

# Top 100 U.S. Convenience Store Companies

The TDLinx definition of a convenience store, which is used by the National Association of Convenience Stores, includes small-format stores (not including gas-only locations), between 500 and 3,000+ square feet and 500 and 1,500 SKUs, and meet the following criteria:

- \* The store must be operating more than or at least 13 hours a day, and
- \* The store must have at least one checkout, and
- \* The store must carry a limited selection of grocery items.

This report relied on data provided by TDLinx, the premier source of retail information and universally-accepted store, outlet and account coding structure. TDLinx provides marketers and marketing services companies with universal coverage and unique codes for stores, outlets and accounts. Retail trade channels include grocery, mass merchandiser, drug store, club, liquor, convenience and cigarette outlets; on-premise trade channels include dining, bar/nightclub, lodging, recreation, transportation, caterer and military. The hierarchy of reporting relationships for each store/outlet in the database is also tracked with TDLinx Codes at every level of the owner hierarchy — immediate report-to to ultimate parent. For retail outlets, the primary supplier hierarchy is also available.

Today, more than 50 major CPG companies and 90 service and system providers are beneficiaries of TDLinx deliverables. TDLinx provides outsourced organization and maintenance of manufacturers' customer master files and facilitates seamless communication between manufacturers and their service providers regarding the customer or trade dimension of their business.



RANK	COMPANY/HEADQUARTERS	TOTAL STORES	CORPORATE STORES	FRANCHISEES/ LICENSEES	ANNUAL ACV* (in \$ millions)	STORE NAMES	PRESIDENT/ CEO	
1	2	7-Eleven Inc., Dallas	5,750	1,615	4,135	\$10,524	7-Eleven	Jim Keyes
2	1	Shell Oil Products US, Houston	5,615	243	5,372	12,001	Shell, Texaco	Robert Routs
3	3	BP North American, Warrenville, Ill.	4,832	1,243	3,589	11,323	BP Express, Connect, Amoco Food Shop, am/pm	Sir John Browne
4	4	Exxon Mobil Corp., Houston	4,227	882	3,345	9,191	Mobil Mart, On the Run, Tiger Mart, Tigermarket	Lee R. Raymond
5	5	Alimentation Couche-Tard, Laval, Quebec <sup>1</sup>	2,772	2,286	486	5,876	Circle K, Mac's, Bigfoot, Handy Andy, Dairy Barn, Dairy Mart	Alain Bouchard
6	6	ChevronTexaco Corp., San Ramon, Calif.	2,734	363	2,371	6,581	Chevron, Texaco, Extra Mile	David J. O'Reilly
7	7	Speedway SuperAmerica LLC, Enon, Ohio	2,514	1,617	897	8,950	SuperAmerica, Marathon, Bonded, United, Gastown, Rich	Ronald G. Becker
8	12	ConocoPhillips Inc., Houston	1,688	155	1,533	4,232	Kicks 66, 76, Coastal, Exxon (Arizona and mid-Atlantic), Mobil (mid-Atlantic), Conoco, breakplace	James Mulva
9	8	Sunoco Inc., Philadelphia	1,556	593	663	4,028	APLUS	John G. Drosdick
10	11	Casey's General Stores Inc., Ankeny, Iowa	1,375	1,375	0	2,191	Casey's General Store	Ronald Lamb
11	9	Valero Energy Corp., San Antonio	1,360	1,054	306	5,200	Valero, Diamond Shamrock, Ultramar, Ultramart, Total, Corner Store, Stop N Go	William Greehey
12	10	Pantry Inc., Sanford, N.C.	1,353	1,353	0	2,750	The Pantry, Golden Gallon, Lil Champ, Sprint, Handy Way, Big K, Etna, Zip Mart, Express Stop, Quick Stop, Kwik Mart, Kangaroo, Dash N, Smokers Express, Cowboys, Mini Mart, Wicker Mart, Food Chief	Peter Sodini
13	14	Kroger Co., Cincinnati	805	805	0	1,462	Kwik Shop, Quik Stop, Loaf 'N Jug, Turkey Hill Minit Markets, Tom Thumb, Mini-Mart	Joseph Pichler
14	15	Amerada Hess Corp., Woodbridge, N.J.	713	611	102	3,031	Hess Express	John B. Hess
15	16	Cumberland Farms Inc., Canton, Mass.	618	618	0	1,867	Cumberland Farms	Lily H. Bentas
16	17	Wawa Inc., Wawa, Pa.	543	543	0	1,974	Wawa Food Markets	Howard Stoeckel
17	18	Racetrac Petroleum, Smyrna, Ga.	516	368	148	2,476	Racetrac	Carl Bolch Jr.
18	13	CHS Inc., St. Paul, Minn.	466	0	466	759.3	CENEX, Ampride	John Johnson
19	19	QuikTrip Corp., Tulsa, Okla.	445	445	0	3,005	QuikTrip	Chester Cadieux
20	22	Krause Gentle Corp., West Des Moines, Iowa	429	429	0	430.3	Kum & Go	W. A. Krause
21	23	Holiday Cos. Inc., Minneapolis	352	344	8	1,532	Holiday Stationstores	Ron Erickson
22	31	Delek US Holdings Inc., Franklin, Tenn.	339	339	0	894.4	MAPCO Express	Uzi Yemen
23	24	Pilot Corp., Knoxville, Tenn.	331	331	0	1,757	Pilot	James Haslam
24	21	EZ Mart Stores Inc., Texarkana, Texas	325	325	0	427.9	E-Z Mart	Sorja Hubbard
25	25	Stewart's Shops Corp., Ballston Spa, N.Y.	322	322	0	803.9	Stewart's Shops	William P. Duke
26	26	Kwik Trip Inc., La Crosse, Wis.	319	319	0	678.1	Kwik Trip	Don Zieflo
27	29	Sheetz Inc., Altoona, Pa.	309	309	0	2,130	Sheetz	Stanton R. Sheetz
28	27	Allsup's Convenience Stores Inc., Clovis, N.M.	300	300	0	310.7	Allsup's	Lonnie Allsup
29	27	Convenient Food Mart Inc., Painesville, Ohio <sup>2</sup>	296	29	267	491.9	Convenient Food Mart	John Call
30	30	White Hen Pantry, Oak Brook, Ill.	279	0	279	638.8	White Hen Pantry	Brandon Barnholt
31	38	United Refining Co. of Pennsylvania, Warren, Pa.	276	274	2	825.8	Kwik Fill, Red Apple, Country Fair	John A. Catsimatidis (chairman)
32	32	Uni-Mart LLC, State College, Pa. <sup>2</sup>	220	220	0	411.5	Uni-Mart	Henry Sahakian
33	33	Warren Equities, North Grosvenordale, Conn.	215	215	0	661.4	Xtra Mart	Herbert M. Kaplan
34	36	WFI Acquisitions, Buffalo, N.Y. <sup>3</sup>	204	204	0	359.6	Wilson Farms Neighborhood Stores, Sugar Creek	Paul Nanula
35	35	Tedeschi Food Shops Inc., Rockland, Mass.	202	120	82	248.8	Tedeschi Food Shop, Store 24	Charles Fitzgibbons
36	39	Getty Petroleum Corp., Jericho, N.Y.	197	99	98	429.0	Getty Mart	Vadim Gluzman
37	37	Tesoro Petroleum Corp., San Antonio	192	192	0	305.1	Tesoro, 2GO, Mirastar	Bruce Smith
38	39	United Dairy Farmers, Cincinnati	187	187	0	331.0	United Dairy Farmers	Brad Lindner
40	47	Jones Co., Waycross, Ga.	186	186	0	471.1	Flash Foods	James A. Walker Jr.
41	46	Fas Mart Convenience Stores, Mechanicsville, Va.	181	181	0	460.7	Fas Mart, Shore Stop	Dave McComas
42	42	Albertsons Inc., Boise, Idaho	179	179	0	659.4	Albertson's Express	Larry Johnston
43	50	Love's Country Stores Inc., Oklahoma City, Okla.	175	175	0	422.8	Love's Country Stores, Trading Post	Tom Love (CEO) Greg Love (president)
44	41	FFP Partners LP, Fort Worth, Texas	170	170	0	217.4	NuWay, Mr. Cut Rate, Kwik Pantry, Taylor Food Mart, Dynamic Minit Mart, Economy, Fuel Plus, Drivers Travel Mart	Robert J. Byrnes
45	47	Flying J Inc., Ogden, Utah	169	164	5	410.8	Flying J	Phillip Adams
46	45	Maverik Country Stores Inc., North Salt Lake	169	169	1	300.2	Maverik Country Store	Mike Call

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47	44	Marsh Supermarkets Inc., Indianapolis	167	167	0	262.1	Village Pantry	Don E. Marsh
48	34	Roundtree Capital Corp., Santa Barbara, Calif.	161	161	0	524.1	Good Times Stores, Oasis Markets, Food 'N Fuel, Budget Mart, Happy Dan's	Bruce Nelson
49 (tie)	63	Tetco Inc., San Antonio	159	159	0	496.3	Tetco	Gerry Telle
49 (tie)	53	Travel Centers of America, Westlake, Ohio	159	159	0	392.6	Travel Centers of America	Ed Kuhn
51	54	Thornton Oil Corp., Louisville, Ky.	153	153	0	547.0	Thornton's	Matt Thornton
52 (tie)	55	Meijer Inc., Grand Rapids, Mich.	150	150	0	585.5	Meijer	Paul Boyer
52 (tie)	50	USA Petroleum Corp., Agoura Hills, Calif.	150	150	6	431.7	Big John Mini Mart, USA Mini Mart	Mark Conant
54	61	Sinclair Oil Corp., Salt Lake City, Utah	146	59	87	265.2	Sinclair	R. Earl Holding
55	57	Ohio Valley AFM Inc., Newport, Ky.	143	0	143	238.4	Ameristop Food Mart	Don Bloom
56	56	Town & Country Food Inc., San Angelo, Texas	142	142	0	347.9	Town & Country	Alvin New
57	—	Krauszer's Food Stores, New Brunswick, N.J.	137	0	137	269.1	Krauszer's	Mahen Dra
58	58	Calfee Co. of Dalton Inc., Dalton, Ga.	134	134	0	253.7	Favorite Markets, Com-pac Food Stores	Sam Turner
59	59	Exprezit LLC, Chapel Hill, N.C.	133	133	0	287.0	Exprezit!	Jan Friederich
60	62	Martin & Bayley Inc., Carmi, Ill.	131	131	0	268.3	Huck's Food & Fuel	Randy Fulkerson
61	64	Worsley Companies Inc., Wilmington, N.C.	127	127	0	194.2	Scotchman, Young's	Cecil Worsley III
62	65	Irving Oil Corp., Bangor, Maine	126	126	0	320.3	Mainway	Kenneth Irving
63	60	Giant Industries Inc., Scottsdale, Ariz.	112	112	0	311.7	Giant	Fred L. Holliger
64	68	Royal Farms Dairy Inc., Baltimore	110	110	0	211.6	Royal Farm Store	Ralph Kemp
65	70	True North Energy, Toledo, Ohio	108	108	0	252.7	True North	William Lyden III
66 (tie)	74	Farm Stores Grocery Inc., Miami	104	104	0	107.1	Farm Store	Carlos Bared
66 (tie)	73	Skinny's Inc., Abilene, Texas	104	104	0	117.3	Skinny's	Joe E. Davis
68 (tie)	67	Quick Chek Food Stores, Whitehouse Station, N.J.	103	103	0	184.6	Quick Chek	Dean Durling
68 (tie)	66	Jacksons Food Stores Inc., Meridian, Idaho	103	103	0	144.8	Jacksons Food Store	John D. Jackson
68 (tie)	75	7-Eleven Stores of Oklahoma City, <sup>4</sup> Oklahoma City, Okla.	103	103	0	215.8	7-Eleven	Bill Brown
71 (tie)	69	Plaid Pantries Inc., Beaverton, Ore.	102	102	0	114.7	Plaid Pantry	Chris Girard
71 (tie)	87	Speedy Stop Food Stores, Victoria, Texas	102	102	0	246.1	Speedy Stop	Clifton Thomas Jr.
73	78	Sunmart Inc., Houston	101	101	3	234.8	Sunmart	John William Cook
74	82	Trade Oil Co., Greenville, N.C.	100	100	0	267.3	Trade Mart	Walter Williams
75	83	Li'l Cricket Food Stores Inc., Spartanburg, S.C.	97	97	0	197.1	Li'l Cricket	Gordon Zuber
76	—	Bulk Petroleum, Mequon, Wis. <sup>5</sup>	96	96	0	192.4	Tobacco Road	Dharshan Dhaliwal
77	71	Spectrum Stores Inc., West Point, Ga.	95	95	0	324.0	Spectrum, Lo-Bucks	Albert Woodroof
78	80	Go Mart Inc., Gassaway, W. Va.	94	94	0	295.6	Go Mart	John D. Heater
79	72	Highs Of Baltimore Inc., Hanover, Md.	92	92	0	140.9	High's of Baltimore	William F. Darnell
80	79	C.N. Brown Co., South Paris, Maine	91	91	0	157.3	Big Apple Food Stores	Jinger Duryea
81	84	Spinx Oil Co. Inc., Greenville, S.C.	90	90	0	203.3	Spinx	Stewart Spinks
82	81	Gate Petroleum Co., Jacksonville, Fla.	88	88	0	212.2	Gate Food Post	Herbert Peyton
83 (tie)	88	Food Fast Holdings Ltd., Tyler, Texas	79	79	0	69.4	Food Fast, Short Stop	Mike Cockrell
83 (tie)	—	Admiral Petroleum Co., Coopersville, Mich.	79	79	0	184.9	Admiral	Dennis Lemmen
85	89	Nice N Easy Grocery Shoppes, Canastota, N.Y.	78	35	43	127.1	Nice N Easy	John MacDougall
86	85	Jr. Food Marts of America, Pearl, Miss.	76	35	41	113.4	Jr. Food Mart	Russell McCarty
87 (tie)	97	Gas America Services Inc., Greenfield, Ind.	75	75	0	248.0	Gas America	Judy White
87 (tie)	89	Tri Star Energy, Nashville, Tenn.	75	75	0	247.0	Daily's, Tri-Star	Mark Cole
87 (tie)	92	Town Pump Inc., Butte, Mont.	75	75	0	216.8	Town Pump	Thomas Kenneally
87 (tie)	91	MFA Petroleum, Columbia, Mo.	75	75	0	149.0	Break Time	Jerry Taylor
91 (tie)	94	CoGo's Co., Pittsburgh	74	74	0	172.6	CoGo's	Carl Colteryahn Jr.
91 (tie)	—	Ambest Inc., Brentwood, Tenn.	74	0	74	123.5	Ambest	Steve Allen
91 (tie)	85	Englefield Oil Co., Heath, Ohio	74	74	0	163.3	Duke & Duchess	F. William Englefield III
94	94	Sampson-bladen Oil Co. Inc., Clinton, N.C.	73	73	0	121.9	Han-dee Hugo's	Roger Clark
95	94	Timesaver Minit Market, Savannah, Ga.	72	72	0	123.2	Timesaver Minit Market	Harris Slotin
96	—	Terrible Herbst Inc., Las Vegas	71	71	0	224.9	Terrible Herbst	Jerry Herbst
97	—	Morris Corp., Ridgeland, Miss.	70	70	0	140.9	Sprint Mart	Charles Morris
98 (tie)	93	Certified Oil Co., Columbus, Ohio	69	69	0	93.6	Certified	Peter Lacaillade
98 (tie)	—	Sam's Mart Inc., Charlotte, N.C.	69	69	0	178.4	Sam's Mart	Sam Nafisi
100 (tie)	—	FKG Oil Co., Belleville, Ill.	68	68	0	203.3	Moto Mart	James Forsythe
100 (tie)	99	Consumer Gasoline Station, Nashville, Tenn.	68	68	0	133.1	Scot Market	James W. Perkins Jr.

# Top 100 Convenience Store Companies ■ 2005

\* All Commodity Volume (ACV) figures from TDLinx are annualized ranges of the estimated retail sales volume of all items sold at a convenience store that pass through the retailer's cash registers. Lottery sales are not included; gas sales are included where applicable. TDLinx ACV is an estimate — a directional measure to be used as an indicator of store size.

1 Alimentation Couche-Tard Inc. is based in Canada, and operates convenience stores in both Canada and the United States; for the purposes of this ranking, only U.S. stores are counted. The company operates a total of 4,881 stores in the United States and Canada.

2 At press time, Convenient Food Mart Inc. was in the midst of Chapter 11 bankruptcy protection.

3. WFI Acquisitions closed its deal to purchase the Wilson Farms chain from Ahold USA. WFI replaces Ahold in the rankings.

4. Not affiliated with 7-Eleven Inc.

5. In 2004 Bulk Petroleum acquired the assets of Kiel Brothers, replacing that company on the list.

Editor's Note: Licensees are included in the total store count of the parent's banner name. For example, companies like SSP Partners (Circle K) and Southwest Convenience Stores and Garb-Ko (both 7-Eleven), fall under those respective chain counts.