

The Wawa[®] Story

Wawa, Inc is headquartered in Wawa, Pennsylvania and currently operates a chain of over 570 convenience stores in a five-state area, including New Jersey, Pennsylvania, Delaware, Maryland and Virginia. The company was founded in 1803 in New Jersey, and incorporated in 1865 as the Millville Manufacturing Company, a textile company with mills in several states and sales offices across the country. Over 100 years ago, Wawa's original dairy farm was built on land located in a rural section of Pennsylvania called Wawa, which was named from a local Native American tribe in honor of their favored game – the Canada goose.

In 1902, George Wood, Millville's owner, opened a small milk plant in Wawa, PA, which specialized in processing; and the home delivery of "doctor certified" milk. Wawa dairy products have always enjoyed an excellent quality reputation. In the 1960's, Grahame Wood, George Wood's grandson, recognized the changing trends in the marketplace. Textile manufacturing was moving out of the area, and the need for the home delivery of milk had declined dramatically. Consumers were discovering supermarkets, and shopping patterns were changing. He realized that these changes represented an opportunity for a new distribution outlet for Wawa dairy products.

Grahame Wood was determined to embrace change and meet the evolving needs of the community. On April 16, 1964, the first Wawa Food Market



opened in Folsom, PA. Throughout Wawa's evolution the core values of the company have remained the same. Today Wawa is not only the name of the thriving company but a symbol of the company's culture. Just like a majestic flock of Canada geese flying synchronously in "V" formation, Wawa employs the principles of teamwork, group consensus and encouragement in the company.

The Wawa dairy has also continued to expand and has produced fine quality products for almost a century. Today, this facility includes state-of-the-art dairy processing equipment, fleet maintenance facilities and a warehouse complex that processes more than 92 million quarts annually.

Wawa Food Markets are highly specialized convenience stores that emphasize food service and superior quality perishable products. Wawa's own brands include a complete line of fluid dairy products and a range of cold beverages such as tea, 100% fruit juices and lemonade. Wawa

brands also include award-winning, freshly brewed coffee, hot and cold built-to-order sandwiches, hoagies, Wraps, fresh bakery products, Sizzli[®] breakfast sandwiches, hot soups and sides.

Wawa's signature branded coffee, introduced in the 1970's, is now one of the most popular Wawa products. It is a true proprietary, private label blend, available only at Wawa stores. Wawa is unrivaled in the amount of coffee varieties we offer our customers. The company prides itself in delighting customers and having something to please every palate. Wawa's varieties include regular, decaf, flavored coffees and varieties from around the world. Wawa customers enjoy more than 195 million cups of freshly brewed Wawa coffee each year. Wawa is the single largest purveyor of freshly made and built-to-order sandwiches and hoagies in the Delaware Valley. Today, Wawa sells over 54 million built-to-order hoagies annually. In fact, Wawa was instrumental in having the "hoogie" named the Official Sandwich of Philadelphia.

Wawa's addition of gasoline to our new stores is part of our ongoing commitment to offer value and convenience to our customers. Each Wawa store featuring gasoline provides an average of 16 fueling dispensers and receives gas deliveries every day. Surcharge-free ATMs contribute to convenience for our customers as well. Most Wawa stores are open 24 hours a day, 7 days a week, 365 days a year. At Wawa, our core purpose is to simplify the lives of our customers.