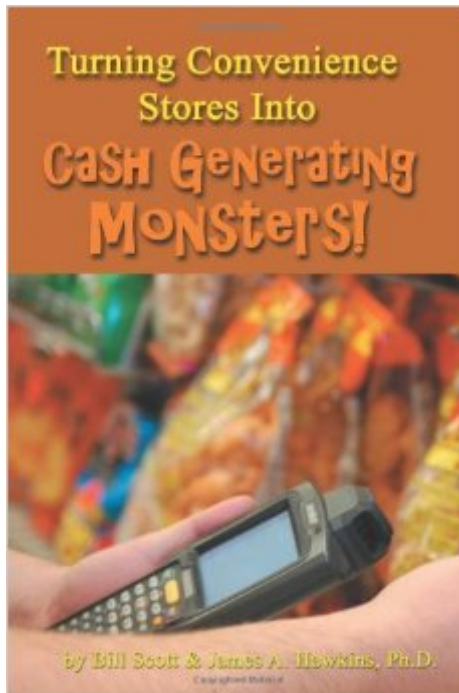


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# Turning Convenience Stores Into Cash Generating Monsters



## Synopsis

150,000 convenience stores are scattered throughout the United States and make up the largest number of retail businesses in any community. The \$500 billion industry began 100 years ago and started without an inkling of inventory control. Turning inventory replenishment responsibilities over to suppliers, suppliers have taken the opportunity to turn their stores into warehouses and places to stack their unsellable merchandise. This practice must cease. The industry is in great danger of total collapse. As larger retailers like Walmart work with their suppliers to provide 'everyday low prices' to what they call their 'common customers', convenience stores are left to fend for themselves as suppliers battle over shelf space and launch promotions that cannibalize more profitable sales. Bill Scott has been providing software services to convenience store companies for 32 years, and he outlines in great detail a simple solution that you can adapt quickly and inexpensively to put retailers back in the driver's seat, increase sales by 40% and double the profits in six months or less

## Book Information

Paperback: 126 pages

Publisher: New Hebron Publishing Company; First edition (March 1, 2010)

Language: English

ISBN-10: 0557834481

ISBN-13: 978-0557834488

Product Dimensions: 8.2 x 5.8 x 0.4 inches

Shipping Weight: 8 ounces (View shipping rates and policies)

Average Customer Review: 3.2 out of 5 stars [See all reviews](#) (13 customer reviews)

Best Sellers Rank: #927,842 in Books (See Top 100 in Books) #98 in [Books > Business & Money > Management & Leadership > Distribution & Warehouse Management](#) #890 in [Books > Business & Money > Economics > Microeconomics](#) #1930 in [Books > Business & Money > Biography & History > Company Profiles](#)

## Customer Reviews

I wanted to know more about how to run a convenience store, and bought this book because it had good reviews. BIG MISTAKE!! I don't believe the other reviews for this book are authentic. This book is simply one long rant about random, unimportant things ranging from how Microsoft outsmarted IBM to how some guys don't keep track of their stock very well. The few examples it gives are badly dated, as if someone hadn't used a computer for the past 10 years. It's as if you sat beside a drunk guy at a bar and he worked with convenience stores, and he was simply ranting randomly. It even

has lots of typos and grammatical errors. The worst thing about this book is that there's almost no useful information at all in it. When I read a book, I always highlight all the important things, all the information I want to retain. Well in this book, I made half a dozen highlights in the entire book. It's simply a long, random rant with almost no useful information. It feels like it's written just as an advertisement for his business. How can someone charge money for a book like this? This is far and away the worst book I've ever purchased. Please do not buy it. If you don't believe me, download the first chapter for free for the Kindle (which is what I should have done). After you've read it, know that every chapter is like that, and you won't get much further information that's relevant to running a convenience store. I am very sorry I ever bought this book.

This book contains no valuable information whatsoever. It basically states that you must control inventory in order to be able to make money in the c store business. That's about it, it doesn't say anything else, Awful. When I finished reading I felt as though there must have been a missing part to this book, because it had no information at all. Please save your money and time, don't even bother.

My company is Hopkins Oil Company, Inc. located in Raleigh North Carolina and we serve only independent convenience store operators, some unbranded and others branded Shell, Exxon, Mobil, or Marathon. Ever since the big box retailers brought gasoline to town as a loss leader, I have steadily watched my dealers lose market share. I have been looking for a way out for my dealers and then myself on how to survive in the future. Mr. Scott has provided just the key that should open a new future for all of us. If you own a convenience store and you don't read another book this year, you must read this one. Your very survival may depend upon it. Larry Hopkins President Hopkins Oil Company, Inc.[...]

I have been a IT consultant for over twenty years and some of my largest clients are C Store operators and this book provides excellent and up to date information that allows me to not only better understand their business, but to make recommendations to improve their business.

Thank You and congratulations on your book! I am loving every page of it (Not completed yet). I have worked 72 hrs/week x 520 weeks (10 yrs) = 37440 hours of my life in C-store business and I am so glad to read your book which has real, practical and true knowledge about the business which is very new and interesting to me. I spent \$23.00 on to buy your book and I made that \$23

back by applying few things in my C-store in a very first day...Many more things to apply to make my C-store a cash generating monster!

One of the major problems of many Mom and Pop businesses is how to monitor and control inventory. Coming from an engineering, manufacturing and aerospace background, it doesn't take a former rocket scientist or aerospace engineer to realize how far behind technology so many small businesses are.No wonder they flounder against the multi-national corporations. Using grocery tax, grocery non-tax in a SKU scanning world is like taking your suit or armor and sword to the OK Corral.Bill shows a small business owner how to come into the 21st century of inventory management

Bill Scott has created a fun, contrarian, and easy to read book revealing the hidden opportunities within your Convenience store to make money.I've worked professionally in the Petro-C world for 13 years - and Bill's book is like a shot of enthusiasm for what can be a rough business. He very rightly identifies the common profit denominator of the Convenience industry as a penny and provides creative ideas for turning that penny into real wealth.This book is exciting to read - Bill can you show you how to take 2 quarters in profit, just 50-cents, and transform them into 1.825 MILLION dollars! Sound unbelievable? Okay, what if you only did 10% of what he suggested!For the retailers out there: How much dead stock are you carrying? How many items "should" you carry? Bill's thoughts on Inventory Control will open your eyes to the realization you're carrying WAY too much - and that's cannibalizing your profits.Got a problem with shrink or employee theft - your solution is in this book - and it's all about item level tracking. This book should be read by every manager and assistant in the Convenience industry for some tactical solutions to distinguish you in your company, and if you're an owner, it's simply a no-brainer.John Keever

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