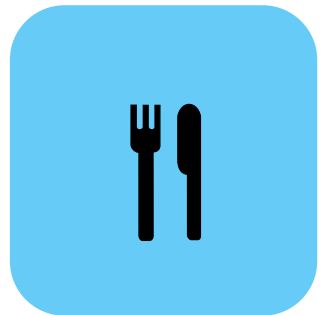




C-Store ^{executive}

Issue 1 2016





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PLEASE NOTE:

Convenience retail contributions for 2016 are welcome!

Welcome

Welcome to another online edition of C-store Executive.

Looking to the future of technology and retail, we include here a summary of some interesting views that were presented at the NRF in New York during January 2016. What was interesting is the combination of virtual reality, artificial intelligence and the cloud. How this will fit in the context of convenience retail remains to be seen.

News from around the world makes up the bigger part of the content from Q1 up to the beginning of March. Convenience retail is now truly a global market and C-store Executive is the only independent b2b covering the market on a worldwide basis.

With regards to events, there have been some significant changes to C & I in Australia and so we have an update from Keith Berg and the team in Sydney.

David Egan

International Editor

C-Store Executive

C-Store Executive Magazine online
WWW.CSTOREWORLD.COM





Future Convenience Retail, Virtual Reality & AI

CstoreWorld is looking to the future and the way consumers will shop in the future. Technologies like artificial intelligence, virtual reality together with new distribution channels will impact retail.

Convenience retail is currently in a strong position to take advantage of new technology developments. In fact convenience is the name of the game for the current consumer. Some retailers are working to merge their in-store and online efforts, which provides more information about their customers, allows better customer service and the chance to sell more goods. But even that information won't be enough in the not-so-distant future to help a retailer succeed.

As retailers look ahead to the way consumers will shop in the next five to 10 years, it's likely they'll be using technologies like artificial intelligence and virtual reality to keep customers interested. Retail is no longer about having the latest products on the shelves in brick-and-mortar stores or having a cool website. It's becoming much more than that.

Some retailers already are working to merge their in-store and online efforts, which provides more information about their customers, allows better customer service and the chance to sell more goods. But even that information won't be enough in the not-so-distant future to help a retailer succeed.

A retailer of the future might know when an online customer walks in the door of a brick-and-mortar store and will send over a sales clerk to talk to her about what she was looking at on the retailer's website the day before.

A retailer with an online presence but with physical stores only in major cities, might enable customers in rural areas to feel like they're walking through store aisles from the comfort of their own living rooms. These new



ways to engage shoppers will require new technologies – including virtual reality and artificial intelligence – to make them happen.

This need for emerging technology, has caught some retailers by surprise since the industry hasn't been known for being in tune with tech or investing in R&D. Retailers need to pay attention to what's coming and plan for how they will address the changes that lie ahead.

Virtual Reality

Generally, the first technology that many retailers bring up when asked what will be important to their business in the next five to 10 years is virtual reality.

"Virtual reality or anything that helps the customer understand what they're buying is going to be important," said Reuben Arnold, senior vice president of marketing and customer experience at Virgin Atlantic. "Virtual reality can explain more of the emotional side of it. You're able to put yourself in that experience, and it's more about how you feel and not just about what you're buying."

Virgin Atlantic has begun using a virtual reality experience and is working with Microsoft to develop not only the goggles needed but a Windows 10-based app. The experience, which the airline is using at trade shows and corporate customer meetings, is designed to let the customer see what it would look like and feel like to travel in Virgin Atlantic's Upper Class cabin. That's just the beginning for virtual reality in a retail setting. For that to happen, the technology needs to be so easy to use that people of all ages are comfortable trying it.

Artificial Intelligence

Retailers also said the day when A.I. is commonly used to help customers find what they want – and even introduce them to new products and services they weren't aware of – is coming soon.

Marty Ramos, chief technology officer for Retail and Consumer Products and Services at Microsoft, said retailers can use artificial intelligence to analyze shoppers' behaviors, and to help customers shop more efficiently and as well as to help them buy what they need.

"When I walk in the grocery store, maybe suggest a meal based on my health and wellness needs," he said. "This is what you need and these items are on sale and these are the aisles they're in. Help me figure out a budget plan where I still eat well but more cost efficiently."

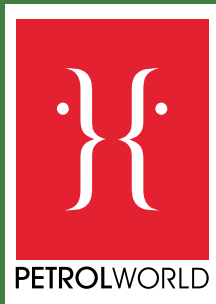
The cloud

The cloud may play an important role and technology tool for retailers. Since the cloud enables companies to offload a lot of the work of setting up and maintaining major systems, it will come into play as retailers use more technology and bigger networks. As retailers use more new technology, the cloud becomes more relevant. Emerging technology as a whole is becoming more relevant to the retail industry.

Virtual reality, artificial intelligence and the cloud will play a big role in retail going forward. At some stage, these technologies will be a basic cost of doing business.

Compiled by C-store Executive based on some of the presentations at NRF in New York during January 2016.

CstoreWorld 0116

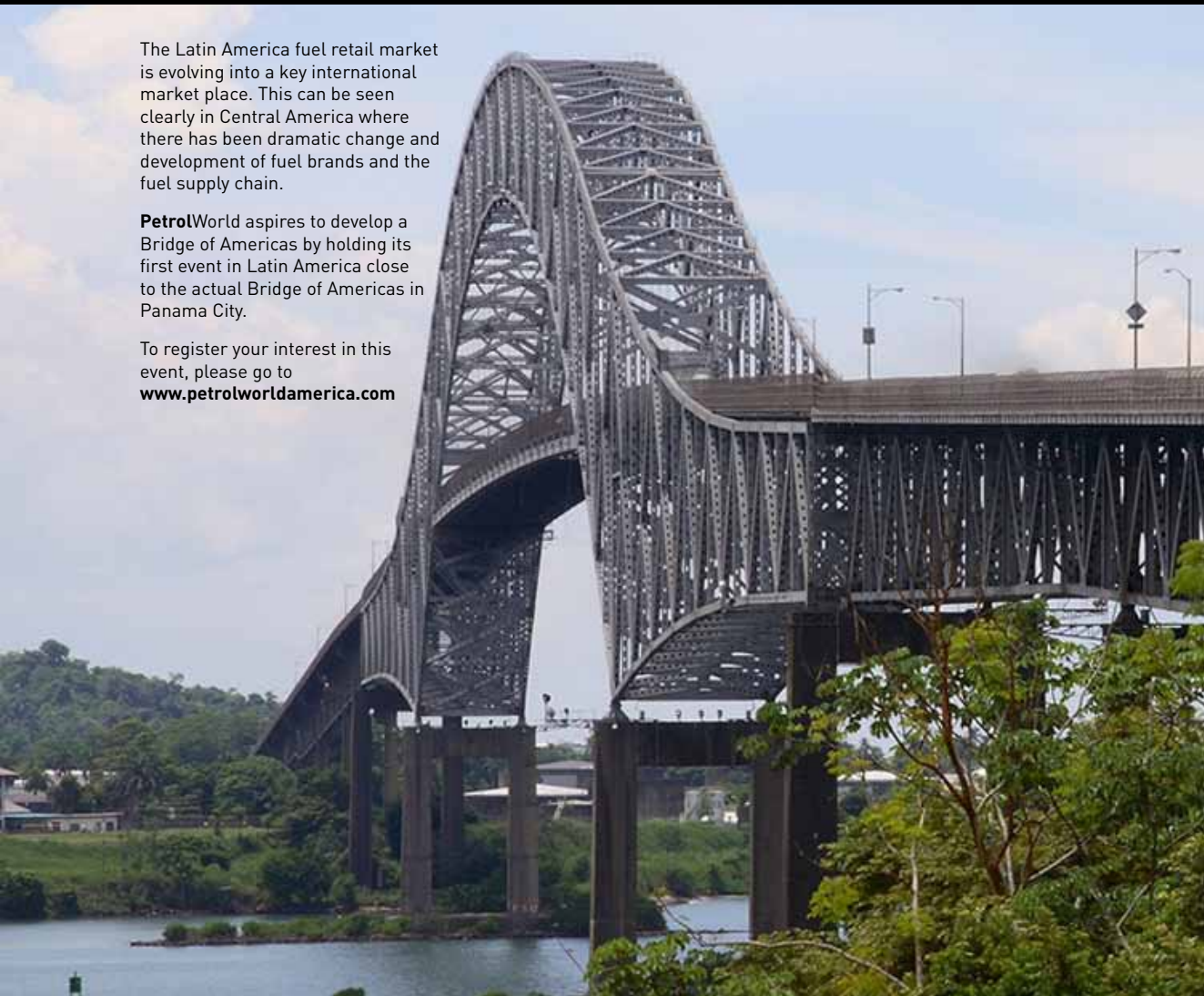


PetrolWorld Latin America Business Forum 2016 Panama 27th – 28th September

The Latin America fuel retail market is evolving into a key international market place. This can be seen clearly in Central America where there has been dramatic change and development of fuel brands and the fuel supply chain.

PetrolWorld aspires to develop a Bridge of Americas by holding its first event in Latin America close to the actual Bridge of Americas in Panama City.

To register your interest in this event, please go to
www.petrolworldamerica.com



www.petrolworldamerica.com

Editor's Choice

WORLD NEWS

Updates & Developments in the Convenience Retail Industry

Convenience Retail Global Daily News Service

Selection of Headlines – online

Australia:

Action Continues against 7-Eleven Operators

Costco new locations announced

Peregrine Achieves New Milestone

Woolworths Management Changes

Canada

New Couche-Tard CFO Appointed

England UK

Tesco Continues to Struggle

Germany

Aral To expand C-store Network

Indonesia

Starmart C-stores Sold to Wings Group

Ireland

Centra to Open 16 New C-stores

DonnybrookFair Profits

Musgraves Leaves EMD European Buying Group

Topaz Acquisition Completed by Couche-Tard

Aldi Versus Rural

Japan

Authorities to Support C-store Brands Abroad

Family Mart & Uny Merger Update

Malaysia

Mesa Chinese New yea Promotion

Mexico

Bank Services Expanded by Oxxo

Myanmar

Citymar Retail to Expand

Philippines

Philippine Seven Corp Increases Investment

South Africa

Shell Opens 100th Vida eCafe

South Africa

Choppies Enterprises Acquires Additional Stores

Dunkin Donuts Franchise Agreed

USA

House Passes Common Sense Menu Labeling

Home Delivery for Illinois Casey Stores

Western Convenience Stores Bankruptcy

Australia: Legal Action Continues Against Some 7-Eleven Operators

The Fair Work Ombudsman has commenced legal action against the operator of two more 7-Eleven stores for allegedly underpaying staff tens of thousands of dollars.

The litigations take the number of 7-Eleven operators to face Court since 2009 to six. The latest matters to go before the Federal Circuit Court allege that two 7-Eleven outlets in the Brisbane CBD short-changed 21 employees more than \$31,000.

Facing court is Jason Yuan, who operates stores at 231 George Street and 174 Adelaide Street and two companies he part owns, Vipper Pty Ltd and Viplus Pty Ltd. In its Statement of Claim, the Fair Work Ombudsman alleges 21 employees across the two stores were underpaid a total of \$31,507 between September 2013 and September 2014.

The employees, including a number of international students, were allegedly paid flat rates as low as \$17.74 an hour, resulting in significant underpayment of their penalty rates for shift, Saturday, public holiday, overtime and late night work. Individual employees are allegedly owed amounts from \$98 to \$5080. The two stores were among those targeted by the Fair Work Ombudsman for surprise night time visits as part of a tri-State operation in September, 2014.

The Fair Work Ombudsman had previously advised Yuan in February, 2013 about his obligations to pay lawful minimum penalty rates. Yuan faces maximum penalties of up to

\$10,200 per breach. Vipper Pty Ltd and Viplus Pty Ltd each face penalties of up to \$51,000 per contravention.

Fair Work Ombudsman Natalie James says 7-Eleven is the subject of a national Inquiry by the Fair Work Ombudsman into allegations of systemic underpayments and false record keeping practices. James said a final report is expected in the first quarter of this year.

Last month around 50 7-Eleven stores nationwide were visited by staff from the Fels Wage Fairness Panel as investigations first uncovered by a joint investigation by Four Corners and Fairfax Media last year continue into the underpayment of employees at the convenience store chain.

At the time the Wage Fairness Panel said teams from the independent panel were visiting selected stores around the country to collect information that will assist in determining cases of underpayment of former and current 7-Eleven staff and specific compensation amounts.

Earlier in December, 7-Eleven announced more than 90 per cent of stores had signed a new enterprise agreement, which includes a revised profit-sharing model between franchisees and head office, as well as increased compliance, governance and oversight initiatives. A directions hearing is listed in the Federal Circuit Court in Brisbane on February 22.

Source Partner: Convenience & Impulse Sydney

CstoreWorld 180116

Australia: Peregrine Achieves New Milestone

Peregrine Corporation unveils a new Truckstop concept for its convenience chain On The Run (OTR). Michaela Webster, CEO of OTR, stated: "This site is giving truck drivers a great facility where they are able to stop, refuel, refresh and rest."

The store offers 24 hour services including a Krispy Kreme factory and drive through retail store, Oporto Chicken, Wok in a Box, state of the art car washing, a supermarket and Brumby's bakery. Special trucking facilities include showers, truckies lounge and a truck fueling area under a dedicated canopy that has BP Ultimate Diesel, hi flow diesel and AdBlue,

The OTR fuel card can also be used at the site, it is accepted at more than 130 OTR sites around South Australia and nationally through the BP network offering flexible invoicing and payment terms and vehicle performance analysis reports for companies.

Peregrine Corporation is one of Adelaide's greatest success stories. The company was formed in 1984 with a single service station at Woodville Park and grew into a convenience business, which now has over 160 stores around Australia.

CstoreWorld 100216

www.perecorp.com.au

Australia: Management Changes at Woolworths

Woolworths has appointed the current GM of operations for Dan Murphy's Angus Armstrong as acting director for fuel and convenience, including the Woolworths Metro network, amid a management reshuffle at the supermarket giant.

Woolworths confirmed the personnel changes to C&I Week, stating Armstrong will hold the position in the interim until the role has been filled.

Armstrong takes over from Woolworths' former head of petrol and convenience Michael James who has been appointed director of stores.

C&I Week understands there have been additional management changes within Woolworths' Australian and New Zealand supermarket divisions and its locally-based store transformation team.

Woolworths supermarket director Dave Chambers is set to return to his previous role of head of supermarkets in New Zealand while Pat McEntee who is currently based in New Zealand will return to Australia to take up a senior management role.

It comes as the retailer announced earlier this week that it plans to exit its home improvement businesses

Masters Home Improvement and Home Timber & Hardware, a joint venture with US-based Lowe's, through a prospective sale or wind-up process.

Claire Hibbitt C&I Sydney

CstoreWorld 0116

Canada: New Couche-Tard CFO Appointment

Couche-Tard has announced the appointment of Mr. Claude Tessier as its Chief Financial Officer, with effect from January 28, 2016.

Mr. Tessier is a retail industry veteran and joins us from Canadian grocer Sobeys Inc., where he was President of the IGA Operations Business Unit. "I am excited to join the Couche-Tard family. Couche-Tard is one of the true success stories of Québec," says Mr. Tessier. "In addition to overseeing the financial, reporting and investor relations functions in Couche-Tard, I look forward to joining President and Chief Executive Officer Brian Hannasch in evaluating opportunities for further expansion under the new, global Circle K brand," Mr. Tessier continues. "I am thrilled at this opportunity to play a part in Couche-Tard's continuing strategic growth and reaching its goal to become the world's preferred destination for convenience and fuel."



Brian Hannasch, Couche-Tard's President and Chief Executive Officer, says, "Claude has deep experience in large retail businesses and understands the reality of lean, multi-site environments - including service station operations. He has a proven track record as the Head of Finance of a large, complex business and has experience with financing, acquisitions and capital markets in publicly traded companies. Claude is the ideal candidate to help Couche-Tard continue its strong growth and to continue adding shareholder value with us." Mr. Hannasch adds, "Claude's extensive and

relevant experience, combined with his solid leadership skills, will be an excellent addition to our already strong team."

Claude Tessier joins Couche-Tard from Sobeys, where he has been President of the IGA Operations Business Unit since 2012. He joined IGA in 2003 as Vice President, Finance & Strategic Planning for Sobeys Québec. Prior to his position with IGA, Mr. Tessier gained more than 15 years' as senior financial leadership experience with Fly Furniture, Provigo and Costco, including in CFO and Vice President roles. He has also held management positions

in Mallette International and PricewaterhouseCoopers (formerly Coopers & Lybrand).

CstoreWorld 0116

England UK: Tesco Continues to Struggle

Tesco's garden centre subsidiary Dobbies has written down the value of its chain of stores and revealed it is £48m into the red.

After announcing £54.4m in impairments on assets, including stores, it recorded a large loss. Dobbies joins a number of Tesco businesses losing money. This includes the restaurant chain



Giraffe, the coffee shop Harris Hoole and NutriCentre. Profits have slumped at Tesco's One Stop convenience chain by 50% and fallen 9% at the Dunnhumby loyalty card business, which Tesco failed to find a suitable buyer for earlier this year.

Fears about trading with the supermarket's smaller offshoots has complicated its attempts to reverse a drawn out slump in its share price, which fell to a 15-year low this week. A downgrade by analysts at Morgan Stanley and the departure of one of its longest serving executives have added to worries.

The supermarket is trying to lift sales and improve profits after a long rough patch where it has faced increasing competition and a huge accounting scandal that has landed it under investigation by the Serious Fraud Office.

CstoreWorld 0116

Germany: Aral to Expand C-stores in 2016

Aral fuel retail brand has ten Rewe c-stores and is expected to expand the redevelopment of its shops in 2016. REWE spend €1.7bn on developing its various supermarket formats in 2015 and is looking to

expand its convenience retail element in partnership with the Aral Brand.

CstoreWorld 080116

Indonesia: Starmart C-stores Sold to Wings Group

Indonesian retailer Hero Retail said it is selling Starmart convenience store business to local retailer Wings Group (Family Mart Franchise).

Hero is selling about 80 Starmart outlets to Fajar Mitra Indah, a unit of Wings Group and the franchisee of Japan's FamilyMart convenience stores in the country. Fajar Mitra plans to convert 50 of the



Starmart stores to FamilyMarts by the end of the year. The move follows the closure of 50 Starmart stores in 2015. In a press release, Hero said it will pull out entirely from the convenience store business.

Starmart has been struggling to compete against the top two local brands, Alfamart and Indomaret, which are expanding aggressively. Hero's move comes after Supra Boga Lestari, recently announced the sale of its Ministop convenience store business.

CstoreWorld 230216

Source: Nikkei Asian Review

Ireland: Donnybrook Fair Pre Tax Profits & Debt Reduced

Dublin's Donnybrook Fair convenience retailer reported static turnover in revenues but reduced debt.

The latest accounts show that Donnybrook Fair reduced its net debt to €1.77m at the end of last January from €2.82m a year earlier. It is also planning to open two more stores.

Lower staff numbers helped Donnybrook Fair cut its wage bill from €4.6m in the year to the end of January 2013, to €3.75m at the end of 2014. Its total administrative expenses

fell to €7.9m from just under €9.1m. But despite the slight rise in turnover, the cost of sales jumped to €15.1m from €13.9m in the 12 months to the end of January 2013.

Mr Joe Doyle owns Donnybrook Fair with his wife, Mary. Donnybrook Fair's roots go back 40 years, but its retail arm only blossomed in the last decade. It currently has five outlets, with four of those in Dublin and one in Greystones, Co Wicklow. It intends opening its sixth outlet, in Malahide during 2016. The firm expects to spend up to €1m fitting the premises out. The new store will boost the chain's staff levels to about 300.

Last year, Donnybrook Fair was the recipient of a significant industry award, when it was named 'Retailer of the Year' in the annual Checkout Best In Fresh Awards.

CstoreWorld 140116

Japan Authorities to Support C-store Retailers

Japanese authorities will assist convenience store operators to expand in overseas markets under a newly agreed Pacific free trade pact.

The Trans-Pacific Partnership accord will deregulate rules in the convenience store business in some TPP countries, including Malaysia and Vietnam, allowing Japanese firms to open more such stores and invest in local retailers, they said.

The industry ministry held the meeting the meeting this week with convenience store operators and the Japan External Trade Organization to discuss ways to help major Japanese retailers tap into overseas markets.

Trade minister Motoo Hayashi, top executives of four big Japanese convenience store operators, Hiroyuki Ishige, JETRO chairman, and other officials gathered at the first such meeting after the agreement last October.

"I would like to ask (everyone here) to compile concrete measures by March," Hayashi said at the meeting, which was partially open to the media.

Seven-Eleven Japan Co. President Ryuichi Isaka, Lawson Inc. President Genichi Tamatsuka, FamilyMart Co. President Isamu Nakayama and Ministop Co. President Naoyuki Miyashita attended the meeting as the four companies are aggressively expanding operations abroad.

Japan, Vietnam, Malaysia, the United States, New Zealand and seven other countries agreed to create a free trade zone in the Pacific Rim region that will cover 40 percent of the global economy. The countries will remove or lower tariffs and introduce unified international trade and investment rules under the accord.

The 12 nations are arranging to hold a signing ceremony to finalize the text of the deal in New Zealand on Feb. 4, sources said earlier this month. The agreement will enter into force when at least six countries, accounting for 85 percent of the combined gross domestic product of the 12 signatories, ratify the treaty.

CstoreWorld 0116

Source: JapanTimes

Family Mart & Uny Merger – Update

More details have been published on the ongoing FamilyMart and UNY merger.

Details recently announced include the name of the new group, details on the convenience retail business and some key management. UNY Group will be merged into FamilyMart and the integrated company will change the name to "FamilyMart UNY Holdings Co., Ltd."

Meanwhile, FamilyMart's convenience store business will be transferred to Circle K, a wholly-owned subsidiary of UNY Group and the name of the new convenience store company will be changed from "Circle K Sunkus Co., Ltd." to "FamilyMart Co., Ltd."

The management team of the integrated company will include four directors FamilyMart or its parent company ITOCHU Corporation, and three directors from UNY. In addition, the board of directors of the new convenience store company will be composed of 11 directors from FamilyMart and four directors from UNY.

As reported by CstoreWorld, the merger plan was approved by FamilyMart and Uny board members last October. The deal pushes FamilyMart past rival Lawson Inc. and leaves it

as the country's biggest chain after Seven & I Holdings Co.'s 7-Eleven. The companies are seeking economies of scale as an aging and declining population undermines growth in the retail industry.

CstoreWorld 160216

Mexico: Bank Services Expanded by Oxxo

Oxxo is set to expand banking services with its recent banking alliance agreement. As reported by CstoreWorld previously, Oxxo reached an agreement with HSBC Mexico to become its banking partner. This allowed Oxxo customers to operate account, transact card payments and deposits. Now Oxxo said that this alliance has added seven banks to offer these services through its stores: Bancomer, Banamex, Scotiabank, Santander, Banco Compartamos, Inbursa and HSBC, which will generate a social impact on communities by bringing basic user more financial services. Oxxo also has plans to expand its fuel retail network of service stations which currently numbers 300 operating in 10 states.

CstoreWorld 100216

Myanmar CityMart Retail To Expand

Work Bank Group's International Finance Corporation (IFC) has invested

US\$25m in Myanmar's largest private retailer Myanmar City Mart Holding (CMHL) to expand its operations, create jobs and boost Myanmar's retail sector.

CMHL plans to use the loan to construct 20 additional supermarkets and stores over the next three years, adding to the 150 stores operating in Myanmar. The new operations are expected to increase CMHL's purchases from domestic suppliers six-fold, hitting US\$150m by 2021, and creating more than 4,000 jobs, half of which will be for women.

"IFC's investment is a sign of confidence in our business plan as well as in Myanmar's retail sector potential," founder and managing director Win Win Tint said in a company statement.

"In addition to funding, IFC's expertise and advice on food safety, good social and environmental practices and corporate governance will also help us take the company to the next level."

"IFC supports the development of a modern retail sector in developing countries as it helps spur growth and job creation, develop supply chain and logistics infrastructure, and support smaller businesses," said Vivek Pathak, IFC regional director

for East Asia and Pacific. "With our global expertise and industry knowledge, we will be delighted to work with CMHL to improve efficiency and standards to become a model retailer in Myanmar."

CstoreWorld 140116

Philippine Seven Corp Increases Investment Budget

Philippine Seven Corp Head of Finance and Accounting Division Lawrence M. de Leon said its capital expenditure budget may reach a record P3.5 billion.

In 2015, the retail group opened 335 new c-stores. This increased investment budget will allow Seven Corp to open an estimated 400 new c-stores in the Philippines. The main development locations will be Metro Manila, Luzon and Mindanao.

In 2014, PSC announced it was targeting an annual store expansion pace of 25% that would double its store network to 2,000 over a three-year period. That growth pace was seen as sufficient to protect its dominant market share amid the entry of new players. At the end of 2015, Seven Corp had 1,602 c-stores, which keeps it on track to achieve its three-year goal at the close of the year, Mr. de Leon said.

CstoreWorld 210216

South Africa: Shell Opens 100th Vida e Caffè

Shell and Vida e Caffè have announced the opening of their 100th coffee store in South Africa, in Dorp Street, Stellenbosch. The Vida-Shell relationship started off in 2013, and after just two years the partnership has hit a significant marker, coming together to offer South African motorists a coffee stop on the busy commute. Vida introduced a new brand within its stable, known as Torrador, specifically to work within the majority of Shell sites, together with Vida stores in selected large Shell fuel service station network.

With the current 100 Vida e Caffè, and Torrador by Vida e Caffè, coffee bars at Shell service stations across the country, the pairing have

seen a very positive consumer response with robust growth in coffee, food, and convenience retail as well as fuel sales. Motorists are now becoming accustomed to getting their coffee fix at Shell.

After a great deal of research into convenience trends in the South African market, Shell identified the rapid emergence of the coffee culture in South Africa as a significant opportunity and key lever of its convenience retail strategy. South Africa had been identified as a key growth market for the business and building on Shell's 113-year heritage in the market, Shell invested in upgrading its store formats and non-fuels offers over the past few years.

CstoreWorld 190216

U.S. House Passes Common Sense Menu-Labeling Legislation

The U.S. House of Representatives passed the latest changes to menu-labeling legislation and represents a key step forward.

The FDA rules will require restaurants and other establishments in the US that sell prepared foods and have 20 or more locations to post the calorie content of food "clearly and conspicuously" on their menus, menu boards and displays. That includes prepared foods at grocery and convenience stores and in movie theaters, bakeries, coffee shops, pizza delivery stores and amusement parks. By a strong bipartisan vote of 266-144, the House approved H.R. 2017, the Common Sense Nutrition Disclosure Act of 2015, introduced by Reps. Cathy McMorris-Rodgers (R-WA) and Loretta Sanchez (D-CA), to clarify and simplify costly and complex menu-labeling regulations for foodservice establishments promulgated by the Food and Drug Administration under the Affordable Care Act (ACA).

In the USA, foodservice sales continue to be a rising portion of convenience stores' business—now accounting for nearly 19% of total in-store revenues at \$42 billion in sales—as busy customers look





for fast and healthier options to go. The FDA's proposed regulations, however, were designed in a way that added unfair costs and compliance barriers to establishments with offerings that do not appear on a centralized "menu" board. A commonly cited example is how differently food is ordered from a central point in a traditional fast food restaurant versus the multiple coffee, frozen drink and food islands at a convenience store.

The menu labeling rules were first required by Congress in 2010, but FDA took several years to write them as the supermarkets, convenience stores and pizza companies

aggressively lobbied against them.

CstoreWorld 130216

PEOPLE ON THE MOVE **Kevin Saum Appointed Senior VP Global Sales**

W. Capra Consulting Group, Inc., has announced the appointment of Kevin Saum to the position of Senior Vice President of Global Sales.

Saum will lead the company's market expansion as it continues to capitalize on the opportunities presented by the ongoing technological transformation that retailers are experiencing related to retail operations, POS,

payments, security and the introduction of digital channels.

"I am excited to welcome Kevin to the W. Capra team," said W. Capra Partner, Doug Rodewald. "Kevin will be an amazing asset and will be instrumental in helping W. Capra aggressively expand our service lines across existing and new customers. With Kevin on board, W. Capra will no longer be the best-kept secret in retail, payments and security consulting."

Saum brings to W. Capra a 30-year history of helping software and professional service organizations quickly extend their businesses in all aspects of the retail technology market. Prior to joining W. Capra, Kevin served as VP of Retail Sales at JDA Software, a global leader of workforce management, ESO and other retail solutions. At JDA, Kevin helped the US team achieve significant growth in revenue, market share, client loyalty and renewals.

"I'm very excited to be a part of W. Capra and lead its sales and account capabilities while assisting the team extend its already significant market position," Saum said. "W. Capra's goals are not trivial and I look forward to working with the exceptional W. Capra team to deliver these goals."

CstoreWorld 190216

Convenience & Impulse Australia

Inspiring Change in Australia

For the first time, the Australasian Association of Convenience Stores joins the Convenience & Impulse Convention & Expo to present Australia's truly world class learning event for convenience and impulse retailers of all kinds over two action packed days in Melbourne on 17-18 August.

The 2015 Convenience & Impulse Convention & Expo is Australia's national trade exhibition and convention program designed for every retailer who depends on impulse and convenience sales.

To underline the importance of this event to the industry, the Australasian Association of Convenience Stores will be including its own three major industry events – the AACS Gala Awards Dinner, the Peter Jowett Convenience Industry Awards Judging and its landmark AACS Convenience Industry Leadership Summit. There will also be a special Retailers Breakfast followed by a morning of convention sessions on the second day.

Independents and sole traders are welcome. This will be the first truly national industry gathering for innovative and knowledge-based retailers who are determined to get the best out of their business. Admission is free to everything except the two catered industry functions.

Now in its 24th year and with around 130 companies taking part, this is the largest and most popular specialist convenience industry trade show held in Australia. And it's open to retailers and suppliers of all types from all banners and brands. See the latest in

merchandising, foodservice, all kinds of major brand and lesser-known products for resale as well as retail store and forecourt equipment.

This is an event that no switched-on convenience or impulse retailer should miss. A few hours spent strolling the exhibition hall will bring you up to date with all of the new products, new suppliers and, most importantly, new ideas.

Where:

Melbourne Convention & Exhibition Centre

When:

Wednesday 17th & Thursday 18th August 2016

The Program:

C&I Expo from noon to 5:00 pm each day.

Admission is free.

AACS Convenience Leaders Summit from 8:30 am - mid day on Wed 17th. Admission is free.

AACS Gala Awards Dinner drinks from 6:60 pm on Wed 17th. Tickets \$380 inc GST.

Retailers' Breakfast 8:00 am – 10:00 am Thursday 18th. Tickets \$44 inc GST

C&I Convention presentations 10:00 am – mid day on Thurs 18th. Admission is free.

To find our more or to register for free to attend the 2016 convenience & Impulse Convention & Expo visit www.c-store.com.au.

Book your tickets to catered events and arrange accommodation when you register.

C-Store Executive Magazine online WWW.CSTOREWORLD.COM

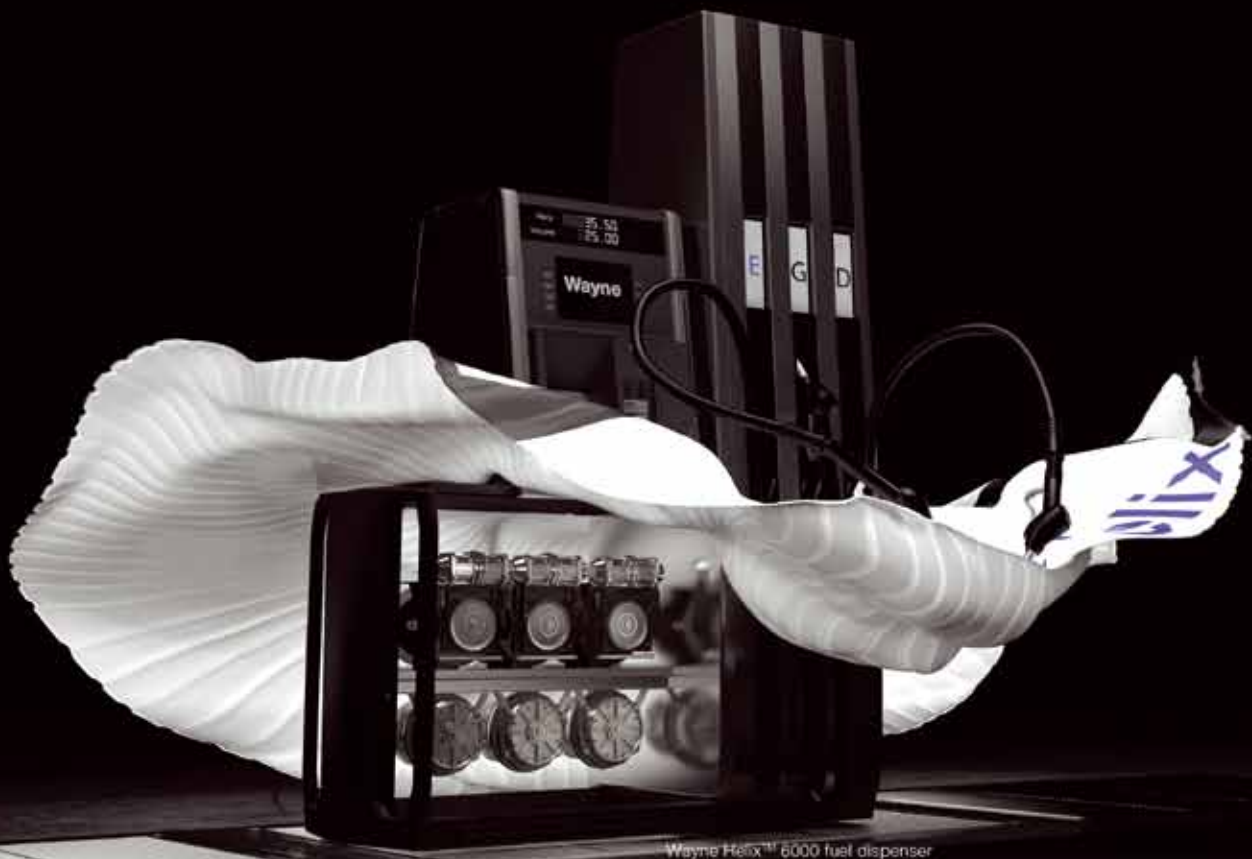


The C-store Executive supplement with international convenience news from around the world is now available online.

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