



Henry Armour NACS President and CEO

Henry Armour is president and CEO of NACS, only the third person to lead NACS in its 53-year history.

Armour joined NACS in 2005, after spending his entire career in the convenience and petroleum retailing industry. He began his career at his family's retail automotive and wholesale transportation businesses, Armour Oil Company, where he managed retail service stations and transportation facilities, negotiated labor contracts, oversaw the company's petroleum supply system, and handled government affairs. Armour was named vice president and chief operating officer of the company in 1977.

In 1980, Armour joined The Standard Oil Company of Ohio where he served as manager of development strategies. Three years later, he founded West Star Corporation, which grew to include NOW! convenience stores, truck stops and quick service restaurants in the Pacific Northwest. He sold the company in 2004. In 1988 Armour founded a second company, Epoch Corporation, which operated retail enterprises in California.

Prior to becoming president and CEO, Armour served two one-year terms as chairman (2001-2003). He also was treasurer, vice chairman of research and development, chairman of the Technology and Education Sessions committees and a member of Category Management and Future Study 2000 committees. He serves on the NACS/Coca-Cola Retailing Research Council.

Armour also has served as a testifying expert and consultant focusing on litigation issues relating to marketing practices in the petroleum and tobacco retail areas as director with the Law & Economics Consulting Group, a worldwide organization headquartered in Emeryville, California. He also has testified on numerous occasions before Congress and state legislatures on behalf of NACS and other retail organizations.

Armour earned a B.A. in economics from Stanford University in 1973. A year later he earned an M.Sc. in economics from the London School of Economics, and then returned to Stanford to earn an M.B.A. in 1976 and a Ph.D. in economics in 1977.

Armour and his partner Natalie Clark have four children and reside in Jackson Hole, Wyoming, and Washington, D.C.

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Founded in 1961 as the National Association of Convenience Stores, NACS (nacsonline.com) is the international association for convenience and fuel retailing. The U.S. convenience store industry, with more than 151,000 stores across the country, posted \$696 billion in total sales in 2013, of which \$491 billion were motor fuels sales. NACS has 2,100 retail and 1,600 supplier member companies, which do business in nearly 50 countries.