

GRAB AND GO: CONVENIENCE STORE 2.0

Convenience stores have evolved their offerings to deliver on consumer demands for prepared grab-and-go items. Now serving items such as pre-packaged meals, combo deals, fried foods and fresh produce, convenience stores are uniquely positioned to attract customers needing anything from road-trip-approved snacks to hot-and-ready dinners.



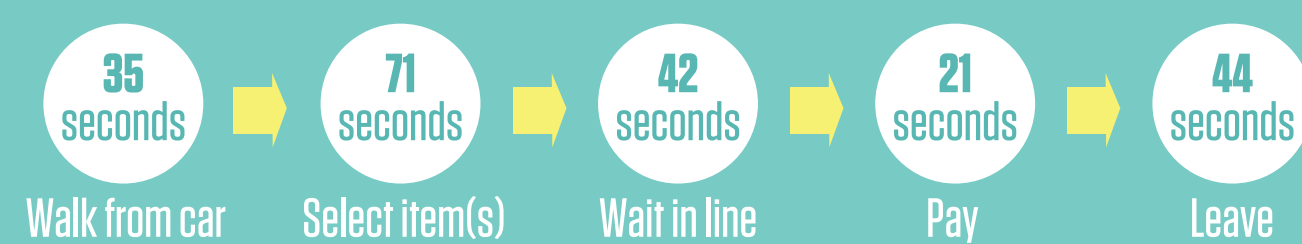
THE ORIGINAL "CONVENIENCE STORE"

Opened in 1927, it offered fuel and staple items available when the local grocery was closed.¹



THE SPEED OF CONVENIENCE*

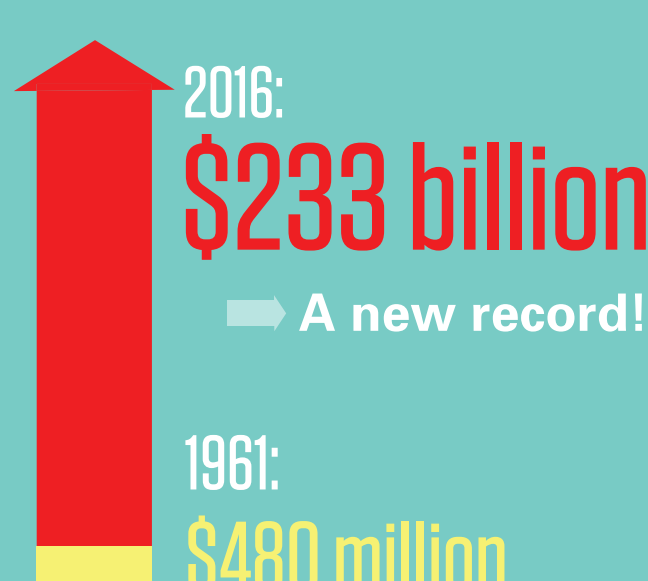
Average transaction time: Between 3 to 4 minutes



*Based on NACS Speed Metrics Research

SALES SPUR NEW OFFERINGS

U.S. convenience store sales^{2,3}



SPEED VERSUS SAVORING

Younger consumers favor conveniently packaged food.⁴

48% say they prefer eating meals on the go

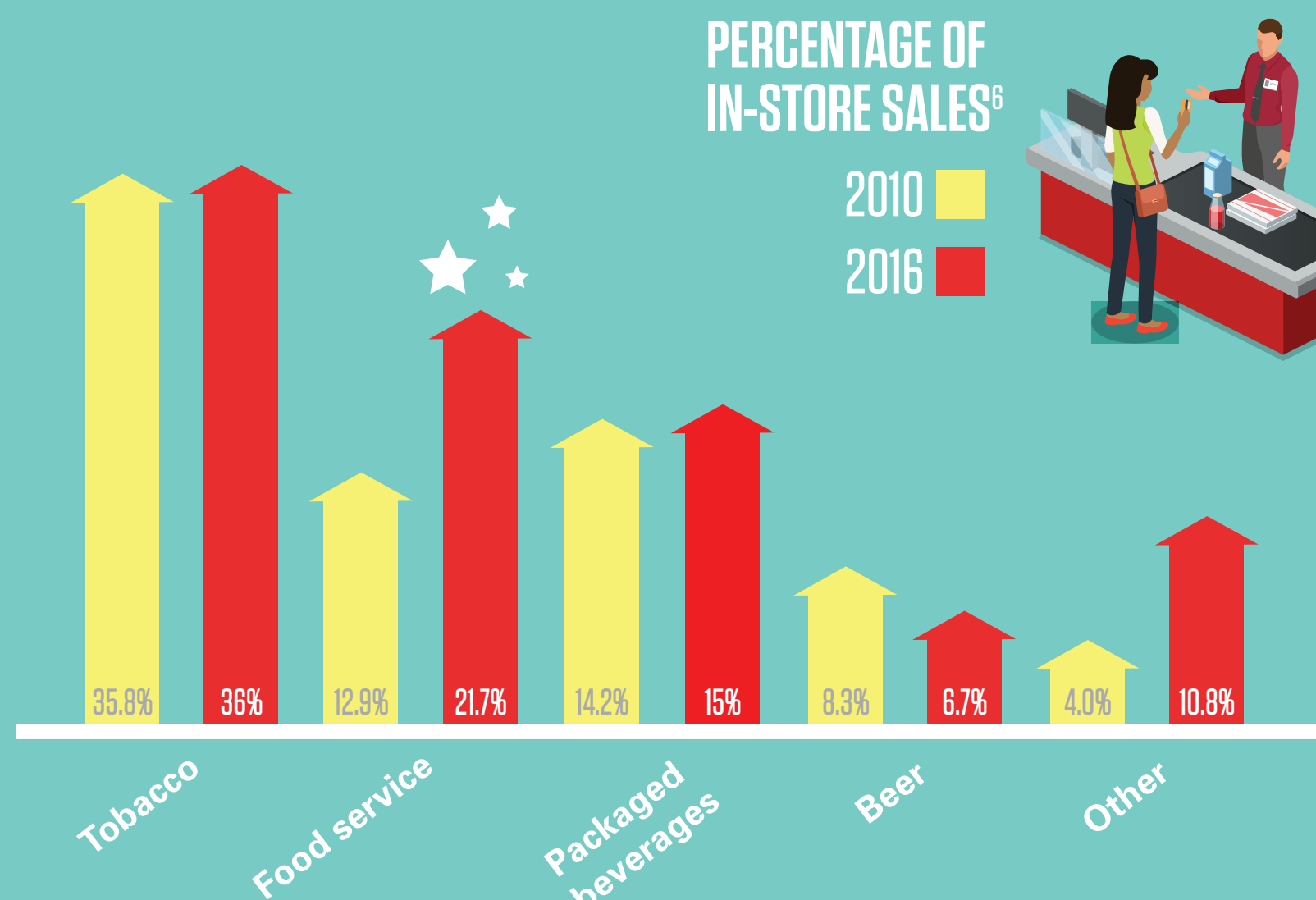
44% say convenience is more important than cuisine



Future foodservice menus, including those of convenience stores, will need to expand grab-and-go offerings to meet these preferences.

FUEL, SHOP, GROW

77% of convenience stores claim that their food service offerings are "very profitable."⁵ And today's sales are reaching record highs, with items such as **prepared meals showing a promising ROI in the years to come.**



The fastest growing expense item for convenience stores in 2016:

WORKERS' COMPENSATION



FOOD FOR SERVICE

Food service offerings include hot, cold and dispensed beverages, as well as prepared and commissary food such as:



With an optimistic outlook for greater profit growth, convenience stores now have the competitive edge that makes them a match for grocery stores and fast-casual restaurants everywhere. Restaurant Technologies helps many of the top names in convenience run their store operations as efficiently as any commercial restaurant kitchen.

[Learn more](#)

Sources

¹NACS, The History of Fuel Retailing, http://www.nacsonline.com/yourbusiness/fuelsreports/gasprices_2013/pages/100plusyearsgasolineretailing.aspx (accessed July 21, 2017).
²NACS, "Convenience Stores Hit Record In-store Sales in 2016," May 5, 2017, http://www.nacsonline.com/Media/Press_Releases/2017/Pages/PR040517.aspx#.WUxxjRPYuRs (accessed July 21, 2017).
³Ibid.
⁴Convenience Store Decisions, Five Food Trends Driven by Millennials, <http://www.cstoredecisions.com/2017/02/02/five-food-trends-driven-millennials/> (accessed August 15, 2017).
⁵Convenience Store Decisions, "C-Stores Profit with Prepared Food Items," July 14, 2016, http://www.cstoredecisions.com/2016/07/14/c-stores-profit-prepared-food-items/#_ (accessed July 21, 2017).
⁶Ibid.
⁷Convenience Store News.

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