

Hotel
Muehlebach



Minutes of organizational meeting
National Association of Convenience Stores
Hotel Muehlebach, Kansas City, Missouri
August 13, 14, 15, 1961

The following attended a meeting at the Muehlebach
Kansas city, Missouri on August 13, 14, 15, 1961
which time the National Association of Convenience
Stores was formed:

- Henry Boney, President, Shuler Mart, La Mesa, Cal.
- Lloyd Dethlefsen, President, Minute Market, Seattle, Wash.
- John Dille, President, Circle K, El Paso, Texas
- Franc Kern, President, Jiffy Stores, Okla. Flor.
- Ralph Kueck, operations manager, Shuler Mart, La Mesa, Cal.
- Abner Liebenstein, owner (Proposed Stores), Atlanta, Ga.
- Lloyd Lind, General Manager, Little Giant, Okla.
- Robert McCaughey, manager, American Bakeries Co, Kansas
- Blair A. McKnight, manager, American Bakeries Co, Missouri
- Leon Melvin, General Manager, E.V. Food Shop, Kansas
- W.C. Metzger, chairman of Board, Pic Quick, Inc., Tampa Fla.
- Clarence, Parsons, National Account Rep, American Business, Dallas, Tex.



1961

NACS was founded

The Muehlebach Hotel in Kansas City has hosted the Beatles, Elvis Presley, and every U.S. president from Theodore Roosevelt to Ronald Reagan—and was the site where NACS was founded.

NACS  60 years

1961

First Board of Directors



First NACS Board of Directors in Dallas, TX:
(left to right) John Roscoe, Fred Lowder,
Harley Reidel, Cliff Wheeler, Hugh Howton,
Bill Reidel, Bill Metzger, Stanley Brinkley,
Henry Boney

NACS  years

1963

Open 24 hours

It took 7-Eleven 36 years to adopt a 24-hour model. When it did, it was an accident. Following a football game at the University of Texas, customers flooded Austin's 7-Eleven, so the store stayed open all night. It was so successful that always-open 7-Elevens began to crop up. The first official all-night outpost: Las Vegas.

NACS  60 years

1964

Self-serve gas

In June 1964, the Big Top convenience store chain introduced the first remote self-service gas pumps in Westminster, Colorado. That day's fuel sales totaled 124 gallons, but this event ushered in the modern era of self-serve fueling.





1970s

Profitability of gasoline realized

Large chains such as Tulsa, Oklahoma-based QuikTrip realized the profitability of gasoline, and its ability to generate store traffic. More than 80% of stores built during the 1970s were equipped to sell gasoline. Self-serve at the pump took off in the 1970s, with more than 35% of stores offering self-serve by 1975 (up from 1% in 1969).

NACS  60 years

Master Copy

MAY 1970

NATIONAL ASSOCIATION OF CONVENIENCE STORES, INC.

QUESTIONNAIRE RESULTS

	<u>Answer</u>	<u>Number of Companies Reporting</u>	<u>Number of Stores Reporting</u>
1. Sales for 12 months ended December 31, 1969	\$1,102,012,514	111	6,893
2. Average weekly sales per store Range - 1,500 to 8,000	\$3,564	107	6,356
3. Average sale per customer Range - .60 to 2.85	\$.863	89	5,406
4. Estimated sales for 12 months ending December 31, 1970	\$1,320,819,315	104	6,823
5. Number of stores as of December 31, 1969			
a) Corporate	5,139	107	
b) Franchised	1,739	19	
c) Sole proprietor	4	1	
6. Actual number of net stores opened during 12 months ended December 31, 1969	1,216	88	
7. Number of stores planned to open during 12 months ending December 31, 1970	1,397	104	
a) Number of stores that are now under lease or owned, and under construction	537	73	
b) Number to be corporate	864	90	
c) Number to be franchised	410	21	
8. Number of stores projected to be in operation by December 31, 1974	12,099	92	
9. Net profit (percent) before Federal income taxes but after all wages, salaries, bonuses, etc. and other taxes for 12 months ended December 31,			

1970

Inaugural “State of the Industry” report

NACS marked the decade with the inaugural “State of the Industry” report in May 1970, marking the industry’s first compilation of U.S. convenience store sales and net profit data. That first report showed total annual sales of about \$1.1 billion. By comparison, in 2009 the convenience store industry sold \$1.1 billion in goods and services—every 18 hours.





1986

Pay at the pump introduced

Launched in the U.S. by E-Z Serve and its subsidiary AutoGas in Abilene, Texas, the dispensers featured a built-in credit/debit card-reader system. In the 1979 movie “The Jerk,” long-time Abilene resident Steve Martin requested that the gas station where his character worked be converted to an E-Z Serve.

NACS  60 years

1985

NACS fights beer/gas bans

Forty jurisdictions imposed beer/gas bans in California in the mid 1980s, prohibiting alcoholic beverages and gas sales from the same location. Dedicating funds was the first step toward ending these bans. In 1987, California Governor Deukmejian signed A.B. 937, prohibiting beer/gas bans, protecting the ability of retailers to continue to sell beer.



1986

NACS helps extend Daylight Saving Time

This was the first time NACS engaged in legislation coalition-building. This initiative passing led to an estimated \$1 billion in additional industry sales—\$2.4 billion in today's dollars.





1993

Touch-screen kiosks emerged

Altoona, Pennsylvania-based convenience retailer Sheetz pioneered touch-screen kiosks for food ordering. By 1996, every Sheetz store had the technology. In 2014, Sheetz became the first company to experiment with touch-screen kiosks at the pump.

NACS  60 years

1996

Changing the tax status of “convenience store”

The Small Business Job Protection Act of 1996 allowed companies to depreciate retail motor fuels outlets over 15 years. The depreciation clarification resulted in savings of \$18,000 to \$20,000 per store.





2004

Congress passes three-year suspension of SOT

The Civil War officially ended with the repeal of the Special Occupation Tax (SOT), originally enacted to raise revenue for the 1860s war. The tax cost stores that sold alcohol \$250 a year. Roughly 120 years after the war ended—with pressure from NACS—the tax repeal saved the industry more than \$59 million per year.

NACS  years

A hand holding a credit card over a payment terminal. The background is a blurred indoor setting, possibly a store or office.

2010

Senate Passes Durbin Amendment

The Durbin Amendment was the most sweeping U.S. financial reform since the 1930s, elevating our industry to a major force on Capitol Hill. The NACS petition drive protesting outrageous interchange fees was instrumental in passing the amendment, delivering 5.4 million customer signatures to Congress—the largest petition drive in U.S. history on a single public policy issue.

NACS  6 years



2020

Convenience stores declared essential businesses

By letter, NACS urged the Department of Homeland Security to designate convenience stores, their suppliers, and distributors as critical businesses during the COVID-19 pandemic. They did.

NACS



years

1961

How the convenience store got its name

At NACS' first meeting, the preferred name appeared to be "The National Association of Bantam Stores." John Roscoe proposed the name Convenience Stores. After more discussion, it was agreed upon. That is how the convenience store got its name.

