Convenience stores sell about 80% of the fuel purchased in the United States.

Industry Trend

Direct store operating expenses (DSOE) have increased for the 4th consecutive year.

2019: $39.5B
2018: $38.7B

165 million transactions per day

152,720 stores

95,108 single-store operators

Fuel sales in 2019 accounted for 61.1% of total c-store revenue dollars.

Factors include 4.4% increase to 3.0B and approximate 4.5% of unit sales, up from 22.5% in 2018.

Foodservice sales saw a 4.4% increase in 2019 and represented 25.4% of inside sales, up from 22.5% in 2018.

Foodservice (prepared food, commissary, hot, cold, frozen dispensed beverages)

In-Store Sales Contribution

10.8% inside GPS Prepared Food
17.9% inside GPS Packaged beverages (non-alcoholic)
6.2% inside GPS Other Tobacco Products

17.9% inside GPS (non-alcoholic)