

# **FFP Marketing Company, Inc. Fundamental Company Report Including Financial, SWOT, Competitors and Industry Analysis**

<https://marketpublishers.com/r/FEBE8DFA730BEN.html>

Date: June 2025

Pages: 50

Price: US\$ 499.00 (Single User License)

ID: FEBE8DFA730BEN

## **Abstracts**

FFP Marketing Company, Inc. Fundamental Company Report provides a complete overview of the company's affairs. All available data is presented in a comprehensive and easily accessed format. The report includes financial and SWOT information, industry analysis, opinions, estimates, plus annual and quarterly forecasts made by stock market experts. The report also enables direct comparison to be made between FFP Marketing Company, Inc. and its competitors. This provides our Clients with a clear understanding of FFP Marketing Company, Inc. position in the Industry.

The report contains detailed information about FFP Marketing Company, Inc. that gives an unrivalled in-depth knowledge about internal business-environment of the company: data about the owners, senior executives, locations, subsidiaries, markets, products, and company history.

Another part of the report is a SWOT-analysis carried out for FFP Marketing Company, Inc.. It involves specifying the objective of the company's business and identifies the different factors that are favorable and unfavorable to achieving that objective. SWOT-analysis helps to understand company's strengths, weaknesses, opportunities, and possible threats against it.

The FFP Marketing Company, Inc. financial analysis covers the income statement and ratio trend-charts with balance sheets and cash flows presented on an annual and quarterly basis. The report outlines the main financial ratios pertaining to profitability, margin analysis, asset turnover, credit ratios, and

company's long-term solvency. This sort of company's information will assist and strengthen your company's decision-making processes.

In the part that describes FFP Marketing Company, Inc. competitors and the industry in whole, the information about company's financial ratios is compared to those of its competitors and to the industry. The unique analysis of the market and company's competitors along with detailed information about the internal and external factors affecting the relevant industry will help to manage your business environment. Your company's business and sales activities will be boosted by gaining an insight into your competitors' businesses.

Also the report provides relevant news, an analysis of PR-activity, and stock price movements. The latter are correlated with pertinent news and press releases, and annual and quarterly forecasts are given by a variety of experts and market research firms. Such information creates your awareness about principal trends of FFP Marketing Company, Inc. business.

### **About FFP Marketing Company, Inc.**

FFP Marketing Company Inc (the Company) a Texas corporation, was formed in 1997. The Company and its subsidiaries are principally engaged in two operating segments: the retail sale of motor fuel, merchandise, and ancillary products and services at 426 convenience stores, truck stops and other gasoline outlets (Retail Operations), and wholesale motor fuel sales and the operation of a motor fuel terminal and processing facility (Wholesale and Terminal Operations).

#### **Retail Operations Segment**

The Company conducts its retail operations through its 100%-owned subsidiaries, FFP Operating Partners, L.P; FFP Financial Services, L.P; FFP Money Order Company, Inc; Practical Tank Management, Inc; and FFP Transportation, L.L.C.

**Convenience Stores:** The Company operated an average of 177 convenience stores during 2001. The Company's convenience stores operate under one of several different trade names. The principal trade names are "Kwik Pantry", "Nu-Way", "Economy Drive-In", "Taylor Food Mart", and "Mr. Cut-Rate."

The convenience stores sell groceries, tobacco products, take-out foods and beverages

(including alcoholic beverages where local laws permit), dairy products, and non-food merchandise such as money orders, telephone calling cards, lottery tickets, health and beauty aids, magazines and, at all but two of the stores, motor fuel. Food service in the convenience stores varies from pre-packaged sandwiches and fountain drinks to full food-service delicatessens (at 48 stores), some with limited in-store seating.

The Company has owned branded fast food outlets in selected convenience stores and truck stops since 1993. Six of its convenience stores had branded food outlets at the end of 2001, including small "express" franchises of name brands such as Kentucky Fried Chicken, Subway Sandwiches, Baskin Robbins and Blimpie's. At year end 2001, the Company operated 168 convenience stores.

**Truck Stops:** At the end of 2001, the Company operated 11 truck stops, compared. The truck stops, which operate principally under the trade name of "Drivers," are located on interstate and other highways and are similar in their operations to the convenience stores, although the merchandise mix is directed toward truck drivers and the traveling public. Three of the Company's 11 truck stops have full service restaurants. The Company operates one of the restaurants and leases the other two to independent operators. Three of the other truck stops offer prepared-to-order food service, including two outlets that have a combination Kentucky Fried Chicken/Taco Bell "express" franchise and one that has a Pizza Hut franchise within the store. Three of the truck stops provide deli service, and two provide food service such as than hot dogs, nachos, and cold sandwiches.

**"Gas-Only Stores":** The Company owned motor fuel concessions at 247 convenience stores operated by third parties (Gas-Only Stores) at year end 2001.

Gas-Only Stores and provides the motor fuel supply for customers at that location. Under the gas-only store contracts, Company provides the motor fuel inventory, the fuel storage and dispensing equipment, and maintains the fuel equipment, while the store operators collect and remit sales proceeds for motor fuel sales to the Company.

**Products, Store Design, and Operation:** The stores generally carry national or regional brand name merchandise of the type customarily carried by competing convenience stores. Substantially all the Company's convenience stores and truck stops offer fountain drinks and fast foods such as hot dogs, pre-packaged sandwiches and other foods. Sixty-one of the convenience stores have facilities for daily preparation of fresh food catering to local tastes, including fried chicken and catfish, tacos, fried foods, and made-to-order sandwiches. Also, six convenience stores and three truck stops have

small "express" outlets of national or regional fast-food franchises.

At year end 2001, the Company operated 261 branded outlets.

In addition to the Company-operated convenience stores, truck stops, and fuel concessions at independently operated outlets that are branded, the Company also serves as a wholesale distributor to approximately 200 unaffiliated retail outlets that are branded.

### Wholesale and Terminal Operations Segment

**Wholesale Fuel Sales:** The Company now conducts substantially all of its Wholesale and Terminal Operations through its 100%-owned subsidiary, Direct Fuels, L.P. Until July 1, 2001, another of the Company's subsidiaries, FFP Operating Partners, L.P., also sold motor fuel to wholesale customers and end users.

The Company sells branded and unbranded motor fuel on a wholesale basis to independents, regional chains and end users such as contractors, operators of vehicle fleets, and public utilities.

The Company is a designated a "jobber" for well-known brands such as Citgo, Chevron, Fina, Conoco, Coastal, Diamond Shamrock, and Phillips 66.

**Terminal Operations:** The Company's wholly owned subsidiary, Direct Fuels, L.P., purchased a bulk storage terminal and fuel-processing facility located in Euless, Texas (the terminal) in 1996. Operations at the terminal began in 1997 after the Company completed its renovation of that facility.

The Company sells motor fuels at the terminal that it has purchased for resale from third parties and taken delivery via a pipeline with a portal at the terminal, or has processed into saleable motor fuel products from transmix, a commingled product of refined gasoline and diesel, purchased from third parties.

The above Company Fundamental Report is a half-ready report and contents are subject to change.

It means that we have all necessary data in our database to prepare the report but need **2-3 days** to complete it. During this time we are also updating the report with respect to the current moment. So, you can get all the most recent data available for the same price. Please note that preparation of additional types of analyses requires extra time.

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1 – Data availability depends on company's security policy.

2 – These sections are available only when you purchase a report with appropriate additional types of analyses.

The complete financial data is available for publicly traded companies.



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## ANALYSIS FEATURES

### SWOT Analysis

SWOT, which stands for Strengths, Weaknesses, Opportunities and Threats, is an analytical framework that identifies the internal and external factors that are favorable and unfavorable for a company.

### Enhanced SWOT Analysis

Enhanced SWOT is a 3×3 grid that arranges strengths, weaknesses, opportunities and threats into one scheme:

How to use the strengths to take advantage of the opportunities?

How to use the strengths to reduce likelihood and impact of the threats?

How to overcome the weaknesses that obstruct taking advantage of the opportunities?

How to overcome the weaknesses that can make the threats a reality?

Upon answering these questions a company can develop a project plan to improve its business performance.

### PESTEL Analysis

PESTEL (also termed as PESTLE) is an ideal tool to strategically analyze what influence different outside factors – political, economic, sociocultural, technological, environmental and legal – exert on a business to later chart its long term targets.

Being part of the external analysis when carrying out a strategic assessment or performing a market study, PESTEL gives an overview of diverse macro-environmental factors that any company should thoughtfully consider. By perceiving these outside environments, businesses can maximally benefit from the opportunities while minimizing the threats to the organization.

### Key Factors Examined by PESTEL Analysis:

**Political** – What opportunities and pressures are brought by political bodies and what is the degree of public regulations' impact on the business?

**Economic** – What economic policies, trends and structures are expected to affect the organization, what is this influence's degree?

**Sociological** – What cultural and societal aspects will work upon the demand for the business's products and operations?

**Technological** – What impact do the technological aspects, innovations, incentives and barriers have on the organization?

**Environmental** – What environmental and ecological facets, both locally and farther afield, are likely to predetermine the business?

**Legal** – What laws and legislation will exert influence on the style the business is carried out?

### IFE, EFE, IE Matrices

The Internal Factor Evaluation matrix (IFE matrix) is a strategic management tool helping audit or evaluate major weaknesses and strengths in a business's functional areas. In addition, IFE matrix serves as a basis for identifying and assessing relationships amongst those areas. The IFE matrix is utilised in strategy formulation.

The External Factor Evaluation matrix (EFE matrix) is a tool of strategic management that is typically utilised to assess current market conditions. It is an ideal instrument for visualising and prioritising the threats and opportunities a firm is facing.

The essential difference between the above mentioned matrices lies in the type of factors incorporated in the model; whilst the latter is engaged in internal factors, the former deals exceptionally with external factors – those exposed to social, political, economic, legal, etc. external forces.

Being a continuation of the EFE matrix and IFE matrix models, the Internal External matrix (IE matrix) rests upon an investigation of external and internal business factors

integrated into one suggestive model.

## **Porter Five Forces Analysis**

The Porter's five forces analysis studies the industry of operation and helps the company find new sources of competitive advantage. The analysis surveys an industry through five major questions:

What composes a threat of substitute products and services?

Is there a threat of new competitors entering the market?

What is the intensity of competitive rivalry?

How big is the bargaining power of buyers?

How significant is the bargaining power of suppliers?

## **VRIO Analysis**

VRIO stands for Value, Rarity, Imitability, Organization. This analysis helps to evaluate all company's resources and capabilities and bring them together into one aggregate table that includes:

Tangible resources

Financial

Physical

Technological

Organizational

Intangible resources

Human

Innovation and Creativity

Reputation

Organizational capabilities

The result of the analysis gives a clear picture of company's competitive and economic implications, answering the questions if the resources mentioned above are:

Valuable?

Rare?

Costly to imitate?

Organized properly?

## I would like to order

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