



1902 George Wood founded the Wawa Dairy Farms. The Wawa Dairy specialized in certified raw milk products from a prize herd of Guernsey cows. Wawa Certified Milk is delivered to homes. Wawa opens Philadelphia Distribution Center. The century-old tradition of quality and freshness began.

Certified milk was Wawa's signature product. Cows and barns were inspected, and the whole process of milking, bottling and distributing milk was evaluated. Doctors recommended Wawa milk for adults and infants alike, and sent letters of endorsement to the company. The certified label built the image of quality the company protects and preserves today.

1929 A new state-of-the-art processing and bottling plant was built in 1929. What made this facility so special was that it combined two plants in one: a certified plant and a pasteurized plant. The building cost \$250,000 was declared "ultra-modern" in a cover story in Milk Plant Monthly.

1950's After the war, home delivery regained popularity and the company began a series of mergers and purchases to expand home delivery territory. By the late 50's, the Wawa Dairy served over 145 home delivery routes.

1964 Changing lifestyles and shopping patterns eroded the home delivery market and led to a new outlet for Wawa dairy products. The first Wawa Food Market opened on April 16, 1964 in Folsom, PA

1997 Plastic replaces paper – making things easier. Clear plastic packaging lets the colors of Wawa cold beverages shine through and twist-off caps add to customer convenience. Sales increase over 30%.

2000 The Dairy exterior still shows the classic lines of colonial revival architecture, but inside the systems are leading edge. Wawa's new Automated Storage and Retrieval System (AS/RS) is a high-speed material-handling, storage and sorting system featuring an 82,000 square foot warehouse, 16 double-sided aisles that can store up to 82,000 cases. The AS/RS will help the Wawa Dairy team continue to meet increasing demands in volume, delighting customers now and in the future.

2002 The Wawa Dairy celebrates the centennial of the brand by acknowledging customers for their trust and loyalty for the past century.

Dairy Facts:

Capacity: 100 million fluid quarts annually

Products: 62 SKUs including fluid milk, single-serve chocolate milk, cream, flavored teas and juices

Serves: 570 Wawa stores and 900 institutions through Wholesale business including many area colleges, hospitals, schools, airlines, and many prominent restaurants