

Report Date: 11/27/24

## Shannon Nikles

Product Group	Volume	Percentage
Chemical	\$80.99	1.9%
FRC	\$919.03	21.0%
Garment	\$2,019.17	46.2%
Hygiene	\$178.53	4.1%
Linen	\$184.45	4.2%
Lost/Replace	\$0.00	0.0%
Mats and Mops	\$410.09	9.4%
Not Our Garment	\$0.00	0.0%
Other	\$0.00	0.0%
Paper	\$150.75	3.4%
Safewasher	\$0.00	0.0%
Sanis Every Other Week	\$0.00	0.0%
Sanis Monthly	\$0.00	0.0%
Sanis Weekly	\$0.00	0.0%
Scrubs	\$0.00	0.0%
Service Charge	\$163.35	3.7%
Shop Towels/Fender Covers	\$28.92	0.7%
Tile and Carpet	\$0.00	0.0%
Wet and Micro Mops	\$236.93	5.4%
Garment Total	\$2,938.20	67.2%
Non Garment Total	\$1,434.01	32.8%
Grand Total	\$4,372.21	100.0%

Volume Categories	Volume
Mandatory National Accounts	\$62.54
Voluntary National Accounts	\$637.23
Mid-Market Accounts	\$0.00
Power Adds	\$349.63

Uniform PC Min Qualification	Volume	PC GOAL
Hardline	\$4,372.21	N/A
Bucket	\$2,938.20	\$12,000

FS PC Min Qualification	Volume	PC GOAL
Hardline	\$4,372.21	N/A
Bucket	\$1,223.15	\$7,000

Customer Number	Customer Name	Dollar Volume	Percentage
23132189	PENNPAC SOLUTIONS	\$433.33	9.9%
15528303	STEM BROTHERS FUEL OIL	\$391.03	8.9%
22271609	CBRE	\$363.87	8.3%
15525108	RENAISSANCE ALLENTOWN	\$304.46	7.0%
23055811	BEAUCHAMP HOLDINGS LLC	\$300.04	6.9%
23054966	ALIBI	\$222.43	5.1%

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23108247	LBG MACHINE INC	\$194.41	4.4%
22713759	PREMIER FORKLIFT SRVCS	\$172.41	3.9%
22806896	ALDRIDGE ELECTRIC	\$169.55	3.9%
23087445	WE THE BEST AUTO SHOP REPAIR	\$146.11	3.3%
22943242	CERTAINTEED	\$145.38	3.3%
22795339	SIMS METAL MANAGEMENT	\$139.37	3.2%
22239622	TAVERN ON LIBERTY	\$117.33	2.7%
23194516	LA MAYA	\$113.33	2.6%
23287439	FADDIS CONCRETE PRODUCTS INC	\$103.95	2.4%
23055753	HUMMUS HOUSE	\$96.53	2.2%
22271862	MEGA AUTO REPAIR	\$86.65	2.0%
22111775	TOPRX	\$85.04	1.9%
22489688	JIM BOBAL APPLIANCE SVC LLC	\$77.70	1.8%
23325311	SMOOTHIE Q	\$74.65	1.7%
23193822	BRAVO MEAT MARKET	\$69.05	1.6%
22996529	MEGA NUTRITION	\$58.63	1.3%
21788925	LANTA TRANSPORTATION AUTHORITY	\$54.24	1.2%
22571356	FERRELL GAS	\$51.06	1.2%
23039459	KELLEY ELECTRIC	\$45.11	1.0%
23311825	HERTZ	\$43.80	1.0%
22980409	CIELITO LINDO MEXICAN GROC STR	\$43.34	1.0%
22767345	POPEYES	\$43.12	1.0%
22638581	KOA ENTERPRISES OF PA LLC	\$40.31	0.9%
21649458	GEODIS	\$30.00	0.7%
21557038	BIG WOODYS	\$25.20	0.6%
21717650	MACUNGIE DINER	\$25.19	0.6%
23004321	THE LATIN GUSTO	\$18.48	0.4%
23258611	SALADWORKS	\$18.02	0.4%
23275474	MY SALON SUITE	\$17.93	0.4%
21815683	LANTA	\$14.80	0.3%
22650128	WAWA STORE	\$13.07	0.3%
21949050	THE NEW SANTIAGO RESTAURANT	\$12.12	0.3%
22866783	WAWA	\$5.67	0.1%
21981916	PARKLAND RESTAURANT	\$5.50	0.1%
<b>Grand Total:</b>	<b>Total New Accounts: 35</b>	<b>\$4,372.21</b>	<b>100.0%</b>