MI 49686 US, US, US | 6 | \$ 36.88 | \$ 40.41 | \$ 36.88 | \$ 36.88 | N | MTWRF |
| 229293 | 0 | Week1 | 38 | R | 25 | DR DANIEL M SARYA | 403 E STATE ST, TRAVERSE CITY MI 49686 US, US, US | 5 | \$ 221.37 | \$ 199.76 | \$ 221.78 | \$ 239.26 | N | MTWRF |
| 233452 | 0 | Week1 | 38 | R | 26 | MORSELS | 321 E. FRONT ST., TRAVERSE CITY MI 49684 US, US, US | 7 | \$ 40.22 | \$ - | \$ 41.94 | \$ 39.44 | N | MTWRF |
| 231312 | 0 | Week1 | 38 | R | 27 | CHERRY REPUBLIC T.C. | 100 FRONT ST, TRAVERSE CITY MI 49686 US, US, US | 7 | \$ 68.20 | \$ 64.94 | \$ 66.69 | \$ 67.95 | N | MTWRF |
| 99148 | 3 | Week2 | 38 | R | 27 | 250 FRONT ST | 250 E Front St, Traverse City MI 49684 US, TRAVERS, US | 6 | \$ 92.55 | \$ 85.35 | \$ - | \$ 92.17 | N | MTWRF |
| 232375 | 0 | Week4 | 38 | R | 28 | MIDMARK RTLS SOLUTIONS INC. | 600 E. FRONT SUITE 106, TRAVERSE CITY MI 49686 US,, US | 4 | \$ 71.30 | \$ 67.26 | \$ 69.95 | \$ 71.30 | N | MTWRF |
| 229267 | 0 | Week2 | 38 | R | 28 | HORIZON BOOKS | 243 E FRONT ST, TRAVERSE CITY MI 49684 US, US, US | 2 | \$ 98.30 | \$ 138.20 | \$ 145.60 | \$ 136.36 | N | MTWRF |
| 226925 | 0 | Week1 | 38 | R | 28 | CITY OF TC-STREETS | 625 WOODMERE AVE., TRAVERSE CITY MI 49686 US, US, US | 7 | \$ 90.95 | \$ 89.87 | \$ 84.76 | \$ 88.86 | Y | MTWRF |
| 226924 | 0 | Week1 | 38 | R | 29 | CITY OF TC-PARKS | 625 WOODMERE AVE, TRAVERSE CITY MI 49686 US, US, US | 7 | \$ 51.00 | \$ 65.09 | \$ 66.47 | \$ 128.06 | Y | MTWRF |
| 229272 | 0 | Week3 | 38 | R | 30 | COPY SHOP | 8TH ST & WOODMERE, TRAVERSE CITY MI 49686 US, US, US | 3 | \$ 102.57 | \$ 87.48 | \$ 92.13 | \$ 94.46 | N | MTWRF |
| 226921 | 0 | Week1 | 38 | R | 30 | CITY OF TC-GARAGE | 625 WOODMERE AVE, TRAVERSE CITY MI 49686 US, US, US | 7 | \$ 159.40 | \$ 158.76 | \$ 158.39 | \$ 151.70 | Y | MTWRF |
| 230053 | 0 | Week2 | 38 | R | 30 | MARY'S KITCHEN PORT | 539 W. FRONT, TRAVERSE CITY MI 49684 US, US, US | 6 | \$ 84.78 | \$ 82.18 | \$ 78.89 | \$ 81.91 | N | MTWRF |
| 232348 | 0 | Week1 | 38 | R | 31 | WARES AUTO | 720 E. 8TH ST, TRAVERSE CITY MI 49686 US, US, US | 7 | \$ 138.24 | \$ 110.56 | \$ 106.33 | \$ 134.95 | N | MTWRF |
| 229302 | 0 | Week3 | 38 | R | 32 | KUHN ROGERS PLC | 412 S UNION, TRAVERSE CITY MI 49684 US, US, US | 3 | \$ 40.67 | \$ 37.67 | \$ 39.67 | \$ 40.67 | N | MTWRF |
| 226923 | 0 | Week1 | 38 | R | 32 | CITY OF TC-SEWAGE | 507 HANNAH, TRAVERSE CITY MI 49686 US, US, US | 7 | \$ 68.89 | \$ 62.50 | \$ 65.93 | \$ 70.01 | Y | MTWRF |
| 229292 | 0 | Week1 | 38 | R | 33 | RIVERS EDGE WEST | 141 RIVERS EDGE DRIVER SUITE 210, TRAVERSE CITY MI, US | 5 | \$ 49.03 | \$ 46.25 | \$ 47.80 | \$ 48.58 | N | MTWRF |
| 229275 | 0 | Week3 | 38 | R | 33 | RE MAX | 500 S UNION ST, TRAVERSE CITY MI 49684 US, US, US | 3 | \$ 152.22 | \$ 110.29 | \$ 119.47 | \$ 132.40 | N | MTWRF |
| 230409 | 0 | Week1 | 38 | R | 34 | DEERINGS UNION ST | 827 S UNION ST, TRAVERSE CITY MI 49684 US, US, US | 5 | \$ 42.85 | \$ 48.94 | \$ 44.11 | \$ 44.82 | N | MTWRF |
| 227205 | 0 | Week1 | 38 | R | 35 | MICHIGAN STATE POLICE | 218 W 14TH ST, TRAVERSE CITY MI 49684 US, US, US | 1 | \$ 40.10 | \$ 36.77 | \$ 38.24 | \$ 38.97 | N | MTWRF |
| 229549 | 0 | Week1 | 38 | R | 36 | FRATERNAL ORDER OF EAGLES #383 | 409 W 14TH ST, TRAVERSE CITY MI 49684 US, US, US | 7 | \$ 119.54 | \$ 120.34 | \$ 94.87 | \$ 113.24 | N | MTWRF |
| | | Week1 | 38 | R | | Cadillac Depot | 1539 Plett Rd, Cadillac, MI 49601, Cadillac MI 49601 US | | | | | | | |
| | | Week2 | 38 | R | | Cadillac Depot | 1539 Plett Rd, Cadillac, MI 49601, Cadillac MI 49601 US | | | | | | | |
| | | Week3 | 38 | R | | Cadillac Depot | 1539 Plett Rd, Cadillac, MI 49601, Cadillac MI 49601 US | | | | | | | |
| | | Week4 | 38 | R | | Cadillac Depot | 1539 Plett Rd, Cadillac, MI 49601, Cadillac MI 49601 US | | | | | | | |

| Acct # | Cust # | Week # | New Rt | New Delivery Day | New Stop | Customer Name | DisplayAddressFull | Frequency | Q1 Revenue per Delivery | Q2 Revenue per Delivery | Q3 Revenue per Delivery | Q4 Revenue per Delivery | Outside Hours Access (key/code stops) | Available Delivery Days |
|--------|--------|--------|--------|------------------|----------|--------------------------------|---|-----------|-------------------------|-------------------------|-------------------------|-------------------------|---------------------------------------|-------------------------|
| 99161 | 85 | Week1 | 38 | T | 1 | SPT FAMILY FARE #641 FIRST AID | 4144 US 31 SOUTH, TRAVERSE CITY MI 49685 US, US, US | 7 | \$ 30.15 | \$ - | \$ - | \$ - | N | MTWRF |
| 231079 | 1 | Week2 | 38 | T | 1 | NMCAA CHUMS CORNER HS | 847 US S 31, TRAVERSE CITY MI 49684 US, US, US | 6 | \$ 47.82 | \$ 47.84 | \$ 41.14 | \$ 41.69 | N | MTWRF |
| 99061 | 85 | Week1 | 38 | T | 2 | SPT FAMILY FARE #641 | 4144 US 31 SOUTH, TRAVERSE CITY MI 49685 US, US, US | 7 | \$ 95.55 | \$ 115.78 | \$ 75.16 | \$ 85.39 | N | MTWRF |
| 99061 | 180 | Week1 | 38 | T | 3 | SPARTAN QUICK STOP #861 | 4144 US-31 N, Traverse City MI 49685 US SUITE 861,, US | 7 | \$ 21.63 | \$ 21.28 | \$ 19.53 | \$ 20.73 | N | MTWRF |
| 99161 | 180 | Week1 | 38 | T | 4 | SPARTAN #861 FIRST AID | 4144 US 31 SOUTH SUITE 861, TRAVERSE CITY MI 49684, US | 7 | \$ - | \$ - | \$ - | \$ - | N | MTWRF |
| 229326 | 0 | Week3 | 38 | T | 5 | GREAT LAKES STAINLESS | 1305 STEPKE CT., TRAVERSE CITY MI 49684 US, US, US | 3 | \$ 123.18 | \$ 110.23 | \$ 116.10 | \$ 119.04 | N | MTWRF |
| 229310 | 0 | Week1 | 38 | T | 5 | OILFIELD TOOLS INC | 910 W COMMERCE DR, TRAVERSE CITY MI 49686 US, US, US | 7 | \$ 123.99 | \$ 123.28 | \$ 125.97 | \$ 124.69 | Y | MTWRF |
| 99031 | 68 | Week1 | 38 | T | 6 | BLARNEY CASTLE #336 | 365 US 31 SOUTH, TRAVERSE CITY MI 49685 US, US, US | 7 | \$ 34.17 | \$ 47.65 | \$ 30.84 | \$ 44.15 | N | MTWRF |
| 233180 | 0 | Week1 | 38 | T | 7 | MOLON EXCAVATING INC. | 125 BUCKSHOT DRIVE, TRAVERSE CITY MI 49685 US, U, US | 7 | \$ 513.28 | \$ 448.39 | \$ 490.79 | \$ 475.76 | N | MTWRF |
| 229255 | 0 | Week1 | 38 | T | 8 | G.T. DIESEL | 194 MEMORIAL SOUTH CMNS, TRAVERSE CITY MI 49685 US, US | 7 | \$ 311.77 | \$ 326.63 | \$ 335.69 | \$ 388.71 | N | MTWRF |
| 223049 | 0 | Week1 | 38 | T | 9 | FEYEN-ZYLSTRA | 3720 ELMERS INDUSTRIAL DRIVE, TRAVERSE CITY MI 496, US | 1 | \$ 150.11 | \$ 117.40 | \$ 167.07 | \$ 160.92 | N | MTWRF |
| 233520 | 0 | Week2 | 38 | T | 10 | GIP-IRS BUILDING | 2040 US-31, TRAVERSE CITY MI 49685 US, US, US | 2 | \$ 116.57 | \$ - | \$ - | \$ - | N | MTWRF |
| 233320 | 0 | Week1 | 38 | T | 10 | MUFFLER SHOP & AUTO | 2850 N. US 31 SOUTH, TRAVERSE CITY MI 49684 US,, US | 7 | \$ 44.41 | \$ 37.94 | \$ 43.54 | \$ 43.89 | N | MTWRF |
| 99094 | 53 | Week1 | 38 | T | 11 | LMCU 302 | 3650 N US 31 S, TRAVERSE CITY MI 49684 US, US, US | 7 | \$ 20.14 | \$ - | \$ - | \$ - | N | MTWRF |
| 229279 | 0 | Week3 | 38 | T | 11 | GARDEN GOODS | 3510 N US 31 S, TRAVERSE CITY MI 49684 US, US, US | 3 | \$ 67.80 | \$ 58.12 | \$ 61.22 | \$ 62.77 | N | MTWRF |
| 229017 | 0 | Week1 | 38 | T | 12 | BIG BOY | 3828 N US 31, TRAVERSE CITY MI 49684 US, US, US | 7 | \$ 63.48 | \$ 54.27 | \$ 56.91 | \$ 55.17 | N | MTWRF |
| 233406 | 1 | Week1 | 38 | T | 13 | SMI AUTO | 3680 CASS RD, TRAVERSE CITY MI 49684 US, US, US | 7 | \$ 75.71 | \$ 88.44 | \$ 69.25 | \$ 77.11 | N | MTWRF |
| 224379 | 0 | Week1 | 38 | T | 14 | EIKENHOUT INC. | 2981 CASS ROAD, TRAVERSE CITY MI 49684 US, US, US | 5 | \$ 133.00 | \$ 118.25 | \$ 148.20 | \$ 126.77 | N | MTWRF |
| 231079 | 9 | Week4 | 38 | T | 14 | NMCAA | 3221 LOGAN VALLEY RD, TRAVERSE CITY MI 49684 US,, US | 4 | \$ - | \$ 20.00 | \$ - | \$ 20.00 | N | MTWRF |
| 232475 | 0 | Week2 | 38 | T | 15 | ALLIANCE BEVERAGE DISTRIBUTING | 2325 SYBRANDT, TRAVERSE CITY MI 49684 US, US, US | 2 | \$ 100.69 | \$ 73.35 | \$ 76.77 | \$ 89.21 | N | MTWRF |
| 229254 | 0 | Week1 | 38 | T | 15 | G.T. TRUCKING | 2699 CASS RD, TRAVERSE CITY MI 49686 US, US, US | 7 | \$ 82.48 | \$ 106.28 | \$ 74.57 | \$ 76.57 | N | MTWRF |
| 223755 | 0 | Week3 | 38 | T | 15 | PANDA NORTH | 2238 S. AIRPORT RD., TRAVERSE CITY MI 49684 US,, US | 3 | \$ 58.01 | \$ 54.73 | \$ 56.54 | \$ 57.45 | N | MTWRF |
| 229296 | 0 | Week1 | 38 | T | 16 | TRAVERSE COLD STORAGE | 2695 CASS ROAD, TRAVERSE CITY MI 49686 US, US, US | 7 | \$ 29.33 | \$ 35.71 | \$ 32.98 | \$ 29.99 | Y | MTWRF |
| 229337 | 0 | Week4 | 38 | T | 17 | MIDMARK RTLS SOLUTIONS INC. | 2600 MILLER CREEK RD, TRAVERSE CITY MI 49684 US,, US | 4 | \$ 113.49 | \$ 100.09 | \$ 103.42 | \$ 105.09 | Y | MTWRF |
| 233406 | 0 | Week1 | 38 | T | 17 | SMI LOGISTICS | 1867 CASS-HARTMAN CT, TRAVERSE CITY MI 49685 US,, US | 1 | \$ 54.02 | \$ 53.27 | \$ 53.27 | \$ 53.27 | N | MTWRF |
| 219973 | 0 | Week1 | 38 | T | 18 | CHEF'S PRIDE CATERING | 4158 Brammer Dr, Traverse City MI 49685 US, TRAVER, US | 0 | \$ - | \$ 210.58 | \$ 242.83 | \$ 51.63 | N | MTWRF |
| 99130 | 4 | Week2 | 38 | T | 19 | FOREST AREA FEDERAL CU | 314 W MAIN ST, MANTON MI 49633 US, US, US | 2 | \$ 39.66 | \$ 31.59 | \$ 62.40 | \$ 41.48 | N | MTWRF |
| 218987 | 0 | Week1 | 38 | T | 19 | KINGSLEY LIBRARY | 213 S. BROWNSON, KINGSLEY MI 49649 US, US, US | 5 | \$ 55.66 | \$ 50.01 | \$ 52.85 | \$ 53.99 | N | MTWRF |
| 229545 | 0 | Week2 | 38 | T | 20 | GAS-N-SHOP | 7072 M 37 S, KINGSLEY MI 49649 US, US, US | 6 | \$ 50.15 | \$ 35.00 | \$ 35.00 | \$ 35.00 | N | MTWRF |
| 99130 | 2 | Week1 | 38 | T | 20 | FOREST AREA FEDERAL CU | 6966 COUGAR TRAIL, KINGSLEY MI 49649 US, US, US | 7 | \$ 32.82 | \$ 30.00 | \$ 34.02 | \$ 31.64 | N | MTWRF |
| 233195 | 0 | Week1 | 38 | T | 21 | JUDSON'S MARKET & RESTAURANT | 211 E. MAIN STREET, KINGSLEY MI 49649 US, US, US | 7 | \$ 58.41 | \$ 68.95 | \$ 66.08 | \$ 56.06 | N | MTWRF |
| 233072 | 0 | Week2 | 38 | T | 22 | PITTER PATTTER PRESCHOOL | 2295 E M113, KINGSLEY MI 49649 US, US, US | 6 | \$ 38.96 | \$ 36.08 | \$ 37.73 | \$ 38.96 | N | MTWRF |
| 229691 | 0 | Week1 | 38 | T | 22 | BC TRANSMISSION | 10422 ROOP RD, KINGSLEY MI 49649 US, US, US | 7 | \$ 39.31 | \$ 47.54 | \$ 40.35 | \$ 41.26 | N | MTWRF |
| 230778 | 0 | Week1 | 38 | T | 23 | RIVER VALLEY POULTRY | 5507 WALTON RD, KINGSLEY MI 49649 US, US, US | 5 | \$ 44.48 | \$ 35.00 | \$ 35.00 | \$ 60.77 | N | MTWRF |
| 232381 | 0 | Week1 | 38 | T | 24 | FREEMANS CUSTOM BODY | 9470 E 14 1/4 RD, MANTON MI 49663 US, US, US | 7 | \$ 41.46 | \$ 35.05 | \$ 36.32 | \$ 37.42 | N | MTWRF |
| 231382 | 0 | Week1 | 38 | T | 25 | MAHNKE MACHINE | 661 R.W. HARRIS DRIVE, MANTON MI 49663 US, US, US | 1 | \$ 110.09 | \$ 92.49 | \$ 98.01 | \$ 82.01 | N | MTWRF |
| 219228 | 0 | Week1 | 38 | T | 26 | LUTKE FOREST PROD. TRUCK SHOP | 6732 NORTH BROWN ROAD, MANTON MI 49663 US, US, US | 7 | \$ 311.73 | \$ 334.25 | \$ 354.57 | \$ 331.19 | N | MTWRF |
| 233293 | 0 | Week1 | 38 | T | 27 | BOSTICK'S DRUG STORE | 117 E. MAIN STREET, MANTON MI 49663 US, US, US | 5 | \$ 64.84 | \$ 60.55 | \$ 75.35 | \$ 64.20 | N | MTWRF |
| 233424 | 1 | Week1 | 38 | T | 28 | CAST IRON KITCHEN OF MANTON | 110 W MAIN ST, MANTON MI 49663 US, US, US | 7 | \$ 113.95 | \$ - | \$ - | \$ 120.16 | N | MTWRF |
| 229938 | 0 | Week1 | 38 | T | 29 | THREE OH EIGHT | 308 W Main St, Manton MI 49663 US, MANTON MI 49663, US | 7 | \$ 96.34 | \$ 95.17 | \$ 115.63 | \$ 84.69 | N | MTWRF |
| 211385 | 0 | Week1 | 38 | T | 30 | MANTON MINI MART | 305 W. MAIN, MANTON MI 49663 US, US, US | 7 | \$ 71.03 | \$ 48.38 | \$ 57.87 | \$ 56.83 | N | MTWRF |
| 99033 | 62 | Week1 | 38 | T | 31 | MANTON SCHOOLS | 105 FIFTH STREET CHARTWELL, MANTON MI 49663 US,, US | 7 | \$ 40.66 | \$ 31.57 | \$ 33.34 | \$ 38.03 | N | MTWRF |
| 231079 | 0 | Week2 | 38 | T | 31 | NMCAA MANTON HS | 110 5TH STREET, MANTON MI 49663 US, US, US | 6 | \$ 33.48 | \$ 29.16 | \$ 30.63 | \$ 31.04 | N | MTWRF |
| 217900 | 0 | Week1 | 38 | T | 32 | RAYMER EXCAVATING | 8361 20 RD., MANTON MI 49663 US, US, US | 7 | \$ - | \$ 47.65 | \$ 50.09 | \$ 51.01 | Y | MTWRF |
| | | Week1 | 38 | T | | Cadillac Depot | 1539 Plett Rd, Cadillac, MI 49601, Cadillac MI 49601 US | | | | | | | |
| | | Week2 | 38 | T | | Cadillac Depot | 1539 Plett Rd, Cadillac, MI 49601, Cadillac MI 49601 US | | | | | | | |
| | | Week3 | 38 | T | | Cadillac Depot | 1539 Plett Rd, Cadillac, MI 49601, Cadillac MI 49601 US | | | | | | | |
| | | Week4 | 38 | T | | Cadillac Depot | 1539 Plett Rd, Cadillac, MI 49601, Cadillac MI 49601 US | | | | | | | |

| Acct # | Cust # | Week # | New Rt | New Delivery Day | New Stop | Customer Name | DisplayAddressFull | Frequency | Q1 Revenue per Delivery | Q2 Revenue per Delivery | Q3 Revenue per Delivery | Q4 Revenue per Delivery | Outside Hours Access (key/code stops) | Available Delivery Days |
|--------|--------|--------|--------|------------------|----------|--------------------------------|---|-----------|-------------------------|-------------------------|-------------------------|-------------------------|---------------------------------------|-------------------------|
| 232256 | 0 | Week1 | 38 | W | 1 | CENTURY SUN | 2411 WEST AERO PARK COURT, TRAVERSE CITY MI 49686,, US | 7 | \$ 935.11 | \$ 845.52 | \$ 881.96 | \$ 966.83 | N | MTWRF |
| 232256 | 2 | Week1 | 38 | W | 2 | CENTURY BUILDING #2 | 2410 W. AERO PARK COURT, TRAVERSE CITY MI 49686 US, US | 7 | \$ 92.60 | \$ 87.95 | \$ 89.90 | \$ 87.83 | Y | MTWRF |
| 232256 | 3 | Week1 | 38 | W | 3 | CENTURY BUILDING #3 | 2410 W. AERO PARK COURT, TRAVERSE CITY MI 49686 US, US | 7 | \$ 141.17 | \$ 140.60 | \$ 144.09 | \$ 142.51 | Y | MTWRF |
| 232256 | 1 | Week1 | 38 | W | 4 | CENTURY BUILDING #1 | 2410 W. AERO PARK COURT, TRAVERSE CITY MI 49686 US, US | 7 | \$ 160.17 | \$ 168.24 | \$ 149.60 | \$ 150.20 | Y | MTWRF |
| 233517 | 0 | Week1 | 38 | W | 5 | SHADY LANE MARKET | 5981 S WEST BAY SHORE DR, SUTTONS BAY MI 49682 US,, US | 7 | \$ 61.14 | \$ - | \$ - | \$ - | N | MTWRF |
| 99161 | 160 | Week1 | 38 | W | 6 | HANSEN FOODS-SUTTONS BAY F.A. | 91 W. 4TH ST, SUTTONS BAY MI 49682 US, US, US | 7 | \$ 273.71 | \$ - | \$ - | \$ - | N | MTWRF |
| 99062 | 160 | Week1 | 38 | W | 7 | HANSEN FOODS-SUTTONS BAY #422 | 91 W. 4TH ST, SUTTONS BAY MI 49682 US, US, US | 7 | \$ 161.06 | \$ - | \$ - | \$ 141.93 | N | MTWRF |
| 232083 | 0 | Week1 | 38 | W | 8 | ISLAND THYME CATERING | 1460 N. EAGLE HIGHWAY, LAKE LEELANAU MI 49653 US,, US | 5 | \$ - | \$ 117.22 | \$ 107.22 | \$ 108.95 | N | MTWRF |
| 218446 | 0 | Week2 | 38 | W | 9 | TAMPICO IMPORTS | 112 N. MAIN ST., LELAND MI 49654 US, US, US | 2 | \$ 40.22 | \$ 35.70 | \$ 37.60 | \$ 38.55 | N | MTWRF |
| 233425 | 0 | Week1 | 38 | W | 9 | FIDDLEHEADS | 202 W. MAIN ST., LAKE LEELANAU MI 49653 US, US, US | 7 | \$ 42.53 | \$ 223.14 | \$ 143.97 | \$ 64.60 | Y | MTWRF |
| 218671 | 0 | Week2 | 38 | W | 10 | LELAND PUBLIC SCHOOL | 200 NORTH GRAND AVE, LELAND MI 49654 US, US, US | 2 | \$ 133.26 | \$ 124.99 | \$ 132.51 | \$ 146.14 | N | MTWRF |
| 99161 | 167 | Week1 | 38 | W | 10 | LELAND MERCANTILE 498 | 102 N MAIN ST, LELAND MI 49654 US, US, US | 7 | \$ - | \$ - | \$ - | \$ - | N | MTWRF |
| 99062 | 167 | Week1 | 38 | W | 11 | LELAND MERCANTILE 498 | 102 N MAIN ST, LELAND MI 49654 US, US, US | 7 | \$ 52.11 | \$ - | \$ - | \$ 81.51 | N | MTWRF |
| 233407 | 0 | Week1 | 38 | W | 12 | NORTHPORT PUB & GRILLE | 116 S. WAUKA00, NORTHPORT MI 49670 US, US, US | 7 | \$ 116.94 | \$ 83.48 | \$ 101.55 | \$ 104.83 | Y | MTWRF |
| 230665 | 0 | Week2 | 38 | W | 12 | DEEPS CORNER STORE | 102 WAUKAZOO, NORTHPORT MI 49670 US, US, US | 6 | \$ 37.92 | \$ 46.58 | \$ 35.00 | \$ 35.00 | N | MTWRF |
| 232035 | 0 | Week1 | 38 | W | 13 | KAL EXCAVATING DRIVERS | 5711 N W-BAY SHORE DRIVE, OMENA MI 49674 US, US, US | 7 | \$ - | \$ 78.39 | \$ 77.07 | \$ 78.11 | N | MTWRF |
| 99062 | 10 | Week2 | 38 | W | 13 | TOM'S FOOD MKT #795 | 105 E. NAGONABA, NORTHPORT MI 49670 US, US, US | 6 | \$ 60.68 | \$ 55.64 | \$ 65.71 | \$ 68.33 | N | MTWRF |
| 230204 | 0 | Week1 | 38 | W | 14 | LEELANAU SANDS CASINO | 2579 N WEST BAYSHORE DRIVE, SUTTONS BAY MI 49682 U, US | 7 | \$ 158.47 | \$ 113.45 | \$ 143.89 | \$ 134.78 | N | MTWRF |
| 232791 | 0 | Week2 | 38 | W | 14 | NORTHPORT PUBLIC SCHOOL | 104 S. WING ST, NORTHPORT MI 49670 US, US, US | 6 | \$ 71.26 | \$ 63.46 | \$ 70.88 | \$ 70.88 | N | MTWRF |
| 228202 | 0 | Week1 | 38 | W | 15 | GRAND TRAVERSE RESORT & CASINO | 2521 N West Bay Shore Dr, Suttons Bay MI 49682 US,, US | 7 | \$ 53.82 | \$ 36.84 | \$ 41.95 | \$ 52.20 | N | MTWRF |
| 227961 | 0 | Week1 | 38 | W | 16 | MARTHA'S | 413 N SAINT JOSEPH ST, SUTTONS BAY MI 49682 US,, US | 7 | \$ 168.94 | \$ 169.42 | \$ 238.85 | \$ 222.51 | Y | MTWRF |
| 224515 | 0 | Week2 | 38 | W | 16 | KAL EXCAVATING | 5711 N West Bay Shore Dr, Northport MI 49670 US, O, US | 6 | \$ 109.69 | \$ 101.32 | \$ 106.65 | \$ 109.31 | N | MTWRF |
| 224206 | 0 | Week1 | 38 | W | 17 | THE VILLAGE INN | 201 N. ST. JOSEPH ST., SUTTONS BAY MI 49682 US,, US | 7 | \$ 84.19 | \$ 107.21 | \$ 129.24 | \$ 125.17 | Y | MTWRF |
| 230862 | 0 | Week4 | 38 | W | 17 | THE VINEYARD INN | 1338 N PEBBLE BEACH, SUTTONS BAY MI 49684 US, US, US | 4 | \$ - | \$ 160.68 | \$ 211.00 | \$ 50.00 | N | MTWRF |
| 99035 | 88 | Week1 | 38 | W | 18 | INDEPENDENT BANK #641 | 93 W 4th St, Suttons Bay MI 49682 US, SUTTONS BAY,, US | 7 | \$ 29.24 | \$ 27.35 | \$ 27.81 | \$ 28.72 | N | MTWRF |
| 99035 | 90 | Week1 | 38 | W | 19 | INDEPENDENT BANK #643 | 4011 EASTERN SKY, TRAVERSE CITY MI 49684 US, US, US | 7 | \$ 31.18 | \$ 29.20 | \$ 29.69 | \$ 30.66 | N | MTWRF |
| 231456 | 0 | Week1 | 38 | W | 20 | PANERA BREAD T.C. | 3675 N. US 31 SOUTH, TRAVERSE CITY MI 49684 US,, US | 7 | \$ 57.60 | \$ 45.59 | \$ 50.63 | \$ 55.85 | N | MTWRF |
| 232608 | 0 | Week1 | 38 | W | 21 | GREAT WOLF LODGE/TC | 3575 N US 31 S, TRAVERSE CITY MI 49684 US, US, US | 7 | \$ 100.67 | \$ - | \$ 207.69 | \$ 202.48 | N | MTWRF |
| 99054 | 39 | Week1 | 38 | W | 22 | CHARTER COMMUNICATIONS | 2668 CROSSING CIRCLE SUITE D, TRAVERSE CITY MI 496, US | 5 | \$ 81.92 | \$ 58.93 | \$ 63.49 | \$ 62.22 | N | MTWRF |
| 230153 | 0 | Week1 | 38 | W | 23 | CHINA WOK | 3200 S. AIRPORT 616, TRAVERSE CITY MI 49684 US,, US | 7 | \$ 41.23 | \$ 38.20 | \$ 39.83 | \$ 40.85 | N | MTWRF |
| 231939 | 0 | Week2 | 38 | W | 24 | COPPER RIDGE | 4020 COPPER VIEW STE 129 - BUILDING D, TRAVERSE CI, US | 2 | \$ 46.00 | \$ 38.80 | \$ 40.87 | \$ 42.75 | N | MTWRF |
| 232567 | 0 | Week2 | 38 | W | 25 | COPPER RIDGE #2 | 4020 COPPER VIEW, TRAVERSE CITY MI 49684 US, US, US | 2 | \$ 66.94 | \$ 57.81 | \$ 60.13 | \$ 61.29 | N | MTWRF |
| 233134 | 0 | Week2 | 38 | W | 30 | FOOD ARABIA | 3200 S AIRPORT RD, TRAVERSE CITY MI 49684 US, US, US | 6 | \$ 56.13 | \$ 43.27 | \$ 44.76 | \$ 48.87 | N | MTWRF |
| | | Week1 | 38 | W | | Cadillac Depot | 1539 Plett Rd, Cadillac, MI 49601, Cadillac MI 49601 US | | | | | | | |
| | | Week2 | 38 | W | | Cadillac Depot | 1539 Plett Rd, Cadillac, MI 49601, Cadillac MI 49601 US | | | | | | | |

| Acct # | Cust # | Week # | New Rt | New Delivery Day | New Stop | Customer Name | DisplayAddressFull | Frequency | Q1 Revenue per Delivery | Q2 Revenue per Delivery | Q3 Revenue per Delivery | Q4 Revenue per Delivery | Outside Hours Access (key/code stops) | Available Delivery Days |
|--------|--------|--------|--------|------------------|----------|--------------------------------|---|-----------|-------------------------|-------------------------|-------------------------|-------------------------|---------------------------------------|-------------------------|
| 99161 | 92 | Week1 | 3 | F | 1 | SPT FAM FARE #1513 FIRST AID | 784 S. CEDAR POB 940, KALKASKA MI 49646 US, US, US | 7 | \$ - | \$ - | \$ - | \$ 235.10 | N | MTWRF |
| 99061 | 92 | Week1 | 3 | F | 2 | SPT FAMILY FARE #1513 | 784 S. CEDAR POB 940, KALKASKA MI 49646 US, US, US | 7 | \$ 82.94 | \$ 75.05 | \$ 74.84 | \$ 76.51 | N | MTWRF |
| 209574 | 0 | Week1 | 3 | F | 3 | MCLEAN HARDWARE | 109 EAST 4TH STREET, KALKASKA MI 49646 US, US, US | 7 | \$ 140.52 | \$ 110.68 | \$ 110.65 | \$ 124.35 | N | MTWRF |
| 221713 | 0 | Week3 | 3 | F | 3 | B & B TENT RENTAL | 109 EAST 4TH STREET, KALKASKA MI 49646 US, US, US | 0 | \$ - | \$ 53.75 | \$ 94.98 | \$ - | N | MTWRF |
| 99103 | 2 | Week1 | 3 | F | 4 | NEXT DOOR STR #5019 | 111 S CEDAR ST BOX 1416, KALKASKA MI 49646 US, U, US | 7 | \$ 20.00 | \$ 15.00 | \$ 15.00 | \$ 16.43 | N | MTWRF |
| 99046 | 1 | Week1 | 3 | F | 5 | KALKASKA SELF SERVE | 809 N. CEDAR, KALKASKA MI 49646 US, US, US | 7 | \$ 203.57 | \$ 172.24 | \$ 177.86 | \$ 218.96 | N | MTWRF |
| 231031 | 0 | Week1 | 3 | F | 6 | C.C. POWER | 3850 BEEBE RD, KALKASKA MI 49646 US, US, US | 7 | \$ 214.87 | \$ 137.88 | \$ 176.73 | \$ 203.18 | N | MTWRF |
| 99031 | 11 | Week1 | 3 | F | 7 | BLARNEY CASTLE #656 | 608 S WILLIAM ST, MANCELONA MI 49659 US, US, US | 7 | \$ 57.43 | \$ 67.07 | \$ 70.40 | \$ 63.24 | N | MTWRF |
| 222513 | 0 | Week1 | 3 | F | 8 | BO JACKS | 102 W. STATE ST., MANCELONA MI 49659 US, US, US | 5 | \$ 45.69 | \$ 43.16 | \$ 35.07 | \$ 35.00 | N | MTWRF |
| 99161 | 91 | Week1 | 3 | F | 9 | SPT FAMILY FARE #1507 FIRST AI | 619 N. WILLIAMS, MANCELONA MI 49659 US, US, US | 7 | \$ - | \$ 443.93 | \$ 219.73 | \$ 223.06 | N | MTWRF |
| 99061 | 91 | Week1 | 3 | F | 10 | SPT FAMILY FARE #1507 | 619 N. WILLIAMS, MANCELONA MI 49659 US, US, US | 7 | \$ 49.07 | \$ 44.59 | \$ 41.58 | \$ 47.42 | N | MTWRF |
| 218288 | 0 | Week3 | 3 | F | 10 | VILLAGE OF MANCELONA | 120 W State St, Mancelona MI 49659 US, MANCELONA M, US | 3 | \$ 51.49 | \$ 106.38 | \$ 47.30 | \$ 72.04 | N | MTWRF |
| 231079 | 5 | Week1 | 3 | F | 11 | NMCAA MANCELONA HS | 201 E STATE ST, MANCELONA MI 49659 US, US, US | 5 | \$ 36.75 | \$ 37.77 | \$ 36.64 | \$ 34.50 | N | MTWRF |
| 222615 | 0 | Week1 | 3 | F | 12 | ANR STORAGE COLD SPRING #12 | 8514 ANR STORAGE DR., MANCELONA MI 49659 US, US, US | 7 | \$ 144.97 | \$ 134.60 | \$ 137.77 | \$ 139.56 | N | MTWRF |
| 228324 | 0 | Week1 | 3 | F | 13 | ANR PIPELINE | 10000 PFUM ROAD, MANCELONA MI 49659 US, US, US | 7 | \$ 45.99 | \$ 42.97 | \$ 44.59 | \$ 45.61 | N | MTWRF |
| 222618 | 0 | Week1 | 3 | F | 14 | ANR BLUE LAKE GAS STORAGE | 8616 ANR STORAGE DR NE, MANCELONA MI 49659 US, U, US | 7 | \$ 107.33 | \$ 103.68 | \$ 107.42 | \$ 107.01 | N | MTWRF |
| 231944 | 0 | Week1 | 3 | F | 15 | ELMAPLE FARM LLC | 5898 TYLER RD SE, KALKASKA MI 49646 US, US, US | 1 | \$ 62.49 | \$ 52.04 | \$ 55.49 | \$ 58.34 | N | MTWRF |
| 231901 | 0 | Week2 | 3 | F | 16 | REMAX-KALKASKA | 303 N. CEDAR ST, KALKASKA MI 49646 US, US, US | 2 | \$ 35.00 | \$ 35.00 | \$ 35.00 | \$ 35.00 | N | MTWRF |
| 222617 | 0 | Week1 | 3 | F | 16 | ANR GAS STORAGE COMPANY | 4936 STATE RD ANR ELCCLSIOR #6, KALKASKA MI 49646,, US | 7 | \$ 135.24 | \$ 125.32 | \$ 133.06 | \$ 134.87 | N | MTWRF |
| 224027 | 0 | Week4 | 3 | F | 17 | MARKWEST MICH. PIPELINE | 115 THOMAS RD., KALKASKA MI 49646 US, US, US | 4 | \$ 71.16 | \$ 67.13 | \$ 69.15 | \$ 71.16 | N | MTWRF |
| 222616 | 0 | Week1 | 3 | F | 17 | ANR STOARAGE RAPID RIVER #35 | 2170 RABOURN RD., KALKASKA MI 49646 US, US, US | 7 | \$ 141.37 | \$ 123.86 | \$ 131.19 | \$ 128.09 | N | MTWRF |
| 99063 | 12 | Week2 | 3 | F | 18 | DTE ENERGY | 2628 US Highway 131, Kalkaska MI 49646 US PO BOX 2, US | 2 | \$ 233.72 | \$ 219.08 | \$ 228.83 | \$ 232.97 | N | MTWRF |
| 222641 | 0 | Week1 | 3 | F | 18 | G'S PIZZARIA | 502 N. CEDAR, KALKASKA MI 49646 US, US, US | 7 | \$ 69.45 | \$ 71.79 | \$ 45.65 | \$ 54.46 | N | MTWRF |
| 99130 | 3 | Week3 | 3 | F | 19 | FOREST AREA FEDERAL CU | 409 WEST MILE ROAD, KALKASKA MI 49646 US, US, US | 3 | \$ 49.90 | \$ 79.67 | \$ 49.08 | \$ 72.04 | N | MTWRF |
| 232242 | 0 | Week1 | 3 | F | 19 | SHAWN'S GARAGE | 406 S. PARK DRIVE, KALKASKA MI 49646 US, US, US | 7 | \$ - | \$ 43.07 | \$ 44.88 | \$ 45.69 | N | MTWRF |
| 99033 | 283 | Week1 | 3 | F | 20 | FOREST AREA SCHOOLS | 7661 SHIPPY RD, FIFE LAKE MI 49633 US, US, US | 7 | \$ 32.37 | \$ 33.37 | \$ 33.37 | \$ 32.16 | N | MTWRF |
| 99130 | 5 | Week1 | 3 | F | 21 | FOREST AREA FEDERAL CU | 638 BOYD, FIFE LAKE MI 49633 US, US, US | 1 | \$ 78.27 | \$ 58.07 | \$ 64.07 | \$ 35.82 | N | MTWRF |
| 99161 | 43 | Week1 | 3 | F | 22 | FIFE LAKE VILLAGE FIRST AID | 620 BOYD ST, FIFE LAKE MI 49633 US, US, US | 7 | \$ - | \$ - | \$ - | \$ - | N | MTWRF |
| | | Week1 | 3 | F | | Cadillac Depot | 1539 Plett Rd, Cadillac, MI 49601, Cadillac MI 49601 US | | | | | | | |
| | | Week2 | 3 | F | | Cadillac Depot | 1539 Plett Rd, Cadillac, MI 49601, Cadillac MI 49601 US | | | | | | | |
| | | Week3 | 3 | F | | Cadillac Depot | 1539 Plett Rd, Cadillac, MI 49601, Cadillac MI 49601 US | | | | | | | |
| | | Week4 | 3 | F | | Cadillac Depot | 1539 Plett Rd, Cadillac, MI 49601, Cadillac MI 49601 US | | | | | | | |

| Acct # | Cust # | Week # | New Rt | New Delivery Day | New Stop | Customer Name | DisplayAddressFull | Frequency | Q1 Revenue per Delivery | Q2 Revenue per Delivery | Q3 Revenue per Delivery | Q4 Revenue per Delivery | Outside Hours Access (key/code stops) | Available Delivery Days |
|--------|--------|--------|--------|------------------|----------|--------------------------------|---|-----------|-------------------------|-------------------------|-------------------------|-------------------------|---------------------------------------|-------------------------|
| 229640 | 0 | Week1 | 3 | M | 1 | TURTLE CREEK MAINTENANCE | 7741 M-72 EAST, WILLIAMSBURG MI 49690 US, US, US | 7 | \$ 101.72 | \$ 90.12 | \$ 93.70 | \$ 97.84 | N | MTWRF |
| 224313 | 0 | Week1 | 3 | M | 2 | TURTLE CREEK CASINO | 7741 M-72 EAST, WILLIAMSBURG MI 49690 US, US, US | 8 | \$ 391.90 | \$ 425.62 | \$ 435.09 | \$ 450.34 | Y | MTWRF |
| 227899 | 0 | Week3 | 3 | M | 2 | TURTLE CREEK BANQUET | 7741 M 72 E, WILLIAMSBURG MI 49690 US, US, US | 0 | \$ - | \$ 70.09 | \$ 453.92 | \$ 174.80 | Y | MTWRF |
| 229333 | 0 | Week1 | 3 | M | 3 | TRAVERSE BAY TRUSS | 6265 ARNOLD ROAD, WILLIAMSBURG MI 49690 US, US, US | 5 | \$ 59.65 | \$ 52.49 | \$ 54.76 | \$ 55.67 | N | MTWRF |
| 229314 | 0 | Week4 | 3 | M | 4 | G.T.GOLFVIEW ASSOCIATION | 100 Grand Traverse Village Blvd, Acme MI 49610 US,, US | 4 | \$ 47.24 | \$ 43.76 | \$ 46.08 | \$ 47.24 | Y | MTWRF |
| 228928 | 0 | Week1 | 3 | M | 4 | NORTHWEST ENGINE EXCHANGE | 6667 M 72 E, Williamsburg MI 49690 US, WILLIAMSBUR, US | 7 | \$ 79.02 | \$ 65.03 | \$ 69.25 | \$ 81.72 | N | MTWRF |
| 99033 | 225 | Week1 | 3 | M | 5 | HOPE VILLAGE MORRISON | 4354 MOUNT HOPE RD, WILLIAMSBURG MI 49690 US, US, US | 1 | \$ 53.75 | \$ 53.75 | \$ 49.14 | \$ 53.75 | N | MTWRF |
| 208839 | 0 | Week1 | 3 | M | 6 | AMOS FARMS | 11990 MUNRO, WILLIAMSBURG MI 49690 US, US, US | 7 | \$ 94.08 | \$ 89.28 | \$ 91.95 | \$ 93.56 | N | MTWRF |
| 99031 | 106 | Week1 | 3 | M | 7 | BLARNEY ELK RAPIDS #404 | 100 1ST ST, ELK RAPIDS MI 49629 US, US, US | 7 | \$ 247.66 | \$ 257.36 | \$ 253.93 | \$ 253.28 | N | MTWRF |
| 233485 | 1 | Week1 | 3 | M | 8 | VILLAGE MARKET ELK RAPIDS FA | 250 AMES ST, ELK RAPIDS MI 49629 US, US, US | 7 | \$ 234.33 | \$ - | \$ - | \$ - | N | MTWRF |
| 229452 | 0 | Week2 | 3 | M | 8 | ELK RAPIDS ENGINEERING | 210 INDUSTRIAL PARK DRIVE, ELK RAPIDS MI 49629 US,, US | 6 | \$ 143.40 | \$ 133.39 | \$ 136.70 | \$ 143.31 | N | MTWRF |
| 229783 | 0 | Week3 | 3 | M | 8 | HARBOR CAFE | 129 RIVER ST., ELK RAPIDS MI 49629 US, US, US | 3 | \$ - | \$ 93.82 | \$ 67.95 | \$ - | N | MTWRF |
| 233485 | 0 | Week1 | 3 | M | 9 | VILLAGE MARKET ELK RAPIDS #639 | 250 AMES ST, ELK RAPIDS MI 49629 US, US, US | 7 | \$ 276.61 | \$ 286.40 | \$ 310.06 | \$ 280.65 | N | MTWRF |
| 231231 | 0 | Week1 | 3 | M | 10 | ANDERSON FAMILY ENT. INC. | 13703 CAMPBELL RD, KEWADIN MI 49648 US, US, US | 7 | \$ 63.92 | \$ 64.49 | \$ 65.29 | \$ 66.44 | N | MTWRF |
| 230841 | 0 | Week1 | 3 | M | 11 | EASTPORT MARKET | 5431 US-31 N, Central Lake MI 49622 US, EASTPORT M, US | 7 | \$ 246.37 | \$ 243.26 | \$ 334.43 | \$ 413.66 | N | MTWRF |
| 232710 | 0 | Week1 | 3 | M | 12 | HEERES EXCAVATING | 9943 CHURCH RD, ELLSWORTH MI 49729 US, US, US | 7 | \$ - | \$ 46.35 | \$ 40.78 | \$ 41.90 | N | MTWRF |
| 231139 | 0 | Week3 | 3 | M | 12 | TORCH LAKE TOWNSHIP | 2355 N US 31, KEWADIN MI 49648 US, US, US | 3 | \$ 44.01 | \$ 38.67 | \$ 40.74 | \$ 41.77 | N | MTWRF |
| 99161 | 83 | Week1 | 3 | M | 13 | VILLAGE MARKET-CENTRAL LAKE FA | 7993 STATE STREET, CENTRAL LAKE MI 49622 US, US, US | 7 | \$ 34.00 | \$ - | \$ - | \$ - | N | MTWRF |
| 99062 | 83 | Week1 | 3 | M | 14 | VILLAGE MKT-CENTRAL LAKE 624 | 7993 STATE STREET, CENTRAL LAKE MI 49622 US, US, US | 7 | \$ 133.66 | \$ 143.53 | \$ 141.85 | \$ 129.31 | N | MTWRF |
| 99031 | 107 | Week1 | 3 | M | 15 | CENTRAL LAKE EZ MART #308 | 1824 MAIN ST, CENTRAL LAKE MI 49622 US, US, US | 7 | \$ 131.86 | \$ 128.67 | \$ 118.29 | \$ 104.09 | N | MTWRF |
| 218883 | 0 | Week1 | 3 | M | 16 | ANTRIM COUNTY C.O.A. | 308 E. CAYUGA, BELLAIRE MI 49615 US, US, US | 7 | \$ 102.24 | \$ 90.46 | \$ 112.18 | \$ 113.94 | N | MTWRF |
| 212941 | 0 | Week1 | 3 | M | 17 | NORTHERN TREE TRANSPLANTING | 220 BIRCH ST., BELLAIRE MI 49615 US, US, US | 7 | \$ 56.68 | \$ 70.10 | \$ 83.49 | \$ 73.44 | Y | MTWRF |
| 99031 | 136 | Week1 | 3 | M | 18 | BLARNEY CASTLE EZ MART #260 | 611 E. CAYUGA, BELLAIRE MI 49615 US, US, US | 7 | \$ 115.09 | \$ 127.51 | \$ 109.79 | \$ 96.35 | N | MTWRF |
| 99161 | 87 | Week1 | 3 | M | 19 | SPT. FAMILY FARE #645 FIRST AI | 211 S. DIVISION, BELLAIRE MI 49615 US, US, US | 7 | \$ 51.23 | \$ 33.94 | \$ 29.76 | \$ 39.33 | N | MTWRF |
| 99061 | 87 | Week1 | 3 | M | 20 | SPT. FAMILY FARE #645 | 211 S Division St, Bellaire MI 49615 US, BELLAIRE,, US | 7 | \$ 122.80 | \$ 86.48 | \$ 99.41 | \$ 98.91 | N | MTWRF |
| 232110 | 0 | Week1 | 3 | M | 21 | ALDEN MUFFIN TIN | 9110 HELENS, ALDEN MI 49612 US, US, US | 7 | \$ - | \$ 39.77 | \$ 37.34 | \$ 40.62 | Y | MTWRF |
| 232789 | 0 | Week1 | 3 | M | 22 | TORCH LAKE BEER CO | 9149 HELENA RD, ALDEN MI 49612 US, US, US | 7 | \$ 86.09 | \$ 102.89 | \$ 126.04 | \$ 103.40 | N | MTWRF |
| 221303 | 0 | Week1 | 3 | M | 23 | TORCH RIVER MARINE | 12906 CHERRY AVE., RAPID CITY MI 49676 US, US, US | 7 | \$ - | \$ 333.55 | \$ 464.99 | \$ 341.47 | N | MTWRF |
| 218311 | 0 | Week1 | 3 | M | 24 | LUHR'S LANDING | 13707 TORCH RIVER RD P.O. BOX 159, RAPID CITY MI 4, US | 7 | \$ - | \$ 126.40 | \$ 142.73 | \$ 143.27 | N | MTWRF |
| 233486 | 0 | Week1 | 3 | M | 25 | VILLAGE MARKET-RAPID CITY 638 | 9556 RAPID CITY ROAD, RAPID CITY MI 49676 US, US, US | 7 | \$ 206.77 | \$ 193.25 | \$ 194.17 | \$ 197.24 | N | MTWRF |
| 216285 | 0 | Week2 | 3 | M | 25 | CLEAR WTR TOWNSHIP | 5440 RIVER ST PO BOX 1, RAPID CITY MI 49676 US,, US | 6 | \$ 124.10 | \$ 63.08 | \$ 65.94 | \$ 80.01 | N | MTWRF |
| 99031 | 13 | Week1 | 3 | M | 26 | BLARNEY CASTLE #784 | 8227 RAPID CITY RD NW, RAPID CITY MI 49676 US, U, US | 7 | \$ 113.63 | \$ 109.55 | \$ 101.56 | \$ 130.46 | N | MTWRF |
| 99031 | 155 | Week1 | 3 | M | 27 | BLARNEY CASTLE PROPANE | 7245 RAPID CITY ROAD, RAPID CITY MI 49676 US, US, US | 7 | \$ 22.14 | \$ 27.47 | \$ 19.54 | \$ 19.79 | N | MTWRF |
| 230079 | 0 | Week1 | 3 | M | 28 | CROSSROADS SALOON INC | 4621 RAPID CITY RD., RAPID CITY MI 49676 US, US, US | 5 | \$ 43.22 | \$ 52.36 | \$ 76.04 | \$ 42.58 | N | MTWRF |
| 232405 | 0 | Week1 | 3 | M | 29 | HAYES MANUFACTURING | 6875 US HWY 131, FIFE LAKE MI 49633 US, US, US | 7 | \$ 187.14 | \$ 145.82 | \$ 146.30 | \$ 179.58 | N | MTWR |
| 228491 | 0 | Week1 | 3 | M | 30 | FIFELAKE UTILITY AUTHORITY | 10701 VAN'S LANE PO BOX 219, FIFELAKE MI 49633 US,, US | 7 | \$ 35.00 | \$ 35.00 | \$ 35.00 | \$ 35.00 | N | MTWRF |
| | | Week1 | 3 | M | | Cadillac Depot | 1539 Plett Rd, Cadillac, MI 49601, Cadillac MI 49601 US | | | | | | | |
| | | Week2 | 3 | M | | Cadillac Depot | 1539 Plett Rd, Cadillac, MI 49601, Cadillac MI 49601 US | | | | | | | |
| | | Week3 | 3 | M | | Cadillac Depot | 1539 Plett Rd, Cadillac, MI 49601, Cadillac MI 49601 US | | | | | | | |
| | | Week4 | 3 | M | | Cadillac Depot | 1539 Plett Rd, Cadillac, MI 49601, Cadillac MI 49601 US | | | | | | | |

| Acct # | Cust # | Week # | New Rt | New Delivery Day | New Stop | Customer Name | DisplayAddressFull | Frequency | Q1 Revenue per Delivery | Q2 Revenue per Delivery | Q3 Revenue per Delivery | Q4 Revenue per Delivery | Outside Hours Access (key/code stops) | Available Delivery Days |
|--------|--------|--------|--------|------------------|----------|--------------------------------|---|-----------|-------------------------|-------------------------|-------------------------|-------------------------|---------------------------------------|-------------------------|
| 231816 | 2 | Week1 | 3 | R | 1 | KILWINS CHOCOLATE FRANCHISE | 1050 BAY ROAD, PETOSKEY MI 49770 US, US, US | 7 | \$ 6.47 | \$ 5.46 | \$ 5.99 | \$ 6.47 | N | MTWRF |
| 231816 | 1 | Week1 | 3 | R | 2 | KILWINS RETAIL | 1050 BAYVIEW, PETOSKEY MI 49770 US, US, US | 7 | \$ 65.19 | \$ 64.66 | \$ 88.95 | \$ 82.85 | N | MTWRF |
| 231816 | 0 | Week1 | 3 | R | 3 | KILWINS | 1050 BAY ROAD, PETOSKEY MI 49770 US, US, US | 7 | \$ 1,024.21 | \$ 706.19 | \$ 794.84 | \$ 968.35 | N | MTWRF |
| 211139 | 0 | Week2 | 3 | R | 4 | MITCHELL PARK ASSOCIATION | 2206 MITCHELL PARK, PETOSKEY MI 49770 US, US, US | 6 | \$ - | \$ 57.64 | \$ 168.87 | \$ 86.25 | N | MTWRF |
| 230046 | 0 | Week1 | 3 | R | 4 | TRAVERSE WOODS APTS. | 203 LAFAYETTE AVE., PETOSKEY MI 49770 US, US, US | 1 | \$ 252.04 | \$ 228.41 | \$ 245.57 | \$ 251.29 | N | MTWRF |
| 232219 | 0 | Week1 | 3 | R | 5 | MITCHELL GRAPHICS/PETOSKEY | 2363 MITCHELL PARK DR, PETOSKEY MI 49770 US, US, US | 7 | \$ 57.65 | \$ 49.98 | \$ 52.08 | \$ 55.86 | N | MTWRF |
| 99046 | 0 | Week1 | 3 | R | 6 | LOUIE'S FRESH MARKET #21 | 2394 E MITCHELL, PETOSKEY MI 49770 US, US, US | 7 | \$ 182.27 | \$ 194.50 | \$ 235.80 | \$ 197.40 | N | MTWRF |
| 225994 | 0 | Week2 | 3 | R | 7 | ORTHOSPORT PHYSICAL THERAPY | 2230 E MITCHELL ST SUITE B, PETOSKEY MI 49770 US,, US | 2 | \$ 60.00 | \$ 50.83 | \$ 58.13 | \$ 59.25 | N | MTWRF |
| 232998 | 0 | Week1 | 3 | R | 7 | TAYLOR TRUE VALUE RENTAL | 1888 E MITCHELL ST, PETOSKEY MI 49770 US, US, US | 7 | \$ - | \$ 206.86 | \$ 215.24 | \$ 194.01 | N | MTWRF |
| 232143 | 0 | Week1 | 3 | R | 8 | POUR PUBLIC HOUSE | 422 E MITCHELL ST, PETOSKEY MI 49770 US, US, US | 7 | \$ 78.47 | \$ 100.38 | \$ 115.25 | \$ 94.72 | N | MTWRF |
| 227433 | 0 | Week1 | 3 | R | 9 | THAI ORCHID | 433 EAST MITCHELL ST, PETOSKEY MI 49770 US, US, US | 5 | \$ 69.90 | \$ 64.14 | \$ 63.42 | \$ 71.10 | N | MTWRF |
| 216238 | 0 | Week1 | 3 | R | 10 | SPLASH PROPERTIES | 325 E LAKE SUITE 25, PETOSKEY MI 49770 US, US, US | 1 | \$ 110.47 | \$ 96.48 | \$ 102.21 | \$ 104.15 | Y | MTWRF |
| 233225 | 0 | Week2 | 3 | R | 10 | PARKSIDE DELI | 313 HOWARD ST., PETOSKEY MI 49770 US, US, US | 6 | \$ 41.07 | \$ 42.68 | \$ 44.37 | \$ 45.21 | N | MTWRF |
| 218430 | 0 | Week1 | 3 | R | 11 | PAYETTE HOLDINGS LLC | 616 PETOSKEY SUITE 001, PETOSKEY MI 49770 US, US, US | 5 | \$ 82.65 | \$ 71.84 | \$ 75.94 | \$ 77.58 | N | MTWRF |
| 99140 | 8 | Week2 | 3 | R | 12 | ARBYS/PETOSKEY | 438 W MITCHELL, PETOSKEY MI 49770 US, US, US | 6 | \$ 118.49 | \$ - | \$ 102.53 | \$ - | N | MTWRF |
| 99051 | 39 | Week1 | 3 | R | 12 | JET'S PIZZA MI-124 | 302 W MITCHELL STREET, PETOSKEY MI 49770 US, US, US | 7 | \$ 46.04 | \$ 46.46 | \$ 49.04 | \$ 48.95 | N | MTWRF |
| 223996 | 0 | Week2 | 3 | R | 13 | SCOOPY'S BOTTLE SHOP | 403 W. MITCHELL, PETOSKY MI 49770 US, US, US | 6 | \$ 52.48 | \$ 47.56 | \$ 49.47 | \$ 50.42 | N | MTWRF |
| 219842 | 0 | Week1 | 3 | R | 13 | JACKSON STREET APR. | 709 JACKSON ST., PETOSKEY MI 49770 US, US, US | 1 | \$ 44.02 | \$ 37.35 | \$ 40.16 | \$ 41.09 | N | MTWRF |
| 230385 | 0 | Week1 | 3 | R | 14 | CMS LAND | 5544 CHARLEVOIX RD., PETOSKY MI 49770 US, US, US | 7 | \$ 45.19 | \$ 42.54 | \$ 43.91 | \$ 44.67 | N | MTWRF |
| 223995 | 0 | Week2 | 3 | R | 14 | BILL & CAROL'S GROCERY | 523 CHARLEVOIX AVE., PETOSKY MI 49770 US, US, US | 6 | \$ 67.74 | \$ 39.97 | \$ 41.58 | \$ 61.92 | N | MTWRF |
| 223944 | 0 | Week1 | 3 | R | 15 | BAYSHORE UNDERCAR SERVICES | 6889 US HIGHWAY 21 N, CHARLEVOIX MI 49720 US, US, US | 7 | \$ 42.95 | \$ 45.93 | \$ 40.94 | \$ 41.27 | N | MTWRF |
| 99150 | 0 | Week2 | 3 | R | 15 | JOHAN'S PASTRY SHOP PETOSKEY | 656 W MITCHELL, PETOSKEY MI 49770 US, US, US | 6 | \$ 37.13 | \$ 35.56 | \$ 35.56 | \$ 35.56 | N | MTWRF |
| 232943 | 0 | Week1 | 3 | R | 16 | EPS | 2379 CHARLEVOIX AVE, PETOSKEY MI 49770 US, US, US | 7 | \$ 52.17 | \$ 49.06 | \$ 50.73 | \$ 51.78 | Y | MTWRF |
| 99103 | 27 | Week1 | 3 | R | 17 | NEXT DOOR STR #5027 | 804 SPRING ST, PETOSKEY MI 49770 US, US, US | 7 | \$ 20.00 | \$ 15.00 | \$ 15.00 | \$ 16.54 | N | MTWRF |
| 226871 | 0 | Week3 | 3 | R | 17 | FRIENDSHIP CTR OF EMMET COUNTY | 1322 ANDERSON RD, PETOSKEY MI 49770 US, US, US | 3 | \$ 137.60 | \$ 86.84 | \$ 114.63 | \$ 117.54 | N | MTWRF |
| 224030 | 0 | Week1 | 3 | R | 18 | J.W.FILMORES | 906 SPRING ST., PETOSKEY MI 49770 US, US, US | 7 | \$ 157.65 | \$ 154.52 | \$ 162.37 | \$ 165.78 | N | MTWRF |
| 233509 | 0 | Week1 | 3 | R | 19 | ROSSMAN EYE CARE | 932 SPRING ST, PETOSKEY MI 49770 US, US, US | 7 | \$ 38.04 | \$ - | \$ - | \$ 37.52 | N | MTWRF |
| 233248 | 0 | Week1 | 3 | R | 20 | ROGERS AUTO SERVICE | 1445 STANDISH AVE, PETOSKEY MI 49770 US, US, US | 7 | \$ 54.79 | \$ 50.10 | \$ 53.34 | \$ 66.87 | N | MTWRF |
| 223994 | 0 | Week1 | 3 | R | 21 | K&J SEPTIC | 2360 RIVER ROAD, PETOSKY MI 49770 US, US, US | 7 | \$ 168.20 | \$ 160.04 | \$ 165.30 | \$ 167.30 | N | MTWRF |
| 221216 | 0 | Week1 | 3 | R | 22 | GREEN LANTERN | 3958 Mackinaw Trail Rd, Mancelona MI 49659 US, ALB, US | 7 | \$ 59.18 | \$ 55.33 | \$ 58.45 | \$ 56.58 | N | MTWRF |
| 99031 | 0 | Week1 | 3 | R | 23 | BLARNEY CASTLE #222 | 4162 1st St, Mancelona MI 49659 US, ALBA MI 49611,, US | 7 | \$ 80.01 | \$ 78.59 | \$ 80.38 | \$ 83.60 | N | MTWRF |
| | | Week1 | 3 | R | | Cadillac Depot | 1539 Plett Rd, Cadillac, MI 49601, Cadillac MI 49601 US | | | | | | | |
| | | Week2 | 3 | R | | Cadillac Depot | 1539 Plett Rd, Cadillac, MI 49601, Cadillac MI 49601 US | | | | | | | |
| | | Week3 | 3 | R | | Cadillac Depot | 1539 Plett Rd, Cadillac, MI 49601, Cadillac MI 49601 US | | | | | | | |
| | | Week4 | 3 | R | | Cadillac Depot | 1539 Plett Rd, Cadillac, MI 49601, Cadillac MI 49601 US | | | | | | | |

| Acct # | Cust # | Week # | New Rt | New Delivery Day | New Stop | Customer Name | DisplayAddressFull | Frequency | Q1 Revenue per Delivery | Q2 Revenue per Delivery | Q3 Revenue per Delivery | Q4 Revenue per Delivery | Outside Hours Access (key/code stops) | Available Delivery Days |
|--------|--------|--------|--------|------------------|----------|--------------------------------|---|-----------|-------------------------|-------------------------|-------------------------|-------------------------|---------------------------------------|-------------------------|
| 217127 | 0 | Week1 | 3 | T | 1 | BAY AREA MAINTENANCE | 4730 US 131 NORTH, BOYNE FALLS MI 49713 US, US, US | 7 | \$ - | \$ 53.94 | \$ 51.14 | \$ 63.35 | N | MTWRF |
| 73063 | 9 | Week2 | 3 | T | 2 | PETOSKEY CHILD HEALTH ASSOC | 2390 MITCHELL PARK DR SUITE A, PETOSKEY MI 49770 U, US | 6 | \$ 34.63 | \$ - | \$ - | \$ - | N | MTWRF |
| 231256 | 0 | Week1 | 3 | T | 2 | PETOSKEY BAYVIEW CC | 2328 COUNTRY CLUB RD, PETOSKEY MI 49770 US, US, US | 7 | \$ - | \$ 100.90 | \$ 112.36 | \$ 114.97 | N | MTWRF |
| 226780 | 0 | Week4 | 3 | T | 2 | PETOSKEY SNOWMOBILE CLUB | 5125 EVERGREEN TRAIL, PETOSKEY MI 49770 US, US, US | 4 | \$ 66.14 | \$ 56.70 | \$ 59.72 | \$ 61.23 | Y | MTWRF |
| 99031 | 1 | Week1 | 3 | T | 3 | BLARNEY CASTLE #248 | 1087 US 31 NORTH, PETOSKEY MI 49770 US, US, US | 7 | \$ 80.52 | \$ 79.02 | \$ 80.36 | \$ 74.18 | N | MTWRF |
| 223941 | 0 | Week1 | 3 | T | 4 | BIG APPLE BAGELS | 1123 US-31, PETOSKEY MI 49770 US, US, US | 7 | \$ 73.05 | \$ 47.60 | \$ 56.50 | \$ 58.72 | N | MTWRF |
| 99061 | 178 | Week1 | 3 | T | 5 | SPT. FAM FARE QUICK STOP #858 | 1115 N. US 31, PETOSKEY MI 49770 US, US, US | 7 | \$ 20.46 | \$ 17.17 | \$ 16.70 | \$ 18.19 | N | MTWRF |
| 99161 | 178 | Week1 | 3 | T | 6 | SPT. FAM FARE #858 FIRST AID | 1115 N. US 31, PETOSKEY MI 49770 US, US, US | 7 | \$ - | \$ - | \$ - | \$ - | N | MTWRF |
| 99161 | 94 | Week1 | 3 | T | 7 | SPT. D&W #1525 FIRST AID | 1163 U.S. 31 NORTH, PETOSKEY MI 49770 US, US, US | 7 | \$ 163.06 | \$ 80.61 | \$ 47.51 | \$ - | N | MTWRF |
| 99061 | 94 | Week1 | 3 | T | 8 | SPT. D&W FRESH MKT #1525 | 1163 U.S. 31 NORTH, PETOSKEY MI 49770 US, US, US | 7 | \$ 158.70 | \$ 169.87 | \$ 141.67 | \$ 143.09 | N | MTWRF |
| 99046 | 4 | Week1 | 3 | T | 9 | PETOSKEY SHELL OIL | 1320 US-31 NORTH, PETOSKEY MI 49770 US, US, US | 7 | \$ 76.49 | \$ 89.74 | \$ 101.92 | \$ 82.21 | N | MTWRF |
| 99104 | 8 | Week1 | 3 | T | 10 | AUNT MILLIE'S PETOSKEY OUTLET | 1842 N. US HWY 31, PETOSKEY MI 49770 US, US, US | 5 | \$ 41.93 | \$ 55.17 | \$ 56.58 | \$ 27.25 | N | MTWRF |
| 233203 | 0 | Week1 | 3 | T | 11 | AUTO SERVICE SPECIALISTS | 1861 FOCHTMAN INDUSTRIAL DR., PETOSKEY MI 49770 US, US | 7 | \$ 106.94 | \$ 76.73 | \$ 87.56 | \$ 88.77 | N | MTWRF |
| 99063 | 10 | Week4 | 3 | T | 11 | DTE ENERGY | 1294 US 31 N, PETOSKEY MI 49770 US, US, US | 4 | \$ 54.56 | \$ 51.50 | \$ 53.62 | \$ 54.56 | N | MTWRF |
| 231447 | 0 | Week1 | 3 | T | 12 | RICHARDS TIRE INC | 1831 US 31 N., PETOSKEY MI 49770 US, US, US | 7 | \$ 56.37 | \$ 76.86 | \$ 79.51 | \$ 77.46 | N | MTWRF |
| 211740 | 0 | Week1 | 3 | T | 13 | TOSKI-SANDS | 2292 M-119, PETOSKEY MI 49770 US, US, US | 7 | \$ 179.89 | \$ 162.33 | \$ 196.20 | \$ 174.65 | N | MTWRF |
| 99054 | 10 | Week2 | 3 | T | 13 | CHARTER COMMUNICATIONS | 2255 HARBOR M-119, PETOSKEY MI 49770 US, US, US | 6 | \$ 78.28 | \$ 105.44 | \$ 82.58 | \$ 84.91 | N | MTWRF |
| 231220 | 0 | Week1 | 3 | T | 14 | VERNALES | 3018 M-119, HARBOR SPRINGS MI 49740 US, US, US | 7 | \$ 240.92 | \$ 313.95 | \$ 368.49 | \$ 330.55 | N | MTWRF |
| 285574 | 0 | Week1 | 3 | T | 15 | COMMUNITY HEALTH CENTER | 3434 M-119 SUITE C, HARBOR SPRINGS MI 49740 US,, US | 5 | \$ 54.70 | \$ 47.81 | \$ 49.86 | \$ 51.23 | N | MTWRF |
| 99031 | 8 | Week1 | 3 | T | 16 | BLARNEY CASTLE #522 | 3473 M-119, HARBOR SPRINGS MI 49740 US, US, US | 7 | \$ 113.85 | \$ 102.61 | \$ 114.97 | \$ 104.76 | N | MTWRF |
| 232287 | 0 | Week3 | 3 | T | 16 | HEALTH DEPT. OF NW MI/HARBOR S | 3434 M-119, HARBOR SPRINGS MI 49740 US, US, US | 3 | \$ 95.88 | \$ 86.70 | \$ 90.15 | \$ 91.88 | N | MTWRF |
| 226055 | 0 | Week1 | 3 | T | 17 | NORTHERN LIGHTS-LINEN ACCT | 8865 HARBOR - PETOSKEY RD, HARBOR SPRINGS MI 49740, US | 5 | \$ 130.33 | \$ 56.79 | \$ 104.91 | \$ 132.02 | N | MTWRF |
| 230817 | 0 | Week2 | 3 | T | 18 | PIPERS MIGHTY GOOD | 974 W CONWAY, HARBOR SPRINGS MI 49740 US, US, US | 6 | \$ 69.89 | \$ 65.31 | \$ 70.33 | \$ 69.59 | N | MTWRF |
| 232899 | 0 | Week1 | 3 | T | 18 | MD AUTO CLINIC | 8625 COMMERCE CT, HARBOR SPRINGS MI 48740 US, US, US | 7 | \$ 90.20 | \$ 76.28 | \$ 73.43 | \$ 94.14 | Y | MTWRF |
| 99031 | 150 | Week1 | 3 | T | 19 | BLARNEY CASTLE EZ MART #523 | 510 WEST CONWAY RD, HARBOR SPRINGS MI 49770 US,, US | 7 | \$ 104.99 | \$ 112.99 | \$ 101.13 | \$ 128.66 | N | MTWRF |
| 232071 | 0 | Week1 | 3 | T | 20 | KILWINS-HARBOR SPRINGS | 139 MAIN STREET, HARBOR SPRINGS MI 49740 US, US, US | 7 | \$ - | \$ 40.06 | \$ 40.06 | \$ - | Y | MTWRF |
| 225994 | 1 | Week1 | 3 | T | 21 | ORTHOSPORT PHYSICAL THERAPY | 930 S. STATE STREET, HARBOR SPRINGS MI 49740 US,, US | 5 | \$ 35.05 | \$ 35.00 | \$ 35.00 | \$ 35.00 | N | MTWRF |
| 99150 | 1 | Week2 | 3 | T | 21 | JOHAN'S PASTRY HARBOR SPRINGS | 201 STATE ST, HARBOR SPRINGS MI 49740 US, US, US | 6 | \$ 53.30 | \$ 47.24 | \$ 47.24 | \$ 48.94 | N | MTWRF |
| 99031 | 10 | Week1 | 3 | T | 22 | BLARNEY CASTLE #526 | 7701 S. STATE ST., HARBOR SPRINGS MI 49740 US, U, US | 7 | \$ 127.96 | \$ 171.92 | \$ 151.39 | \$ 150.54 | N | MTWRF |
| 99031 | 9 | Week1 | 3 | T | 23 | BLARNEY CASTLE #524 | 105 FRANKLIN ST., HARBOR SPRINGS MI 49740 US, US, US | 7 | \$ 102.63 | \$ 90.06 | \$ 109.54 | \$ 89.41 | N | MTWRF |
| 99031 | 12 | Week1 | 3 | T | 24 | BLARNEY CASTLE #760 | 5667 S. PLEASANTVIEW RD., HARBOR SPRINGS MI 49740,, US | 7 | \$ 71.16 | \$ 59.34 | \$ 51.46 | \$ 64.90 | N | MTWRF |
| 232864 | 0 | Week1 | 3 | T | 25 | TEDDY GRIFFINS ROADHOUSE | 50 HIGHLAND PIKE RD, HARBOR SPRINGS MI 49740 US, US | 7 | \$ 449.57 | \$ 253.27 | \$ 468.89 | \$ 399.83 | Y | MTWRF |
| | | Week1 | 3 | T | | Cadillac Depot | 1539 Plett Rd, Cadillac, MI 49601, Cadillac MI 49601 US | | | | | | | |
| | | Week2 | 3 | T | | Cadillac Depot | 1539 Plett Rd, Cadillac, MI 49601, Cadillac MI 49601 US | | | | | | | |
| | | Week3 | 3 | T | | Cadillac Depot | 1539 Plett Rd, Cadillac, MI 49601, Cadillac MI 49601 US | | | | | | | |
| | | Week4 | 3 | T | | Cadillac Depot | 1539 Plett Rd, Cadillac, MI 49601, Cadillac MI 49601 US | | | | | | | |

| Acct # | Cust # | Week # | New Rt | New Delivery Day | New Stop | Customer Name | DisplayAddressFull | Frequency | Q1 Revenue per Delivery | Q2 Revenue per Delivery | Q3 Revenue per Delivery | Q4 Revenue per Delivery | Outside Hours Access (key/code stops) | Available Delivery Days |
|--------|--------|--------|--------|------------------|----------|--------------------------------|---|-----------|-------------------------|-------------------------|-------------------------|-------------------------|---------------------------------------|-------------------------|
| 231514 | 19 | Week1 | 3 | W | 1 | BOYNE-TROPHY PIZZA | 1 BOYNE MOUNTAIN ROAD, BOYNE FALLS MI 49713 US,, US | 7 | \$ 4.34 | \$ 3.66 | \$ - | \$ 4.23 | N | MTWRF |
| 231514 | 18 | Week1 | 3 | W | 2 | BOYNE MTN-AVALANCE BAY WATER | 1 BOYNE MOUNTAIN ROAD, BOYNE FALLS MI 49713 US,, US | 7 | \$ 24.33 | \$ 23.42 | \$ - | \$ 26.59 | N | MTWRF |
| 231514 | 13 | Week1 | 3 | W | 3 | BOYNE MOUNTAIN-COMFORT MATS | 1 BOYNE MOUNTAIN ROAD, BOYNE FALLS MI 49713 US,, US | 7 | \$ 75.44 | \$ 63.39 | \$ 65.67 | \$ 70.99 | N | MTWRF |
| 231514 | 17 | Week1 | 3 | W | 4 | BOYNE MTN-SPIELLADEN | 1 BOYNE MOUNTAIN ROAD, BOYNE FALLS MI 49713 US,, US | 7 | \$ 3.48 | \$ 2.93 | \$ - | \$ 3.36 | N | MTWRF |
| 231514 | 11 | Week1 | 3 | W | 5 | BOYNE-BOYNEHOF | 1 BOYNE MOUNTAIN ROAD, BOYNE FALLS MI 49713 US,, US | 7 | \$ 20.46 | \$ 17.23 | \$ - | \$ 19.93 | N | MTWRF |
| 231514 | 3 | Week1 | 3 | W | 6 | BOYNE-CIVIC CENTER | 1 BOYNE MOUNTAIN ROAD, BOYNE FALLS MI 49713 US,, US | 7 | \$ 44.47 | \$ 62.87 | \$ - | \$ 47.47 | N | MTWRF |
| 231514 | 6 | Week1 | 3 | W | 7 | BOYNE-CLOCK TOWER LODGE | 1 BOYNE MOUNTAIN ROAD, BOYNE FALLS MI 49713 US,, US | 7 | \$ 121.27 | \$ 97.21 | \$ - | \$ 112.47 | N | MTWRF |
| 231514 | 4 | Week1 | 3 | W | 8 | BOYNE-DELI STORE | 1 BOYNE MOUNTAIN ROAD, BOYNE FALLS MI 49713 US,, US | 7 | \$ 28.43 | \$ 20.83 | \$ - | \$ 24.10 | N | MTWRF |
| 231514 | 7 | Week1 | 3 | W | 9 | BOYNE-EDELWEISS | 1 BOYNE MOUNTAIN ROAD, BOYNE FALLS MI 49713 US,, US | 7 | \$ 22.07 | \$ - | \$ - | \$ - | N | MTWRF |
| 231514 | 1 | Week1 | 3 | W | 10 | BOYNE-GRAND MOUNTAIN LODGE | 1 BOYNE MOUNTAIN ROAD, BOYNE FALLS MI 49713 US,, US | 7 | \$ 148.97 | \$ 115.85 | \$ - | \$ 138.41 | N | MTWRF |
| 231514 | 9 | Week1 | 3 | W | 11 | BOYNE-KILWINS | 1 BOYNE MOUNTAIN ROAD, BOYNE FALLS MI 49713 US,, US | 7 | \$ 17.74 | \$ 7.97 | \$ - | \$ 9.47 | N | MTWRF |
| 231514 | 8 | Week1 | 3 | W | 12 | BOYNE-LAUNDRY | 1 BOYNE MOUNTAIN ROAD, BOYNE FALLS MI 49713 US,, US | 7 | \$ 16.77 | \$ 12.27 | \$ - | \$ 15.45 | N | MTWRF |
| 231514 | 14 | Week1 | 3 | W | 13 | BOYNE-NORTHFACE | 1 BOYNE MOUNTAIN ROAD, BOYNE FALLS MI 49713 US,, US | 7 | \$ 30.02 | \$ 12.27 | \$ - | \$ 27.98 | N | MTWRF |
| 231514 | 12 | Week1 | 3 | W | 14 | BOYNE-SKI SHOP | 1 BOYNE MOUNTAIN ROAD, BOYNE FALLS MI 49713 US,, US | 7 | \$ 52.84 | \$ 34.59 | \$ - | \$ 40.01 | N | MTWRF |
| 231514 | 10 | Week1 | 3 | W | 15 | BOYNE-ZIP LINE | 1 BOYNE MOUNTAIN ROAD, BOYNE FALLS MI 49713 US,, US | 7 | \$ 19.28 | \$ 15.91 | \$ - | \$ 18.41 | N | MTWRF |
| 231514 | 2 | Week1 | 3 | W | 16 | BOYNE-HELGA HOUSE | 1 BOYNE MOUNTAIN ROAD, BOYNE FALLS MI 49713 US,, US | 7 | \$ 15.32 | \$ 12.89 | \$ - | \$ 14.92 | N | MTWRF |
| 231514 | 16 | Week1 | 3 | W | 17 | BOYNE MOUNTAIN-40 ACRES | 1 BOYNE MOUNTAIN ROAD, BOYNE FALLS MI 49713 US,, US | 7 | \$ 57.89 | \$ 43.92 | \$ - | \$ 44.33 | N | MTWRF |
| 99031 | 152 | Week1 | 3 | W | 18 | BLARNEY CASTLE | 530 MAPLE ST, EAST JORDAN MI 49727 US, US, US | 7 | \$ 33.62 | \$ 38.80 | \$ 30.96 | \$ 44.21 | N | MTWRF |
| 99031 | 157 | Week1 | 3 | W | 19 | EAST JORDAN EZ MART #399 | 101 WATER ST, EAST JORDAN MI 49727 US, US, US | 7 | \$ 40.93 | \$ 47.37 | \$ 35.58 | \$ 39.74 | N | MTWRF |
| 99031 | 5 | Week1 | 3 | W | 20 | BLARNEY CASTLE #400 | 651 WATER ST., EAST JORDAN MI 49727 US, US, US | 7 | \$ 135.01 | \$ 139.90 | \$ 157.61 | \$ 127.52 | N | MTWRF |
| 229390 | 0 | Week1 | 3 | W | 21 | BC PIZZA | 101 N LAKE STREET, EAST JORDAN MI 49727 US, US, US | 5 | \$ 101.35 | \$ 69.64 | \$ 78.72 | \$ 83.35 | N | MTWRF |
| 99161 | 95 | Week1 | 3 | W | 22 | SPT. FAMILY FARE #1514 FIRST A | 240 S. LAKE P.O. BOX 873, EAST JORDAN MI 49727 US,, US | 7 | \$ 245.53 | \$ - | \$ - | \$ - | N | MTWRF |
| 99061 | 95 | Week1 | 3 | W | 23 | SPT. FAMILY FARE #1514 | 240 S. LAKE P.O.BOX 873, EAST JORDAN MI 49727 US,, US | 7 | \$ 55.86 | \$ 47.57 | \$ 45.64 | \$ 57.86 | N | MTWRF |
| 99103 | 39 | Week1 | 3 | W | 24 | NEXT DOOR STR #5034 | 1505 S BRIDGE ST, CHARLEVOIX MI 49720 US, US, US | 7 | \$ 20.00 | \$ 15.00 | \$ 15.00 | \$ 16.54 | N | MTWRF |
| 99031 | 3 | Week1 | 3 | W | 25 | BLARNEY CASTLE #312 | 1460 BRIDGE ST., CHARLEVOIX MI 49720 US, US, US | 7 | \$ 92.25 | \$ 81.25 | \$ 88.15 | \$ 93.18 | N | MTWRF |
| 99161 | 93 | Week1 | 3 | W | 26 | SPT. FAMILY FARE #1506 FIRST A | 111CAPTAIN'S CORNER M66, CHARLEVOIX MI 49720 US,, US | 7 | \$ - | \$ - | \$ 379.55 | \$ - | N | MTWRF |
| 231419 | 0 | Week2 | 3 | W | 27 | BRIDGE STREET WINE & SPIRITS | 100 BELVEDERE, CHARLEVOIX MI 49720 US, US, US | 6 | \$ 36.57 | \$ 35.00 | \$ 35.68 | \$ 36.19 | N | MTWRF |
| 99061 | 93 | Week1 | 3 | W | 27 | SPT. FAMILY FARE #1506 | 111 M-66, Charlevoix MI 49720 US, CHARLEVOIX MI 49, US | 7 | \$ 123.45 | \$ 76.40 | \$ 68.71 | \$ 81.66 | N | MTWRF |
| 225702 | 0 | Week1 | 3 | W | 28 | FLAPIACK HOUSE | 102 W CARPENTER, CHARLEVOIX MI 49727 US, US, US | 7 | \$ 91.75 | \$ 85.42 | \$ 119.83 | \$ 118.89 | N | MTWRF |
| 99046 | 2 | Week1 | 3 | W | 29 | CHARLEVOIX SELF SERVE | 1308 BRIDGE ST., CHARLEVOIX MI 49720 US, US, US | 7 | \$ 71.86 | \$ 73.34 | \$ 88.47 | \$ 74.72 | N | MTWRF |
| 232286 | 0 | Week3 | 3 | W | 30 | HEALTH DEPT NW MI-CHARLEVOIX | 220 W. GARFIELD AVE, CHARLEVOIX MI 49720 US, US, US | 3 | \$ 73.00 | \$ 68.37 | \$ 71.08 | \$ 72.44 | N | MTWRF |
| 99062 | 8 | Week1 | 3 | W | 30 | SPT MCDONOUGH'S STORE 524 | 100 Clinton St, Charlevoix MI 49720 US, US, US | 7 | \$ - | \$ 59.07 | \$ 59.18 | \$ 61.53 | N | MTWRF |
| 231685 | 0 | Week1 | 3 | W | 31 | EAST PARK TAVERN | 307 BRIDGE STREET, CHARLEVOIX MI 49720 US, US, US | 7 | \$ 66.05 | \$ 70.67 | \$ 69.38 | \$ 69.57 | Y | MTWRF |
| 99031 | 4 | Week1 | 3 | W | 32 | BLARNEY CASTLE #320 | 12665 US 31 NORTH, CHARLEVOIX MI 49720 US, US, US | 7 | \$ 146.94 | \$ 117.27 | \$ 143.48 | \$ 130.63 | N | MTWRF |
| 226988 | 0 | Week1 | 3 | W | 33 | CITY OF BOYNE CITY-DPW | 1031 ROBINSON STREET, BOYNE CITY MI 49712 US, US, US | 7 | \$ 85.65 | \$ 72.75 | \$ 74.30 | \$ 83.94 | N | MTWRF |
| 99161 | 99 | Week1 | 3 | W | 34 | SPT. FAMILY FARE #1517 FIRST A | 430 N. LAKE ST., BOYNE CITY MI 49712 US, US, US | 7 | \$ - | \$ - | \$ - | \$ 266.38 | N | MTWRF |
| 232578 | 0 | Week4 | 3 | W | 34 | THE FARLEY CALENDAR CO | 635 N PARK ST, BOYNE CITY MI 49712 US, US, US | 4 | \$ 38.41 | \$ 35.00 | \$ 35.00 | \$ 35.00 | N | MTWRF |
| 99061 | 99 | Week1 | 3 | W | 35 | SPT. FAMILY FARE #1517 | 430 N. LAKE ST., BOYNE CITY MI 49712 US, US, US | 7 | \$ 82.38 | \$ 78.06 | \$ 84.89 | \$ 79.14 | N | MTWRF |
| 229826 | 0 | Week1 | 3 | W | 36 | LAKE STREET MARKET | 306 S. LAKE STREET, BOYNE CITY MI 49712 US, US, US | 7 | \$ 66.99 | \$ 68.72 | \$ 89.48 | \$ 74.79 | N | TWRF |
| 232728 | 0 | Week1 | 3 | W | 37 | STIGGS BREWING COMPANY | 112 S. PARK, BOYNE CITY MI 49712 US, US, US | 7 | \$ 91.44 | \$ 73.55 | \$ 90.07 | \$ 83.32 | Y | MTWRF |
| 226987 | 0 | Week1 | 3 | W | 38 | CITY OF BOYNE CITY-WATER | Lagoon Access Dr, Boyne City MI 49712 US, BOYNE CI, US | 7 | \$ 18.10 | \$ 17.06 | \$ 17.52 | \$ 17.72 | N | MTWRF |
| 232576 | 0 | Week2 | 3 | W | 38 | CITY OF BOYNE/CITY HALL | 319 N. LAKE ST., BOYNE CITY MI 49712 US, US, US | 6 | \$ 149.90 | \$ 137.00 | \$ 141.55 | \$ 143.82 | N | MTWRF |
| 232274 | 0 | Week3 | 3 | W | 38 | EYES ON MAIN | 102 E. MAIN, BOYNE CITY MI 49712 US, US, US | 3 | \$ 43.38 | \$ 38.12 | \$ 38.10 | \$ 41.16 | N | MTWRF |
| 99046 | 3 | Week1 | 3 | W | 39 | BOYNE CITY SHELL OIL | 1320 BOYNE AVENUE, BOYNE CITY MI 49712 US, US, US | 7 | \$ 61.52 | \$ 64.56 | \$ 75.69 | \$ 60.16 | N | MTWRF |
| 99046 | 18 | Week1 | 3 | W | 40 | LOUIE'S MARKET BOYNE | 1231 M 75 SOUTH, BOYNE CITY MI 49712 US, US, US | 7 | \$ 156.62 | \$ 178.10 | \$ 202.28 | \$ 169.15 | N | MTWRF |
| 224174 | 0 | Week1 | 3 | W | 41 | ERIKSENS 131 | 2525 US 131, BOYNE FALLS MI 49713 US, US, US | 7 | \$ 52.71 | \$ 44.66 | \$ 44.04 | \$ 50.97 | N | MTWRF |
| 99031 | 2 | Week1 | 3 | W | 42 | BLARNEY CASTLE #288 | 2568 US 131 SOUTH, BOYNE FALLS MI 49713 US, US, US | 7 | \$ 147.14 | \$ 132.15 | \$ 142.05 | \$ 139.42 | N | MTWRF |
| 223050 | 0 | Week3 | 3 | W | 42 | M-75 SERVICE CENTER | 01196 M-75 SOUTH, BOYNE CITY MI 49712 US, US, US | 3 | \$ 41.62 | \$ 38.73 | \$ 40.28 | \$ 41.06 | N | MTWRF |
| 222192 | 0 | Week1 | 3 | W | 43 | WHI-SKI INN | 2670 US-131, BOYNE FALLS MI 49713 US, US, US | 7 | \$ 105.57 | \$ 75.28 | \$ 82.38 | \$ 80.22 | Y | MTWRF |
| 99031 | 6 | Week1 | 3 | W | 44 | BLARNEY CASTLE #406 | 2400 US 131 NORTH, ELMIRA MI 49730 US, US, US | 7 | \$ 88.53 | \$ 86.95 | \$ 101.06 | \$ 80.34 | N | MTWRF |
| | | Week1 | 3 | W | | Cadillac Depot | 1539 Plett Rd, Cadillac, MI 49601, Cadillac MI 49601 US | | | | | | | |
| | | Week2 | 3 | W | | Cadillac Depot | 1539 Plett Rd, Cadillac, MI 49601, Cadillac MI 49601 US | | | | | | | |
| | | Week3 | 3 | W | | Cadillac Depot | 1539 Plett Rd, Cadillac, MI 49601, Cadillac MI 49601 US | | | | | | | |
| | | Week4 | 3 | W | | Cadillac Depot | 1539 Plett Rd, Cadillac, MI 49601, Cadillac MI 49601 US | | | | | | | |