



NACSSHOW.2024

Refueling & Convenience Store

a trusted expert serving the refueling and convenience store market

October, 2024

Topics for Discussion

- Our Understanding of Your Needs
- EMI's Value, Capabilities and Qualifications
- Examples from Recent EMI Projects
- Next Steps

Our Understanding of Your Needs

As you are planning to open / renovate X number stores over the next few years, you would like to partner with a based manufacturing company that specializes in C-store rollouts to help you:

- Achieve your aggressive growth objectives
- Provide the consistency you need to grow your brand
- Realize greater value from the industry's best practices

You would like your 'Partner' to share common values and provide:

- The highest quality at competitive pricing
- Exceptional service at all stages of the project
- Industry insights, best practices and innovative ideas

EMI Industries Overview

OUR MISSION

To be the leader in the manufacture of store fixtures and foodservice equipment, while committing to the highest standards of quality, service and innovation that exceeds our customer's expectations.

INDUSTRIES SERVED

- **Convenience Store**
- Supermarket
- Restaurant
- Drug Store
- Institutional
- Retail

OUR VALUE

We bring a competitive advantage to our customers through our growing network of regional, best-in-class design, engineering, and manufacturing facilities.

MATERIALS

Stainless Steel, Aluminum, Laminated Wood, Hard Wood, Solid Surface, Quartz, Glass, and Plastic

ILLUSTRATIVE CLIENTS

- Chick-fil-A
- Chipotle
- Cooper's Hawk
- Darden
- **Enmarket**
- Hertz
- Krispy Kreme
- Kroger
- Long Horn Steakhouse
- Panera Bread
- PDQ
- Publix
- **QuikTrip**
- Raising Cane's
- Starbucks
- **Sheetz**
- **Wawa**
- **Yesway**

EMI MANUFACTURING FACILITIES

Florida - Georgia - New Jersey - Rhode Island - Texas
400,000+ SF of Manufacturing

How We Are Unique

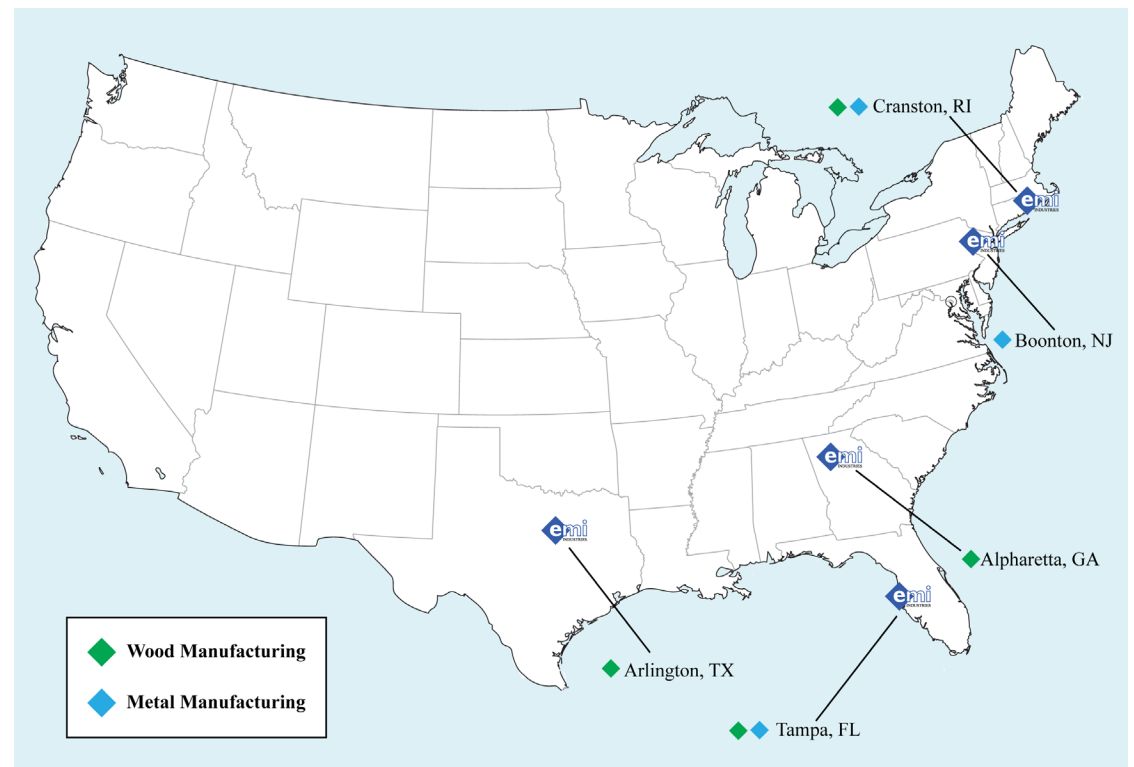
In addition to bringing a competitive advantage to our customers through our multi-region facilities, EMI has a unique set of capabilities.

- **Quick Turn Manufacturers:** We have developed quick-turn manufacturing capabilities, invested in the latest technology, and operated in productivity work cells. Our costs are contained, and the benefits of these efficiencies are passed on to you.
- **Customer Advocates:** Our approach is to clearly understand your needs and work collaboratively with you to develop the right solution. From the beginning to the end of your project, we are there to make it a success.
- **Master Builders:** Craftsmanship is at the heart of what we do. Whether your project requires stainless steel, aluminum, laminated wood, hardwood, solid surface, glass or plastic, EMI has mastered the art of custom solutions for all of your needs.
- **Environmental Stewards:** We are compliant with CARB standards and staff LEED accredited professionals in every EMI facility. We can consult and lend our knowledge to your organization to help you achieve your green initiatives.
- **Engineering Experts:** Our engineering expertise is unparalleled. We distinguish ourselves from the competition by employing over twice the number of engineers of most companies.

Quick Turn Manufacturers

Our manufacturing processes, technology, and machinery are best-in-class and consistent across all of our regional facilities---delivering greater value and providing you with a competitive advantage.

- Employed Conway Institute of Quality for employee training and evaluation since 1992
- Working with Goldratt Institute of Quality to increase output
- Began instituting Lean Manufacturing work cells in 2001
- Instituted Six Sigma Quality program in 2002
- All products guaranteed by Industry-leading warranty



Consistent, State-Of-The-Art Technology and Processes Across Locations



CNC Panel Saw



CNC Point to Point



CNC Edge Bander



CNC Dowel Machine



CNC Press Brake



CNC Laser

Customer Advocates

EMI makes significant investments in people, training, and technology to ensure you receive significant value. As a result of our customer focus, we have maintained a customer retention rate of greater than 95% for over 30 years.

Relationship Management

- Assigned EMI Client Executive with overall accountability for our relationship with you
- Engagement and coordination of all required resources to ensure we exceed your expectations

Dedicated Project Manager

- In addition to a Client Executive, a dedicated Project Manager will be assigned to your account to collaborate and coordinate specific project milestones
- Additional services include:
 - Surveys
 - Take-Offs / Specifications
 - Installations

Business Intelligence & Reports

- Access key information such as Open Projects, Open Orders, Delivery Dates, Lead Time, etc.
- Proactively transmit information automated per customer requirements
- Strengthens relationships by working towards common goals and objectives

Master Builders

EMI can design, engineer, and manufacture any c-store fixture - from the storefront to the backroom. Examples include:

- POS / POP Counters & Cash Wraps
- Beverage Cabinets
- Coffee Bars
- Customer Service Counters
- Food Cabinets
- Fountain Walls
- Frozen Beverage Walls
- Microwave Islands
- Newspaper Racks
- Sandwich Islands
- Stainless Steel Sinks
- Stainless Steel Tables



Environmental Stewards

EMI has been practicing sustainability for over 20 years. We have LEED AP's on staff and will work with you to achieve your green objectives.

4 Million pounds of metal recycled by EMI over the last 20 years

140 Average number of trees saved yearly by recycling

100 Percentage of products shipped using sustainable packaging

80 Percentage of recycled content in all Stainless products (minimum)

38 Percentage reduction in monthly electric and water usage

Striving for Zero Waste Facilities

Engineering Experts

We work with our customer's store planners and designers to elevate their brand and ensure the design and installation processes are effective.

- EMI Engineering team is 20% of corporate staff
- Solution Providers through industry expertise and client consultation
 - Design recommendations
 - Customer bottom-line focus
 - Lifespan and Total Cost of Ownership (TCO) factored
- Parametrics - "Standard Product" Engineering
- CAD/SolidWorks - 3D Modeling software
 - Reduces design time
 - Improves prototyping process to ensure accurate designs
 - Ability to easily envision products in your space

Benefits of Working with EMI Industries

We help leading retail chains grow through our network of regional design, engineering and manufacturing facilities, and unique capabilities. We provide our clients with:

- Reduced freight costs
- Greater speed to market
- Increased manufacturing capacity
- Greater purchasing power for raw materials
- Highly efficient manufacturing processes

Our Qualifications

We are best positioned to help you achieve your aggressive growth goals for the following reasons:

- **Specialization in Helping Leading Chains Grow:** We have over 30 years of experience helping leading convenience store, supermarket, and restaurant chains develop custom millwork and stainless steel solutions. Retail chains, large and small, find our deep industry knowledge, engineering expertise, and quick turn-around manufacturing provide them with the innovation, quality and consistency they need to grow their brands. We can provide a one-stop shop for all your custom fabrication and fixture needs---from the store front to the backroom.
- **Multi-Regional Strategy for Reducing Costs and Increasing Speed to Market:** We have 4 architectural millwork facilities and 3 metal/fabrication facilities covering the NE, SE and SW. All locations use standard, best-in-class processes and technology, ensuring consistent delivery and quality. Our strategy, and custom fabrication and millwork facilities will bring a competitive advantage to your chain.
- **Design and Engineering Expertise:** We have tremendous experience in all elements of design and engineering. We distinguish ourselves by investing heavily in engineering talent and leading edge CAD technologies, allowing us to help our customers improve store designs and reduce costs.

Next Steps

- Identify initial store or rollout for EMI to begin work
- Develop drawings for your concept's approval