



**New England**



**MANCHESTER WHOLESALE  
DISTRIBUTORS, INC.**

**April 22, 2009**

**Manchester Wholesale Distributors forms strategic partnership with  
AG New England and J. Polep Distribution Services**

Manchester Wholesale Distributors, Inc. (MWD), of Manchester, New Hampshire, has entered into an agreement to form a strategic partnership with Associated Grocers of New England, Inc. (AG New England), of Pembroke, New Hampshire, and J. Polep Distribution Services (J. Polep) of Chicopee, Massachusetts.

In a joint announcement from the three companies, Raymond R. Tetu, Chief Executive Officer of MWD, said, "I'm extremely pleased to have found a solution, through the sale of the company's assets to AG New England and the formation of an alliance with J. Polep, to the challenge of continuing to provide high quality service and an advanced level of support to the hundreds of convenience stores that we supply."

"The recent creation of an expanded division of AG New England that specializes in service to convenience retailers as well as the capacity of our state-of-the-art Distribution Center makes this partnership timely and logical," said Michael Bourgoine, President and Chief Executive Officer of Associated Grocers of New England. "Combined with excellent service and specialized support from AG New England and J. Polep, MWD customers will be offered a far higher level of technology support and a broader selection of products and services."

"This partnership fits well with our growth pattern as well," said Jeff Polep, President and owner of J. Polep Distribution. "Over the years we have acquired a number of local and regional distributors and opened various satellite offices to provide localized service across New England."

Manchester Wholesale Distributors has serviced the convenience store and food service industry, supplying cigarettes and tobacco products, candy and snack items, beverages, health and beauty care items and groceries to customers throughout New Hampshire and into neighboring states.

Robert Tetu founded Manchester Wholesale Distributors in 1939 in Manchester. The company has been led by three generations of the Tetu family, Robert, Emile and Raymond. Ray Tetu has been named to a newly created position of Vice President of Non-member Business Development by Associated Grocers of New England. "This is an excellent opportunity to divest the company and join AG New England in a key role. We have a great team of people at MWD; some positions and employees will be directly transferred to AG New England's Pembroke facility while others will be invited to apply for related potential positions with AG New England and J. Polep."

"We've been buying some of our product through Associated Grocers of New England for many years," said Raymond R. Tetu. "Our aging distribution facility and the ever-increasing costs of new technologies and doing business have led us to seek out an alternative destiny for the company. This transition of our business will serve our loyal customer base extremely well."

"There is an excellent economy of scale here," continued Michael Bourgoine, "that is not possible with a smaller wholesaler on its own. The aging MWD warehouse facilities in Manchester and Goffstown have served their customers well, but have become outdated and costly to operate; AG New England and J. Polep operate far more efficient facilities with the latest technologies, and the existing delivery routes of the two companies lend themselves to greater transportation efficiencies. This partnership is a win-win for all three companies and the transitioning customers."