GHRA IN ACTION

OUR MEMBERS ARE OUR MISSION!

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BIGGER REACH. STRONGER IMPACT.



FEATURE INSIDE

GHRA + PIMA = ONE VISION. BIGGER OPPORTUNITIES.

LEADERSHIP SPOTLIGHT | RIYAZ ALI MOMIN, EXECUTIVE DIRECTOR - GHRA



Welcome Members

On behalf of the Board of Directors and staff at GHRA, please welcome our new members:

ROADTRAC #14

MEDLOCK

INTIME SAM HOUSTON

FLAMINGO SUPERMARKET

CROSS ROADS CORNER STORE #7

FUEL MAXX #125

FUEL HUB

TRAC FUEL #21

NEW HOWARD'S

IN N OUT TRAVEL PLAZA 9

BIGGIE'S #6

ONE STOP #15

SWIFT FAIRBANKS

CLAY PRIMETIME



MESSAGE FROM EXECUTIVE DIRECTOR

Dear GHRA Members,

I would like to thank all the members who attended this year's trade show. This was, by far, the best-attended trade show in GHRA history. Your participation and engagement helped make the event an overwhelming success.

I also want to extend my sincere appreciation to our volunteers, staff members, vendors, and sponsors. Events of this size do not happen without tremendous effort behind the scenes, and their dedication played a major role in delivering an outstanding show and creating a valuable experience for our members.

One of the most significant developments announced at this year's trade show was the launch of PIMA (Pinnacle Independent Merchant Alliance). Over the past several months, significant time and effort have been invested in addressing the growing diversity in ownership structures, partnerships, and business models within the GHRA membership. After extensive discussion, evaluation, and planning, it became clear that a separate independent organization would best serve the evolving needs of independent operators. PIMA was established to provide independent convenience store owners with dedicated networking opportunities, educational resources, vendor partnerships, and advocacy focused specifically on the challenges and opportunities facing their businesses.

While we have made meaningful progress in many areas, we also recognize there are areas where improvement is needed. Our warehouse operation continues to face challenges related to out-of-stocks, pricing consistency, and product assortment. These issues directly impact our members' ability to compete and serve their customers effectively. Addressing these gaps is my highest operational priority for the first half of 2027.

During the first and second quarters of 2027, our leadership team will be focused on improving inventory availability, strengthening pricing execution, and expanding assortment in key product categories. Our goal is simple: reduce out-of-stocks, improve price competitiveness, and ensure members have access to a broader and more relevant product mix. While these challenges cannot be solved overnight, you have my commitment that we will be measuring progress, holding ourselves accountable, and making the necessary investments to deliver meaningful improvements.

As we move into the final two months of the year, the holiday season is upon us and my team at GHRA is kicking off the budgeting and planning process for 2027. I encourage all members to reflect on the past ten months, evaluate the opportunities and challenges ahead, and begin preparing for a successful new year.

Thank you for your trust, your partnership, and your continued support. It is a privilege to serve this organization, and I look forward to working alongside you as we continue building on our success.

Sincerely,

Riyazali Momin
Executive Director - GHRA

GHRA MEETING WITH GAMA & STMA



More than 30 board members from GHRA, GAMA, and STMA attended a joint session at GHRA's Houston distribution center.



Directors from the three associations followed a presentation on the proposed strategic alliance.



President Javed (GHRA), President Aziz (GAMA), and President Murtaza (STMA) in a candid exchange over lunch, weighing ideas and counterpoints as the three associations explore a strategic alliance.



Executive Director Riyaz Momin (GHRA) confers with directors on rising operational costs affecting all 3 of the cooperatives' distribution partners.



Executive Director Riyaz Momin (GHRA) updates the boards of GHRA, GAMA, and STMA on the joint tobacco procurement program.



Board members of GHRA, GAMA, and STMA gather on the stairs at GHRA's Houston distribution center after a joint session.



GHRA Proposes Strategic Alliance with GAMA and STMA to Strengthen Texas Independent Retailers

HOUSTON, Texas — November 1, 2026 — The Greater Houston Retailers Cooperative Association (GHRA) has proposed a strategic alliance with the Greater Austin Merchants Cooperative Association (GAMA) and the South Texas Merchants Association (STMA) of San Antonio.

The proposal follows an October 21 meeting of leadership from all three associations at GHRA's distribution center in Houston. The meeting was convened to explore how the three associations, which serve independent convenience store owners across Southeast, Central and South Texas, could move from partnership to strategic alliance.

"We did not invite GAMA and STMA to Houston to present a plan. We invited them to build one with us," said Javed Maredia, President of GHRA. "Our members and theirs face the same suppliers, the same regulators and the same pressures. It is time our associations faced them together."

The proposal comes as independent retailers face pressure on several fronts: increasingly data-driven supplier programs, changes to SNAP eligibility and hemp-derived product rules, rising operating costs, and a generational transition in store ownership. The Texas Legislature convenes its next regular session in January 2027.

"Every association at that table was built by owners who started with one store and a lot of courage," Maredia said. "Our three associations have not always moved in step, and GHRA owns its share of that history. GAMA and STMA have served their communities for more than two decades. They have earned our respect, and a real alliance starts by saying that plainly."

GHRA looks forward to continuing the conversation with GAMA and STMA leadership in the weeks ahead.

"Independent retailers have always been stronger together. That is why cooperatives exist," said Riyaz Momin, Executive Director of GHRA. "GHRA, GAMA and STMA each proved that in our own cities. Now we have the chance to prove it across Texas, and we look forward to building that future together."

About GHRA

The Greater Houston Retailers Cooperative Association (GHRA) is a member-owned convenience store buying cooperative headquartered in Stafford, Texas. GHRA serves more than 2,400 independent member stores across 42 counties in Southeast Texas. ■



GHRA Connects with the Convenience Industry at the 2026 NACS Show

The Greater Houston Retailers Cooperative Association (GHRA) joined thousands of industry leaders at the 2026 NACS Show, held October 6-9 at the Las Vegas Convention Center. As the largest event in convenience and fuel retailing, the show draws about 24,000 attendees from more than 60 countries. Its Expo floor spans 435,000 square feet and features more than 1,200 exhibitors.

For GHRA, the show was a chance to bring the voice of our independent member stores to a global stage. With nearly 2,400 members across 42 counties in Southeast Texas, GHRA supports about a third of the convenience stores in the greater Houston area. Staying close to what is new in the industry is part of how we deliver value to them.



GHRA Board of Directors and Staff

Our team spent the week exploring the Expo, which is organized into Facility Operations, Foodservice, Fuel Equipment & Services, In-Store Merchandise, and Technology. We met with suppliers and partners, looked for new products and services for our members, and took part in education sessions on trends shaping the future of c-stores.



Dinner hosted by PepsiCo for GHRA Board of Directors and Staff.



Convenience-Store Foodservice Operations Are Becoming More Like That of Restaurants

55% of c-stores—and 72% of chains—are hiring experienced professionals from restaurants and broader foodservice, according to Technomic report.

By CSPDailyNews.com

Convenience stores are moving toward foodservice operations similar to that of restaurants, according to The Future of Convenience Stores, a new report from Technomic, CSP's sister brand and research company.

Fifty-five percent of c-stores—and 72% of chains—are hiring experienced professionals from restaurants and broader foodservice to drive foodservice programs and sales, according to the report.

Menu innovation at c-stores abounds, Technomic said, noting several chain offerings including QuickChek's Ham, Swiss and Honey Biscuit, Casey's BBQ Brisket Pizza and Alltown Fresh's Green Glow Smoothie.

In addition, store designs at some c-stores mimic quick-service restaurants, the report said. It highlighted a QuickChek in Commack, New York; a Dash In in La Plata, Maryland; and a Sheetz in Wilmington, North Carolina.

In technology, more than 90% of 100 surveyed c-store operators in September 2025 said they use technology systems to manage foodservice operations. Forty-six percent track/manage some, but not all, aspects of foodservice operation, while 47% track/manage all aspects of the foodservice operation. Seven percent said they use nothing.

Foodservice tech is top of mind, said the report, adding that 85% of those surveyed—and 90% among chains—said tech investment is a top priority.

The future of c-stores is driven by experienced foodservice pros and involves a shift from a retail-centric to a foodservice-centric mindset and financials.

Technomic recommends that retailers:

- Prepare for increased operator expectation of consumer insights, product performance metrics and promotional resources
- Evaluate products thriving in QSRs that could be adapted for convenience
- Bring their innovation "A" game

C-stores are not restaurants

At the same time, however, while c-stores are moving toward foodservice operations similar to that of restaurants, they are not restaurants, the report said.

"Restaurants rely solely on food sales to generate profit, while c-store foodservice programs are supplemental to the overall sales of the store," a Midwest c-store chain operator is quoted in the report.

Operating in a multifaceted organization results in competition for internal resources; finite space for foodservice prep, equipment and merchandising; and multitasking staff, the report said.

"One size does not fit all," Technomic said, adding that 65% of the 100 operators surveyed agree that a foodservice program can vary from store to store, so suppliers need to bring flexible products and solutions.

Consumer behaviors, operational constraints and product priorities are three areas about which c-store foodservice pros wish manufacturers understood more, the report said.

In consumer behaviors, "We do not expect people to stick around and eat the items on location … [it's prepped to go] … but the quality of the food items should be similar [to restaurants]," an independent operator is quoted in the report.

Regarding operational constraints, a chain operator said, "[Manufacturers] don't understand our space and labor limits. Support us with easy-prep items, smaller packs and reliable deliveries."

With product priorities, a chain operator said, "Get us products with the longest available shelf lives and get them through the chain as fast as possible so we get as long as possible on those shelf lives."

"The future of c-stores features a hybrid retail foodservice model, leans on foodservice to drive overall traffic and sales and deliver high margins and is challenged by labor, space and resource constraints," the report said.

Technomic recommended the following actions:

- Recognize consumer expectation is restaurant quality, but operations differ from restaurants
- Assess how to refine products and solutions to align with the realities of the c-store environment and operations
- Focus on flexibility in product engineering for varied in-store execution scenarios

"Most c-stores are not going to morph into restaurants," Technomic said. ■

