

Subcode: 719940

Ordered: 10/03/2017 14:22:44 CST



Transaction Number: C011987715

Search Inquiry: WAWA, INC/260 W BALTIMORE PIKE/MEDIA/PA/19063-5620/US/919802748

Model Description: Intelliscore Plus V2

*** FOR DEMONSTRATION PURPOSES ONLY - THIS REPORT NOT TO BE SOLD ***

Business Name WAWA, INC.			Business Identification Number 919802748
Doing Business As: WAWA MARKET CHESTERFIELD CO Primary Address: 260 W BALTIMORE PIKE MEDIA, PA 19063-5620		Website: www.wawa.com Phone: (610) 358-8000	
		This business is the ultimate parent. See the corporate hierarchy by clicking here	

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Risk Scores and Credit Limit Recommendation		Days Beyond Terms	Derogatory Legal	Fraud Alerts
Intelliscore Plus 12 MEDIUM TO HIGH RISK Score range: 1 - 100 percentile	Financial Stability Risk 17 MEDIUM RISK	Company DBT 1 Industry DBT: 1	Original Filings 5	High Risk Alerts 0
Credit Limit Recommendation: \$1,817,500				

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Business Facts	
Founded in 1803 and headquartered in Wawa, PA, Wawa, Inc. operates small grocery and convenience stores. The company has about 550 stores spread across Delaware, Maryland, New Jersey, Pennsylvania, and Virginia. It is well known in the communities it serves for high-quality coffee (it sells over 195 million cups of coffee each year) and made-to-order sandwiches, as well as for its fresh groceries, cleanliness and service. It has its own dairy, supplying its stores and about 1,000 hospitals, schools, and other institutions. The company offers a large fresh food selection, including Wawa brands like Built-to-Order Hoagies available in four sizes: the Junior, Shorti, Classic, and Two-Footer.	
Years on File: 40+ (FILE ESTABLISHED PRIOR TO 01/1977) State of Incorporation: PA Date of Incorporation: 04/22/2008 Business Type: Institutions - Non-profit Contacts: HOWARD STOECKEL - CEO CHRIS T GHEYSENS - PRESIDENT WOOD RICHARD DJR - CHAIRMAN	SIC Code: GASOLINE SERVICE STATIONS - 5541 GROCERY STORES - 5411 RESTAURANTS - 5812 NAICS Code: Gasoline Stations - 447100 Grocery Stores - 445100 Food Services and Drinking Places - 722000

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Commercial Fraud Shield	
Evaluation for: WAWA, INC, 260 W BALTIMORE PIKE, MEDIA, PA19063-5620	
Business Alerts	Verification Triggers
Active Business Indicator: Experian shows this business as active	The primary Business Name, Address, and Phone Number on Experian File were reviewed for High Risk indicators, no High Risk indicators were found.
Possible OFAC Match: No OFAC match found	
Business Victim Statement: No victim statement on file	

Credit Risk Score and Credit Limit Recommendation

Credit Risk Score: Intelliscore Plus

Current Intelliscore Plus Score: 12



This score predicts the likelihood of serious credit delinquencies for this business within the next 12 months. Payment history and public record along with other variables are used to predict future risk. Higher scores indicate lower risk.

Factors lowering the score

- ▶ AVERAGE BALANCE OF RECENTLY DELINQUENT COMMERCIAL ACCOUNTS
- ▶ NUMBER OF COMMERCIAL ACCOUNTS WITH HIGH UTILIZATION
- ▶ NUMBER OF COMMERCIAL COLLECTION ACCOUNTS
- ▶ AGE OF MOST RECENTLY OPENED COMMERCIAL COLLECTION ACCOUNT

Risk Class: 4

MEDIUM - HIGH RISK

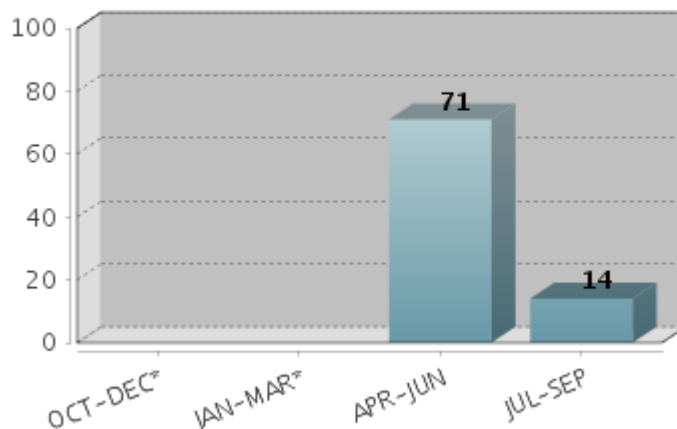
The risk class groups scores by risk into ranges of similar performance. Range 5 is the highest risk, range 1 is the lowest risk.

Industry Risk Comparison

11% of businesses indicate a higher likelihood of severe delinquency.

Intelliscore Plus Quarterly Score Trends

Quarterly Score Trends

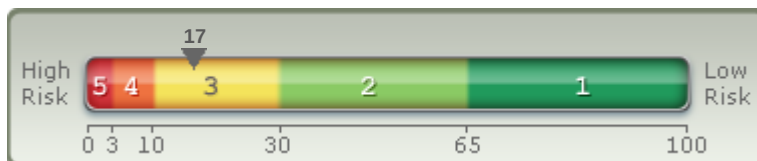


* No score average available for this quarter

The Intelliscore Plus Quarterly Score Trends provide a view of the likelihood of delinquency over the past 12 months for this business. The trends will indicate if the score improved, remained stable, fluctuated or declined over the last 12 months.

Credit Risk Score: Financial Stability Risk

Current Financial Stability Risk Score: 17



This score predicts the likelihood of financial stability risk within the next 12 months. The score uses tradeline and collections information, public filings as well as other variables to predict future risk. Higher scores indicate lower risk.

Factors lowering the score

- ▶ NUMBER OF COMMERCIAL COLLECTION ACCOUNTS
- ▶ NUMBER OF COMMERCIAL DEROGATORY PUBLIC RECORDS
- ▶ RISK ASSOCIATED WITH THE COMPANY'S INDUSTRY SECTOR
- ▶ RISK ASSOCIATED WITH THE BUSINESS TYPE

Risk Class: 3

MEDIUM RISK

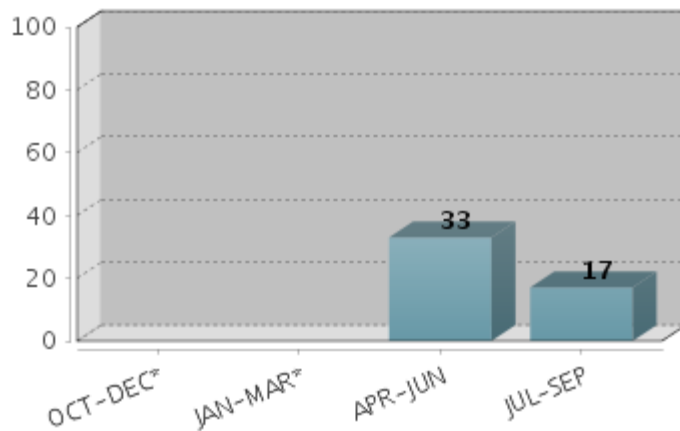
The risk class groups scores by risk into ranges of similar performance. Range 5 is the highest risk, range 1 is the lowest risk.

Industry Risk Comparison

16% of businesses indicate a higher likelihood of financial stability risk.

Financial Stability Risk Quarterly Score Trends

Quarterly Score Trends



The Financial Stability Risk Quarterly Score Trends provide a view of the likelihood of financial stability risk over the past 12 months for this business. The trends will indicate if the score improved, remained stable, fluctuated or declined over the last 12 months.

* No score average available for this quarter

Credit Limit Recommendation

Credit Limit Recommendation

\$1,817,500

This recommendation compares this business against similar businesses in the Experian business credit database. It is based on trade information, industry, age of business and the Intelliscore Plus. The recommendation is a guide. The final decision must be made based on your company's business policies.

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Payment and Legal Filings Summary

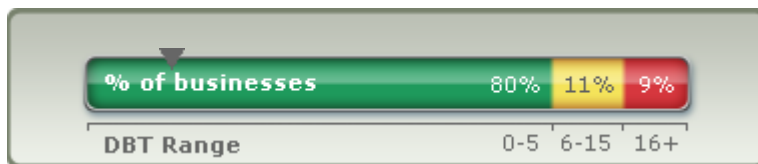
Payment Performance	Trade and Collection Balance	Legal Filings
Current DBT: 1	Total trade and collection (49): \$4,913,029	Bankruptcy: No
Predicted DBT as 11/29/2017 : 2	All trades (47): \$4,908,500	Tax Lien filings: 3
Monthly Average DBT: 0	All collections (2): \$4,529	Judgment filings: 2
Highest DBT Previous 6 Months: 2	Continuous trade (25): \$4,216,700	Sum of legal filings: \$50,178
Highest DBT Previous 5 Quarters: 1	6 month average: \$2,000,400 - \$3,261,400	UCC filings: 8
Payment Trend Indication:	Highest credit amount extended: \$3,115,100	Cautionary UCC filings: Yes
Payments are stable	Most frequent industry purchasing terms: NET 30,CREDIT,REVOLVE	

Industry Comparison

Industry DBT Range Comparison

The current DBT of this business is 1. 80% of businesses have a DBT range of 0-5.

DBT for this business: 1



DBT Norms

All industry: 3

Same industry: 1

Industry Payment Comparison

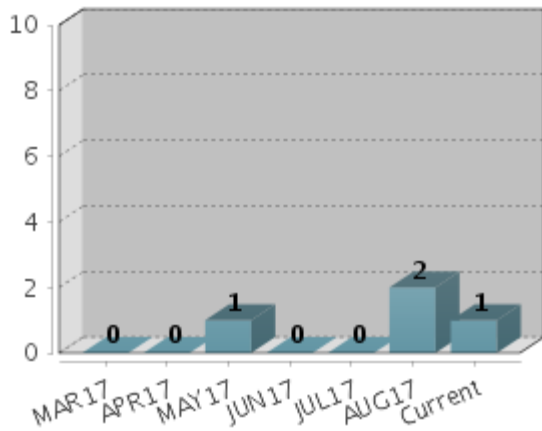
Has paid sooner than 50% of similar businesses

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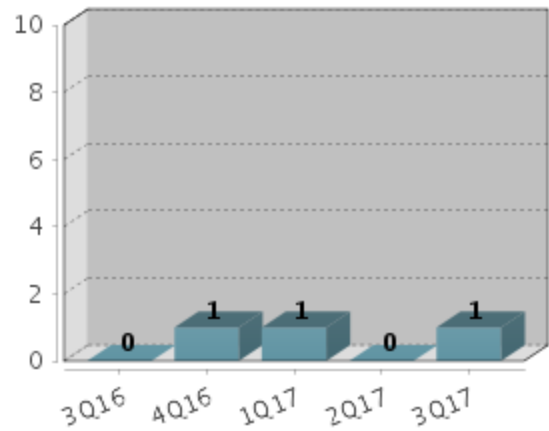
Payment Trending

DBT Trends

Monthly DBT Trends



Quarterly DBT Trends



Monthly Payment Trends

Payment Trends Analysis GASOLINE SERVICE STATIONS - 5541						Account Status Days Beyond Terms			
Date Reported	Industry Cur	DBT	Business DBT	Balance	Cur	1-30	31-60	61-90	91+
CURRENT	N/A	N/A	1	\$4,216,700	98%	1%			1%
AUG17	97%	1	2	\$4,005,200	96%	2%		1%	1%
JUL17	97%	1	0	\$3,687,500	100%				
JUN17	97%	1	0	\$1,811,700	99%	1%			
MAY17	98%	1	1	\$2,112,900	96%	4%			
APR17	97%	1	0	\$2,537,600	100%				
MAR17	98%	1	0	\$2,420,700	100%				

Quarterly Payment Trends

Payment History - Quarterly Averages					Account Status Days Beyond Terms			
Quarter	Months	DBT	Balance	Cur	1-30	31-60	61-90	91+
Q3 - 17	JUL - SEP	1	\$3,309,600	98%	1%			1%
Q2 - 17	APR - JUN	0	\$1,691,100	98%	2%			
Q1 - 17	JAN - MAR	1	\$2,130,900	91%	9%			
Q4 - 16	OCT - DEC	1	\$1,653,500	98%	1%	1%		
Q3 - 16	JUL - SEP	0	\$2,671,100	100%				

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Collection Experiences

Date Placed	Status	Original Balance	Outstanding Balance	Date Closed	Agency	Agency Phone
11/2016	Open Account	\$4,311	\$4,311		UNDISCLOSED	
01/2013	Open Account	\$218	\$218		RECEIVABLE MANAGEMENT SERVICES	(484) 242-4000

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Trade Payment Summary

Trade Line Type	Lines Reported	DBT	Recent High Credit	Balance	Current	01-30	31-60	61-90	91+
Continuous	25	1	+\$7,237,700	\$4,216,700	98%	1%			1%
New	0			\$0					
Combined Trade	25	1	+\$7,237,700	\$4,216,700	98%	1%			1%

Additional	22	\$2,101,600	\$691,800	100%
Total Trade	47	\$9,339,300	\$4,908,500	100%

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Trade Payment - New and Continuously Reported Trade Details											
Payment Experiences (Trade Lines with an (*) after the date are newly reported)							Account Status Days Beyond Terms				
Business Category	Date Reported	Last Sale	Payment Terms	Recent High Credit	Balance	Cur	1-30	31-60	61-90	91+	Comments
ACCT SVCS	08/2017		VARIED	\$3,115,100	\$725,200	100%					
AIR TRANS	08/2017	08/2017	OTHER	\$3,000	\$1,500	100%					
APPLIANCE	08/2017		OTHER	\$150,400	\$150,400	100%					
CERAMICS	07/2017		NET 30		\$0						
COMMUNICTN	08/2017		VARIED	\$747,200	\$25,300	92%	8%				
COMPUTERS	09/2017		CREDIT		\$0						ACCTCLOSED
CONSTRUCTN	09/2017		NET 30		\$0						
FINCL SVCS	09/2017	08/2013	NET 30	\$50,700	\$0						ACCTCLOSED
FINCL SVCS	08/2017		CONTRCT	\$1,483,200	\$494,400	100%					
FINCL SVCS	09/2017		NET 30		\$0						ACCTCLOSED
FOOD	09/2017		VARIOUS	\$896,500	\$378,600	100%					
FOOD	09/2017		NET 21		\$0						
FOOD	09/2017	08/2017	VARIOUS	\$171,300	\$107,900	100%					CUST 11 YR
FOOD	06/2017	06/2017	VARIED		\$0						CUST 13 YR
FOOD DISTR	09/2017		VARIED	\$8,300	\$2,900	100%					CUST 10 YR
FOOD DISTR	07/2017	06/2017	VARIED	\$14,600	\$5,200	100%					
FOOD DISTR	09/2017	08/2017	VARIED	\$164,900	\$125,900	61%				39%	CUST 17 YR
FRGHT FWRD	09/2017		OTHER	\$3,300	\$100				100%		
HOUSEWARES	09/2017		NET 30	\$179,100	\$28,700	100%					
MANUFCTRNG	09/2017		CREDIT		\$0						
OFFC EQUIP	09/2017	09/2017	NET 30	\$30,200	\$30,200	10%	90%				
OIL REFNG	09/2017		NET 30	+\$100,000	\$2,138,100	100%					
PACKAGING	09/2017	11/2016	NET 30	\$19,900	\$2,200	98%	2%				CUST 17 YR
PERSNLSVCS	09/2017	04/2015	ROI		\$0						
WHLSE TRAD	09/2017		NET 30	\$100,000	\$100	100%					

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Trade Payment - Additional Trade Details											
Payment Experiences (Trade Lines with an (*) after the date are newly reported)							Account Status Days Beyond Terms				
Business Category	Date Reported	Last Sale	Payment Terms	Recent High Credit	Balance	Cur	1-30	31-60	61-90	91+	Comments
AUTO RENTL	08/2017		NET 30	\$2,000	\$1,100	100%					
CRED CARD	05/2015	11/2006	REVOLVE		\$0						ACCTCLOSED
CRED CARD	09/2017	10/2009	REVOLVE		\$0						ACCTCLOSED
DAIRY PROD	11/2016	10/2016	NET 10	\$381,300	\$0						
DAIRY PROD	05/2017	05/2017	NET 10	\$1,383,400	\$365,600	100%					
FACTOR	09/2015		NET 30		\$0						
FACTOR	04/2016	04/2013	VARIED		\$0						
FACTOR	01/2015		NET 30	\$1,300	\$1,300					100%	
		10									

FREIGHT	02/2017	/2016	VARIED	\$900	\$900	100%
GENERAL	03/2017		CONTRCT	\$600	\$600	100%
GLASS	12/2016	11 /2016	NET 30		\$0	
LEASING	04/2015		CONTRCT	\$13,600	\$10,200	100%
LEASING	09/2017		NET 10	\$800	\$0	
LUMBR&WOOD	11/2014	10 /2014	NET 30	\$1,400	\$1,400	100%
MED SUPPLY	07/2015		NET 30		\$0	
OFFC SUPPL	03/2015		OTHER	\$1,100	\$0	
OFFC EQUIP	04/2015	03 /2015	REVOLVE	\$21,400	\$18,700	100%
PACKAGING	11/2016		OTHER	\$25,800	\$24,200	100%
PRNTG&PUBL	01/2015	11 /2014	OTHER	\$267,500	\$267,500	100%
RENTALS	04/2016		NET 10		\$0	
RESTR SUPL	11/2014	05 /2014	VARIED		\$0	
TRANSPORTN	10/2016			\$500	\$300	100%

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Legal Filings					
Tax Liens					
File Date	Filing Type	Status	Amount	Filing Number	Jurisdiction
10/09/2015	State Tax Lien	Filed	\$42,934	201512016871	COLUMBIA COUNTY CIRCUIT COURT
	Filed by: STATE OF FLORIDA				
05/06/2013	State Tax Lien	Released	\$1,319	168189	MADISON COUNTY CIRCUIT
	Filed by: STATE OF MISSISSIPPI				
03/07/2013	State Tax Lien	Filed	\$1,319	168189	MADISON COUNTY CIRCUIT
	Filed by: STATE OF MISSISSIPPI				
08/05/2011	Federal Tax Lien	Released	\$4,131	110220478	PHILADELPHIA COUNTY CT
	Filed by: INTERNAL REVENUE SERVICE				
02/28/2011	Federal Tax Lien	Filed	\$4,131	110220478	PHILADELPHIA COUNTY CT
	Filed by: INTERNAL REVENUE SERVICE				
Judgments					
File Date	Plaintiff	Status	Amount	Filing Number	Jurisdiction
05/20/2015	DAVIS SRRAMONE	Filed	\$1,200	SC00083515	MONMOUTH COUNTY SPECIAL CIVIL PART
03/06/2015	SANDRA JANNEY	Satisfied	\$44,120	131201087	PHILADELPHIA COUNTY CT
02/07/2012	MCV PHYSICIANS	Filed	\$594	763GV1200502500	RICHMOND CITY DISTRICT COURT

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Uniform Commercial Code (UCC) Filings						
UCC Filing Summary						
Date Range	Year	Cautionary UCCs **	Total Filed	Released / Termination	Continuous	Amended / Assigned
JUL - PRESENT	2017					
JAN - JUN	2017					
JUL - DEC	2016					
JAN - JUN	2016	1	1			
JUL - DEC	2015					
PRIOR TO JUL	2015	3	7		3	
Total		4	8	0	3	0
** Cautionary UCC Filings include one or more of the following collateral:						

UCC Details

UCC CONTINUED Date: 12/27/2016
Filing Number: 20855291
Original Filing Date: 01/31/2002
Original Filing Number: 20855291
Original Filing State: NJ
Jurisdiction: SEC OF STATE NJ
Secured Party: CONWA PROPERTY I L.L.C. NY NEW YORK 10019
 US REALTY ADVISORS
Collateral: UNDEFINED, FURN & FIX

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UCC CONTINUED Date: 12/15/2015
Filing Number: 2015121502187
Original Filing Date: 12/30/2010
Original Filing Number: 2011010305
Original Filing State: PA
Jurisdiction: SEC OF STATE PA
Secured Party:

UCC FILED Date: 10/19/2013
Filing Number: 2013 4110327
Jurisdiction: SEC OF STATE DE
Secured Party: IKON FINANCIAL SVCS GA MACON 31210 1738
 BASS RD
Collateral: UNDEFINED, EQUIP, HEREFTER AQUIRED PROP

UCC FILED Date: 02/01/2013
Filing Number: 50437942
Jurisdiction: SEC OF STATE NJ
Secured Party: CIT FINANCE, LLC NJ LIVINGSTON 07039 1 CIT
 DR
Collateral: EQUIP

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UCC FILED Date: 12/30/2010
Filing Number: 2011010305154
Jurisdiction: SEC OF STATE PA
Secured Party: DYCHEM INTERNATIONAL UT SALT LAKE CITY
 84116 560 N 500 W
Collateral: EQUIP

[+ View Additional UCC Details](#)

UCC FILED Date: 01/15/2016
Filing Number: 2016 0311173
Jurisdiction: SEC OF STATE DE
Secured Party: IKON FINANCIAL SVCS GA MACON 31210 1738
 BASS RD
Collateral: UNDEFINED, EQUIP, HEREFTER AQUIRED PROP

UCC FILED Date: 01/16/2014
Filing Number: 26497594
Jurisdiction: SEC OF STATE NJ
Secured Party: LANDESK FINANCIAL SERVICES IA DES MOINES
 50309 800 WALNUT ST
Collateral: UNDEFINED, EQUIP, INVENTORY

UCC FILED Date: 08/14/2013
Filing Number: 26422442
Jurisdiction: SEC OF STATE NJ
Secured Party: PNC EQUIPMENT FINANCE, L.L.C. OH
 CINCINNATI 45203 995 DALTON
Collateral: UNDEFINED, EQUIP, INVENTORY

UCC FILED Date: 01/02/2013
Filing Number: 26307329
Jurisdiction: SEC OF STATE NJ
Secured Party: LANDESK FINANCIAL SERVICES IA DES MOINES
 50309 800 WALNUT ST

UCC CONTINUED Date: 10/31/2006
Filing Number: 20855291
Original Filing Date: 01/31/2002
Original Filing Number: 20855291
Original Filing State: NJ
Jurisdiction: SEC OF STATE NJ
Secured Party: CONWA PROPERTY I L.L.C. NY NEW YORK 10019
 US REALTY ADVISORS
Collateral: UNDEFINED, FURN & FIX

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Additional Business Facts**Corporate Registration**

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State of Origin: PA
Date of Incorporation: 04/22/2008
Current Status: Active
Business Type: Institutions - Non-profit
Charter Number: 3805336

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Corporate Linkage

Business Name	Location	BIN
The inquired upon business, WAWA, INC, is the Ultimate Parent		
WAWA, INC	260 W BALTIMORE PIKE - MEDIA,PA	919802748

Subsidiaries of the inquired upon business:		
<u>WAWA FOOD MARKETS, INC</u>	260 W BALTIMORE PIKE - MEDIA,PA	424510274
Branches of the inquired upon business:*		
WAWA, INC	260 W BALTIMORE PIKE - MEDIA,PA	401520141
WAWA, INC	1483 COBBLESTONE WAY - QUAKERTOWN,PA	402373700
WAWA, INC	418 W RIO GRANDE AVE - WILDWOOD,NJ	406497315
WAWA, INC	257 ROUTE 70 - MEDFORD,NJ	406497318
WAWA, INC	155 BYBERRY RD - PHILADELPHIA,PA	408959422
WAWA, INC	1195 POTTSTOWN PIKE - WEST CHESTER,PA	408959426
WAWA, INC	3 ARNEYS MOUNT RD - PEMBERTON,NJ	408959427
WAWA, INC	817 LINCOLN AVE - PROSPECT PARK,PA	412222567
WAWA, INC	551 W UWCHLAN AVE - EXTON,PA	412222572
WAWA, INC	1 N WHITE HORSE PIKE - WATERFORD WORKS,NJ	414210413
* The inquired upon business has more than 10 branches. <u>See the complete hierarchy by clicking here.</u>		

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Inquiries									
Summary of Inquiries									
Business Category	OCT17	SEP17	AUG17	JUL17	JUN17	MAY17	APR17	MAR17	FEB17
BUREAU					1				
DAIRY PROD						1			
EQUIPMENT			1						
EQUIP LEAS					1				
GENERAL		3		2		1	1		
INSURANCE		1							
PACKAGING					1				
TELECOM		1							
Totals		5	1	2	3	2	1		

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Experian prides itself on the depth and accuracy of the data maintained on our databases. Reporting your customer's payment behavior to Experian will further strengthen and enhance the power of the information available for making sound credit decisions. Give credit where credit is due. Call 1-800-520-1221, option #4 for more information.

End of report

1 of 1 report

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