

Refueling & C-Store Market Focus



Customized Solutions Serving High-Value Product Categories

Refueling & C-Store Market



Market Driven
Portfolio

Lighting Solutions

Indoor

- High Bay
- Troffer
- Linear
- Downlights
- Decorative
- Retrofit Kits

Outdoor

- Area
- Canopy
- Garage
- Wall Mount
- Flood
- Bollards

Controls

- Sensors
- Photocontrols
- Dimmers
- Motion Detection
- Bluetooth Systems
- Wireless IoT Systems

Display Solutions

- Printed Graphics
- Structural Graphics
- Facades and Cladding
- Digital Signage
- Menu Board Systems
- Display Fixtures
- Refrigerated Displays
- Custom Display Elements

Services

- Creative Services
- Site Surveys
- Permitting
- Construction / Installation
- Rebrands / Change-Outs
- Content Management
- Post-Implementation

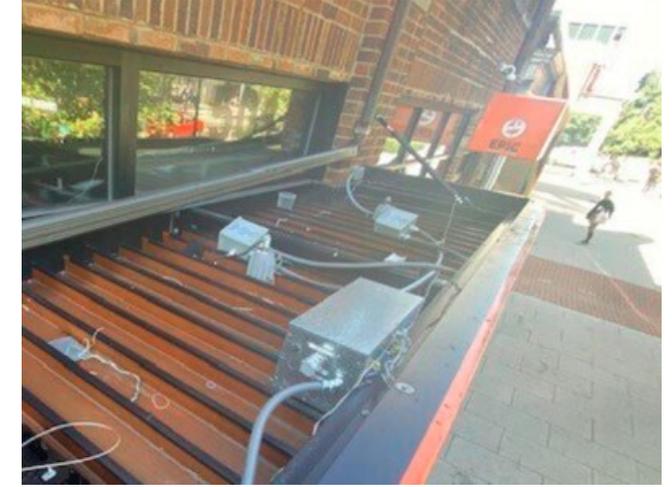
REFUELING STOREFRONT LIGHTING SOLUTIONS



Types of Installations – Awnings v Soffits

Awning

- Small scale canopy
- Open to the elements above / on top
- Mostly attached to building entrances



Soffit

- Over-hang structure attached to building
- Closed to the elements above / on top
- Mostly attached to building entrances



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Market Conditions

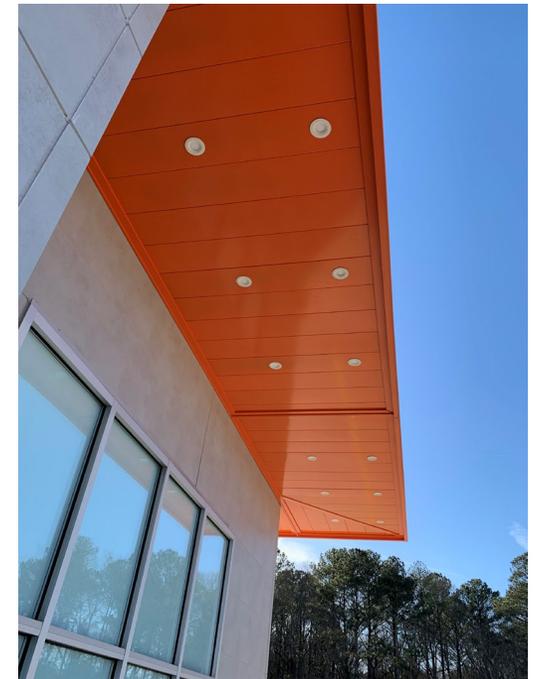
Use of Bulky Surface Mounted vs Recessed Lighting due to Water concerns



No Lighting due to Top Exposure to elements (reduced safety & security)



Use of Wet Location Trims v IP Rated Luminaires



Limited Solutions for Awning

Lighting industry has limited-to-no options for Awnings (mostly Specialty & Soffit applications)

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Market Potential – LSI Lighting Solutions

Store Exterior

- Soffit
- Awning
- Parapet
- Wall Mount
- Bollards
- In-Ground
- Canopy
- Perimeter



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Lighting Solutions – Awnings & Soffits

Store Exterior

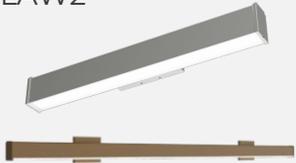
- SFS



- SFR



- LAW2



- CRUSX



- XSPS



- SCV



- Archer





Store Exterior

- SFS



Insert Inland SunStop Photo

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Lighting Solutions – Awnings & Soffits

SFS

Catalog #: _____ Project: _____ Type: _____
 Prepared By: _____ Date: _____

Surface Mount Awning & Soffit Fixture (SFS)

LED Soffit Multi Purpose Luminaire

OVERVIEW

Lumen Package (lm)	4,000 - 10,000
Wattage Range (W)	26 - 65
Efficacy Range (LPW)	122 - 153
Weight lbs (kg)	16 (7.2)

QUICK LINKS

Ordering Guide
Performance
Photometrics
Dimensions

FEATURES & SPECIFICATIONS

Construction

- Features a ultra-slim 15/16" profile die-cast housing, with flat clear or diffused tempered glass lens. Unit is water-resistant, sealed and IP66 rated. Integral designed heat sink does not trap dirt and grime, ensuring cool running performance over the life of the fixture.
- Standard color is white and is finished with LSI's DuraGrip® polyester powder coat process. DuraGrip withstands extreme weather changes without cracking or peeling.
- Luminaire assembly incorporates a pressure stabilizing vent breather to prevent seal fatigue and failure.

Optical System

- Features an array of select, mid-power, high brightness, high efficiency LED: 3000K, 4000K, 5000K color temperature, 80 CRI (nominal).
- Symmetric distribution provides for general, even illumination under the fixture.
- Optional diffused lens available for Symmetric distribution to soften the brightness of the luminaire.
- Four Lumen Packages: 4,000, 5,000, 7,000, 10,000 Lumens.

Electrical

- Industry leading thin profile optical assembly features first of its kind integrated driver design. The optical assembly unit houses both the LED array and the LED driver eliminating the need for an external driver and driver enclosure.
- High performance factory programmable driver features over-voltage, under

Installation (Standard)

- One-person installation.
- Installs in a 5" to 16" deck pan. Deck penetration consists of a 4" hole, simplifying installation and water sealing. Unit is designed to quickly retrofit into existing Scottsdale (4") hole as well as openings for Encore and Encore Top Access and to reconnect wiring for the SC/ECTA without having to relocate the conduit.

Controls

- Fixture dimming is accomplished via wired and wireless methods:
 - Wired - 0-10V analog low-voltage control that varies DC voltage
 - Wireless - Bluetooth Low Energy (BLE) Mesh

Installation (REDIMount)

- REDI-Mount available. Patent pending 3 piece quick mounting system; components include collar, capsule and connector.
- Installs in 5" to 16" deck pan. Designed to reduce canopy penetrations and increase installation efficiency.
- Must have access to top of luminaire to secure locking collar.

Warranty

- LSI luminaires carry a 5-year limited warranty. Refer to <https://www.lsicorp.com/resources/terms-conditions-warranty/> for more information.

Listings

- UL and ETL listed to UL 1598, UL 8750 and other U.S. and International safety standards. Suitable for wet locations.
- DesignLights Consortium® (DLC) Premium qualified product. Not all versions of this product may be DLC Premium qualified. Please check the DLC Qualified Products List at www.designlights.org/GPL to confirm which versions are qualified.
- Meets Buy American Act requirements.
- IDA compliant with 3000K or lower color temperature.

LSI Industries Inc. 10000 Alliance Rd. Cincinnati, OH 45242 • (513) 372-3200 • www.lsicorp.com
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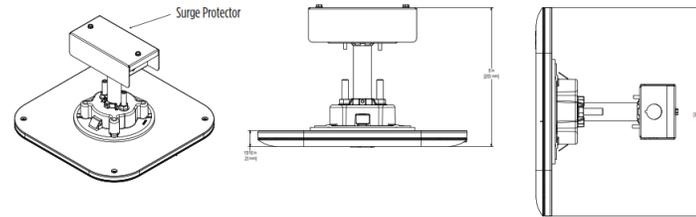
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ORDERING GUIDE

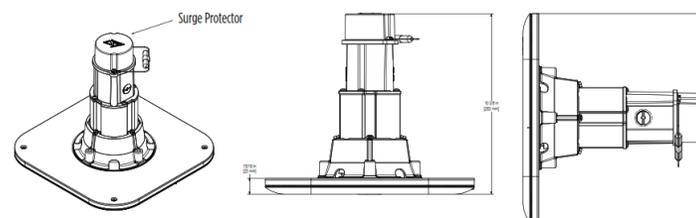
[Back to Quick Links](#)

TYPICAL ORDER EXAMPLE: SFS SC LED 5L 50 UNV WHT REDI									
Prefix	Distribution	Light Source	Lumen Package	Color Temperature	Input Voltage	Controls	Finish	Mounting	Options
SFS - LED Soffit Fixture Surface	SC - Symmetric	LED	4L - 4,000 Lumens 5L - 5,000 Lumens 7L - 7,000 Lumens 10L - 10,000 Lumens	30 - 3000K 40 - 4000K 50 - 5000K	UNV - Universal Voltage (120 - 277V)	ALBMR1 - AirlinkBlue Multi Range Motion and Photo Sensor (8-15' mounting height)	WHT - White BRZ - Bronze BLK - Black	Open Awning Blank - Stem & Junction box REDI - REDI-Mount integrated junction box system	Standard - Diffuse Lens (DFL) CLR - Clear Lens

Standard Mount



REDIMount



REFUELING STOREFRONT LIGHTING SOLUTIONS



Lighting Solutions – Awnings & Soffits

Store Exterior

- LAW2



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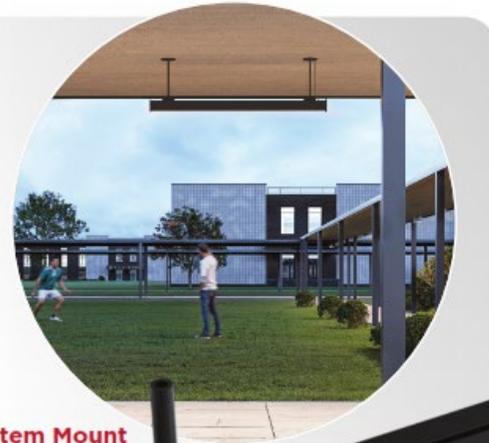
Lighting Solutions – Awnings & Soffits

Store Exterior

- LAW2



Clean aesthetics and unparalleled performance, the LAW2 extends interior linear runs to the outdoors with these mounting configurations:



Stem Mount
Direct/Indirect
ILLUMINATION



Wall
Direct/Indirect
ILLUMINATION



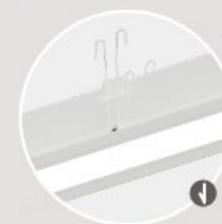
Mullion
Direct/Indirect



Surface
Direct



Aircraft Cable
Direct



Recessed Flanged
Direct

Key Features & Specs

- **Factory-Sealed**
(no field assembly)
- **Best-in-Class Efficacy**
(up to 130LPW)
- **Versatile Mounting**
(6 configurations)
- **Engineered Distributions**
(FT, WW, WG)
- **Made in America**
(BAA, BABA)
- **DLC Listed for Rebates**

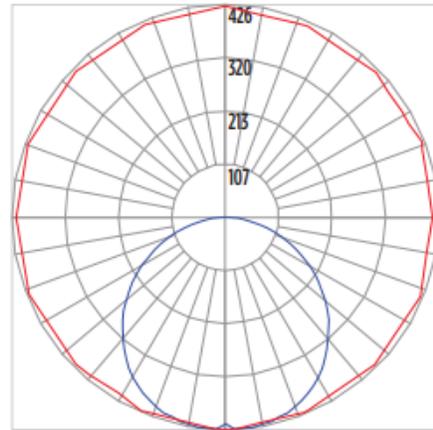
REFUELING STOREFRONT LIGHTING SOLUTIONS



Lighting Solutions – Awnings & Soffits

Store Exterior

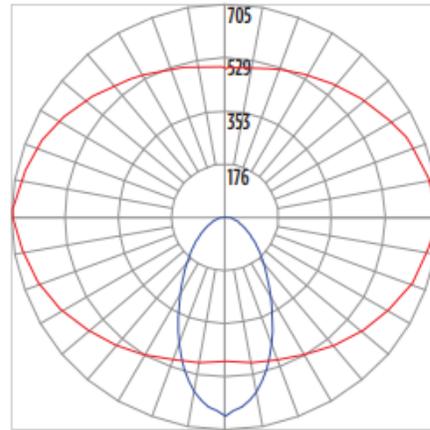
- LAW2



Vertical Plane Horizontal Cone

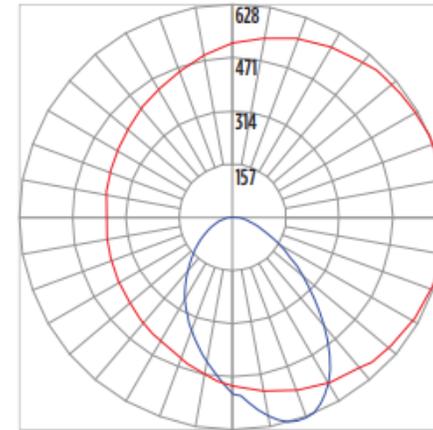
LAW2-4-O3L-OL-840-FA-S-UNV

Wide Symmetric Lambertian (S)	
NEMA Type	7 H x 7 V
Horizontal Beam Angle (50%)	108°
Vertical Beam Angle (50%)	114°
Horizontal Field Angle (10%)	167°
Vertical Field Angle (10%)	164°



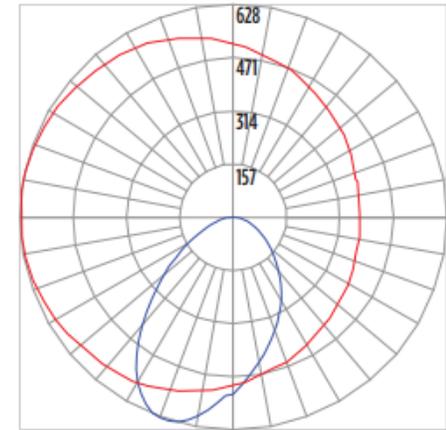
LAW2-4-O3L-OL-840-CA-N-UNV

Narrow / Wall Graze (N)	
NEMA Type	7 H x 6 V
Horizontal Beam Angle (50%)	104°
Vertical Beam Angle (50%)	53°
Horizontal Field Angle (10%)	153°
Vertical Field Angle (10%)	124°



LAW2-4-O3L-OL-840-CA-A-UNV

Asymmetric / Forward Throw (A)	
NEMA Type	7 H x 7 V
Horizontal Beam Angle (50%)	92°
Vertical Beam Angle (50%)	72°
Horizontal Field Angle (10%)	149°
Vertical Field Angle (10%)	141°



LAW2-4-O3L-OL-840-CA-R-UNV

Wide Symmetric Lambertian (S)	
NEMA Type	7 H x 7 V
Horizontal Beam Angle (50%)	92°
Vertical Beam Angle (50%)	72°
Horizontal Field Angle (10%)	149°
Vertical Field Angle (10%)	141°

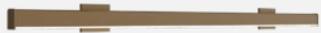
REFUELING STOREFRONT LIGHTING SOLUTIONS



Lighting Solutions – Awnings & Soffits

Store Exterior

- LAW2



Company	LSI	Pinnacle	Coronet	Lumenpulse	Current HLI/KIM	Forum/ Current HLI	Saylite
Product	LAW2 LiniArc® Wet	EDGE Wet	LS-WET	Lumenfacade	Pursuit	Aquas 2	CWLLL
2" Width	✓	✗	✗	✓	✗	✓	✗
Stem, Surface, Recessed, Cable, Wall, Mullion Mount	✓	✗	✗	✗	✗	✗	✗
1ft. – 8ft. Length	✓	✗	✗	✗	✗	✗	✗
IP66	✓	✗	✓	✓	✓	✗	✓
Up to 1,500 lumen/ft.	✓	✗	✗	✗	✓	✓	✗
2700, 3000, 3500, 4000, 5000K CCT	✓	✓	✓	✓	✓	✗	✗
Up to 130 LPW	✓	✗	✗	✗	✗	✗	✗
Drop Lens	✓	✗	✗	✗	✗	✗	✗
Direct & Indirect	✓	✗	✗	✗	✗	✓	✗
4x Distributions	✓	✗	✗	✓	✓	✗	✗
Continuous Runs	✓	✗	✓	✗	✓	✓	✓
Black, White, Bronze, Silver, Custom Finish	✓	✓	✓	✓	✓	✓	✗
Integral EM	✓	✓	✓	✗	✓	✓	✗
Tunable White/RGB	✗	✗	✗	✓	✗	✓	✗
Corners	✗	✗	✗	✗	✓	✗	✗
Adjustable/Fixed Arms	✗	✗	✗	✗	✓	✗	✗ ¹³

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Lighting Solutions – Awnings & Soffits

Store Exterior

- XSPS



REFUELING STOREFRONT LIGHTING SOLUTIONS



Lighting Solutions – Awnings & Soffits

Store Exterior

- Archer



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Lighting Solutions – Awnings & Soffits

Store Exterior

- SCV



 REDiMount™
Capable



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Lighting Solutions – Awnings & Soffits

Store Exterior

- CRUSX



 REDiMount™
Capable

**Insert
CRUS/
CRUSX
Photo**

REFUELING STOREFRONT LIGHTING SOLUTIONS



Lighting Solutions – Awnings & Soffits

Product Scale



SFR

SFS

CRUS /
CRUSX

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Lighting Solutions – Revenue Positive ROI

Storefront & Transition Area



**The Right Light, When and Where You Need It
To Drive In-Store Sales and represent
Your Brand
In the Best Light at Night**

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Lighting Solutions – Revenue Positive ROI

Patented ROI Solutions

- SLM Perimeter



- SCV Forward-Throw



- Building Archer



Why Well-Lit Stores Win More Sales

Poor lighting impacts more than just ambiance—it can also affect your bottom line. With a quarter of operators acknowledging their lighting needs improvement, there's a clear opportunity for growth.

Better lighting boosts sales, increases foot traffic, and elevates customer confidence.

Don't let profits fade—discover the difference brighter lighting can make:

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Lighting Solutions – Revenue Positive ROI

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Outside lighting can drive customer visits and store traffic



“PAINT THE BUILDING WITH LIGHT”

“Increased traffic at night”

“Loitering has been greatly reduced”

5.3% more foot traffic was generated by an **above-average** rating in outdoor lighting.

8.5% less foot traffic occurred with a **below-average** rating in outdoor lighting.

PDI and GasBuddy, Tracking Convenience Report: From the Pump to the C-Store

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Lighting Solutions – Revenue Positive ROI

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The Bright Choice:

Safety First:

Good Vibes:

50% of female shoppers are **drawn to well-lit entrances**
(compared to 40% of males)

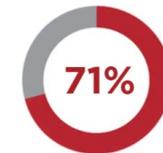
47% of female shoppers **are more likely to shop** in brightly lit
interiors (compared to just 36% of male shoppers)

Better Lighting, Happier Staff



74% of operators agree that bright lighting prevents loitering at the store entrance.

Lighting isn't just about customers
it also impacts your staff.



71% agree that bright lighting helps employees feel safer.

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Lighting Solutions – Revenue Positive ROI

Discover the evolution of LSI's lighting: from our first gas station canopy fixture over four decades ago to today's cutting-edge LED technology. Illuminate the journey from pump to store with our latest innovative canopy fixtures.

Patented ROI Solutions

Scottsdale®

Scottsdale HID Retrofit Kit



REDiMount™

REDI



- Easy Lift Hand/Hoist Strap
- Integrated Junction Box
- Weather Resistant Plugs Included
- Rugged Die-cast Aluminum
- Tight Mount Screws Included
- Secure Locking Collar
- Aligned Straight Edge for Alignment

Scottsdale® SCM SE

Car Wash Series



**streamline
installation and
maintenance**



**attract
customers**



**charge up
sales**



**cut energy
costs**



**provide the
control systems
your store needs**

REFUELING STOREFRONT LIGHTING SOLUTIONS



Lighting Solutions – Revenue Positive ROI

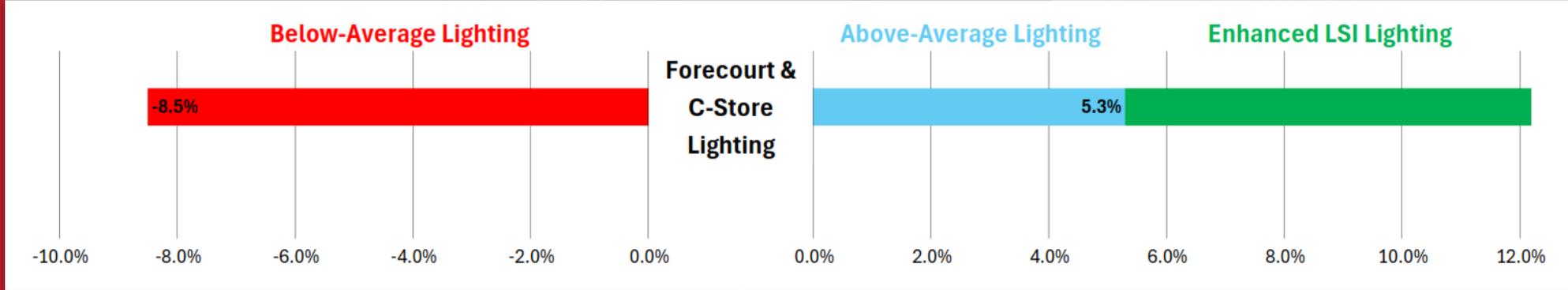
Patented ROI Solutions

Canopy Forward Throw




+

Building Archer



Don't wait—light up your store and your bottom line today!

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Lighting Solutions – Revenue Positive ROI

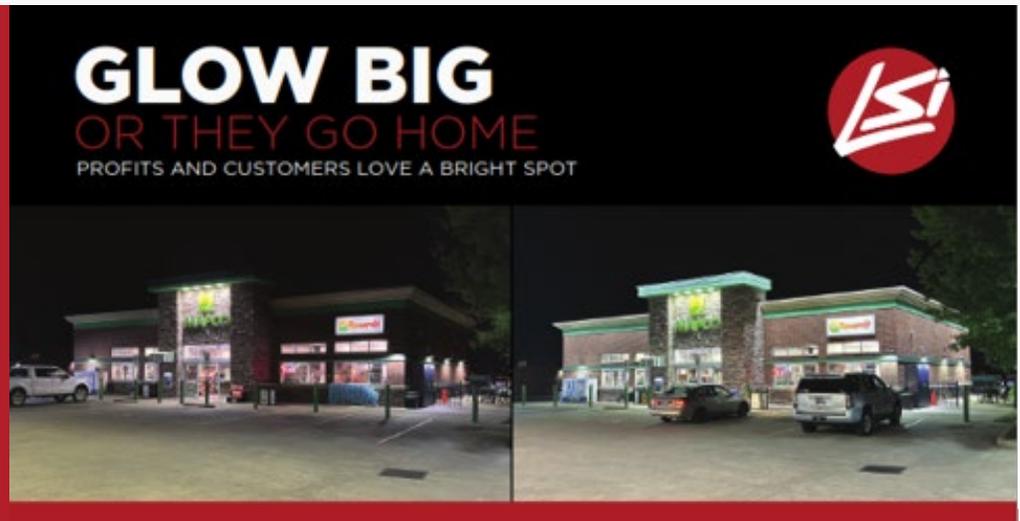
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Canopy Forward Throw




+

Building Archer

1 A major oil company invested in a 60 Site upgrade of Vertex Forward Throw undercanopy lights and Building Archer illumination system. Thirty days after completion, Fuel and Store sales were tracked for three months at the 60 upgraded sites and 60 Control sites.

2 A major oil company invested \$6M for a turnkey upgrade to LSI undercanopy lighting, illuminated canopy fascia systems with Archer, and MD lighting repair/replacement to 250+ sites within 5 month window. +2% store transactions and +8% fuel transactions (+\$900K more transaction and +194 revenue vs prior year).

3 A major marketer upgraded outdated LEDs (ranging from 5 to 10 years of service) with LSI lighting solutions at approximately 100 retail locations to enhance visibility, safety, security, and brand recognition, aiming to boost fuel and store sales. Over the subsequent two years, these upgrades resulted in increased foot traffic and sales, with fuel sales rising between 6% to 8%, attributed to customers feeling safer. In-store sales increased by 12% to 22% (averaging 14%), with one site experiencing nearly a 30% rise. The program successfully met its objectives, significantly improving both fuel and in-store sales.

+1.8% fuel

+6.8 c-store transactions

+6% fuel transactions (>\$10M revenue)

+2% c-store transactions

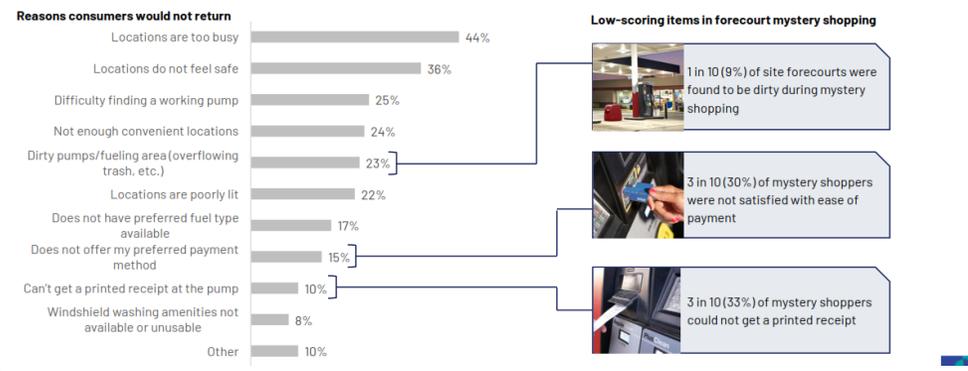
+7% fuel

+14% c-store transactions

There's nothing like seeing the transition and measuring the results at one of your own sites.

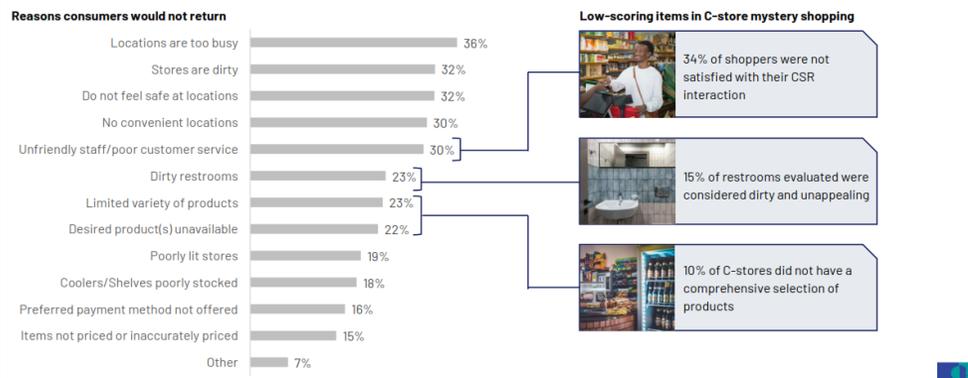
Reasons consumers would not return to a site

- Consumers report that a site being too crowded / busy, feeling unsafe, or having non-working pumps are top reasons they would not return
- Among items measured in Ipsos' mystery shops, dirty forecourts, payment difficulties, and inability to get a receipt received low scores, indicating sites performing poorly on these items are in danger of losing repeat business



Reasons consumers would not return to a C-Store

- Consumers report that crowded/busy stores, dirty stores, and feeling unsafe, are top reasons they would not return to a C-Store
- Among items measured in Ipsos' mystery shops, unfriendly CSRs, dirty restrooms, and lack of desired products have low scores, indicating C-Stores performing poorly on these items are in danger of losing repeat business



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Lighting Solutions – Revenue Positive ROI

Patented ROI Solutions

Canopy Forward Throw



+

Building Archer



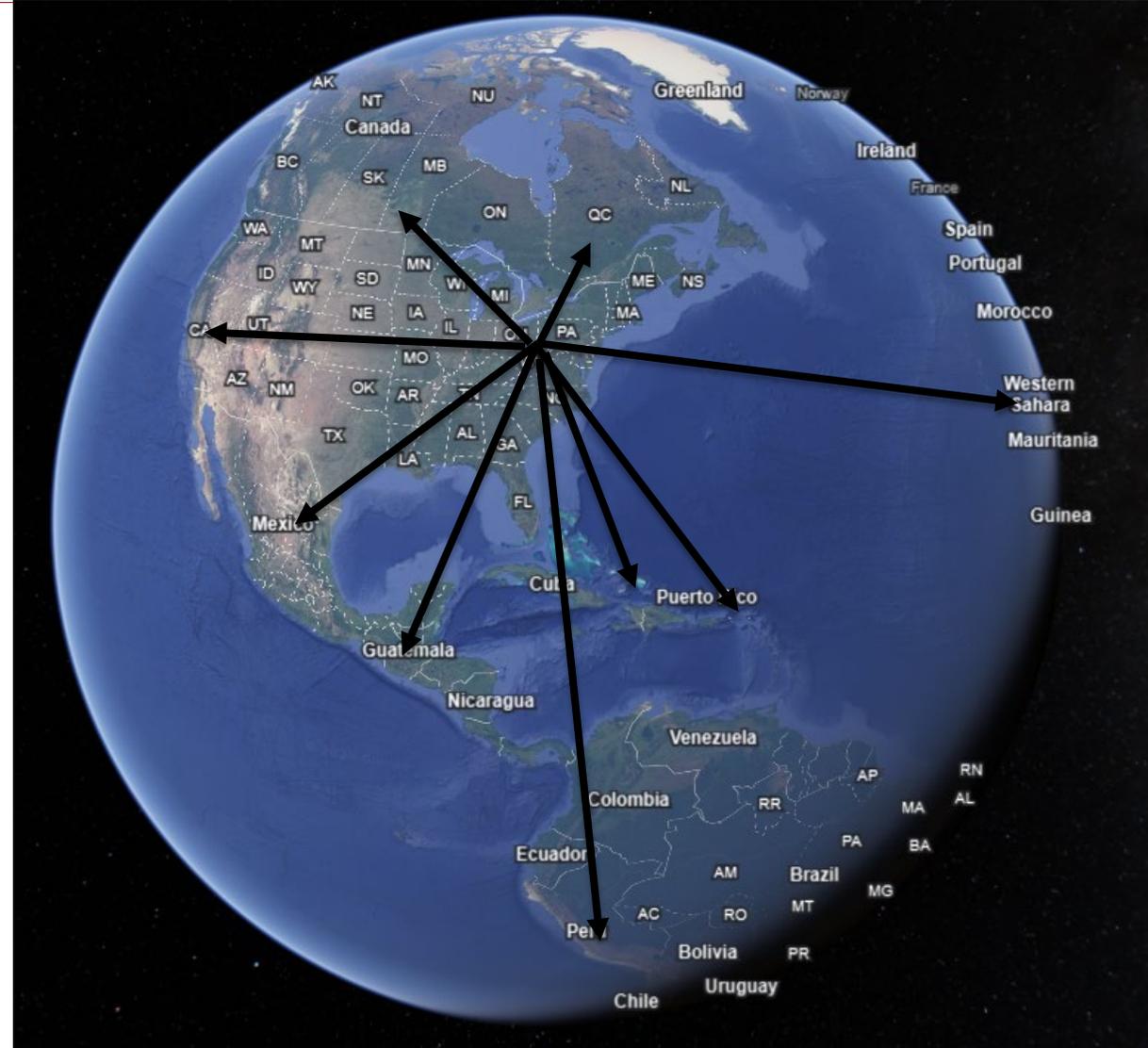
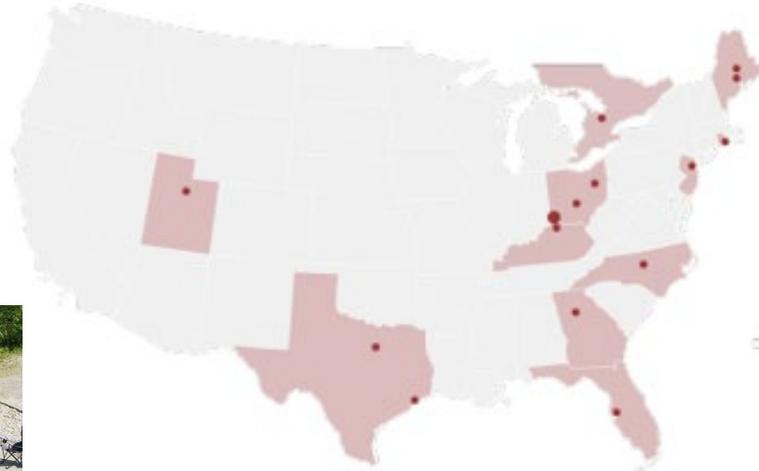
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Lighting Solutions – Established Experience, Devoted Support, Global Reach

Our Footprint

Serving Our Marketplace From 16 Manufacturing Locations



Forward Thinking Solutions + Legacy™ of Support

