

Report Date: 11/27/24

Shannon Nikles

Product Group	Volume	Percentage
Chemical	\$3,317.88	11.3%
FRC	\$0.00	0.0%
Garment	\$0.00	0.0%
Hygiene	\$4,498.43	15.3%
Linen	\$1,679.44	5.7%
Lost/Replace	\$0.00	0.0%
Mats and Mops	\$3,516.71	11.9%
Not Our Garment	\$0.00	0.0%
Other	\$20.00	0.1%
Paper	\$14,129.24	47.9%
Safewasher	\$0.00	0.0%
Sanis Every Other Week	\$0.00	0.0%
Sanis Monthly	\$0.00	0.0%
Sanis Weekly	\$285.93	1.0%
Scrubs	\$0.00	0.0%
Service Charge	\$378.30	1.3%
Shop Towels/Fender Covers	\$0.00	0.0%
Tile and Carpet	\$0.00	0.0%
Wet and Micro Mops	\$1,617.22	5.5%
Garment Total	\$0.00	0.0%
Non Garment Total	\$29,473.40	100.0%
Grand Total	\$29,473.40	100.0%

Volume Categories	Volume
Mandatory National Accounts	\$104.46
Voluntary National Accounts	\$2,861.75
Mid-Market Accounts	\$154.70
Power Adds	\$13,466.37

FS PC Min Qualification	Volume	PC GOAL
Hardline	\$23,142.16	N/A
Bucket	\$16,783.82	\$7,000

Customer Number	Customer Name	Dollar Volume	Percentage
19270952	EXETER SCHOOL DISTRICT	\$4,583.26	15.6%
19688495	EXETER TOWNSHIP SCHOOL DISTRICT	\$4,238.00	14.4%
19303921	REIFFTON SCHOOL	\$4,027.91	13.7%
19303918	LORANE ELEMENTARY SCHOOL	\$3,430.91	11.6%
19303273	EXETER TWP JUNIOR HIGH SCHOOL	\$2,370.06	8.0%
19303916	JACKSONWALD ELEMENTARY SCHOOL	\$2,356.71	8.0%

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19491254	OWATIN ELEMENTARY SCHOOL	\$1,508.05	5.1%
20515816	SAUCON VALLEY MANOR	\$1,100.93	3.7%
19235513	EXETER TOWNSHIP SCHOOL DISTRICT	\$336.37	1.1%
20162942	KENCO	\$317.47	1.1%
19851462	REMAX DELUXE	\$304.98	1.0%
19730594	UNICO RESTAURANT	\$179.29	0.6%
10186064	BATESVILLE CASKET CO	\$156.20	0.5%
15527614	PITT OHIO	\$154.70	0.5%
20019476	TRULIEVE	\$147.56	0.5%
19036649	CUZIN'S	\$147.36	0.5%
20315604	GOLF PRACTICE CTR	\$139.20	0.5%
19638014	VIVA LA MEXICO	\$133.95	0.5%
19381540	HALF TIME BAR & GRILLE	\$128.95	0.4%
19270876	MOFONGO RESTAURANT	\$123.30	0.4%
19474929	RETRIEVER BREWING	\$122.50	0.4%
19226090	J R'S SUBS & GRUBS	\$122.15	0.4%
19554634	CAPSTONE LOGISTICS	\$117.62	0.4%
20196179	FAMILY PIZZERIA LLC	\$115.45	0.4%
19821846	BIRRIAHOLIC	\$113.31	0.4%
15526014	GOURMAND	\$113.07	0.4%
20470639	PA HOUSE RESTAURANT	\$99.32	0.3%
19545202	THE UNDERDOG CATERING COMPANY	\$97.95	0.3%
20361658	CROSS AMERICA PARTNERS	\$97.18	0.3%
20266001	WORLD WIDE FITTINGS INC	\$96.73	0.3%
20361589	EXXON	\$93.39	0.3%
20361588	CROSS AMERICAN PARTNERS	\$93.35	0.3%
20361591	CROSS AMERICA PARTNERS	\$90.70	0.3%
20315362	UNRIVALED NUTRITION AND TRAINING	\$86.45	0.3%
19481280	ALVERNIA UNIVERSITY	\$85.68	0.3%
20265977	ALMOST VEGAN CAFE	\$83.45	0.3%
19852765	NOTCH MODERN KITCHEN & BAR	\$80.95	0.3%
19558120	AMIGOS PIZZA	\$76.20	0.3%
20263625	APL LOGISTICS	\$74.05	0.3%
19482093	BUBBAKOOS BURRITOS	\$72.95	0.2%
19622661	MILL CREEK PIZZA	\$68.95	0.2%
19360275	QUALITY BIOMEDICAL	\$67.58	0.2%
19360032	ASHLEY FURNITURE INDUSTRIES	\$66.68	0.2%

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19482084	SPRING RIDGE LP	\$63.95	0.2%
19522610	COPLAY EATERY	\$61.90	0.2%
20400152	LAURYS STATION AMERICAN DINER	\$54.86	0.2%
19637815	YERGEY BREWING	\$54.60	0.2%
20361590	CROSS AMERICAN PARTNERS	\$54.52	0.2%
19341295	PILGER RUH BREWERY	\$54.00	0.2%
20449457	ST LUKES	\$53.95	0.2%
19473875	RETRIEVER BREWING	\$52.95	0.2%
19429840	FIT BY DESIGN	\$52.85	0.2%
19929807	NFI	\$51.85	0.2%
19192226	BLENDED BY BRU DADDYS	\$51.75	0.2%
19407055	READING COFFEE	\$50.49	0.2%
19317760	MARIOS PIZZA & CAFE	\$49.95	0.2%
19624258	PICASSO PIZZA	\$49.94	0.2%
19169530	KRISPY KRUNCH	\$41.86	0.1%
16523687	FRANKLYN'S	\$39.50	0.1%
19779968	UNO TAQUERIA	\$39.49	0.1%
19716185	EAST COAST SPORTS ACADEMY	\$39.25	0.1%
19291000	KING'S SEAFOOD	\$38.85	0.1%
19573654	COOPERSBURG DENTAL	\$36.90	0.1%
20001861	UNIQUE SOURCE PRODUCTS AND SERVICES	\$36.85	0.1%
19191415	CENTRAL PET & GARDEN	\$36.46	0.1%
19227105	RRG ASPEN HOLDINGS LLC	\$35.90	0.1%
20484066	HOUSE OF EVENTS	\$35.48	0.1%
19669468	THE BAGEL PRESS	\$34.89	0.1%
19647509	MISTER CAR WASH	\$33.49	0.1%
18817293	POTTSTOWN CAFE	\$29.50	0.1%
19509979	TREXLER EXPRESS LLC	\$27.12	0.1%
19822633	CORNERSTONE LAW FIRM LLC	\$25.25	0.1%
19779813	WILLOW CREEK BREWERY	\$25.00	0.1%
19674363	STARBUCKS	\$23.15	0.1%
19573830	SBARRO PHILADELPHIA PREMIUM OUTLET	\$22.50	0.1%
19192229	FREDDY & CHINOS BISTRO	\$22.40	0.1%
19407577	CHOISI LLC	\$22.00	0.1%
10513731	PULSE TECHNOLOGIES, INC	\$10.00	0.0%
20264263	DUNKIN	\$9.05	0.0%
17564971	MICROTEL INN HAMBURG	\$8.50	0.0%

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20020119	STARBUCKS	\$7.50	0.0%
20021177	STARBUCKS	\$7.13	0.0%
18772052	STAVE & STABLE	\$7.00	0.0%
Grand Total:	Total New Accounts: 75	\$29,473.40	100.0%