



# 2012 Retail Member Application

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membership@nacsonline.com • nacsonline.com

## COMPANY INFORMATION

12WEB

Company Name \_\_\_\_\_

Doing Business As \_\_\_\_\_

**Corporate Mailing Address** Address \_\_\_\_\_

City \_\_\_\_\_ State \_\_\_\_\_ Zip Code \_\_\_\_\_

Telephone ( ) \_\_\_\_\_ FAX ( ) \_\_\_\_\_ Web Address \_\_\_\_\_

Total Number of Company Owned & Operated Stores \_\_\_\_\_ Total Number of Company Owned & Operated Stores Selling Fuel \_\_\_\_\_

**Key Contact** Mr./Ms./Mrs. \_\_\_\_\_ Informal Name \_\_\_\_\_

to receive NACS mailings and dues invoices Job Title \_\_\_\_\_

Telephone ( ) \_\_\_\_\_ FAX ( ) \_\_\_\_\_ E-mail \_\_\_\_\_

**Key Contact** Address \_\_\_\_\_

mailing address if different from corporate \_\_\_\_\_

City \_\_\_\_\_ State \_\_\_\_\_ Zip Code \_\_\_\_\_

## DUES CALCULATION

Your dues are based only on CONVENIENCE STORE GROSS SALES VOLUME, including all gasoline sales at your company owned/operated convenience store locations.

### ANNUAL DUES SCALE provides 12 months of NACS membership benefits

SALES	DUES
Up to \$6 million . . . . .	\$200
\$6 million to \$30 million . . . . .	\$200 plus \$13.00 per million over \$6 million
\$30 million to \$90 million . . . . .	\$500 plus \$12.00 per million over \$30 million
Over \$90 million . . . . .	\$1,220 plus \$11.00 per million over \$90 million
Maximum dues . . . . .	\$20,000

Membership in NACS is NOT tax-deductible as a Charitable Contribution, but a portion is deductible as a business expense. Since NACS engages in lobbying, under federal law, 58% of your dues is non-deductible.

NACS Magazine subscription price of one year (\$70) is included in dues, and members may not deduct subscription price from dues.

### ANNUAL DUES AMOUNT

(based on total sales) \$ \_\_\_\_\_

## PAYMENT

- Please find enclosed a check made payable to NACS in U.S. funds drawn on a U.S. Bank.
- Please charge my dues to the the following credit card:     MC     VISA     AMEX

Card # \_\_\_\_\_ Exp. Date \_\_\_\_\_ Authorized Signature \_\_\_\_\_

The signatory of this form agrees to accept and pay all applicable charges, including adjustments to reflect correction of arithmetical error. Moreover, the signatory specifically authorizes NACS to charge any such amounts to the credit card referenced on this form.

## FOR NACS USE ONLY

Date \_\_\_\_\_ Co. # \_\_\_\_\_ Check # \_\_\_\_\_ Amount \$ \_\_\_\_\_ Acct# \_\_\_\_\_

## WHO ELSE IN YOUR COMPANY NEEDS NACS INFORMATION?

NACS wants to keep your key personnel current on industry trends and compliance issues that relate to their job. Please take a minute to indicate your key personnel that you want on the NACS mailing list. Please indicate alternate addresses and phone numbers on an additional sheet if necessary. See back of benefits sheet for position explanations.

**Senior Mgmt** \_\_\_\_\_  
 Name Title E-Mail

**Senior Mgmt** \_\_\_\_\_  
 Name Title E-Mail

**Senior Mgmt** \_\_\_\_\_  
 Name Title E-Mail

**Corp Ops/Risk Mgmt** \_\_\_\_\_  
 Name Title E-Mail

**Store Ops/Facilities** \_\_\_\_\_  
 Name Title E-Mail

**Franchise Ops** \_\_\_\_\_  
 Name Title E-Mail

**Petroleum Ops** \_\_\_\_\_  
 Name Title E-Mail

**Office Management** \_\_\_\_\_  
 Name Title E-Mail

**Finance** \_\_\_\_\_  
 Name Title E-Mail

**Technology** \_\_\_\_\_  
 Name Title E-Mail

**Pricebook** \_\_\_\_\_  
 Name Title E-Mail

**Mktg/Merch/Cat Mgmt** \_\_\_\_\_  
 Name Title E-Mail

**Communications/PR** \_\_\_\_\_  
 Name Title E-Mail

**GR/Legal** \_\_\_\_\_  
 Name Title E-Mail

**Real Estate** \_\_\_\_\_  
 Name Title E-Mail

**HR** \_\_\_\_\_  
 Name Title E-Mail

**Foodservice** \_\_\_\_\_  
 Name Title E-Mail

### What is your primary reason for joining NACS? (Check only one)

- Information/Industry Research/Education     
  Government Relations/Legislation     
  Member Rates  
 NACS Show     
  Access to Industry Leaders/Networking     
  Other (specify) \_\_\_\_\_

## POLITICAL ACTION COMMITTEE AUTHORIZATION

I authorize NACSPAC, the political action committee of the National Association of Convenience Stores, to solicit myself, the executive and administrative personnel, and the shareholders of my company for participation in NACSPAC fundraising events for the designated years below.

\_\_\_\_\_  
 Authorizing Signature and Title (2011)

\_\_\_\_\_  
 Authorizing Signature and Title (2012)

\_\_\_\_\_  
 Authorizing Signature and Title (2013)

**Note to NACS members:** NACSPAC is required by federal law to obtain valid written authorizations from members designated by calendar year. Multiple year authorizations are permitted. Companies may only authorize one trade association per year.

Contributions to NACSPAC are not deductible as charitable contributions for federal income tax purposes. NACSPAC is the voluntary non-partisan political action committee of the convenience and petroleum retailing industry. Only individuals whose member companies have signed a pre-authorization form in compliance with FEC regulations can participate in PAC events. All NACSPAC events are by invitation only. All contributions are voluntary and individuals may refuse to contribute without reprisal. Contributions from unauthorized individuals will not be accepted.

# NACS is...

## YOUR ONE INDUSTRY RESOURCE SUPPORTING YOU 24/7

From research to marketing to HR support and new products, NACS has you covered. Easily access a wide range of products designed to help you remain competitive and ultimately grow your business.

Below is a sample of publications and products available.

**NACS Magazine** – This monthly award-winning publication delivers industry data, government relations updates and practical knowledge right to your door every month. All of your employees are eligible to have their own subscription as part of your company's membership.

**NACS EZ PCI & NACS EZ PCI PLUS** – NACS, powered by Coalfire, a leading PCI audit firm, is helping small retailers achieve card data security through a simplified and targeted approach. Through two new PCI tools, NACS EZ PCI and NACS EZ PCI Plus, small retailers will become—and remain—secure, be insured against a data breach and achieve PCI compliance through this simplified online toolkit.

**US Pharmacy Card and WellCard Health™** – The US Pharmacy Card is a free discount prescription card (not insurance) that saves cardholders up to 75% on individual prescriptions and 20%-40% or more on an annual basis. This card is available for placement in all C-stores for public use and pays a royalty to the C-stores for every filled prescription (net claim). WellCard Health™ is a "FREE" Discount Card program (not insurance) that provides NACS Members easy access to affordable healthcare services. WellCard Health is a discount card that provides savings up to 80% on prescription drugs, doctor visits, dental care, lab and imaging services, and more.

**NACS Card Processing Program (CPP)** – Retailers can save thousands of dollars per year by participating in the NACS Card Processing Program.

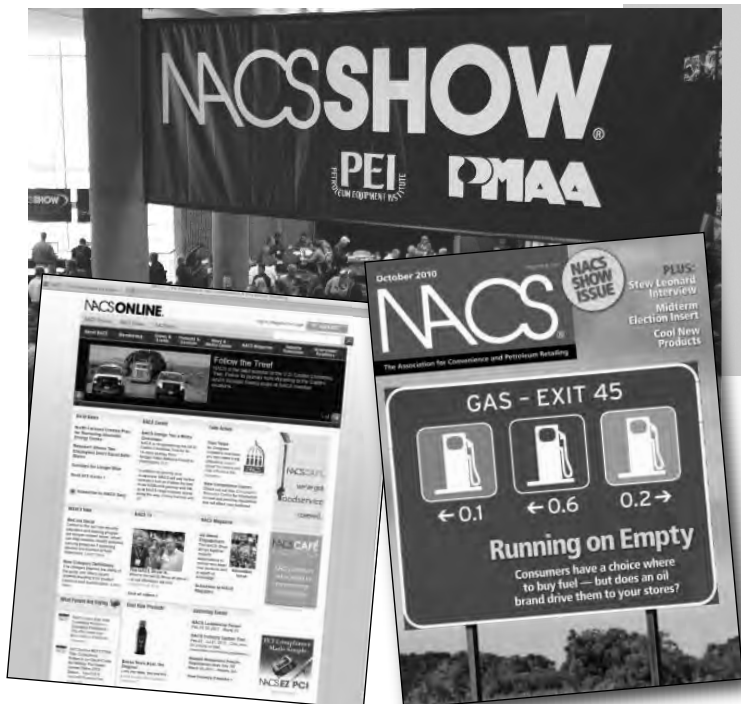
## WORLD-CLASS NETWORKING EVENTS

- **The NACS Show** – Only one industry event has all of the resources you need in one location – the NACS Show. Find new products, attend workshops and network with industry peers. Register at [nacsshow.com](http://nacsshow.com).
- **NACStech** – Find innovative ways to tackle technology challenges at the industry's number one technology event. Register at [nacstech.com](http://nacstech.com).
- **NACS State of the Industry Summit** – The NACS State of the Industry Summit delivers a thorough review of the past year by dissecting comprehensive industry data. With category-specific sessions and industry figures covering everything from gasoline to in-store categories, both middle and senior level executives find high value from this annual gathering of our industry's thought-leaders. Register at [nacsonline.com/soisummit](http://nacsonline.com/soisummit).

## YOUR CUSTOMIZED TRAINING PARTNER

Help your employees develop the skills and attitudes to create lasting, positive impressions with every customer, at every turn, every day.

- **NACS CAFÉ** – The NACS Center for Achieving Foodservice Excellence (CAFÉ) is the source for foodservice solutions, ideas, information and education. Attending NACS CAFÉ helps retailers level the playing field between their own operations and quick service restaurants. Training is offered through both classroom and online settings.
- **Leadership Training** – Skilled leadership is essential for survival and success. NACS offers four distinct leadership opportunities to guide both today's and tomorrow's leaders. For more information, visit [nacsonline.com/leadership](http://nacsonline.com/leadership).
- **Robbery Deterrence & Personal Safety CD-ROM** – This CD program trains employees with proven, solid, everyday robbery deterrence and personal safety practices. To purchase, visit [www.nacsonline.com/shop](http://www.nacsonline.com/shop).
- **Category Management Seminars** – Learn how to analyze performance, grow sales and profits and best serve your customers' needs. Register at [nacsonline.com](http://nacsonline.com).



## YOUR VOICE ON CAPITOL HILL

We're fighting on your behalf every day on issues such as FDA regulation of tobacco and mandatory menu labeling. NACS members have easy access to the latest news, information and tools to help influence your elected leaders in Washington, DC.

*Two easy ways to become a member:*

1. Visit [nacsonline.com/NACS/membership/Retail](http://nacsonline.com/NACS/membership/Retail)
2. Fill out the attached application and return it to NACS.

Questions: Call Keith Harlow at (703) 518-4206 or E-mail [kharlow@nacsonline.com](mailto:kharlow@nacsonline.com). To learn more about all NACS products, events and other opportunities, visit [nacsonline.com](http://nacsonline.com).

## POSITION EXPLANATIONS

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### **Senior Management**

Top-level corporate executives who don't have specific dept. roles (such as finance or operations)

### **Corporate Operations/Risk Management**

Safety, security, and other risk management functions; corporate-level planning and special projects

### **Store Operations/Facilities**

Store-level and field-level supervisory personnel; facility maintenance

### **Franchise Operations**

### **Petroleum Operations**

Any aspect of petroleum operations

### **Office Management**

Corporate-level (headquarters) administrative personnel

### **Finance**

Anyone dealing with corporate (headquarters) financial matters in the company

### **Technology**

Corporate (headquarters) level personnel involved in the technology aspects of the company

### **Pricebook**

Those involved with the pricebook (merchandise database application) function for the company

### **Marketing/Merchandise/Category Management**

Corporate-level personnel responsible for category management: the purchase (or procurement or buying) of products for the stores, merchandising, advertising, and/or marketing of store products/services, or merchandise data analysis

### **Communications/Public Relations**

Corporate-level personnel who are the conduit for communications to the public on behalf of their organization

### **Government Relations/Legal**

Corporate-level personnel representing the company in legal and governmental issues

### **Real Estate**

Corporate-level personnel involved in the acquisition of land, the construction of facilities on that land, or equipment used in the stores

### **Human Resources**

Corporate-level personnel involved in the HR function of the company and/or who are involved in the training of store personnel

### **Foodservice**

Personnel Involved in all aspects of developing and supporting food-service offerings

