

Convenience Distributors Of Oklahoma Program & Directory

83rd CDO Conference • May 4-5, 2025 • Omni OKC Hotel



Oklahoma Food and Beverage Expo

May 6, 2025

OKC Convention Center

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In Memory of James Ralph Albert



James Ralph Albert, 67, of Elk City, passed away peacefully on Jan. 14, 2025, surrounded by family.

Jimmy was born on March 23, 1957, in Elk City, Oklahoma, to Ralph J. Albert and Frieda Maloof Albert. He attended Elk City High School, where he graduated in 1975. He served as Key Club president during his senior year and led the club

to win first place in the Texas/Oklahoma district.

Jimmy attended Oklahoma State University in Stillwater, graduating with a bachelor's degree in management and a minor in marketing. Jimmy was a proud member of the Sigma Chi Fraternity, Gamma Delta Chapter. He cherished the lifelong relationships he developed during his time in Stillwater.

Jimmy returned to Elk City in 1979 to operate Albert Brothers Distributors, Inc., and Albert Brothers of Altus, Inc. He proudly served alongside his father and later his son. He sold Albert Brothers of Altus, Inc., an Anheuser-Busch distributor, in 2008. From there, he gained a passion for real estate, acquiring and developing a real estate portfolio that is still operating today. Jimmy deeply loved and valued all his employees, appreciating their hard work and dedication throughout the years.

On May 5, 1984, Jimmy married Patricia F. Skaff, and they enjoyed a devoted and joyful partnership for nearly 41 years. Patty was the love of his life, and he treasured every moment they shared together raising two wonderful children, Andrew James Albert and Christina Ann Rapella. Jimmy was a deeply loving father who guided, supported and celebrated his children through every milestone in their lives. Later he embraced his most cherished role as "Jidi" to his three beloved grandchildren. Watching them grow was his greatest pride and joy, and his legacy of kindness and devotion lives on through them.

Jimmy was engaged in his community and industry, serving on the board of directors for the Oklahoma State

Marketers Association, where he held the position of president for two years. He served on the board of the Oklahoma Malt & Beverage Association, including a term as its president. He also served on the OSU Alumni Leadership board and was a past president of the Beckham/Roger Mills/Dewey counties OSU Alumni Chapter. Additionally, he was an active member of the Kiwanis Club of Elk City for many years and later took on the role of president of the Americana Investment Club.

Jimmy was a devoted member of St. Matthew Catholic Church in Elk City, Oklahoma. He served his parish with dedication, participating in the Parish Council, Finance Committee and Building Committee. He was a member of the Fourth Degree of the Knights of Columbus, served as an usher and served as Parish Council president, working closely with many beloved parish priests over the years.

Jimmy's greatest joy in life was spending time with his family and friends. He cherished fly fishing along the Rio Grande in Creede, Colorado, and fishing at Foss Lake. An avid sportsman, he enjoyed playing golf, racquetball and ping pong with his children. He also treasured the simple moments, often relaxing with scotch and a cigar in the company of those he loved. He especially enjoyed traveling with family and friends but especially vacationing on the beaches of Negril, Jamaica.

Cherishing his memory are his loving wife, Patricia Skaff Albert of Elk City; son Andrew James Albert and his wife Lindsey of Elk City; daughter Christina Ann Rapella and her husband Michael of Oklahoma City; three grandchildren, Sloane Elaine Rapella, Greyson James Rapella and Evelyn James Albert; sister Nancy Albert Kersey and her husband Jim of Edmond; brother-in-law Dennis Fields of Oklahoma City; sister-in-law Laurice Skaff Balian and her husband Fred of Altadena, California; and a host of nieces, nephews, cousins and friends.

Jimmy is preceded in death by his parents, Ralph and Frieda Albert; sister, Patricia Ann Fields; and in-laws John and Cynthia Skaff.

The family would like to extend their heartfelt gratitude to all the wonderful caregivers, doctors and the team at Traditions Health Hospice for the loving and compassionate care provided to Jimmy.

SCHEDULE OF EVENTS

Sunday, May 4, 2025

3 p.m. CDO Board Meeting (Members Only)

Oklahoma City Convention Center
Room 204
100 Mick Cornett Drive, Oklahoma City

6 p.m. CDO Dinner

Omni Hotel
Route 66 Meeting Room
100 W. Oklahoma City Blvd., Oklahoma City

Monday, May 5, 2025

OKC Grocers Association & CDO Golf Tournament

7:30 a.m. Check-in

8:30 a.m. Tee Time

The Golf Club of Edmond
4001 Fairfax Drive
Edmond, Oklahoma

Tuesday, May 6, 2025

9 a.m. to 3 p.m. Oklahoma Food and Beverage Expo

Oklahoma City Convention Center
Exhibit Hall D
100 Mick Cornett Drive, Oklahoma City

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DBA Indian Nation Wholesale Co.
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We Will Focus This Year On What Affects Us

Welcome to the 83rd Annual Conference of the Convenience Distributors of Oklahoma. 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. We are looking forward to another year and a continued focus on what affects us as distributors, retailers and suppliers.



We appreciate all of our suppliers and supporters and welcome those participating in this year's 2025 Conference and the Oklahoma Food and Beverage

Expo (OFBE). 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.

CDO spends a lot of its resources on legislative issues, and we appreciate all the efforts of Dustin Roberts and our CDO staff. We plan on focusing on legislation that affects all of us.

It has been a pleasure to serve the association this year as president. Always feel free to contact me at any time regarding issues that affect all of us. Thanks for joining us. Have some fun and enjoy your time in Oklahoma City.

Best Wishes,
Steven Potts, CDO President
Stephenson Wholesale Co., Inc.
DBA Indian Nation Wholesale Co.



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Meeting Planner

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cmappes@cdofok.org



Dustin Roberts

During this legislative session, a total of 3,204 bills were filed. Of these, 28 bills were identified as potentially affecting our industry. Currently, eight of these bills are still in the legislative process, and we're actively monitoring their progress.

The current session is marked by a significant budgetary challenge, with the state facing a \$400-million budget shortfall. This fiscal constraint has made it

difficult for bills with substantial financial impacts to pass, as they face additional scrutiny.

Additionally, there is a notable divergence in economic priorities between the governor and the Legislature. While the governor is advocating for personal income tax cuts, the Legislature aims to maintain a flat budget.

MAIN FOCUS BILLS:

1. HB 1024/SB 638

Status: Awaiting hearings in both chambers.

Description: The bill proposes the removal of the 6% minimum markup requirement on products at retail, which

would have significant financial implications.

Action: We are focused on ensuring the fuel exemption remains in place and are monitoring the progress of this bill closely.

2. SB 4

Status: Did not receive a hearing on the Senate floor.

Description: This bill proposed a ban on all red dyes and other food dyes in Oklahoma. While it has not progressed to a hearing, we are continuing to track its status in case it resurfaces or is modified.

Action: No immediate action required, but we remain prepared for future developments.

3. SB 1102

Status: Passed the Senate, awaiting a hearing in the House.

Description: This bill establishes the enforcement mechanism for the vape directory, a significant step for the regulation of the vaping industry in Oklahoma.

Action: We are preparing for the hearing in the House and are focused on ensuring the enforcement provisions align with industry needs.



Photo courtesy of VisitOKC.com



Photo courtesy of VisitOKC.com

A KAYAK advertisement. The background shows a person in a green jacket holding a large, dark fish. In the bottom left, there are two tins of KAYAK cigarettes: one labeled 'WINTERGREEN' and the other 'LONG CUT STRAIGHT'. The text 'FISH ON' is written in large, white, distressed letters. Below it, a location pin icon is followed by the coordinates 'N 38°25'16.0" | W 80°07'54.5"' and 'ELK RIVER | WEST VIRGINIA'. In the bottom right, the text 'CATCH YOUR MOMENT' is displayed with a small fly icon.

WARNING: This product is not a safe alternative to cigarettes.

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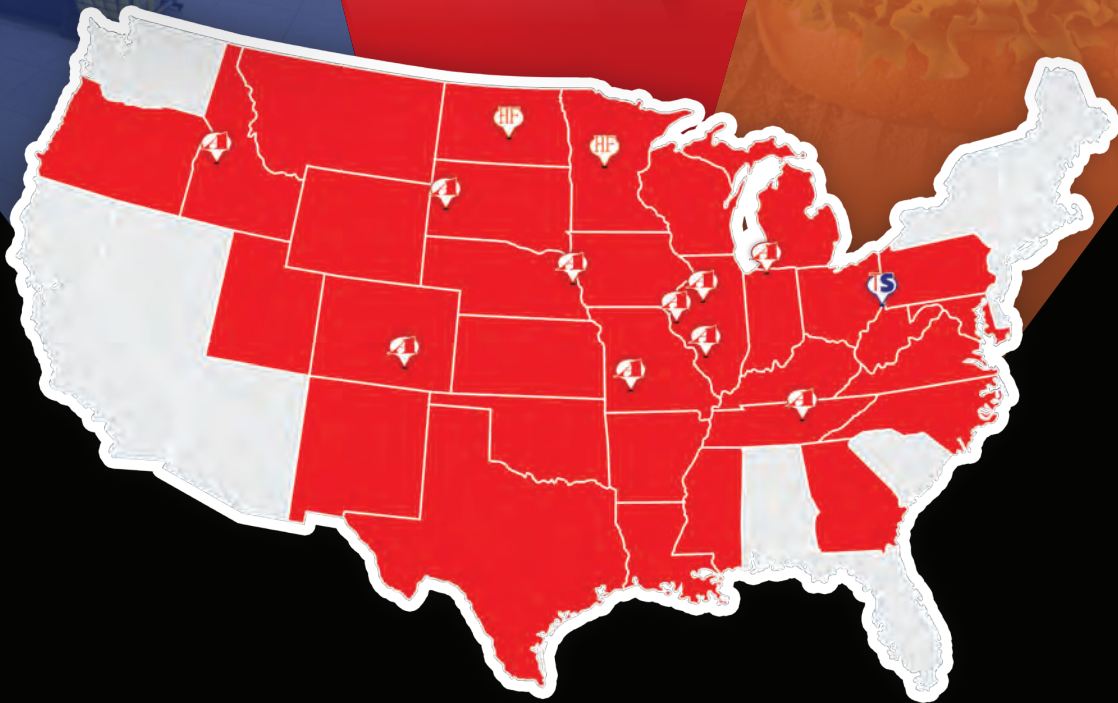
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CDO SCHOLARSHIP WINNERS

Nayeli Mejia is from Van Buren, Arkansas. Her parent is Hector Ramiriz, who works for Glidewell Distributing.

She attended Van Buren High School and is currently studying nursing at the University of Central Arkansas.

Nayeli is a certified nurse aide and BLS (biliteracy). She has worked for the Factory Connection as a sales associate and with the Boys and Girls Club of Van Buren, Arkansas, as a staff member working with after school programs for elementary and middle school children.



Blane Potts

is from Durant, Oklahoma.

His parent is Steven Potts with Indian Nation Wholesale. He attended Durant High School, graduating as an honors student with a 3.9 grade point average.

Blane is now earning his master's at Southeastern Oklahoma State University, working on a health and human performance degree. He is in the honors program at Southeastern.

Blane has worked as a material handler at Indian Nation Wholesale, as a physical therapy aide and as a server/shift leader at Main Street Barbecue.



Abigail Ross is from Richmond, Georgia. Her parent, Lauren Ross, works for R.J. Reynolds. She attended Richmond Hill High School and graduated with a 3.83 grade point average. She is attending Georgia Southern University, majoring in psychology.

During high school, she was the team leader of cross country and the track team manager. She was an accomplished soloist for her high school chorus, participating in a trip to Italy and singing in the Vatican. She volunteered for Tri-M and the National Honor Society, helping with seniors and her school and community.

Abigail was involved in theater, and, with the Civil Air Patrol, she trained in-air flight classes, CPR and AED classes. She also completed ground and rescue training.



Altria

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Bunzl R3 Distribution

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Xcaliber International

Mike MacFarlane
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Upcoming Events

Save the Dates



WASHINGTON, DC

2025

CDA Day on the Hill

May 13-14, 2025

Washington, DC

Convenience Distribution Business Exchange (CDBX)

September 8-11, 2025

Arizona Grand Resort & Spa
Phoenix, AZ



PHOENIX

2026

Convenience Distribution Marketplace (CDM)

February 16-18, 2026

Loews Arlington Hotel | Arlington, TX

Convenience Distribution Business Exchange (CDBX)

September 14-17, 2026

JW Marriott Miami Turnberry
Resort & Spa | Aventura, FL



ARLINGTON



AVENTURA

2027

Convenience Distribution Marketplace (CDM)

February 22-24, 2027

Loews Arlington Hotel | Arlington, TX



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ASSOCIATION

For more information,
visit www.cdaweb.net/Events
or contact Jenn Finn at
703-208-1649 or JennF@cdaweb.net.

FROM THE CDA PRESIDENT

Welcome to the 2025 Convenience Distributors of Oklahoma (CDO) Annual Conference! This is an excellent forum that brings inspired people together to ensure our industry remains at the cutting edge.

Each year, the Convenience Distribution Association (CDA) takes the pulse of the industry by surveying its distributor members about the present and the future. What's working well? What needs improvement? What's causing worries? And what brings hope?

This year, members responded in record numbers. And the good news is that the vast majority of respondents feel optimistic about the state of the industry. Nearly 60% anticipate sales to increase in 2025, with about 80% expecting net profits to hold steady or grow.

Tempering that optimism are concerns about inflation and excessive government regulation. But the strategies distributors shared about moving their businesses forward show the tenacity and vision of distributors.

When contemplating the state of the convenience distribution industry, distributors say that inflation, government regulations and labor are the three areas of greatest concern. Exit polls from last year's presidential election showed that voters were most concerned about the economy. Those anxieties were reflected in CDA's survey as well with almost 55% of respondents identifying inflationary pressures as their most pressing business issue.

We know distributors are working hard to grow sales and increase profitability. The top growth strategy (83%) is finding new customers in existing markets. Additionally, more than 60% hope to grow their food service programs, and 44% plan price increases as a way to grow their business.

A successful business is not all about sales. Some 80% of respondents are taking steps to increase operational efficiencies. Of those, 43% are focusing on improved employee productivity, and 40% plan to enhance margins through better use of technology.

The role of government regulation is never far from distributors' minds. Notably, 49% of respondents put regulation as their second-most important business consideration, right after inflation.

In fact, one distributor said that government regulations actually are his top three concerns – by treating federal, state and local regulations separately.

Even as the industry is changing, tobacco remains front and center for convenience distributors.

The top tobacco issues cited by respondents were:

- The lack of enforcement of illicit vapes by the federal government: 77%
- The FDA's slow premarket tobacco product application (PMTA) process: 67%

Because federal regulatory issues are such a dominant concern, it's no surprise that 79% of respondents contact their elected officials in Washington at least occasionally. That is critically important! Please make your voice heard individually and collectively with both CDO and CDA.

CDA makes it easy for members to communicate with officials by sharing information via CDA government affairs news bulletins, subject matter webinars and through events like the annual Day on the Hill advocacy program in Washington, D.C. For more information about getting involved, go to www.cdaweb.net.

Wholesale distributors have significant growth opportunities in 2025. Even with the uncertainties that lie ahead, these challenges may push companies to embrace technology, invest in employee development and more actively pursue growth in food service and other sectors.

As your business evolves throughout the year, CDA is here to offer the support, insights and advocacy you need to thrive.

Very Respectfully,



Kimberly Bolin, President & CEO



Government Affairs Priorities

- Food Safety Modernization Act (FSMA 204)
- Labor/Workforce Issues (Overtime, Warehouse Safety, Union Organization)
- Transportation/Truck Driving Issues
- Death Tax Repeal
- State of Tobacco/Nicotine (Regulatory, Legislative, Enforcement, Taxation)



Industry Affairs

- Maintaining positive working relationships between trading partners



New Education Initiatives

- CDA Business Academy: 10-week online employee development program
- The Drive to Thrive CDL Scholarship Program: promoting commercial truck driving careers

CDO's 2024 CONFERENCE



CDO's 2024 CONFERENCE



CDO's 2024 CONFERENCE



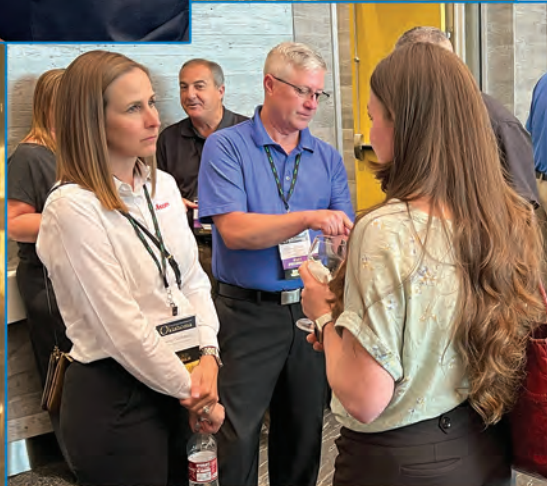
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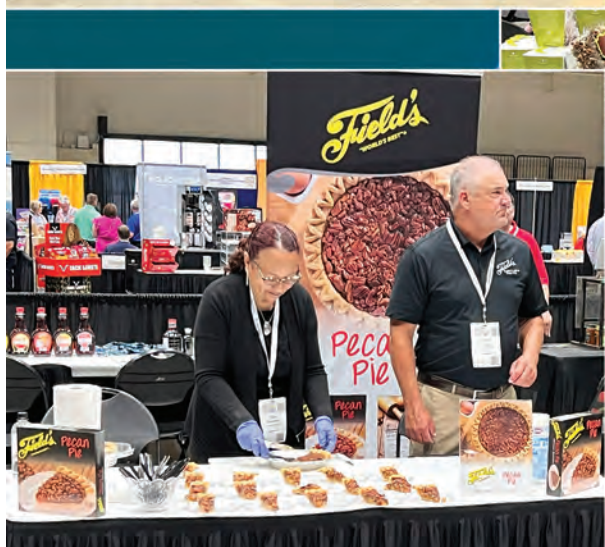
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