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# NEWS

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## **SUBWAY® RESTAURANTS HONORS ITS OUTSTANDING FRANCHISEES AND DEVELOPERS**

**(Milford, Connecticut) September 8, 2009** — The SUBWAY® restaurant chain, the world's largest submarine sandwich franchise, is proud to announce that it has named six outstanding franchisees as recipients of its 2009 Franchisee of the Year awards and three highly respected members of its development community as recipients of its Development Agent of the Year awards during the company's recent convention in Washington D.C.

SUBWAY® Franchisee of the Year awards are presented to the overall winners of the multi-unit and single unit owner categories from North America and the chain's international emerging and developed markets. Selected from among the chain's more than 15,000 franchisees from around the world, the six recipients are: Ashwin Dhanuka of Mumbai, India; Saeeda Rehman Malik of London, England; Scott Jamieson and Jay Jamieson of Bakersfield, California; Lana Vieira Martins of Brasília, Brazil; Hazel Johnstone and Mark Johnstone of Toowoomba, Queensland, Australia; and Jonathan Feld of New York, New York.

Competing among 75 regional finalists from around the globe, the Franchisees of the Year are honored for accomplishments such as adding new stores, building sales and increasing profitability while also achieving excellent store evaluations.

All SUBWAY® restaurants are individually owned and operated by independent franchisees who pride themselves on being active members of the communities in which they live and work. They come from all different backgrounds, with varying education, business and life experiences, yet share a basic entrepreneurial spirit and a desire to compete in the quick serve restaurant industry.

For example, Ashwin Dhanuka presently owns one SUBWAY® restaurant in Mumbai, India that he operates with his father. His interest in the fitness industry - coupled with a fondness for healthier foods - attracted him to the SUBWAY® brand.

Hazel and Mark Johnstone are a mother and son franchisee team from Toowoomba, Queensland, Australia. Hazel was a farmer and property developer looking for more regular income and when son Mark turned 18, he became her business partner with other family members taking part in running eight locations.

Lee Jamieson and his father, Tom, of Bakersfield, Calif., have been in the convenience store and gasoline business for 35 years. Looking to enhance operations at one of their locations, they became SUBWAY® franchisees in 1994.

After selling his drugstore business, New York City resident, Jonathan Feld was urged by a friend to look into joining the SUBWAY® brand. Today he owns four SUBWAY® restaurants in New York City, including one at CitiField, the new home of the New York Mets. His future goals include opening more SUBWAY® restaurants in non-traditional locations, such as hospitals and university campuses.

"The franchisee is the heart and soul of the SUBWAY® family. We know that our success depends upon their excellence in operating their restaurant and motivating their team to provide the best tasting sandwiches to our customers. We take great pride in the hard work and effort made by the thousands of franchisees throughout the world and in the millions of customers that they serve," says Don Fertman, Director of Development for the SUBWAY® restaurant chain.

In addition to the overall Franchisee of the Year recipients, the regional recipients are:

**International Multi-Unit Owners:**

Albert Pullen of Toa Alta, Puerto Rico  
Alejandro Mercado Serrano & Pedro Rene Bodegas Neavez of Tuxtla Gutierrez, Mexico  
Carlos Luis Borregales of El Hatillo, Venezuela  
Christian Neipp & Monica Boden of Leipzig, Germany  
Chor Kiap Tan & Ee Ming Toh of Singapore  
David Ahnine of Paris, France  
Dominique Nenan & Franck Petit of Lannion, France  
Elma Kyle of Omagh, Northern Ireland  
Johan Van Bijsterveldt of Rijsbergen, Netherlands  
John Chen & David Wu of Kaoshiung City, Taiwan  
Jorge Siwady & N. Munir Hawit of San Pedro Sula, Honduras DA  
Juan Carlos Castellon of Guatemala City, Guatemala  
Karsten Berenz of Schweningen, Germany  
Ines Banse of Lieskau, Germany  
Michelle Dong of Taipei, Taiwan  
Modern Foods House represented by John Chedid & Mawan Al-Hamar of Dubai, UAE  
Najeeb Talib Nasser of Dubai, UAE  
Pekka Pohtola & Raili Pohtola of Helsinki, Finland  
Rafael Urdaneta of Maracaibo, Venezuela  
Roger Olsson of Malmo, Sweden  
Somna Sachdev of Chennai, India  
Steve Pasco of Stoke Bishop, England  
Vimal Patel of Wellingborough, England

**International Single-Unit Owners**

Aurelio Sierra, Edsel Sierra & Norman Sierra of Lajas, Puerto Rico  
Cesar Eduardo Guerrero & Saul Vicente Padilla of San Salvador, El Salvador  
Deke Bentley, Nathaniel Bentley, Adam Fox, Marcela Pilarova, Curt Sarles, & Steve Sarles of Prague, Czech Republic  
Daya Gill of Singapore  
Diane Askew of Castle Hill, Australia  
Furqan Saya & Tanveer Yusuf of Karachi, Pakistan  
GB Submarino CCCT represented by Gonzalo Garcia & Sandra Briceno of Caracas, Venezuela

Grazyna Gawtowicz-Mudry & Szymon Mudry of Gdansk, Poland  
Hanna Ranto & Kai Limingoja of Jyvaskyla, Finland  
HSG Woergl & Co. represented by Angela Sanitz of Steinhoring, Germany  
Humberto Javier Murillo Navarro of Monterrey, Mexico  
Johann Canu of Rouen, France  
Martin Schaafsma & Wybe Blom of Drachten, Netherlands  
Melody Darcie Choinski & Tommy Darcie of Curitiba, Brazil  
Rana Hafeez of Islamabad, Pakistan  
Serdal Ebcin of Leverkusen, Germany  
Sub Stars CA represented by Nelida Rosa Alvares, Daniel Alfaro, Nestor Caballeira, Ena Colmenares & Tuilo Decan of Barcelona, Venezuela  
Sukhdev SS Samra of Tewkesbury, England  
Tsung Yuan Wu of Banciao City, Taiwan

**North American Multi-Unit Owners:**

Army & Air Force Exchange Service of Dallas, Texas  
Bob Salehi & Ben Salehi of Los Angeles, California  
Christopher Karam, Jamie Sunderland, Paul Karam & Vlado Poredos of Winnipeg, Manitoba, Canada  
Curt DiPasqua & Mike DiPasqua of Maitland, Florida  
Dominic Grondin, Pierre Grondin & Rejean Grondin of Quebec City, Quebec  
Doug Monie of Roseburg, Oregon  
Jacqueline Turco of Coco Breach, Florida  
Janet Molineaux of Tiffin, Ohio  
Joddi Thomley of Knoxville, Tennessee  
Kevin Ledo of Providence, Rhode Island  
Mohammed Hoque of Springfield, VA.  
Steve Barkley of Bozeman, Montana  
Susan Honse of Delevan, Wisconsin

**North American Single Store Owners:**

Alireza Seyed-Nematollah of Carbondale, Illinois  
Angelo Smieja & Marjorie Smieja of Long Prairie, Minnesota  
Anna Avtges of Amesbury, Massachusetts  
Burgin Crutchfield & Gene Crutchfield of Tazewell, Tennessee  
Cindy Taylor & Bill Cornelius of Minneapolis, Minnesota  
Deborah Solberg of Regina, Saskatchewan, Canada  
Harpreet Bains & Jatinder Bains of Point of Rocks, Maryland  
Kamal Fawzi of Canton, Michigan  
Muhammad Malik of Morris Plain, NJ  
Muhammad Saleem of Greenvale, NY  
Stephen Churchill of Hailey, Idaho  
Steve Rogers of Storrs, CT  
Zoser Muniz of Arlington, Texas

The recipients of the 2009 SUBWAY® Development Agent of the Year awards are Marwan Al-Hamar of the United Arab Emirates; Frederico Pereira of Brazil; and Jim Smith of Maryland.

Often from the ranks of franchisees themselves, and chiefly responsible for building and managing a geographical territory, SUBWAY® Development Agents, or DAs, provide their local franchisees with the necessary support and expertise to run a successful business.

Selected from among many outstanding candidates in the U.S., Canada and the chain's developed and emerging markets from around the globe, Development Agents of the Year are honored for their accomplishments in developing the SUBWAY® brand within their territory, increasing sales and profitability and the level of service and support provided to their local franchisees.

Marwan Al-Hamar opened the first SUBWAY® restaurant in the United Arab Emirates, with this father, after returning home due of family obligations. Today, he oversees a territory of 73 SUBWAY® restaurants that are owned and operated by 30 franchisees throughout the Emirates, and another 25 locations are set to open in the near future.

In 1976, Jim Smith was a member of the Mayor of Baltimore's senior staff. Looking to open a sandwich shop with his brother, they fell in love with the food and the simplicity of the SUBWAY® concept. Jim eventually became one of the early pioneers of the SUBWAY® brand, bringing it to areas outside of its Connecticut origins and now oversees a territory of 68 locations within the Baltimore Beltway.

Frederico Pereira came from a finance background with a personal goal to open a fast food restaurant in a mall. After learning that the SUBWAY® brand was expanding in his area, he became one of the chain's original franchisees in Brazil. Today, he oversees a territory that stretches over 11 Brazilian states.

"One of the many groups that play an important role in moving the SUBWAY® business forward is our Development Agent team. They focus on all three main areas of our business: Building profits through operational excellence, building sales through effective marketing, and building restaurants through smart development. The Development Agents continue to set records in franchise sales, leases signed and restaurants opened time after time. They work tirelessly to implement the programs and initiatives that are helping our franchisees grow their businesses," says Fertman.

In addition to the above mentioned Development Agents of the Year, the regional award recipients are:

**Domestic:**

Ali Saifi of South Carolina  
Barbara Depray, Doug Donaldson & Steve Rogers of Connecticut  
Curt DiPasqua & Mike DiPasqua of Florida  
Donna Curry & John Babcock of Nevada  
George Charlton Jr. of Oklahoma  
Hardy Grewal of California  
Kris Perrier of Saskatchewan  
Mike Southers of Michigan  
Paul Landino & John Musco of New York  
Terry Lysholm of Nebraska  
Tom McSwiggan of Illinois

**International:**

Adal Morones of Mexico  
Barry Buchkowsky & Rafael Chan of Singapore  
Bev Knights of England  
Bobby Gulri & Chetan Arora of India  
Cassandra Borgers-Kovwenberg & Tony Borgers of the Netherlands  
David Coelho of Trinidad

Elias Azpurua of Venezuela  
Emmanuel Carzon of France  
John Chen & David Wu of Taiwan  
Maria & Murray Speirs of England.  
Markus Engels & Sasha Hoerig of Germany  
Marwan Al-Hamar of United Arab Emirates  
Michal Dorszewski of Poland  
Sascha Stokic of Germany  
Skuli Sigfusson of Iceland  
Theo Tsianakas & Tony Abate of Australia

With more than 31,700 locations in 91 countries, the SUBWAY® restaurant chain is the world's largest submarine sandwich franchise. Headquartered in Milford, Connecticut, the SUBWAY® restaurant chain was co-founded by Fred DeLuca and Dr. Peter Buck in 1965. That partnership, which continues today, marked the beginning of a remarkable journey — one that made it possible for thousands of individuals to build and succeed in their own business.

The SUBWAY® brand has been honored as the number one franchise opportunity in Entrepreneur magazine's "Annual Franchise 500®" listing for 16 of the past 22 years, and was ranked as "America's Top Global Franchise" for 2009.

For more information about the SUBWAY® chain, visit [www.subway.com](http://www.subway.com).

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