



Convenience Distributors of
Oklahoma

Convenience Distributors of Oklahoma

Program & Directory

81st CDO Conference
May 21 & 22, 2023
OKC Convention Center

Oklahoma Super Trade Show
May 23, 2023
OKC Convention Center

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For the full report, visit
www.CDAweb.net/EconReport.



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Questions? Contact Jenn Finn at 703-208-1648.



2023 CDO EXECUTIVE COMMITTEE



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Stephenson Wholesale Co.
DBA Indian Nation Wholesale Co.
Durant, Oklahoma



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FROM THE PRESIDENT'S CORNER

Welcome to the 81st Annual Conference of the Convenience Distributors of Oklahoma (CDO)! We are thrilled that you have joined us this year.



It is hard to believe that a year has passed since the last time we all gathered in Oklahoma City. It seems that things are slowly returning to normal. We are looking forward to another year and a continued focus on what affects us as distributors, retailers and suppliers.

It is important that all of us use the CDO and CDA as a springboard for information sharing, technology updates and innovation in the industry. We spend a lot of our resources on legislative issues, and this

year we have a new lobbyist working with us. Former Oklahoma state legislator Dustin Roberts has joined our ranks, and we look forward to working with him in the years to come. Our longtime lobbyist, Don Williams, will be retiring at the end of 2023.

It has been a pleasure to serve the association this year. Thanks for joining us, have some fun and enjoy your time in Oklahoma City.

Best Wishes,

A handwritten signature in black ink that reads "Greg Cross".

Greg Cross, CDO President
Stephenson Wholesale Co., Inc
DBA Indian Nation Supply Co.

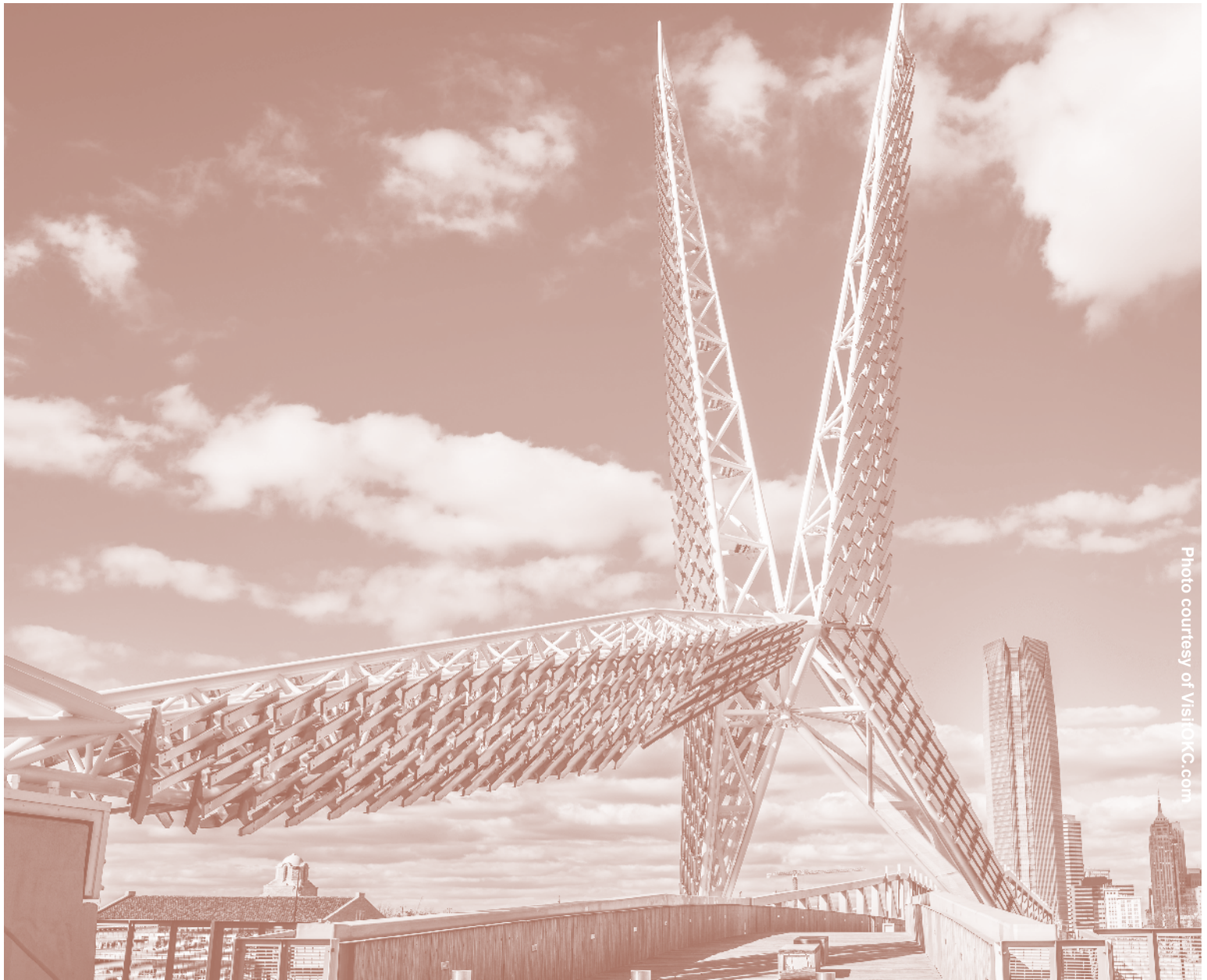


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FROM THE CDA PRESIDENT

Welcome to the 2023 Convenience Distributors of Oklahoma (CDO) Annual Conference! It's so important to come together for this annual gathering. Thank you for attending and continuing to serve this industry well.

While the industry continues to face challenges, CDA's distributor members remain optimistic and excited for 2023. The results of CDA's 2023 Industry Outlook survey revealed that, despite inflation, the majority of distributor members anticipate growth in sales and profits this year, with 70% of respondents anticipating overall sales to increase. Many are expanding product offerings to easily substitute out-of-stock items. Others are increasing efficiency by upgrading warehouse systems and technology. Additionally, members are getting creative with cross training and incentive programs, ensuring staffing remains at appropriate levels. The biggest reason for this growth? New customers, which was noted by more than 90% of Industry Outlook survey participants.

On March 16, 2023, CDA convened a virtual meeting via Teams led by Chair Corey Cooper and CTP Director Brian King to raise the association's urgent concerns about the lack of enforcement of illicit vapor products and the impact on the regulated marketplace for authorized products. Dr. King's responses were focused on the Food and Drug Administration's PMTA process. He shared that the agency is working as quickly as it can with the resources at its disposal, noting that the agency is under-resourced.

We explained that our members have been part of the regulated system that has worked for many years and achieved the lowest smoking rates in decades and the lowest underage use of cigarettes.

Our goals are aligned with FDA to protect public health and safety, restrict youth access and support harm-reduction choices for adult consumers, but those things are being challenged today because of the illicit products in the market. Ninety-seven percent of e-vapor products that adult consumers buy today are not authorized.

However, adult consumer demand is not being met by the few products that FDA has authorized. The speed of authorization is too slow. Our responsible businesses are losing – not because people are not buying e-vapor but because they are buying from illegal sellers.

CDA will continue to deepen its relationship with FDA while also pursuing interactions with other related agencies. Thank you for being engaged and proactive in leading the industry forward and participating in organizations like CDA and CDO.

Respectfully,



Kimberly S. Bolin
President & CEO
Convenience Distribution Association



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*Based on 52 weeks MSAi retail shipment data through June 2022. Value price category includes all brands with manufacturing list price of \$45 per carton or less.



Liggett Vector Brands

SCHEDULE OF EVENTS

Sunday, May 21

3 p.m.: CDO Annual Membership and Board Meeting

(Members Only)

Oklahoma City Convention Center

Room 105

100 Mick Cornett Drive, Oklahoma City

5 p.m.-6:30 p.m.: . Combined Mixer (With OSTS Group)

Oklahoma City Convention Center

Rooms 301 A and B

100 Mick Cornett Drive, Oklahoma City

Monday, May 22

9 a.m.: Golf Tournament

(With Oklahoma Grocers Association)

Gaillardia Country Club

5300 Gaillardia Blvd., Oklahoma City

6 p.m.: CDO Reception - Vast Restaurant

Devon Tower

Infinity Room, 50th Floor

333 W. Sheridan Ave., Oklahoma City

Tuesday, May 23

9 a.m. to 3 p.m.: . . Oklahoma Super Trade Show

Oklahoma City Convention Center

Exhibit Hall C & D

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Stephenson Wholesale Co.

DBA Indian Nation Wholesale Co.

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inwsupply.com

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Dustin Roberts • Lobbyist

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(580) 230-8217

Crystal Mappes • CDO Meeting Planner

cmappes@cdofok.org
(405) 650-0535

CDO SCHOLARSHIP WINNERS

Trynity Chastain

Trynity Chastain is the daughter of Billy Chastain of RJ Reynolds. Trynity is a graduate of Broken Arrow High School and is attending Oklahoma State University. She had a 4.6 GPA in high school and a 3.914 GPA at OSU.



In high school, she was elected to Student Council and was a member of the Committee on Life, FCA Social Media Coordinator, Superintendent's Advisory Board and the National Honor Society. She graduated in the top 4% of her class.

In college, she is a member of the Kappa Alpha Theta Sorority, President's Honor Roll in 2021 and the Dean's Honor Roll in 2022. She has been involved with the Freshman Follies and was chosen to be the creative director in 2022.

Trynity has worked at BearLee New Clothing, Iguana Island Treats, as an SSB Kids Fit teacher, New Heights Summer Camp teacher and has been a house sitter and a baby sitter.

Hayden Knox

Hayden graduated from Broken Arrow High School with a 3.55 grade point average. He is the son of John Knox with Xcaliber International. Hayden has been accepted to Oklahoma State University in Stillwater, with a proposed major of aerospace administration and operations.



He was a four-year member of the "Pride of Broken Arrow," a world class organization that demands hard work, passion, time commitments and being a part of something

bigger than yourself. He is hoping to join the "Flying Aggies" at Oklahoma State.

He has worked at Bill Knight Ford Services since 2019.

Mckenzie Lynch

Mckenzie Lynch is the daughter of Patti Lynch of Glidewell Distributing Company. She attended Greenwood High School in Greenwood, Arkansas, and graduated with



a 3.32 GPA. She has been accepted into the University of Arkansas – Fayetteville. Her proposed major is nursing. During high school, she was a member of the Beta Club, Partners Club and was a cheerleader. She is involved with her church group and attended a mission trip to Nicaragua with the FCA. She plans to become an EMT and

is CPR-certified.

She worked with the South Sebastian Boys & Girls Club and has been a baby sitter.

Ashley Onken

Ashley Onken is the child of Betty Onken of Core-Mark (Performance Food Group). She has a scholastic average of 3.39 and is attending Iowa State University with a proposed major of supply chain management.



Her high school accomplishments were National Honor Society and Carroll High School Good Attitude Award, and she was an academic letter winner. She played four years of basketball and track.

In college, she has been involved in the Student Union Board, Marketing Club, Sports Business Club and intramural sports.

She has worked for Farner-Bocken Company, a Division of Core-Mark, as a seasonal warehouse employee/intern, was self-employed as a lawn care worker, has done catering and worked as an intern at the United Bank of Iowa.


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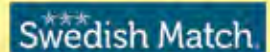
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CDO'S 2022 CONFERENCE



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