



C-store profits show sunny skies, other data forecasts stormier weather

According to data from CSN's Industry Report, 2018 was a positive one in terms of overall profits. But lagging numbers in some other key growth indicators tell a different story.

STRONG FUEL MARGINS DRIVE RISING INDUSTRY PROFITS

7.3%

rise in total sales to \$661.4 billion, the highest since 2014

10.7%

increase in fuel sales, pushed by higher gasoline prices

0%

But gallons sold were flat, as more fuel-efficient vehicles require less trips to the pump



1.4%

decline in number of weekly in-store transactions



1%

decline in number of weekly motor fuel transactions



2.7%

increase in average in-store transaction amounts

“More consumers are doing their shopping over the internet or using delivery services. And greater fuel efficiency due to tougher fuel emission standards is resulting in fewer trips to the pump. Stronger competition from other retailers' new hybrid convenience concepts, like Walmart and Kroger, also contributed to declining trips for c-stores.”

Foodservice as a percentage of in-store sales has seen slow but steady growth in the last five years, rising to **16.5%**

But growth in foodservice rises only **2.4%** in 2018, a more modest growth rate than in the last five years

And overall in-store sales are up just **1.6%**

Source: Convenience Store News, Industry Report 2019: Don't Let the Sunny Numbers Fool You