

# Joining the Ranks

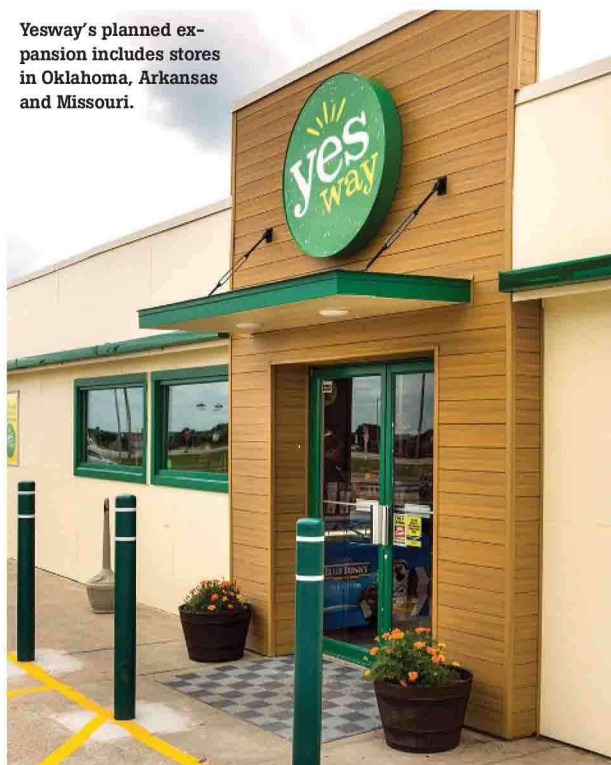
New players make headlines in the convenience channel

**T**he majority of the names on the 2017 *Convenience Store News* Top 100 ranking are familiar to industry insiders, and even to anyone who has ever visited a convenience store. But this year's edition did see some notable new companies make their way onto the list.

Compañía de Petróleos de Chile COPEC S.A. (COPEC) entered the U.S. market when its subsidiary acquired MAPCO Express Inc. and certain related affiliated companies from Brentwood, Tenn.-based Delek US Holdings Inc. in November.

With the \$535-million deal, COPEC earned a ticket straight to the No. 29 spot on the Top 100 with a company-operated footprint of 348 stores primarily in Tennessee, Alabama and Georgia, with an additional presence in Arkansas, Virginia, Kentucky and Mississippi. Store banners include MAPCO Express, MAPCO Mart, East Coast, Fast Food and Fuel, Favorite Markets, Delta Express and Discount Food Mart.

Yesway's planned expansion includes stores in Oklahoma, Arkansas and Missouri.



## NEW ADDITIONS TO THE LIST

- BFS Foods Inc., Morgantown, W.Va.
- BW Gas & Convenience LLC, Beverly, Mass.
- CHR Corp., York, Pa.
- COPEC Inc., Brentwood, Tenn.
- Croton Holding Co., Pittsburgh
- Reid Stores Inc., Brockport, N.Y.
- Southeast Petro Distributors Inc., Cocoa, Fla.
- Walters Dimmick Petroleum Inc., Marshall, Mich.
- Weigel's Stores Inc., Powell, Tenn.

COPEC has an existing convenience store industry presence with the largest c-store network in Chile — 626 company- and dealer-operated service stations, 82 Pronto-branded stores, and 220 Punto-branded stores — and approximately 53 percent of Chile's gasoline market. In addition, COPEC has a majority ownership stake in Organizacion Terpel S.A., which is based in Bogota, Colombia, and accounts for approximately 45 percent of Colombia's fuel market share. Terpel has 1,949 Terpel-branded gas stations in Colombia and 233 c-stores in Panama, Ecuador, Peru and Mexico under store brands Altoque and Deuna selling Terpel-branded fuel.

Another new addition to this year's Top 100 is Croton Holding Co. Inc., which has been slowly building its profile in the convenience channel over the past four years. Croton's 2016 acquisition of Par Mar Oil Co. propelled the Pittsburgh-based retailer onto the



Top 100 list — specifically, into the No. 86 spot with a total of 76 stores. The Par Mar deal consisted of 52 stores and several car washes in West Virginia, Ohio and Kentucky, along with 16 quick-service restaurants.

The new player making the most noise in the market during the past 12 months, however, has been BW Gas & Convenience Holdings LLC, based in Des Moines. The affiliate of Brookwood Financial Partners LLC appeared on the convenience store scene in late 2015 when it bought a 10-store portfolio in western Iowa. In the roughly 18 months since, BW Gas & Convenience introduced its Yesway store banner and stepped outside of its home state to welcome customers in Kansas and Texas. Near-term plans also call for the Yesway banner to wave in Oklahoma, Arkansas and Missouri. **CSN**

## BONUS CONTENT

Is the Top 100 just not enough for you? Want to know the Top 200 convenience store chains? Go to the Special Features section of CSNews.com for our countdown of “The Next 100.”



## Drop-Offs From Last Year

### **Admiral Petroleum Co.**

Acquired by GPM  
Investments LLC

### **MNS Ltd.**

Dropped in rank this year  
to No. 102

### **Delek US Holdings Inc.**

Sold MAPCO assets to U.S.  
subsidiary of Compañía de  
Petróleos de Chile (COPEC)

### **Mountain Empire Oil Co.**

Acquired by GPM  
Investments LLC

### **Enmark Stations Inc.**

Dropped in rank this year  
to No. 108

### **Northern Tier Energy LP**

Acquired by Western  
Refining Inc.

### **Farm Stores Grocery Inc.**

Dropped in rank this year  
to No. 106

### **Sunmart Inc.**

Dropped in rank this year  
to No. 101

