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C-store show-off Atlanta event attracts 25,000

By Jorie Tash

Georgia Amusement Journal

The National Association of Convenience Stores (NACS) Show left its usual venue in Las Vegas for the World Congress Center in Atlanta Oct. 1-4, and with two full floors dedicated to the massive trade show and dozens of educational and keynote sessions providing a wealth of information, the show educated, entertained, and wowed nearly 25,000 participants.

"The NACS Show truly provides a one-stop shopping experience for convenience and fuel retailers," says the official NACS website, and



Jorie Tash photo

PARTICIPANTS peruse hundreds of products in the Cool New Products room at the National Association of Convenience Stores' annual Show in Atlanta earlier this month. This year's NACS Show flexed its technological muscles, as well. Participants were given unique QR codes attached to their information

Association of Convenience Stores' annual Show in Atlanta earlier this month.

This year's NACS Show flexed its technological muscles, as well. Participants were given unique QR codes attached to their information

See **SHOW** Page 6

Don't be afraid to experiment with product, retailers told

By Jorie Tash

Georgia Amusement Journal

Four panelists at a NACS Show education session titled "First to Market - Getting New Products on Your Shelves" shared insider tips and tricks on how convenience store decision-makers can capitalize on industry trends to maximize profit and stay ahead of the competition.

The session was part of the huge

four-day Show sponsored by the National Association of Convenience Stores in the World Congress Center in downtown Atlanta.

Jared Scheeler, CEO of Hub Convenience Stores, a small, successful chain in western North Dakota, remarked that the session was geared towards "experimenters" who want to take their business to the next level.

A crucial step of successful ex-

perimentation, said Scheeler, a 20-year veteran of the industry, is obtaining new products quickly.

"Make it look like (you're) first to market," he said, and gain customer loyalty even after other stores nearby have begun stocking the same hyped-up new products, such as certain energy drinks, CBD goods and vaping supplies. Taking a risk by bringing in small quantities of newly available merchandise or

merchandise that buyers aren't seeing at competitors' stores is a great way to test the market and maximize sales, said Scheeler.

A buyer at one of his truckstop-style stores brought in a rack of sundresses to sell, and although he initially didn't believe a market existed for c-store dresses, he said not only did the dresses sell, they earned the store \$1,800 that quarter.

See **MARKETING** Page 6



AMOA Expo to 'jazz things up' in the Big Easy

The amusement, FEC and allied out-of-home entertainment segments will take a 1,727 mile detour next spring, when the AAMA-AMOA Amusement Expo International (AEI) takes a one-year break from Las Vegas and heads south to New Orleans for its annual gathering of equipment, ideas and industry executives.

"Jazz Up Your Business in the Big Easy!" will serve as the theme for next year's 2020 AEI March 9-11, with Expo Education Day to kick things off on Monday, March 9, followed by two days of exhibits Tuesday, March 10,

and Wednesday, March 11. In addition to changing the location for next year, the schedule for AEI will also shift by a day, to a Monday-Wednesday pattern (from the previous Tuesday-Thursday time frame).

The Hilton New Orleans Riverside – the headquarters hotel – will host the 2020 AEI Expo Education Day, while the nearby Ernest N. Morial Convention Center will be the site of the AEI trade show.

AEI is the annual spring gathering for buyers and sell-

See **EXPO** Page 3



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Expo

from Page 1

ers in the expanding out-of-home entertainment space: the traditional amusement, music and games sector, along with the family entertainment center area, bulk vending, laser tag, and virtual reality segments.

With the Las Vegas Strip serving as the backdrop for AEI during all but one of its shows, veteran exhibitors and attendees have long been accustomed to blending business and pleasure at this event. Next March, show-goers will take a page out of the same playbook, when the industry invades the famed, festive French Quarter for the 2020 version of AEI.

And yet, there are stark contrasts that await AEI 2020 participants in New Orleans: a long, rich history celebrating its French, Spanish and African cultural roots; amazing architecture; fabulous food (as in creole and Cajun and beignets); magnificent music (the birthplace of jazz); a fertile delta at the mouth of the mighty Mississippi River; and a multitude of museums, tours and festivals (Mardi Gras and Jazz Fest, to name just a couple).



Paul Tash photos

THE AMUSEMENT EXPO International takes a one-year break from Las Vegas and heads south to New Orleans March 9-11 for its annual gathering of equipment, ideas and industry executives.

Leaders from the co-sponsoring organizations, the American Amusement Machine Association (AAMA) and the Amusement and Music Operators Association (AMOA), along with colocation/alliance partners and the show management firm, W.T. Glasgow, Inc., are actively mapping out details for next year's March 9-11, 2020 AEI.

Mark your calendars now and start making plans to "Jazz Up Your Business in the Big Easy" when the industry invades New Orleans next March.

ABOUT AAMA:

The American Amusement Machine Association (AAMA) is an international, not-for-profit 501(c)6 trade organization representing the manufacturers, distributors, suppliers and location owner/operators for the coin-operated amusement industry. Our mission is to preserve, protect and promote our industry through legislative advocacy, education, events, networking and member programs.

ABOUT AMOA:

The Amusement and Music Operators Association (AMOA) is a national not-for-profit 501(c)6 trade association. For 71 years, AMOA has been the voice of, and advocate for, those individuals and companies engaged in the currency-activated amusement, vending, music and family entertainment equipment business.

For more information on the Expo, call 708-226-1300 or visit the Expo website at www.amusementexpo.org.

From the Lottery

Avoid these common problems when applying for a COAM location license in Georgia

What are the top reasons for denial of a COAM location-license application? The Georgia Lottery Corp. urges applicants to avoid the following problems:

- Location is not open for business;
- Outstanding Department of Revenue (DOR) issues such as tax obligations, officer discrepancy, address discrepancy and name discrepancy;

crepancy, address discrepancy and name discrepancy;

- Secretary of State (SOS) issues such as officer and name discrepancy;
- Misrepresentation of license application;
- Association or relation to former location owner who license was revoked;

- Applicant is not the owner of the business;
- Incorrect contact information (it is not recommended that applicants use their accountant or legal representation as primary contact);
- Failure to respond to communication from the GLC Retailer Contracts Administration Department regarding an application.

COAM violations have these options

If the GLC has served you with a citation alleging that you have violated a Georgia law or a GLC rule regarding your COAM license, you may challenge the charges before the GLC's Administrative Hearing Officer at the date, time and location shown on your citation. If you appear at the hearing, you will be asked to enter a plea to the charge(s) against you. The three possible pleas to a citation are:

- Guilty - By entering a plea of guilty, you admit that you committed the act charged, that the act is prohibited by law or regulation, and that you have no defense for your act. The Hearing Officer may enter an order and impose an appropriate penalty.

- No Contest - A plea of no contest simply means that you do not wish to contest the GLC's charge against you but wish to explain mitigating circumstances to

the Hearing Officer. The Hearing Officer will hear your explanation and may enter an order and impose an appropriate penalty.

- Not Guilty - A plea of not guilty means that you deny guilt and the GLC must prove its charges against you. You are not required to have an attorney represent you but may wish to contact an attorney for legal advice.

If you wish to plead no contest prior to the hearing, you may complete and submit the no-contest plea form given to each person that receives a citation in a packet of information related to the process.

It is important to respond to the citation by either appearing at the hearing or submitting a no contest plea prior to the hearing date as described on the no contest plea form. Failure to choose either method will result in the imposition of an additional fine.

2019 COAM location sweep and master push calendar			
ACCOUNTING WEEK START	ACCOUNTING WEEK END	LOCATION SWEEP DATE	MASTER PUSH DATE
29-Sep-19	05-Oct-19	09-Oct-19	16-Oct-19*
06-Oct-19	12-Oct-19	16-Oct-19	22-Oct-19
13-Oct-19	19-Oct-19	23-Oct-19	29-Oct-19
20-Oct-19	26-Oct-19	30-Oct-19	05-Nov-19
27-Oct-19	02-Nov-19	06-Nov-19	13-Nov-19*
03-Nov-19	09-Nov-19	13-Nov-19	19-Nov-19
10-Nov-19	16-Nov-19	20-Nov-19	26-Nov-19
17-Nov-19	23-Nov-19	27-Nov-19	04-Dec-19*
24-Nov-19	30-Nov-19	04-Dec-19	10-Dec-19
01-Dec-19	07-Dec-19	11-Dec-19	17-Dec-19
08-Dec-19	14-Dec-19	18-Dec-19	24-Dec-19*
15-Dec-19	21-Dec-19	26-Dec-19*	02-Jan-20*
22-Dec-19	28-Dec-19	02-Jan-20*	08-Jan-20*

*Indicates sweep or push date has been changed to accommodate holiday

Note: Holidays on a Thursday and Friday may delay the availability of the Location Period Accounting Report on the following Monday.

Journal Opinion

Insurance program is budget friendly

By Shawn Fellows
GAMOA Executive Director

You don't need the chart at right to show the rising cost of health insurance. As you know, most small business owners are unable to provide group policy insurance and find the cost of insurance for even one or two employees to be out of reach for their budgets.

Health insurance remains one of the top concerns for small business owners across the United States. The COAM industry is comprised of thousands of small business owners ranging in size from owner operators to much larger companies with dozens of employees. Regardless of the size of your company, the Georgia Amusement and Music Operators Association has a solution for your health care needs here in Georgia.

GAMOA heard your call for help, and we spent more than a year researching and interviewing possible insurance professionals to develop the proper relationship with a top insurance provider to service the needs of the COAM industry.

GAMOA invites you to check out the National General Benefits Solutions Self-Funded Program.

As a member of GAMOA, you have a

dedicated team of experts standing by, ready to help you find the best health coverage fit for your business' needs.

Your annual membership gains you access to increased financial savings over other healthcare programs. In many cases



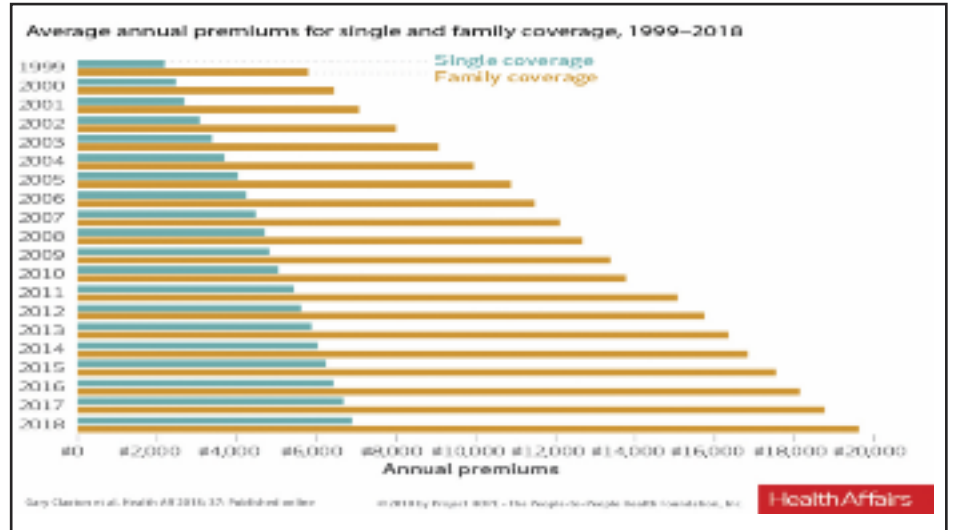
Shawn Fellows

You have a dedicated team of experts standing by, ready to help you find the best health coverage fit for your business' needs.

our members will save over 50 percent on their annual insurance cost.

With the National General Benefits Solutions Self-Funded Program, you get:

- Stop-loss insurance – protects your business' finances if claims are higher than expected;
- Opportunity to receive money back – in years when claims are lower than expected;



- Customizable plan designs – making it easy for you to find the right fit for your group;

- An experienced team – ready to provide expertise before, during and after you've chosen your plan;

- Additional benefits for being a member of GAMOA – you will receive a dedicated agent to manage your insurance needs, and all information will remain private between you and your insurance provider.



Start gaining control of your healthcare expenses today! Contact Christina Kaiser, GAMOA executive director, at 770-408-0384 or email christina@gamoa.org.

GAMOA's mission: "To Promote and Serve Georgia's Coin Operated Amusement and Music Industry."

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Georgia Amusement Journal Business and News Office:
 P.O. Box 4307, Butte, MT 59702
 • TEL: 406-491-0100 • E-MAIL: paul@tashcommunications.com

Paul Tash, Editor/Publisher
paul@tashcommunications.com
 Phone: 406-491-0100

Ad Production • production@tashcommunications.com

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COAM calendar

— REPORTING DATES —

Oct. 20: Each monthly report should be submitted by Location License Holders in electronic format via the www.gacoam.com website as required by the GLC by the 20th of each following month.

— MEETINGS/OTHER —

Oct. 22: COAM Advisory Board, GLC office, Atlanta
Oct. 24: GAMOA membership meeting, place TBD
Dec. 12: GAMOA membership meeting, place TBD

Write us

The *Georgia Amusement Journal* welcomes letters to the editor. Letters must include the writer's name and address. The word limit is 300. Mail to Georgia Amusement Journal, P.O. Box 4307, Butte MT 59702, or you can email us at paul@tashcommunications.com. The *Journal* reserves the right not to print letters it finds objectionable.

Journal Opinion

AMOA board meets, chooses new leadership

**By Lori Schneider
AMOA Executive VP**

Last month the Amusement and Music Operators Association Board of Directors met in Nashville, TN, for its annual Mid-Year Board Meeting. Over the course of the three-day weekend 21 committees convened, and a half-day board meeting was conducted. The annual meeting provides AMOA directors the opportunity to engage face-to-face and discuss new ideas and strategies for association products and services to help its members evolve and grow their businesses.

In addition, the board elected its 2020-2021 leadership, which will take over at the close of the 2020 Amusement Expo International on March 11, 2020.

2020-2021 Principal Officers

President – Greg Trent
First Vice President – Sam Westgate
Treasurer – Tim Zahn
Secretary – Luke Adams

Class of 2023 Vice Presidents

Brian Brotsch
Shawn Dean
Tom Graham, Jr.

Vacancies to be filled:

Vice President 2021 – Chi Babich
Director 2021 – Tommy Hendley
Director 2022 – Tim Turnquist

Stay tuned for new programs and services over the coming weeks and months!

THE AMOA BOARD of Directors met in Nashville last month to discuss a variety of issues. The board is led by President Emily Dunn of Tom’s Amusement in Blue Ridge, GA, standing in the front row in the photo of the board at right.



Lori Schneider

The meeting provides AMOA directors the opportunity to engage face-to-face and discuss new ideas and strategies



AMOA photo

Show

from Page 1

that were scanned upon entry to sessions, which then gave them access to the sessions' supporting documents. NACS also produced a digital My Show Planner tool that allowed attendees to curate their desired attendance schedule on their own time prior to the show's beginning to ease planning stress (and with the sheer amount of offered programs, it's prudent to offer participants a way to find and remember the sessions that most interest them.)

The NACS Show mobile app offered integration with the Show Planner tool, so participants who made their own schedules could easily access a digital copy of it on their phones while also using the app to find certain show booths and navigate the (massive) World Congress Center with interactive maps. Further, participants were able to scan QR codes of products that interested them, and were then pro-

vided with a booth number for the exhibitor that carried the product as well as information about the product itself for easy recall after the show's end.

As for the EXPO, hundreds of exhibitors offered samples of products, gave demonstrations of c-store accessories from ATMs that work with Bitcoin to new gas pumps to air fryers, and showed off their latest innovations. CBD products were a new feature of the show, and retailers mobbed the Pavilion that housed the exhibitors offering c-store friendly CBD-infused oils, snacks and drinks.

Final registration counts are underway, but NACS shared some information that speaks to the overall success of the 2019 NACS Show in Atlanta:

- Four General Sessions with keynote speakers including a welcomed dose of energy and entertainment from Jim Knight, who oversaw global training for Hard Rock International for two decades; Robyn Benincasa, an amazing and inspiring professional

adventure racer, firefighter, author and motivational speaker who spoke on the value of teamwork; and entrepreneur Daymond John of "Shark Tank," who brought the nostalgia with the history of hip-hop along with his path to success, and spent time on the expo after his presentation.

- Engaging and insightful story-telling from the NACS leadership: Frank Gleeson, Henry Armour and Julie Jackowski (see story in this issue.)

- Two new Super Sessions with Jacob Schram, industry veteran and a senior advisor for McKinsey & Company, who spoke about the future of mobility and the radical changes it will bring to the c-store format; and Zeynep Ton, a professor at the MIT Sloan School of Management and co-founder of the Good Jobs Institute, who shared key elements that drive a capable and motivated workforce.

- The debut of the 2019 NACS Ideas 2 Go program – if you missed the full video, watch the store segments online at [\[ience.org/ideas2go2019\]\(http://ience.org/ideas2go2019\).](http://conven-

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- More than 50 education sessions on topics ranging from technology to food protection and safety, to managing key in-store categories and EMV implementation, to electrification and the emergence of CBD products.

- A 425,000-plus square-foot trade show featuring more than 1,200 exhibitors.

- The all-new CBD Expo, a partitioned section of the expo that showcased hemp-derived CBD products from 50 industry suppliers.

- The fifth year of the New Exhibitor Area, a dedicated space that hosted more than 200 new-to-the-industry companies across 20,000 square feet.

- The Cool New Products Preview Room boasted a record 36,929 total product scans of more than 304 products.

Next year's Show and Expo will return to the Las Vegas Convention Center, and NACS is already accepting exhibitor sign-ups and beginning plans for the show scheduled for Oct. 11-14, 2020.

Marketing

from Page 1

"We had to restock them three times," he said,

The dress story, he said, exemplifies how sometimes even the most experienced c-store retailers can miss revenue by refusing to experiment with available merchandise.

Perhaps the most crucial way retailers can get out in front of trends and take calculated risks with new products is to maximize relationships with vendors, said panelist Daniel Moran, a category manager for family-owned c-store chain Rotten Robbie's.

"Review contracts with vendors; they're your bread and butter," said Moran.

Most vendors offer retailers rebates for merchandise sales that reach a certain threshold, but many retailers aren't aware that those rebates are available and miss out on good deals, he said. Companies with more than 10 stores have high potential for rebate eligibility, he added.

"They're great opportunities to get money back for things you're already selling," he said. "Take advantage of any promotions, too."

He also reminded attendees, "don't neglect core products," as 80 percent of sales come from the 20 percent of merchandise that can be considered "core."

"Find out which of your products are contracted," he said, and contact vendors to find available rebates or promotional pricing.

"Take advantage of vendor partnerships," he said.

Distributors tend to know what merchandise they're selling the most of, "so ask them about trends – you (and distributors) have the same end game." Further, front-end employees are also likely to spot sales trends quickly, so asking them the same questions can also yield valuable insights.

Moran encouraged attendees to offer product samples, "especially if they're something you've branded as your own" and when new merchandise is being offered for the first time. Prominent, well-placed displays and concurrent promotional sales can also help drive volume, but Moran urged retailers to rotate stale displays with new ones to avoid wasting valuable promotional space on products that aren't selling particularly well.

Lonnie McQuirter, director of operations at 36 Lyn Refuel Station in Minneapolis, shared some tips for single stores or even small local chains.

"We benefit greatly by looking at smaller vendors who might have something novel that'll get customers through the door," he said, and that's especially likely to be the case with local or regional vendors who distribute locally made products that aren't available outside of the region.

"Small vendors are experts" in

the local merchandise world, and McQuirter also encouraged retailers to visit nearby farmer's markets to find innovative products that appeal to those who prefer to buy local and support independent producers.

Availability of locally owned



and produced products in single stores "makes the c-store experience more personal, and resonates with customers," he said. Retailers can also create partnerships with smaller vendors more easily, as they have more of an opportunity to build personal relationships with buyers.

"Look for limited-time offerings, and be ready to jump on seasonal trends" to gain a reputation in the community for having novelty items, he said.

McQuirter also urged attendees to build a recognizable brand on social media by posting about new (especially locally made and/or seasonal) products or store promotions, building a cross-posting relationship with brands, posting pictures of customers with tags, and promoting special events around the community. A strong social media presence, he said, can bring in new customers and maintain relationships with regulars.

The final panelist, Bill McCloskey, echoed the sentiments of

earlier participants and emphasized the importance of building relationships with vendors to know about new products and trends as soon as possible. McCloskey has been in the industry for 38 years, and he's "seen the importance of offering new items" to keep store offerings from becoming stale.

"New products attract new customers and make you look cutting-edge," he said.

Make sure to obtain signage and other promotional material and let customers know the product is available at your store, he added.

He also encouraged attendees to evaluate their cooler sets every quarter and remove low-performing stock "to always have room for innovation." McCloskey also suggested that retailers allow front-end employees to sample new products so they can provide recommendations and answer questions about new merchandise from first-hand experience.

"Cashiers have to believe in new products" to sell them properly, he said, but "the most important component of (offering something new) is price." Offer sales on innovative merchandise to encourage customers' willingness to try something new. After all, "new brands can become your core brands" eventually, he said.

And if a new brand fails to sell, which all retailers know is a possibility, "there's always another new brand down the road," said McCloskey.



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President urges c-stores to tell stories

By Jorie Tash

Georgia Amusement Journal

National Association of Convenience Stores President Henry Armour headlined the Oct. 3 general session of the NACS Show in Atlanta, and he had a message for retailers: tell your stories.

“Everybody has stories to tell about their business that no one ever hears,” he said, before launching into some of NACS’s own stories from the past year.

“Six years ago, we (c-stores) were demonized for the food we sold, that it was all unhealthy. So we went to work with focus groups, and earlier this year we were the recipient of Partner for a Healthier America’s Partner of the Year reward.”

The award is given each year to a participant who has best exhibited effective strategies in helping to combat America’s ongoing health crisis: “now that’s a good story to tell,” said Armour. NACS has been working to promote healthy and fresh food choices in convenience stores to meet demand for c-store offerings beyond the typical chips and candy, and it has undoubtedly paid off.

Armour also informed the crowd of NACS’s ongoing effort to communicate with elected leaders by their invitation extended earlier in the year to congresspeople to work behind the counter of a NACS member’s c-store for a day to better understand the industry and the legislative issues they face.



“Both sides understand the value of c-stores” and took good things away from NACS’s involvement with the legislative process that should help the industry prosper in the future, he said. He emphasized the Association’s determination to stay involved in members’ communities and recognize those who are doing the same: “fighting hunger, building sustainable industries and funding education.”

“Those aren’t new,” he said. “You’re already doing that. Tell the world about the things you do.”

He also reminded attendees that

the convenience industry is changing rapidly, and members must “expand our thinking beyond traditional brick-and-mortar c-stores” to stay relevant and get out ahead of the competition. New additions to the c-store world include online ordering, delivery options and a wider online presence that can give customers an idea of stock, sales and new

products.

“Consumers are increasingly demanding,” as all those with a toe in the retail pool can attest to, and c-store veterans must keep up with the demand for innovation, he said.

As always, the importance of “fanatical compliance in age-restricted categories is make-or-break,” he said, to ensure the industry keeps the ear of congressional bodies and continues to evolve to serve communities, while keeping age-restricted products out of the hands of minors.

Following Armour, attendees were shown a video called “Ideas 2 Go,” a production that highlighted

innovations in the industry all over the world. Many of the featured stores had moved from a traditional c-store business model to models that offer customers more choice, as well as heightened convenience to match the demands of a busier world. For example, they had hired chefs to make healthy, fresh options to order, expanded payment options to include mobile pay and self-checkout options, and allowed for online ordering and in-store pickup.

All of the featured business focused on general wellness: Sustainability in the form of ditching single-use plastic, healthy, freshly prepared food options and a connection to the community.

“During the recession, consumers focused on finding a store that offered the best gas prices,” said a participant in the video. “Now that prices have stabilized, consumers are instead focusing on choosing stores that offer fresh produce or made-to-order food.”

“Convenience stores must be convenient, and we’re always trying to meet and exceed that demand by offering more than what was expected ten years ago, both in merchandise and customer experience,” the video concluded.

Show attendees choose best Cool New Products

At the NACS Show earlier this month at the World Congress Center in Atlanta, the Cool New Products Preview Room was bustling with attendees on the hunt for the latest new c-store products.

The Preview Room gave attendees a sneak peek at the latest products, flavors, packaging and innovations available to the convenience and fuel retailing industry.

Visitors were asked to scan the products they like best and then receive a printout of where to find them on the expo floor. By the Show’s close on Friday, Oct. 4, a record number of scans had been recorded: 36,929! Of the more than 304 products featured in the Preview Room, the top 10 scanned products were:

1. **Lancer TwinPour**
Lancer Corporation
2. **ED300 Digital**
Marmon Foodservice
3. **Mobile Stocker**
Mobile Merchandisers
4. **Oreo Most Stuf**
Mondelez International
5. **Krispy Kreme Doughnut**
Krispy Kreme Doughnut Corp
6. **Hot Food Open Topper**
SandenVendo America, Inc.
7. **Phade**
WinCup
8. **Oreo Caramel Creams and Oreo Cow Tales**
Goetze’s Candy Co. Inc.
9. **Voltz**
ET Products, Inc.
10. **Last Call Beverages**
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Retail Matters



GACS show in Athens draws raves

The Southern Convenience Store and Petroleum Show, the largest single convenience store show in Georgia, is always a not-to-be missed event, and this year's show on Sept. 12 was no exception.

Sponsored by GACS (Georgia Association of Convenience Stores) and held in Athens at The Classic Center (for the first time after many years at the Macon Convention Center), the show received accolades from attendees and exhibitors, GACS reported in a press release.

Exhibitors said this year's show attracted the buyers and decision-makers they want to do business with, GACS said in the release. Attendees commented on the diversity of products and services they were able to explore, as well as the light and bright space that was conducive to productive conversations with vendors, the release said.

From the opening reception to the final raffle drawing, retailers and exhibitors conducted business, built relationships, and had a good time.

Nearly 100 retailers attended the pre-show seminar, led this year by Terry McKenna, owner of Employee Performance Strategies, Inc., who spoke on the topic, "How to Beat the Competition in 10-Seconds or Less."

This year GACS introduced sponsorship opportunities for the Southern Convenience Store & Petroleum Show, giving associate members alternative ways to get in front of their customers. This year's sponsors were Eby-Brown Company (trade show bag), Gilbarco Veeder-Root (reception food), McLane Company (semi-



GACS photos

ATHENS MAYOR Kelly Girtz, top photo, cuts a ribbon to open the Southern Convenience Store and Petroleum Show last month in Athens. At left, Ed Hong, Patrick Parker, Brian Griffith and Ken Johnson pose for a photo at the opening reception. Below, GACS President Angela Holland and Haley Bower check in an exhibitor for the show.



ENJOYING THE trade show exhibits during the Southern Convenience Store and Petroleum Show last month were, from left, Garrett Crumpton (Golden Pantry Food Stores), Gene Moon (Core Mark), Jacob Forehand (Golden Pantry) and Zac Knapp (Golden Pantry).

nar), Point to Point Environmental (seminar speaker), S & D Coffee & Tea (seminar coffee). Savannah Distributing (reception beverage), and The H. T. Hackney Company (seminar pastries and trade show bag).





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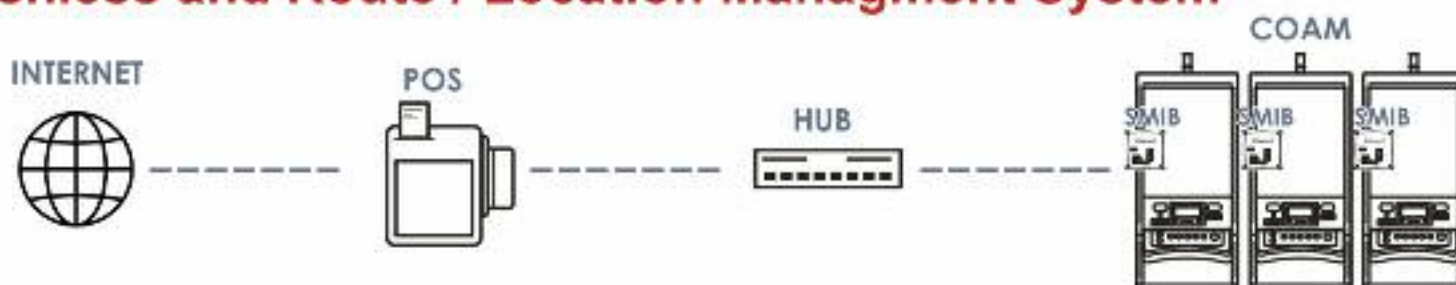


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