**T & S Management Services, LLC**

***We Are A Training Solutions Company***

**Sales (per month)                Top quartile \*           Bottom quartile \*\***

**Gallons sold:                        246,865                    104,013**

**In-Store Sales:                      $220,533                   $84,444**

**Food Service Sales:             $102,103                   $13,219**

**In-Store GP %:                      39.01%                      28.89%**

**Cigarette GP %:                    15.71%                      13.73%**

**Average Square Feet:           4,266                         2,634**

**In-Store Sales per**

**Square Feet:                          $75.43                       $37.02**

**Store Sales (per month)**

**Cigarettes:                             $80,131                    $30,603**

**Packaged Beverages:           $44,417                    $16,854**

**Beer:                                       $12,900                    $18,627**

**Other Tobacco Products:     $20,664                    $8,548**

**Salty Snacks:                         $16,744                    $3,558**

**Candy:                                    $9,414                      $3,502**

**Prepared Foods:                    $76,085                    $12,651**

**Hot Dispensed Beverages:   $18,614                    $1,753**

**Cold Dispensed Beverages: $5,396                      $2,168**

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\*  Top Quartile operations includes Top Performers, Highest Sales/Profits

\*\* Bottom Quartile operations includes Lowest Performers, Lowest Sales/Profits

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**How Does Your Store Compare?**