

Report Date: 11/27/24

## Shannon Nikles

Product Group	Volume	Percentage
Chemical	\$254.81	4.4%
FRC	\$23.21	0.4%
Garment	\$127.52	2.2%
Hygiene	\$783.80	13.6%
Linen	\$554.40	9.6%
Lost/Replace	\$0.00	0.0%
Mats and Mops	\$1,629.82	28.2%
Not Our Garment	\$0.00	0.0%
Other	\$0.00	0.0%
Paper	\$1,612.03	27.9%
Safewasher	\$0.00	0.0%
Sanis Every Other Week	\$0.00	0.0%
Sanis Monthly	\$0.00	0.0%
Sanis Weekly	\$234.50	4.1%
Scrubs	\$0.00	0.0%
Service Charge	\$194.19	3.4%
Shop Towels/Fender Covers	\$240.00	4.1%
Tile and Carpet	\$0.00	0.0%
Wet and Micro Mops	\$129.06	2.2%
Garment Total	\$150.73	2.6%
Non Garment Total	\$5,632.61	97.4%
Grand Total	\$5,783.34	100.0%

Volume Categories	Volume
Mandatory National Accounts	\$267.82
Voluntary National Accounts	\$1,437.20
Mid-Market Accounts	\$86.00
Power Adds	\$1,862.43

Uniform PC Min Qualification	Volume	PC GOAL
Hardline	\$5,783.34	N/A
Bucket	\$150.73	\$12,000

FS PC Min Qualification	Volume	PC GOAL
Hardline	\$5,783.34	N/A
Bucket	\$3,763.36	\$7,000

Customer Number	Customer Name	Dollar Volume	Percentage
23876068	DANA HOLDING CORP	\$1,162.53	20.1%
19892824	READING BAKERY SYSTEMS	\$627.71	10.9%
23443194	MANDERBACH FORD	\$308.50	5.3%
23823442	SGL CARBON LLC	\$234.50	4.1%
23284237	SAIA LTL FREIGHT	\$223.62	3.9%
23397794	SOULJOEL'S COMEDY CLUB	\$197.45	3.4%

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23879130	S & S ACTIVEWEAR	\$190.04	3.3%
24054683	EASY DOES IT INC	\$156.20	2.7%
24023337	UP DOG HOT DOG	\$155.60	2.7%
23194516	LA MAYA	\$151.20	2.6%
23483646	FIESTA CHARRA	\$145.50	2.5%
14021899	THE WARHOUSE GYM	\$141.34	2.4%
24172164	ATHLETES EDGE OF BERKS	\$135.17	2.3%
23914043	ELBI OF AMERICA	\$127.99	2.2%
24114207	BROOKLYN PLACE	\$121.52	2.1%
24025646	PLATINUM SPORTS BAR	\$107.00	1.9%
22578919	XPO	\$100.47	1.7%
24088914	BULGOGI KOREAN BBQ & THAI	\$98.95	1.7%
24031680	PRIME TIME PIZZA AND GRILL	\$98.45	1.7%
10199911	KLINGER'S ON CARSONIA	\$97.04	1.7%
24175150	ROLLIE'S PLACE	\$96.85	1.7%
23997133	SCHATZ ELECTRIC INC	\$95.95	1.7%
24070191	EL PUNTO BORICUA	\$89.75	1.6%
19894536	M J ELECTRIC LLC	\$86.00	1.5%
24148981	FLYING HILLS PRESCHOOL	\$80.55	1.4%
24149058	LEZZER LUMBER	\$79.22	1.4%
24152744	SANTO'S SANDWICH SHOP	\$78.95	1.4%
24154348	CANDY LAND EXPRESS	\$72.45	1.3%
24120053	MIKES SANDWICH SHOP	\$70.25	1.2%
23797724	FRIDAS MEXICAN TAQUERIA	\$67.35	1.2%
25042681	ROMANO'S	\$65.00	1.1%
23526466	SHERWOOD BEDDING	\$57.00	1.0%
25080594	NYC CONVENIENCE STORE INC	\$50.00	0.9%
23410931	POPEYES	\$47.97	0.8%
23132189	PENNPAC SOLUTIONS	\$46.97	0.8%
24091353	STARBUCKS	\$44.20	0.8%
23791345	PLAYA BOWLS	\$29.71	0.5%
23828668	AR GROUP OF RESTAURANTS	\$24.93	0.4%
23054966	ALIBI	\$19.46	0.3%
<b>Grand Total:</b>	<b>Total New Accounts: 33</b>	<b>\$5,783.34</b>	<b>100.0%</b>