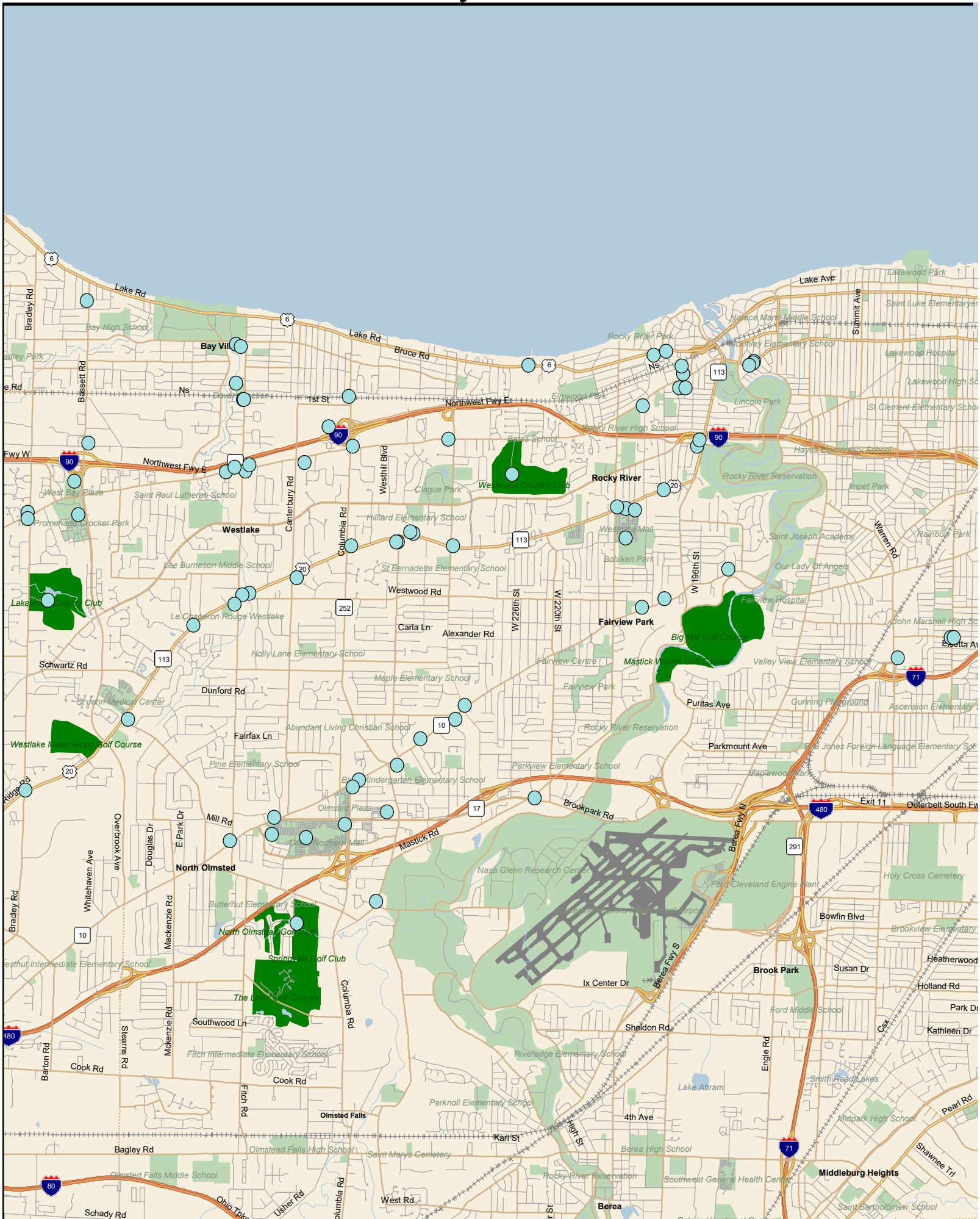


Territory Plot - 618



Route: 618 Overview Week 1

Day	Number Of Stops	CEs	Cases	Kegs
M	18	489.40	424.50	6.90
T	17	740.90	670.60	3.60
W	17	418.40	359.80	7.10
F	18	792.00	720.00	4.50
	70	2,440.60	2,174.90	22.10

Route: 618 Monday Week 1

Cus #	Name	Address	City	Blk	CEs	Cases	Kegs
46200	Speedway #45367 (EDI)	630 Columbia Road	Bay Village		25.19	24.23	.00
46435	Buffalo Wild Wing (EFT FP)	3011 Westgate Mall	Fairview Park		18.45	1.72	2.43
46432	Applebee's # 83 (EFT)	20705 Center Ridge Road	Rocky River		5.20	1.18	.62
46060	Swinging Door (EFT)	20130 Center Ridge Road	Rocky River		11.80	7.04	.70
46053	Sunoco (RR)	20960 Center Ridge Road	Rocky River		25.55	24.91	.00
46170	Rusty Barrel, The (EFT)	27026 Center Ridge Road	Westlake		12.13	12.00	.02
46174	Westlake Marathon (EFT)	27190 Center Ridge Road	Westlake		37.57	35.23	.00
46180	Conv Food Mart (WL)	29233 Center Ridge Road	Westlake		30.97	29.32	.00
46187	Bradley Center Beverage	30792 Center Ridge Road	Westlake		7.02	6.82	.00
46125	Elks Lodge #1350	24350 Center Ridge Road	Westlake		17.77	10.15	1.11
46152	Get Go #3316 (EFT)	25476 Center Ridge Road	Westlake		59.45	53.79	.00
46347	Speedway #46761 (EDI)	30805 Detroit Road	Westlake		34.65	34.84	.00
46015	Lakewood Country Club (EFT)	2613 Bradley Road	Westlake		6.00	5.76	.04
46119	Shell (Clague)	23696 Center Ridge Road	Westlake		38.49	36.82	.00
46120	Mitchells Tavern	24282 Center Ridge Road	Westlake		30.50	23.27	.91
46130	Deli 4 Less (EFT Wstlk)	24505 Center Ridge Road	Westlake		81.34	76.86	.00
46135	Loco Leprechaun	24545 Center Ridge Road	Westlake		24.60	18.00	1.00
46155	Time Warp (EFT)	26261 Center Ridge Road	Westlake		22.68	22.52	.07
18					489.40	424.40	6.80

Route: 618 Tuesday Week 1

Cus #	Name	Address	City	Blk	CEs	Cases	Kegs
41440	Friendly Food Mart (W 140)	4050 West 140th Street	Cleveland		57.90	47.77	.00
43378	Frank's Deli	4051-53 West 140th Street	Cleveland		41.39	35.39	.00
43385	Joe's Kwik Mart #272 (EFT)	4161 West 150th Street	Cleveland		30.32	28.79	.00
41251	Circle K #5664	20220 Lorain Road	Fairview Park	X	72.39	65.61	.00
41295	Target #2266 (EFT)	20900 Westgate Mall	Fairview Park	X	40.96	47.90	.00
41245	Fairview Convenient	19110 Lorain Road	Fairview Park	X	50.06	46.20	.00
41250	Minotti's Wine & Spirits	20550 Lorain Road	Fairview Park	X	38.89	37.15	.10
43076	Angel Petro-Clark Oil	22492 Brookpark Road	Fairview Park	X	57.03	52.72	.00
47060	Tricia's Little Beverage & Deli	5600 Columbia Road	North Olmsted		21.90	19.72	.00
45108	Marc's #04 (EFT)	26393 Great Northern Shop Center	North Olmsted	X	88.29	83.27	.00
45265	Speedway #45273 (EDI)	26516 Lorain Road	North Olmsted	X	75.83	67.23	.00
45114	Target #2016 (EFT)	24646 Brookpark Road	North Olmsted	X	25.37	29.48	.00
45276	Get Go #3360 (EFT)	27268 Lorain Road	North Olmsted	X	43.12	39.34	.00
45012	Applebee's # 82 (EFT)	5010 Great Northern Boulevard	North Olmsted		5.44	1.44	.62
45105	Harry Buffalo (EFT N Olm)	4824 Great Northern Boulevard	North Olmsted		24.41	5.95	2.70
47055	Springvale Country Club	5873 Canterbury Road	North Olmsted		14.51	11.11	.20
46165	Speedway #45470 (EDI)	2726 Dover Center Road	Westlake	X	53.08	51.50	.00
17					740.90	670.60	3.60

Route: 618 Wednesday Week 1

Cus #	Name	Address	City	Blk	CEs	Cases	Kegs
46200	Speedway #45367 (EDI)	630 Columbia Road	Bay Village		25.19	24.23	.00
46430	Bay Food Mart (EFT)	27340 West Oviatt Road	Bay Village		56.46	53.43	.06
46446	Ross Wine & Liquor (BV)	27313 Wolf Road Unit 15	Bay Village		35.68	35.93	.04
46445	Pin High Golf & Lounge (EFT)	27229 Wolf Road	Bay Village		5.00	2.50	.50
46415	Lake Road Market (EFT)	20267 Lake Road	Rocky River		14.28	15.11	.00
46420	Pier Beverage & Deli	22474 Lake Road	Rocky River		37.68	35.89	.00
44342	Wine Bar (EFT)	1313 Linda Street	Rocky River		16.30	16.13	.02
46240	Rocky River Mart & Deli	20505 Detroit Road	Rocky River		9.92	10.04	.00
46245	Westwood Country Club (EFT)	22625 Detroit Road	Rocky River		9.96	8.93	.38
46272	Joe's Kwik Mart #288 (EFT)	25466 Detroit Road	Westlake		25.49	23.66	.00
46289	Red, Wine & Brew (EFT Westlake)	25887-91 Detroit Road	Westlake		33.35	32.98	.18
46290	Sam's Convenient	27112 Detroit Road	Westlake		41.56	37.79	.00
46380	Ironwood Cafe (EFT)	688 Dover Center Road	Westlake		23.16	7.75	2.15
46315	Dover Gardens (EFT)	27402 Detroit Road	Westlake		19.15	19.13	.31
46255	Panini's (Westlake)	23800 Detroit Road	Westlake		41.27	13.97	3.45
46292	Westlake Sunoco	27179 Detroit Road	Westlake		21.32	19.77	.00
46352	Cavoli's Pizza (EFT)	680 Dover Center Road	Westlake		2.60	2.60	.00
17					418.40	359.80	7.10

Route: 618 Friday Week 1

Cus #	Name	Address	City	Blk	CEs	Cases	Kegs
41250	Minotti's Wine & Spirits	20550 Lorain Road	Fairview Park	X	38.89	37.15	.10
44270	Riverwood Inn (EFT)	18500 Detroit Avenue	Lakewood		13.59	13.06	.15
44275	West End Tavern (EFT Lkwd)	18514 Detroit Avenue	Lakewood		11.08	11.04	.00
44285	Around the Corner	18616 Detroit Avenue	Lakewood		30.10	19.50	1.56
45160	One Stop Sunoco #7	23370 Lorain Road	North Olmsted	X	67.20	60.20	.00
10481	Caps & Corks (EFT NO)	25141 Lorain Road	North Olmsted	X	66.79	63.81	.07
45205	Discount Drug Mart # 8	24485 Lorain Road	North Olmsted	X	66.00	61.45	.00
45170	Olmsted Beverage & Lottery	23555 Lorain Road	North Olmsted	X	74.18	68.52	.00
45225	True North #343 (EFT)	25199 Lorain Road	North Olmsted	X	53.75	48.81	.00
45180	Speedway #45504 (EDI)	24046 Lorain Road	North Olmsted	X	36.64	35.25	.00
46406	Rocky River Sun Mart (EFT)	20045 Lake Road	Rocky River	X	60.55	58.11	.00
46393	Shell (Hilliard)	19300 Hilliard Boulevard	Rocky River	X	34.45	32.97	.00
44325	Minotti's Wine & Spirits (RR)	19831 Detroit Road	Rocky River		30.78	29.15	.06
46395	SDM Food Market	19367 Hilliard Boulevard	Rocky River		26.68	25.50	.00
10066	Yard House (EFT WL)	160 Union Street	Westlake		17.59	.00	2.56
46300	Discount Drug Mart #10	27300 Detroit Road	Westlake	X	55.79	53.52	.00
46341	Joe's Kwik Mart #297 (EFT)	30812 Detroit Road	Westlake	X	37.88	35.31	.00
46222	True North #362 (EFT)	1145 Crocker Road	Westlake	X	70.09	66.63	.00
18					792.00	719.90	4.70

Route: 618 Overview Week 2

Day	Number Of Stops	CEs	Cases	Kegs
M	16	457.40	399.10	6.30
T	15	694.10	633.70	3.00
W	17	403.90	329.10	9.70
F	19	811.20	739.00	4.50
	67	2,366.50	2,100.80	23.50

Route: 618 Monday Week 2

Cus #	Name	Address	City	Blk	CEs	Cases	Kegs
46200	Speedway #45367 (EDI)	630 Columbia Road	Bay Village		25.19	24.23	.00
46435	Buffalo Wild Wing (EFT FP)	3011 Westgate Mall	Fairview Park		18.45	1.72	2.43
46060	Swinging Door (EFT)	20130 Center Ridge Road	Rocky River		11.80	7.04	.70
46053	Sunoco (RR)	20960 Center Ridge Road	Rocky River		25.55	24.91	.00
46177	Hail Mary's (EFT)	27828 Center Ridge Road	Westlake		10.96	10.46	.08
10469	Fresh Thyme Farmers Mkt # 311 (EFT Wlk)	30016 Detroit Road	Westlake		13.75	14.71	.00
46152	Get Go #3316 (EFT)	25476 Center Ridge Road	Westlake		59.45	53.79	.00
46347	Speedway #46761 (EDI)	30805 Detroit Road	Westlake		34.65	34.84	.00
46125	Elks Lodge #1350	24350 Center Ridge Road	Westlake		17.77	10.15	1.11
46180	Conv Food Mart (WL)	29233 Center Ridge Road	Westlake		30.97	29.32	.00
46120	Mitchells Tavern	24282 Center Ridge Road	Westlake		30.50	23.27	.91
46130	Deli 4 Less (EFT Wstlk)	24505 Center Ridge Road	Westlake		81.34	76.86	.00
46135	Loco Leprechaun	24545 Center Ridge Road	Westlake		24.60	18.00	1.00
46155	Time Warp (EFT)	26261 Center Ridge Road	Westlake		22.68	22.52	.07
46170	Rusty Barrel, The (EFT)	27026 Center Ridge Road	Westlake		12.13	12.00	.02
46174	Westlake Marathon (EFT)	27190 Center Ridge Road	Westlake		37.57	35.23	.00
16					457.40	399.00	6.30

Route: 618 Tuesday Week 2

Cus #	Name	Address	City	Blk	CEs	Cases	Kegs
41440	Friendly Food Mart (W 140)	4050 West 140th Street	Cleveland		57.90	47.77	.00
43385	Joe's Kwik Mart #272 (EFT)	4161 West 150th Street	Cleveland		30.32	28.79	.00
41251	Circle K #5664	20220 Lorain Road	Fairview Park	X	72.39	65.61	.00
41295	Target #2266 (EFT)	20900 Westgate Mall	Fairview Park	X	40.96	47.90	.00
41245	Fairview Convenient	19110 Lorain Road	Fairview Park	X	50.06	46.20	.00
41250	Minotti's Wine & Spirits	20550 Lorain Road	Fairview Park	X	38.89	37.15	.10
43076	Angel Petro-Clark Oil	22492 Brookpark Road	Fairview Park	X	57.03	52.72	.00
45105	Harry Buffalo (EFT N Olm)	4824 Great Northern Boulevard	North Olmsted		24.41	5.95	2.70
47055	Springvale Country Club	5873 Canterbury Road	North Olmsted		14.51	11.11	.20
47060	Tricia's Little Beverage & Deli	5600 Columbia Road	North Olmsted		21.90	19.72	.00
45108	Marc's #04 (EFT)	26393 Great Northern Shop Center	North Olmsted	X	88.29	83.27	.00
45265	Speedway #45273 (EDI)	26516 Lorain Road	North Olmsted	X	75.83	67.23	.00
45114	Target #2016 (EFT)	24646 Brookpark Road	North Olmsted	X	25.37	29.48	.00
45276	Get Go #3360 (EFT)	27268 Lorain Road	North Olmsted	X	43.12	39.34	.00
46165	Speedway #45470 (EDI)	2726 Dover Center Road	Westlake	X	53.08	51.50	.00
15					694.10	633.80	3.00

Route: 618 Wednesday Week 2

Cus #	Name	Address	City	Blk	CEs	Cases	Kegs
46200	Speedway #45367 (EDI)	630 Columbia Road	Bay Village		25.19	24.23	.00
46430	Bay Food Mart (EFT)	27340 West Oviatt Road	Bay Village		56.46	53.43	.06
46446	Ross Wine & Liquor (BV)	27313 Wolf Road Unit 15	Bay Village		35.68	35.93	.04
46445	Pin High Golf & Lounge (EFT)	27229 Wolf Road	Bay Village		5.00	2.50	.50
46005	Village Rose Deli (EFT CI)	328 Bassett Road	Bay Village		5.00	5.00	.00
44343	Market (EFT)	1137 Linda Street	Rocky River		9.46	8.46	.14
44342	Wine Bar (EFT)	1313 Linda Street	Rocky River		16.30	16.13	.02
46415	Lake Road Market (EFT)	20267 Lake Road	Rocky River		14.28	15.11	.00
46245	Westwood Country Club (EFT)	22625 Detroit Road	Rocky River		9.96	8.93	.38
46272	Joe's Kwik Mart #288 (EFT)	25466 Detroit Road	Westlake		25.49	23.66	.00
46289	Red, Wine & Brew (EFT Westlake)	25887-91 Detroit Road	Westlake		33.35	32.98	.18
46290	Sam's Convenient	27112 Detroit Road	Westlake		41.56	37.79	.00
46425	Dave & Buster's #31 (EFT)	25735 1st Street	Westlake		21.26	4.30	2.46
46315	Dover Gardens (EFT)	27402 Detroit Road	Westlake		19.15	19.13	.31
46255	Panini's (Westlake)	23800 Detroit Road	Westlake		41.27	13.97	3.45
46292	Westlake Sunoco	27179 Detroit Road	Westlake		21.32	19.77	.00
46380	Ironwood Cafe (EFT)	688 Dover Center Road	Westlake		23.16	7.75	2.15
17					403.90	329.10	9.70

Route: 618 Friday Week 2

Cus #	Name	Address	City	Blk	CEs	Cases	Kegs
41250	Minotti's Wine & Spirits	20550 Lorain Road	Fairview Park	X	38.89	37.15	.10
44270	Riverwood Inn (EFT)	18500 Detroit Avenue	Lakewood		13.59	13.06	.15
44275	West End Tavern (EFT Lkwd)	18514 Detroit Avenue	Lakewood		11.08	11.04	.00
44285	Around the Corner	18616 Detroit Avenue	Lakewood		30.10	19.50	1.56
45225	True North #343 (EFT)	25199 Lorain Road	North Olmsted	X	53.75	48.81	.00
45180	Speedway #45504 (EDI)	24046 Lorain Road	North Olmsted	X	36.64	35.25	.00
10481	Caps & Corks (EFT NO)	25141 Lorain Road	North Olmsted	X	66.79	63.81	.07
45205	Discount Drug Mart # 8	24485 Lorain Road	North Olmsted	X	66.00	61.45	.00
45160	One Stop Sunoco #7	23370 Lorain Road	North Olmsted	X	67.20	60.20	.00
45170	Olmsted Beverage & Lottery	23555 Lorain Road	North Olmsted	X	74.18	68.52	.00
46393	Shell (Hilliard)	19300 Hilliard Boulevard	Rocky River	X	34.45	32.97	.00
46406	Rocky River Sun Mart (EFT)	20045 Lake Road	Rocky River	X	60.55	58.11	.00
10046	Whole Foods Market (EFT RR)	19607 Detroit Road	Rocky River		19.14	19.00	.00
44325	Minotti's Wine & Spirits (RR)	19831 Detroit Road	Rocky River		30.78	29.15	.06
46395	SDM Food Market	19367 Hilliard Boulevard	Rocky River		26.68	25.50	.00
10066	Yard House (EFT WL)	160 Union Street	Westlake		17.59	.00	2.56
46341	Joe's Kwik Mart #297 (EFT)	30812 Detroit Road	Westlake	X	37.88	35.31	.00
46222	True North #362 (EFT)	1145 Crocker Road	Westlake	X	70.09	66.63	.00
46300	Discount Drug Mart #10	27300 Detroit Road	Westlake	X	55.79	53.52	.00
19					811.20	738.90	4.70

Route: 618 Once Per Month

Cus #	Name	Address	City
46365	CVS #2469 (EFT)	637 Dover Center Road	Bay Village
46444	Walgreens #10029 (EFT)	27251 Wolf Road	Bay Village
10866	Cozumel Mex Restaurant (CL)	4195 West 150th Street	Cleveland
47050	North Olmsted Golf Club (EDI CI)	5840 Canterbury Road	North Olmsted
44345	CVS #3697 (EFT)	19950 Detroit Road	Rocky River
46058	Walgreens #05550 (EFT)	21010 Center Ridge Road	Rocky River
46116	Get Go #3297 (EFT)	22150 Center Ridge Road	Rocky River
46398	BP Unimart #261 (F)	19400 Hilliard Boulevard	Rocky River
46151	Walgreens #05473 (EFT)	25524 Center Ridge Road	Westlake
46153	BP Unimart #267 (F)	25525 Center Ridge Road	Westlake
46154	Sweet Basil Pizzeria	26235 Center Ridge Road	Westlake
46156	Salty Mary's Oyster Bar and Tavern (EFT)	25600 Center Ridge Road	Westlake
46185	Meadowood Golf (CI)	29800 Center Ridge Road	Westlake
46291	Cozumel Mex Restaurant (WL CI)	25048 Sperry Drive	Westlake
46349	CVS #4304	30791 Detroit Road	Westlake

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