



LPT

RETAIL MANAGEMENT SERVICES

LPT Retail Management Services, LLC
5700 Tennyson Parkway
Suite 300
Plano, TX 75024
Phone: 972-338-4025
Email: info@lptservices.com



9/1/2020

Copyright 2010-2020 - LPT Retail Management Services, LLC - All Rights Reserved

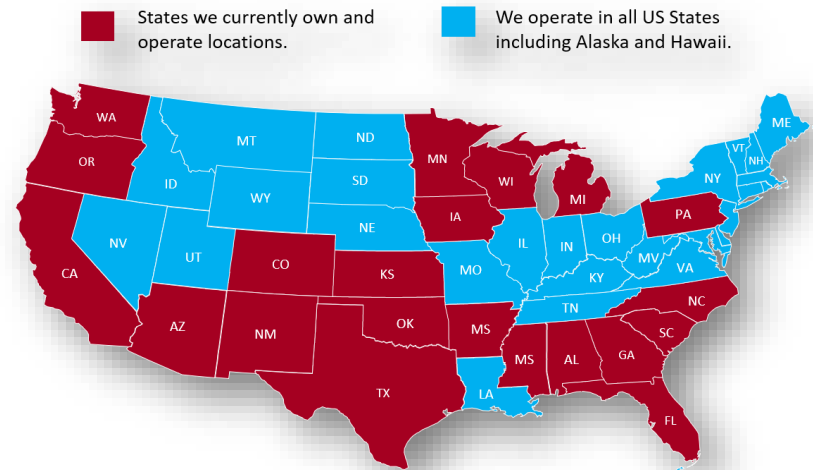


Who we are and what we do.

LPT Retail Management Services is a retail management service company that offers a unique management service in the convenience store industry. The company manages and operates convenience stores, car washes, truck stops travel centers, quick lubes and fast food restaurants for financial lending institutions, oil companies, Native American tribal locations, independent individual investors, local & national wholesalers and locations under receivership anywhere in the United States including Alaska and Hawaii.

The company's founders are experienced professionals in the convenience store industry with over 184 years of combined experience with clients such as Shell Oil, BP, ExxonMobil, Morgan Stanley and GMAC. LPT is ready to step in and offer turnkey services consisting of operating a convenience store, car wash, and truck stop anywhere in the U.S., within a moment's notice, for as long as its services are needed. These services include Operations, Marketing, Fuel Management, Survey Analysis, Accounting, Payroll, I.T. to existing sites, the reopening of closed locations or opening of new locations.

In addition to operating businesses for its clients, LPT Retail Management Services also owns and operates a chain of convenience stores, fast food restaurants, truck stops and travel centers in multiple states through out the US. LPT currently operates locations in New Mexico, Arizona, Texas, Florida, Oklahoma, Michigan, North Carolina, South Carolina, Washington, Oregon, California, Colorado, Kansas, Mississippi, Alabama, Minnesota, Pennsylvania, Iowa and Georgia. Having locations in multiple States gives LPT an advantage in reducing the operating cost for our clients by using LPT's current resources and infrastructure setup in these states. Because of this unique advantage, LPT has been able to successfully grow for the past 10 years.





LPT's Story

Headquartered in Texas, LPT Retail Management Services was formed to offer a unique retail management service to its clients. Since the formation of the company in 2010, it has specialized its service in the operations of convenience stores, car washes, truck stops travel centers, quick lubes and fast food restaurants. Clients have benefitted greatly by our unique service, whether it was for short term or long term. LPT has proven to be an excellent option for financial lending institutions, oil companies, independent individual investors, local & national wholesalers, and locations under receivership.

LPT's founder and President, Kevin Gandy, has established an extensive successful career with over 30 years of experience in the convenience store industry. For the past 30 years, he has successfully operated thousands of stores in the retail management service sector across the U.S. for large clients such as Shell Oil, BP, ExxonMobil and many individual private investors. Over the last 30 years, he has built a proven management system of highly trained team members with over 184 years of combined industry experience. This team is mobile and ready to step in to completely take care of your company's every need. This involves everything in operating convenience stores, car washes, and truck stops anywhere in the U.S., within a moment's notice, for as long as our services are needed.

Kevin Gandy is well recognized in the industry, making LPT the most experienced and best choice for our clients. LPT's competitive advantages are its flexibility, lack of competition, low overhead, and strong industry experience. LPT has the flexibility to operate any amount of sites, anywhere in the U.S., for any length of time needed. LPT can cater to contracts of all sizes, as it has personnel mobilized to adjust to the volume of work needed. LPT is able to offer the same level of service with significant economies of scale, resulting in significant cost savings to our clients on an ongoing basis.



Kevin Gandy, President



What we can do:

LPT Retail Management Services can provide several options for your business. Over the last 30 years, our executive team has managed and operated thousands of convenience stores throughout the U.S. Our retail management system has been developed as a result of many years of experiences working in a variety of unusual business circumstances and different client needs. Each service package is unique to our clients need. As every clients needs can vary, we're confident our tried and true retail management system will work for you. Below are some of our most popular services.

Oil Companies

LPT currently operates locations with the following oil companies. Exxon, BP, Shell, ConocoPhillips, Valero, and Texaco, LPT maintains an excellent rating with all companies.

Quick Serve Restaurants

LPT currently operates QSR's with the following brands: Hardees, Arby's, Subway, Popeye's Chicken & Biscuits, Noble Roman's Pizza, Tuscano's Italian Style Subs, Cooper's Chicken, Krispy Krunchy Chicken, KFC, Pizza Hut, Little Caesars, Huddle House and maintain an excellent rating with all companies.

Convenience Store

LPT Retail Management Services provides our clients with a complete operational package. This means on the day of takeover, our assigned takeover team of professionals will transfer all employees, local and state licenses, utilities, inventory purchases, fuel purchases, any and all agreements held by vendors, equipment services, and maintenance services. This will ultimately remove all of our clients day-to-day operational responsibilities.





What we can do:

Truck Stop or Travel Center

LPT Retail Management Services has been a very successful service used in all different aspects of the convenience store industry. Although Truck Stops or Travel Centers can appear as just another gas station, in most cases they have many different profit centers. These profit centers are usually operated as a separate business with-in a business. Some of these profit centers are multiple fuel pumping stations for gas and diesel, multiple franchise restaurants, hotels, gift shops, repair shops, and car truck washes. Although truck stops can be more complex, our retail management services will meet your company's needs.



Quick Lube Service

LPT Retail Management Services is an established and current franchisee with many companies and can operate Quick Lube facilities at a moments noticed anywhere in the US. LPT currently operates multiple locations for name brand companies. Our extensive experience with many different company brands has given us the ability to develop proven and successful systems in improving the bottom line.





What we can do:

Fast Food Restaurant

LPT Retail Management Services is an established and current franchisee with many fast food chains and can operate any restaurant at a moments notice anywhere in the US. LPT currently operates multiple franchise fast food restaurants with several popular restaurant chains. Our extensive experience with fast food restaurant has given us the ability to develop proven and successful systems in improving the bottom line.



Full Service Car Wash

LPT Retail Management Services provides our clients with over 30 years of operating and managing experience in this industry. LPT currently maintains relationships with all National Car Wash Equipment manufactures and Chemical Vendors, giving us the edge needed to maximize the bottom line.

The car wash business can be a very profitable business if operated efficiently. Without important systems and programs to manage expenses, labor adjustments due to weather changes can diminish the ability to earn a profit. Our extensive experience has given us the ability to develop proven and successful systems in improving the bottom line.





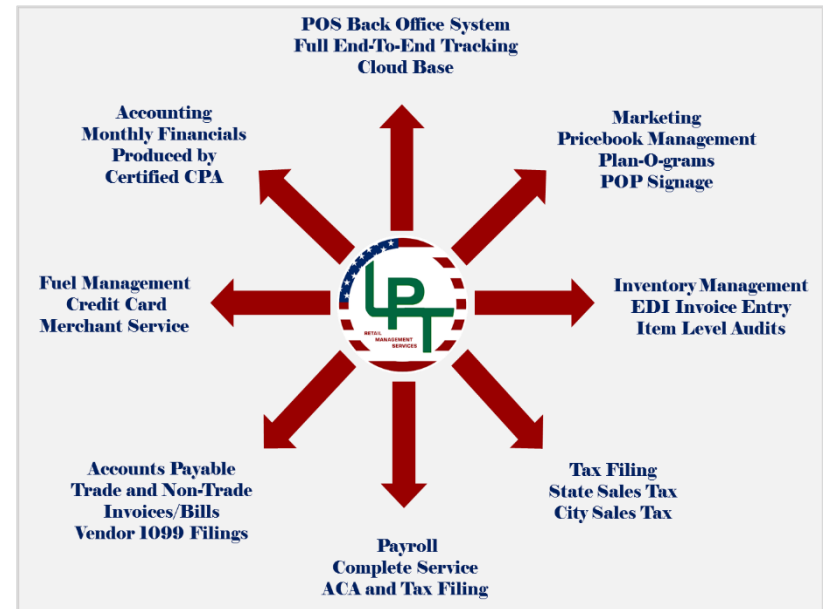
How we do it:

Understanding your business is key to the success of our services. Our company's goal is to find the absolute best solutions that works for your business. Over the last 30 years, our service programs have been constantly updated staying ahead of the industry's latest challenges. Keeping up with technology is paramount. Combining our industry knowledge, along with todays technology, has given us a huge advantage against any company trying to duplicate what we do.

We're proud to say, we are the best at what we do. Many have tried, where we have succeeded.

The diagram shows a breakdown of the day-to-day financials side of our services. Everything is handled in-house and provided on a monthly basis.

Client lease program may also be an option for you. We found that some clients do not wish nor have any interest in the day-to-day responsibilities and just want to remain property owners. LPT is in business to grow, we are constantly looking for new locations to add to our group.





How we do it:



POS Back Office System

Technology has advanced in this industry by leaps and bounds. LPT's founders realized this and started the company at the most opportune time. While many companies had invested so much time and money to old, obsolete technology, making it very difficult to abandon, LPT saw the opportunity and ran with it. In 2010, LPT was able to partner up with **PETROSOFT**, the leading back office service provider in the c-store industry. We see the value of what they provide and use them exclusively in all our locations.

Because this system is on the cloud, we're able to maintain and manage a clean price book with over 15,000 SKU's that can be downloaded into any store's POS system within minutes. This advantage insures that all items are being scanned with the correct retail upon takeover of any amount of stores at a time. All these benefits translate to capturing saved margin from day one.

Payroll System

After many years of providing in-house payroll we found another advantage in using technology on the cloud. Payroll today has become so complex that maintaining the strict record-keeping guidelines and proper tax withholdings, as well as keeping up with ACA, we find using a professional service is the way to go. Selecting Paycom as our payroll service provider is very important in maintaining a secure and transparent system for our clients. Employees have to clock in/out on a secure access point, which uploads to the cloud and is monitored daily, preventing any unauthorized labor expense.



Log In Screen



How we do it:

LPT provides many in house services that we use for both our company owned stores and client service programs. These services have been designed to work for any client whether it's one location or one thousand locations. As every clients needs can vary, we're confident our tried and true retail management system will work for you. Below are some of our most popular services.



Inventory Management

One of the biggest challenges in any retail business is controlling inventory. According to the National Retail Security Survey, retail losses hit \$41.6 Billion last year alone, which translates into 1.61% of lost sales. The convenience store industry's losses on average have been over 4% of sales (avg. \$30,000 per year, per store). The cause of inventory shrinkage is attributed to employee theft, shoplifting, vendor fraud, and administrative errors.

LPT's Inventory Control System is a combination of an advanced back office computer system that tracks register sales at item level and processes all vendor purchase at item level via our accounting processing center. Taking this extra step to insure that all negotiated costs with vendors are correct while entering these invoices is very important. While applying these great measures, it is also as important to perform monthly inventory audits at item level. This ability gives us a true indicator of any issues or problems the store may have by month.





How we do it:

Permits and Licenses



As any business owner understands, it is one of the most important responsibilities in the operation of your business, yet, many find this to be difficult because of the unknowns. You really don't know what you don't know until you get a visit from an enforcement officer. Unfortunately, telling them you forgot or did not know you had to file for a permit does not help your case. Depending on the officer or the type of permit, penalties can result in fines or your business to be temporarily closed. Failure to maintain licenses on categories such as alcohol beverages and tobacco product can affect loss of sales by over 50%. In addition, reapplying for expired licenses becomes problematic and in some cases take as long as 12 months to get re-approved.

As part of our service, LPT insures all permits and licenses are filed on time and kept current.



Sales and Use Taxes

Filing and collecting sale and use taxes for convenience stores can be a very complicated process if you're not set up correctly at point of sale. With as many as 15,000 SKU's and over 50 different product categories, making sure you collect the correct sales taxes is a difficult process. In addition, every state, county, and city has different tax rates, as well as different products, that should collect sales tax. LPT's price book is setup with Departments and Categories that can easily handle as many as 7 different tax rates, which is more than what is required for any state in the US.



How we do it:



Accounting Service

LPT has a full service accounting department with book keepers and certified public accountants. LPT provides a complete set of financials every month, by store and by company. This includes Balance Statements, Profit & Loss Statements, and full general ledger report.



Marketing

LPT provides a full marketing program. This program consist of over 30 years in best practices, latest technology and long term partnerships with many vendors. While the average size store can tie up over \$75,000 in product inventory, LPT uses its many resources to determine the correct selection of inventory and minimize the purchase of slow moving items. LPT uses plan-o-grams (POG's) to set up every store. Every plan-o-gram is continuously updated against sales by rank.

Ordering system

In addition to setting up each section with POG's, every shelf is set up with product labels for weekly reordering. The hand held ordering system also provides a history of how often this product was ordered and suggested quantity order ensuring no out-of-stock.

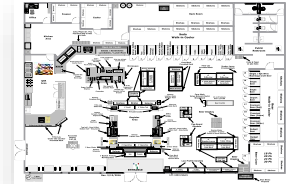




How we do it:

Floor Plan (Store Layout)

During every store initial reset, a store layout is created to identify the final section of every POG. This process is just as important as creating plan-o-grams. Creating these store layouts insures the proper use of the stores space by vendors and maintains control and consistency of the store appearance.



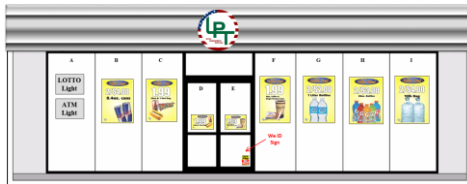
Point-of-Purchase (signage)

LPT creates and provides every store with POP signage. All art work and signage material are done in house and distributed to every store. Promotional retails/prices are negotiated and set up with each vendor by the marketing department during the initial setup of the store and are maintained monthly.



Point-of-Purchase (Assignment)

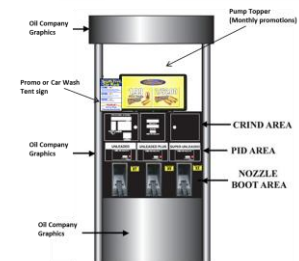
All POP Signage is customized to every location and assigned at a specific window/door to maximize promotion exposure.



Front door POP assignment



Cooler doors POP assignment



Fuel Pump



Questions & Answers:

Why consider LPT?

Transitions can easily go from profitable to costly when unexpected delays come into play, especially if you are not equipped with an operating infrastructure. Whether an oil company is in between dealers or a financial institution is flipping property, LPT Retail Management Services provides 360 degrees of interim management services. These services including operations, marketing, fuel management, survey analysis, accounting, payroll, and I.T., for one easy set fee.

Does LPT have the experience to manage our site(s)?

Yes, the LPT team has over 150 years combined experience in the industry, specializing in site management. From managing existing sites, re-opening closed locations, and/or opening new sites from the ground up, our references and recognition from past projects speak for themselves.

What is the typical lead time until LPT will be ready to take over the operation of my site(s)?

Lead time can vary, transitions can take from a 24 hour notice to a 30 day notice. LPT's only time limitations are how long it takes to get the required licenses and permits.

Who is responsible for liabilities and problems associated with having employees, selling alcohol and tobacco products, etc.?

LPT Services employs all personnel needed to operate the site(s). In addition, LPT Services applies for and holds all permits and licenses associated with the site(s), thereby removing all responsibilities from the client.

Can you work with Receiverships, Foreclosures, or Bankruptcy sites?

Yes, LPT can and does work with any type of legal entity. LPT can also act as a Receiver taking care of all facets of court reports and communications.

Will you operate just one site?

Yes, LPT Services will operate and manage any amount of site(s), anywhere in the U.S., for any amount of time needed.



Contact Info

As the company's founder, Kevin Gandy, in his 30 year successful career, has had the pleasure of working with incredible people. In 2010, when he decided to venture out and start LPT, he was able to hand pick an exceptional, highly experienced team that he's worked with for over 25 years. This team left promising careers, believing in Kevin and his new business venture. As the team came together, one-by-one, he was convinced that LPT would be very successful and offer the best retail management services to it's clients. His team was also convinced. He continues to grow a highly motivated group, with now over 184 years of combined retail experience.

Thank you for your interest in LPT

Please feel free to contact us with any questions.

Kevin Gandy

President

Office: 972-338-4025 x 205 - Cell: 512-567-2263

kgandy@lptservices.com

LPT Retail Management Services, LLC

5700 Tennyson Parkway

Suite 300

Plano, TX 75024

Office 972-338-4025 / info@lptservices.com