| Acct # | Cust # | : Week # | New Rt | New Deli very Day | New Stop | Old Rt # | Old Deli very Day | Customer Name | DisplayAddressFull | Freque ncy | EstimatedArriv alTime | Estimated Departur e Time | | Revenue Delivery | Q2 Revenue per Delivery | Q3 Revenue per Delivery | | Revenue Delivery |
|--------|------------|-------------|-----------|----------------------------|----------|-------------|----------------------------|-------------------------------|---------------------------------------|---------------|--------------------------|------------------------------|-------|---------------------|----------------------------|----------------------------|-------|---------------------|
| 73511 | 0000 | 0 Week1 | 101 | Т | 1 | 101 | Т | ROX'S FAMILY DINER | 210 S. SECOND ST., LINCOLN MI 4874 | 0 | 6:37:21 AM | 6:41:41 AM | \$ | 36.57 | \$ 42.35 | \$ 44.47 | \$ | 46.26 |
| 71193 | 0 | Week1 | 101 | Т | 2 | 101 | Т | Alcona County Road | 301 N LAKE ST PO BOX 40, LINCOLN I | 7 | 6:42:58 AM | 6:54:08 AM | \$ | 144.19 | \$ 140.94 | \$ 146.16 | \$ | 134.63 |
| 71183 | 0 | Week1 | 101 | Т | 3 | 101 | Т | Northern Precision | 601 South Lake St, Lincoln MI 48742 | 7 | 6:55:59 AM | 7:06:41 AM | \$ | 138.63 | \$ 145.07 | \$ 149.57 | \$ | 155.59 |
| 71185 | 0 | Week1 | 101 | Т | 4 | 101 | Т | Viking Energy of Lincoln | 509 W. State St., Lincoln MI 48742 U | 7 | 7:08:32 AM | 7:20:42 AM | \$ | 344.08 | \$ 405.60 | \$ 439.32 | \$ | 422.49 |
| 71182 | 0 | Week1 | 101 | Т | 5 | 101 | Т | NORTHERN INDUSTRIAL WOOD INC. | 507 STATE ROAD COMPANY 164, Line | 5 | 7:20:49 AM | 7:29:47 AM | \$ | 85.72 | \$ 82.75 | \$ 84.77 | \$ | 81.54 |
| 73554 | 0 | Week1 | 101 | Т | 6 | 101 | Т | BEAR CLAW GRILL | 1770 W. TRASK LAKE RD., BARTON C | 5 | 7:41:36 AM | 7:51:16 AM | \$ | - | \$ - | \$ 123.90 | \$ | 54.83 |
| 71176 | 0 | Week1 | 101 | Т | 7 | 101 | Т | SCOTT'S BAR & GRILL | 1758 Trask Lake Rd., Barton City MI 4 | 5 | 7:51:19 AM | 8:06:56 AM | \$ | 85.52 | \$ 91.64 | \$ 71.01 | \$ | 75.27 |
| 71174 | 0 | Week1 | 101 | Т | 8 | 101 | Т | Barton City Eagles | 671 Sanborn Rd., Barton City MI 487 | 5 | 8:59:37 AM | 9:15:17 AM | \$ | 85.45 | \$ 96.57 | \$ 106.65 | \$ | 111.79 |
| 99152 | 4 | Week1 | 101 | Т | 9 | 105 | R | ALPENA GENERAL HOSPOSCODA | 177 N. BARLOW ROAD, LINCOLN MI | 7 | 9:25:29 AM | 9:32:48 AM | \$ | 81.57 | \$ 241.71 | \$ 224.14 | \$ | 259.42 |
| 99152 | 5 | Week1 | 101 | Т | 10 | 105 | R | ALPENA GENERAL HOSPLINCOLN | 177 N. BARLOW ROAD, LINCOLN MI | 7 | 9:32:48 AM | 9:39:23 AM | \$ | 122.26 | \$ 115.76 | \$ 121.57 | \$ | 125.50 |
| 70486 | 0 | Week1 | 101 | Т | 11 | 101 | Т | Alcona Motors, Inc. | 313 S. Second Lincoln P.O. Box 130, I | 7 | 9:42:11 AM | 9:56:46 AM | \$ | 211.40 | \$ 222.28 | \$ 235.25 | \$ | 218.31 |
| 71181 | 0 | Week1 | 101 | Т | 12 | 101 | Т | Lincoln Outdoor Center | 300 S SECOND ST, LINCOLN MI 48742 | 7 | 9:57:22 AM | 10:05:27 AM | \$ | 35.00 | \$ 33.94 | \$ 46.85 | \$ | 43.78 |
| 71191 | 0 | Week1 | 101 | Т | 13 | 101 | Т | Snyder's Lincoln Pharmacy | 301 Second St P.O. Box 237, Lincoln I | 7 | 10:05:36 AM | 10:11:54 AM | \$ | 39.59 | \$ 40.36 | \$ 40.15 | \$ | 41.33 |
| 70801 | 0 | Week1 | 101 | Т | 14 | 101 | Т | ALCONA COUNTY COMMISION ON A | 207 CHURCH ST., LINCOLN MI 48742 | 1 | 10:13:18 AM | 10:23:21 AM | \$ | 135.06 | \$ 143.85 | \$ 148.18 | \$ | 149.62 |
| 73457 | 0 | Week1 | 101 | Т | 15 | 101 | Т | JACKS GARAGE | 324 E HAWLEY, LINCOLN MI 48742 U | 7 | 10:24:01 AM | 10:36:31 AM | \$ | 38.08 | \$ 35.83 | \$ 37.49 | \$ | 37.44 |
| 71190 | 0 | Week1 | 101 | Т | 16 | 105 | R | Kris Mart | 863 N. Barlow Rd., Lincoln MI 48742 | 7 | 10:37:49 AM | 10:52:03 AM | \$ | 94.62 | \$ 91.30 | \$ 109.09 | \$ | 105.71 |
| 73314 | 0 | Week1 | 101 | Т | 17 | 105 | R | MARATHON | 921 N BARLOW, LINCOLN MI 48742 L | 7 | 10:52:13 AM | 11:00:26 AM | \$ | 50.52 | \$ 50.52 | \$ 63.83 | \$ | 69.58 |
| | | Week1 | 101 | Т | | | | Alpena Depot | 120 E Herman St,, Alpena 49707 US | | 11:39:14 AM | 11:39:14 AM | | | | | | |
| | # of Stops | | | | | | | | | | | | Q1 Re | venue | Q2 Revenue | Q3 Revenue | Q4 Re | evenue |

\$1,728.27 \$1,980.44 \$2,192.38 \$2,133.07