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For Immediate Release

WAM Announces Three New Distributor Partnerships

WAM, a nationwide network of convenience store distributors, is pleased to announce new partnerships with Atlantic Dominion, Chambers & Owen, and JL Gaddy beginning in 2024.

Through these partnerships, WAM will grow to 28 distributors and enhance the geographic reach they offer their manufacturer partners. These new partners bring a sizeable extension to WAM's current footprint, collectively representing an additional 2,000+ c-stores and 40+ sales reps.

‘Throughout conversations with these new distributors and with our current distributors, what stands out the most are the strong relationships that they already have with so many in the group. It became clear to us how highly regarded these three distributors are’, said President, Win Schiller, Jr. ‘We are confident they will enhance the group very well and hit the ground running. We are thrilled to welcome them on board.’

‘We are excited to be entering into the WAM network of distributors and are looking forward to the potential opportunities this will bring to our retail partners’, said Kevin K. Barney, Executive VP of Sales & Marketing for Atlantic Dominion. ‘WAM will allow us to grow the sales of the manufacturers participating in the collective group of its members this partnership offers.’

‘Chambers and Owen is thrilled to be partnering with WAM! We’re eager to engage with the distributor partners, to take advantage of WAM’s first-class data-driven technologies, and to pass along that data and promotional support to our retail partners’, said Luke Wainwright, Director of Category Management.

‘We are excited about our partnership with WAM and gaining insights and knowledge from their contributing partners’, said Leanne Jennings, VP for JL Gaddy. ‘Many of the WAM Distributors are industry peers and we look forward to the new relationships and networking within the group. This opportunity will help us grow our business with our manufacturer partners and provide new and exciting offerings for our retailers.’

About WAM:

WAM is a nationwide network of 28 convenience store distributors servicing over 13,000 zip codes. These distributors do \$12 billion in aggregate sales annually and service over 26,000 c-stores, making the WAM group the third largest distribution entity in the c-store channel.



About Our New Distributor Partners:

Atlantic Dominion

Founded in 1875, Atlantic Dominion Distributors is a privately-held 5th-generation consumer products distributor headquartered in Virginia Beach, VA. The company supplies approximately 900 retailers in the following retail classes of trade: convenience stores, grocery, drug, tobacco outlets, military, gift shops, and campgrounds. The company also owns a vending division serving industrial, health, office complexes & micro markets. The company has additional distribution facilities in Hope Mills, NC.

Chambers & Owen

Chambers & Owen, Inc. is a fifth-generation family-owned full-line convenience store distributor servicing Wisconsin, Minnesota, Iowa, Illinois, and the Upper Peninsula of Michigan. Chambers & Owen is customer-centric, focusing on customer service, high fill rates, and on-time deliveries, while offering cutting-edge technology and programs to help their customers succeed.

JL Gaddy

JL Gaddy is a family-owned wholesale distributor to convenience stores servicing North and South Carolina. JL Gaddy's mission is to distribute quality products, outstanding service, and provide solutions that deliver value and exceed their customers' expectations.

