

# Convenience Stores - US - March 2020

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## This report looks at the following areas:

Still, convenience stores face considerable challenges in categories like foodservice and packaged foods and beverages, where consumer preferences are changing and the competition is growing more intense.

- Slow growth for in-store not enough to offset fluctuations in fuel revenue
- C-stores attract more than three quarters of consumers
- Frequent visits the norm



"While fuel sales generate as much as two thirds of total convenience stores revenue and remain a core traffic driver, c-store operators are increasingly turning their attention to in-store categories as the most direct path to increased sales and profits."

– John Owen, Associate  
Director Food & Retail

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