



**Petroleum & C-Store  
Management Group®**

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# **Company & Operation Profile**

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## The year was 1994.

Back in 1994, the thought of owning and operating our own fueling station as a reseller was unheard of. But our family own and operate parenting company always saw things differently.

Petroleum & C-Store Management Group Company® after owning and operating its own facilities, extended its very first services to a group of investors for the first time in Southern California. This group of investors purchased a series of unbranded Gas stations with a aim of increasing the value of their investment by administrating a professional Management company to assist them in increasing the Image and the sales of these stations and create a better facility to be marketed for sell by their real estate team.

Surely, this company created a successful operation within those number of the facilities and the investors were surprised by the outcomes of such great management services.

Nineteen -plus years later, *Petroleum & C-Store Management Group*® has grown to over 50 States and providing a variety of specialty services to Gas Station, Car Wash and Convenient Store Industries.



Petroleum & C-Store Management Group Company® is more than just a full time Management Company .



Petroleum & C-Store Management Company ® is a bonded and insured full-service Clerk Management & Operating Company, providing quality services to gasoline stations, car washes and convenience stores with over 19 years of field experience in managing, operating, and designing innovative, efficient and profitable businesses.

Our company manages and operates gas stations, convenience stores and car washes throughout the U.S. and provide great number of consultation services to regions . Most of our clients are lenders, private owners, dealers, investors and oil companies. We also assist and provide a unique type of receivership and operation management service to State and Federal Courts cases that require professional services to assist them in long or short term receiving or operating services for foreclosed or soon to be foreclosed facilities.

With our Managing abilities we can maintain and operate the gas stations and car washes successfully and create a “Win-Win” situation for our clients. Petroleum and C-Store Management Group ® is dedicated to designing cost-effective facilities that increase the sites’ efficiency and profit. We have competitive international purchasing power with major oil companies such as: Chevron, ConocoPhillips, Shell, Mobil, Texaco, Citgo, BP /Arco, Exxon , Valero and unbranded refineries. We also have established relationships with convenience store distributors for purchasing beverages, groceries, candies, snacks, alcohol, automotive merchandise, health and beauty products and more at discounted prices to benefit the facility.

## Our Vision

- **To Share the heritage of our outstanding Management & Operation of Gas Station , Car wash and Convenient Stores of proven brands , image convenient retailing expertise , superior business systems and international presence for the benefit of our clients.**

## Our Mission

- **To grow our company by providing management and operation services to our clients whom are dedicated to winning long-term customers by providing high quality products and services , fully utilizing the operating system and taking full advantage of our ongoing support.**

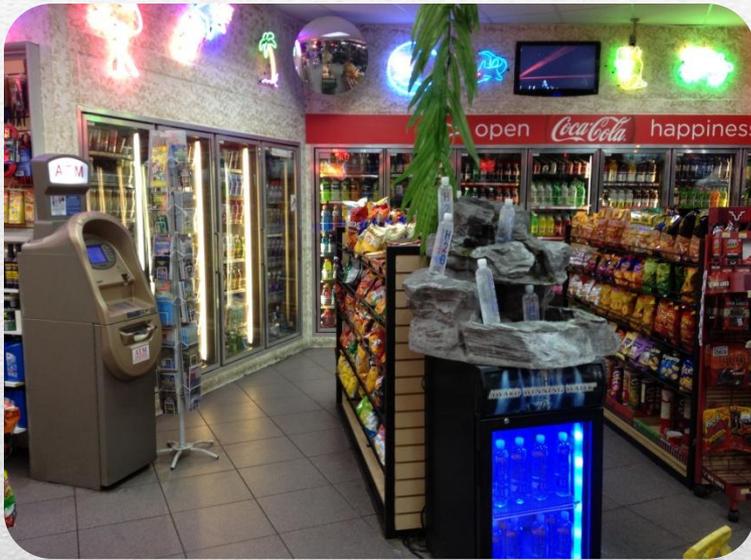
## Our Values

**These values give us a foundation for a better and successful teamwork:**

- **Relationship of mutual trust**
- **High ethical and moral standards**
- **Recognition of efforts and achievements**
- **Service-focused organization**
- **Leadership that recognize and capitalizes on our services and clients investments**
- **Safe environment for employees and customers**
- **Super, worldwide business system**



**At each location , we offer our customers whether on Gasoline or Food Mart with reasons why they need to visit and keep coming back to our stores over the competitions.**



**We have established a strong foundation for brand marketing and merchandising success by tapping into how the consumers in each region think , live , work and shop . Using this unique insight , we are able to implement our strategic operation and management layouts for each facility .**

**we know consumers nationwide appreciate convenience and service. We also recognize that regional , national market needs vary.**

**Petroleum & C-Store Management Group® has been able to successfully tailor our services with every brand to address the different region identities in the many marketplace in which we operate .**

# MANAGEMENT SERVICES

- Full day to day Management & Operation
- Highly skilled ground team of our managers, cashiers and customer service representatives are trained in our high-performance training facilities and are available 24/7 to be mobilized and to respond to any service call.
- Experts in cash registers such as: Gilbarco, Nucleus, Passport, Ruby and Sapphire Systems.
- All new employees are pre-screened and are fully trained to meet the highest expectations within our industry.
- All employees will be trained to comply by AQMD, OSHA, Health Department, Fire Department, Department of Public Work and many other federal and state agencies regulations.
- Full inventory Management
- Vendors and purchasing coordination
- Payroll Management
- Cash management, including deposits by armored services
- Branding and de-branding
- Coordination with regulating agencies
- Accounting , Reporting
- Design, engineering, permitting , remodeling contraction services
- Purchasing
- Projection & Feasibility Studies
- Merchandising
- Training
- Forensic Auditing Services
- 24/7 Technical Support and dispatching
- Consultation
- Expert witness



## RECEIVERSHIP

We are committed to protecting and improving the value of the subject property and/or business, at the lowest possible cost, while disputes are resolved and justice is served.

Once we are appointed to the case, we take control of the operation and analyze how it is being run and conduct a complete inventory of the assets. Our goal is to preserve and enhance the value of the business. Regardless of the status of the case, as appointed receivers, we will give our client peace of mind and guarantee that the subject business will be professionally managed and preserved. Our services are delivered by a team comprised of professional property managers, operation managers, accountants, property administrators, leasing agents and operating engineers.

Our receivership services include:

- Bank receiverships
- Court receiverships
- Strategic Plan Implementation and Management
- Market and Product Repositioning Analysis
- Development/Disposition Analysis
- Construction Cost Estimates and Budgets
- Operations Review and Analysis
- Financial Analysis and Reporting
- Property and Business Management
- Debt/Equity Restructuring
- Optimal Exit Strategy Determination
- Third party independent control as a fiduciary of the court
- Possession and preservation of the asset.
- Supervision and direction of daily “on-going” of the property
- Full review of contractual services
- Full accounting of all income and expenses
- Authorization, control and payment of payables, with restructure of payable stream if necessary
- Understanding of institutional requirements, policies and goals
- Specific recommendations for extraordinary maintenance requirements
- Reports tailored to the needs of the court and secured creditors
- Full cooperation after the receivership period to continue stabilization of property operations
- Our primary receivership goal at Petroleum and C-store Management Group is to secure the physical asset, accounts, and records to protect the integrity of the asset and income stream. Our secondary objective is to establish management and procedures that protect and preserve our clients’ assets.



## EXPERT WITNESS



- Petroleum and C-store Management Group provides expert witness services, litigation support, and forensic investigations in legal matters including lender and borrower cases, tenant and landlord litigations, and oil company supply contract disputes for gas stations, car washes, and convenience stores throughout the United States.
- Our expert team of licensed real estate brokers, architects, accountants, attorneys and operation managements are rapidly assigned to investigate each case and provide expert opinion in State and Federal Courts.

**Going to trial and need an expert witness for your case? With superior educational backgrounds, years of field experience and specialized knowledge, we can provide the expert witness services that you need!**

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# CONSULTATION

**Need an expert external advice and access to consultants' specialized expertise? Our team of experts at Petroleum and C-Store Management Group® are here to help you!**

## **What we do:**

- We offer guidance from an esteemed staff of experienced managers, professionals, and business owners
- We provide a true partnership between our consultants and the client
- We provide real and efficient solutions
- We provide orientation towards ongoing ability and learning
- We offer a wider application of techniques and methods
- Help you find your vision!
- We take an active role and make hard-hitting decisions for you

## **What we bring to the plate:**

- Years of management and operation expertise
  - Real-world perspectives
  - Proven solutions
  - Lasting results
  - New and creative ideas to find new sales, to cut costs and to improve productivity and efficiency
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# MERCHANDISING

We are committed to helping build our retail partners' businesses with the most complete package of services and solutions . From outstanding in-store merchandising through state-of-the-art reporting systems, we have what it takes to take retail performance to the next level.

Our goal is to consistently serve as a leading, dynamic retail service company, focused on our clients' diversified needs. Our company-wide commitment to growth, technology, superior reporting, and quality execution move us forward and distinguish us from the competition.

**We excel at the many interconnected elements that support our clients' objectives and we maximize consumer sales.**

## What we do:

- In-store merchandising
- Stocking
- Product rotations
- Plan-o-Gram Programs and Maintenance
- Sticker/Sign Placement
- Seasonal Support
- Market/Demographic Studies
- Customized Audits
- Inventory Services
- Consulting
- Product Brokerage/Distribution
- Auto Replenishment Programs
- Resets
- Fixture Installation



FROM BRATS TO TAQUITOS, WE'VE GOT YOU COVERED.



## **TIME & MARKET IS ON A FAST MODE ... UPGRADING , RE-IMAGING & CONSTRUCTIONS**



We recognize that in today's competitive market, the retail gasoline station consumers are always looking for the best Image and Service while they can save on their fuel or merchandise items.

It is very essential that while the Consumers are benefiting from great prices, customer service and selection of variety of services and products on each location, yet we provide them with well presented interior and exterior image and attractive facilities that will assure their return and continuation of their business.

From time to time, many of the outdated Gas Stations are in need of Uplifting their Image to meet these standards and be in line with today's market demand.

Petroleum & C-Store management Group® offers a wide variety of Upgrading, Re-Imaging & Construction - Consultation services to our clients as we are constantly implementing the latest ideas in retailing industry.

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Continue ...

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Our team utilizes a network of professional Gas Station engineering , architectural, permitting and construction teams to serve each project as we built or convert each site to state- of-art facility.

With vast access to key industry suppliers and brands , we provide individualized store layouts and fresh design to each facility.

Whether if the project is a simple Mechanic and Auto Bay conversation into a full size Food Mart or its simply a brand new construction and ground up ; Our proven site and store layouts and planograms help optimize each location's Gas Sales and Food Mart potential.

The Combination of our years of field experience , branding , operation , purchasing power and the business methods all work together to help our stores stay ahead of the area and territory competition in every market.



## **WE BELIVE ...**

**“ ... professional image pays for itself ..”**

**Our model and proven philosophy is set that every factor and element counts and can play a major role in profitability of each location. These factors are included , but not limited to :**

- **Brand**
- **Pricing Strategies**
- **Customer servicers**
- **Interior Setups**
- **Number of additional profit centers within the same station such as QSR , Fast Food , Mechanic shop , Car wash and etc.**
- **Interior Graphics**
- **Systematics of store merchandising and variety of selection**
- **Exterior Images**
- **Interior and Exterior Lightings**
- **Modern and attractive Pumps**
- **Facility , Customer and staff safeties**
- **Landscaping**
- **Signage and visibilities**
- **Marketing and promotions**
- **TV's on the pumps Gas Station TV programming and video promo's drive a significant increase in both fuel and C-store sales**





## **LEADERSHIP IN MANAGEMENT AND OPERATION**

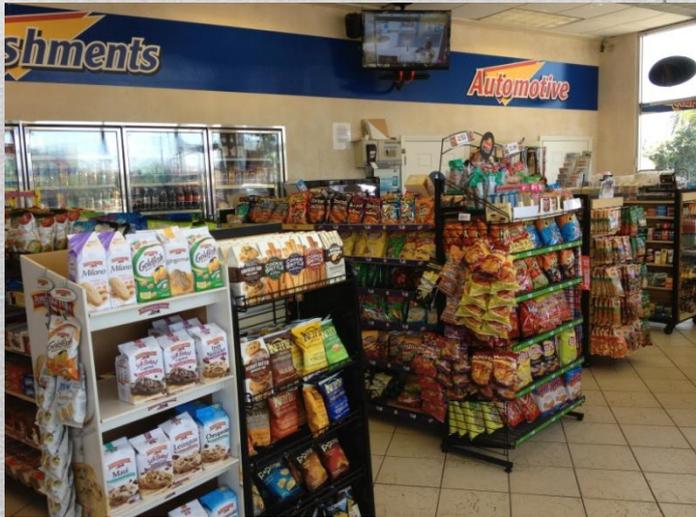
- **We believe leadership and innovation in managing and operating which is the fundamental aspects of Gas Station and Convenient store is the most important role that our team carries out. Today's service stations represents demanding environment that must balance the needs of customer along with requirements of the successful business . To that end , our team of field operations are branch-out to average of every 15-18 location one full time Supervisor ; every 80-100 location one full time district manager and for every 250-300 locations one or two territory manager . The operation teams work hand to hand with every store personal and implement all the day to day coordination with our central headquarter , dispatch and the back office team to assure continual flow of leading-edge of operation to built sales and profit .**

## **BRAND MARKETING AND MERCHANDISING**

- **We also know that customers all over the world need convenience . We understand that each market needs vary. Our ground team will tailor our operation tactics to address the different cultural identities in the various markets where we operate .**



Recognizing the needs of today's on-the-go consumers, we bring Brand Fuel, Convenience, and Quality products to the marketplace.



We work with the largest and most recognizable brands in the fuel and convenience store industries to engage customers and drive sales. Our corporate office works back to back with vendors in creating a win-win operation for our clients.



All Logos used in this presentation are trade mark and registered to its proprietary of its brands Such as Chevron Products Company , 7 Eleven, Circle K. Stores , Arco BP, Shell , ConocoPhillis ,Exxon ,Sunoco , Texaco , Citgo , Mobile, Circle K , Extra mile and Valero. Petroleum & C-Store Management Group is Not a direct Affiliated with any of these Brands and Do not represent or promote any of these brands. Petroleum & C-Store Management Group hereby renounces any joint venture, direct affiliation or partnership with these brands. Petroleum & C-Store Management Group does not endorse nor guarantee any of these or similar brands. The Names and Brands used in this presentation are strictly to be used for references and informational only.

## TESTIMONIALS

### Here's what our customers are saying...

*"We were very pleased with the management service that we received on all our three service stations. We are saving thousands of dollars every month. Very professional!"*

**Rhonda Lerche**  
Los Angeles, California

*"They gave a new life to my operation. They were responsive and very helpful throughout the whole management time. And, best of all, they increased our fuel volume over 45% within the first four weeks and yet kept the \$ 0.37 net margin ."*

**Robert Krim**  
Owner, Mobil  
El Monte, California

*"We wanted to take this opportunity to thank you once again. You made operating and running our new gas station and car wash a wonderful experience. You were patient, knowledgeable, flexible, and your quality of management was exceptional. The oil company and all our suppliers constantly compliment us on our volume.*

*Our customers are extremely pleased with your set-up and the store lay-outs. We recommend you to all our business friends because our experience was that good."*

**Bill and Laura Smitt**  
One Touch Carwash and Gas  
San Riverside, California

*"You have gone well beyond my expectations for dependable, knowledgeable, and friendly management. You gave us back our missing peace of mind. It's great to know that I don't have to deal with vendors, employees and late hours emergency calls. I frankly rely on your management team and professional service 100% for everything."*

**Gary H.**  
Culver City, California



## REFERENCES (partial list ...)

- Chevron Products Company
- Conoco Phillips
- Premium H2 Oil Company
- Supreme Oil
- Ted Durant & Associates
- AAA Petroleum Company
- Schaffer Financial Group
- C-Store Realty Inc.
- Davidi Investment Group
- Grand Classic Oil Co.
- Olympic Atlantic Oil Co.
- LA Legal associates
- Western Oil
- Arizona Fuel Distributor
- CitiCorp Group
- Standard Mortgage Investment Group
- Cordes & Company
- Kerendian Group
- Nico Tabibi LLP.
- All Century Nationwide
- Stapleton Group
- Niloo Savis LLp.
- First Citizen Bank
- Bank Of America
- Wells Fargo Bank
- Redding Bank Of Commerce
- Nara Bank



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