

Sheetz, Inc.

5700 Sixth Avenue
 Altoona, PA 16602
 Phone: (814) 946-3611
 Fax: (814) 946-4375
 Website: www.sheetz.com

OPERATING DATA:

Total number of stores: 352
Total stores 2008: 344
Total stores 2007: 337

Store types:

Convenience stores 352
 Corporately owned: 352
 Store operating name(s):
 Sheetz 352

Overall preferred GLA: 4,000-10,000 sq. ft.

Programs/services offered:

24-hour operations
 ATM machines
 Car wash
 Credit cards accepted
 Dollar aisles/sections
 Electronic couponing
 Gift cards
 In-store restaurant
 Lottery tickets/machines
 Samples/demos
 Service deli

Average number of checkouts: 3
 Average retail employees per store: 20
 Area(s) of operation: MD (28), NC (20), OH (26), PA (198),
 VA (57), WV (23)

MERCHANDISE LINE DATA:

Stores offering gasoline: 352

Merchandise lines offered in stores:

Alcohol/tobacco: beer, cigars, cigarettes, tobacco & accessories, packaged liquor, wine
Grocery: candy, general groceries, gourmet foods/health foods, meals, unpackaged snacks, sandwiches, etc., pets, pet foods & supplies
Housewares: automotive fuels/gasoline, automotive lubricants
Leisure goods: magazines & newspapers, TVs, VCRs, DVD players, tapes, DVDs, etc., video tape/DVD rental
Perishables: baked goods, dairy, frozen foods, meat, produce

PRIVATE LABEL DATA:

Private label goods purchased:

Alcohol/tobacco: cigars, cigarettes, tobacco & accessories
Grocery: general groceries, meals, unpackaged snacks, sandwiches, etc.
Housewares: automotive fuels/gasoline, automotive lubricants

Name of private label line(s): Jack's, Liquid Z, Nova Blue, Sheetz Brothers

BUYING DATA:

Buying committee at this location: Yes

Buying done at this location for:

Alcohol/tobacco: beer, cigars, cigarettes, tobacco & accessories, packaged liquor, wine
Grocery: candy, general groceries, gourmet foods/health foods, meals, unpackaged snacks, sandwiches, etc., pets, pet foods & supplies
Housewares: automotive fuels/gasoline, automotive lubricants

Leisure goods: magazines & newspapers, TVs, VCRs, DVD players, tapes, DVDs, etc., video tape/DVD rental
Perishables: baked goods, dairy, frozen foods, meat, produce

Generic lines purchased: No

New items automatically distributed: Yes

Headquarters approval required to call on stores: Yes

Store managers authorized to purchase items not warehoused: No

Stores are RFID-ready: Yes

Suppliers required to be RFID-ready: Yes

Product recall: Diane Deitzel

PROMOTION DATA:

Advertising media: Direct mail, coupons, e-mail/text messaging, internet, newspapers, outdoor, radio, TV

Point-of-purchase materials: Buttons, price cards, pump toppers, window signs

Manufacturer P-O-P encouraged: No

Store managers may select store displays: No

SUPPLIER/DISTRIBUTION/WAREHOUSE DATA:

Oil jobber(s):

Convenience Leasing (Altoona, PA)
 McCullough Oil (Glen Rock, PA)
 Molnar Hauling (Brookville, PA)
 Sadler (Marysville, PA)

Own warehouse(s):

General Merchandise:
 RR1 Sheetz Way
 Claysburg, PA
 360,000 sq. ft.
 Greenfield Township, PA
 301,000 sq. ft.

Number of trucks operated: 45

Number of trailers operated: 45

FINANCIAL SUMMARY:

2008	\$4,321,200,000 (e)
2007	\$3,373,500,000 (e)
2006	\$3,200,000,000 (e)

(Figures include gas sales)

Public company: No

Online sales: Yes

KEY PERSONNEL:

Chairman: Stephen Sheetz

Vice Chairman: Bob Sheetz

President/CEO: Stan Sheetz

Executive Vice President, Distribution: Ray Ryan

Executive Vice President, Finance/Store Development:
 Joseph S. Sheetz

Executive Vice President, Marketing: Louie Sheetz

Executive Vice President, Petroleum Supply: Mike Lorenz

Vice President/General Counsel: R. Michael Cortez

Vice President, Development/Product Sales: David Woodley

Vice President, Human Resources: Stephanie Hoover

Vice President, Operations: Travis Sheetz

Director, Accounting/Finance: Tom Luciano

Director, Brand Management: Fred McConnell

Director, Culinary Development: Keith Boston

Director, Foodservice: Doug Mills

Director, IT/MIS: George Medairy

Director, Quality Assurance/Safety: Diane Deitzel

Director, Real Estate: Steve Augustine

Director, Store Support: Mark Wilson

Coffee Concepts Manager: John Notte

Human Resources Manager: Susan Schwaderer

Tobacco Buyer: Jerry Weger