

CHECKLIST for BUYING a GAS STATION

- 1. EBITDA (Earnings Before Interest, Taxes, Depreciation, Amortization)**
- 2. Regulatory Compliance**
- 3. Strong Supplier Relationships**
- 4. Real Estate ~ Company-Owned Land, Buildings, USTs Included in Sale**
- 5. Modern Facilities & Costs to Upgrade**
- 6. Competition**
- 7. Potential New Competitive Threats**
- 8. Traffic Generators**
- 9. Traffic Counts**
- 10. Demographics**
- 11. Fast Growing Local Economy**
- 12. Brands**
- 13. Profit Centers**
- 14. Ability to Add New Profit Centers**

jrm.revII.09.26.04

***** CUSTOM-CRAFTED FUELS RETAILING CONSULTANTS *****
***** CONCEIVING HIGH CASH FLOW PROJECTS IS OUR SPECIALTY *****

SITE LOCATION SOLUTIONS CONSULTING
9323 VISTA SERENA, CYPRESS, CA 90630-3019 VOICE: 714.220.1806 FAX: 714. 826.1143
EMAIL: SITEPRO1@COMCAST.NET WEB: WWW.4VQP.COM