

Convenience
Distributors Of

OKLAHOMA

Program & Directory

82nd CDO Conference
June 2-3, 2024
Omni Oklahoma City Hotel

Oklahoma Food and Beverage Expo
June 4, 2024
OKC Convention Center



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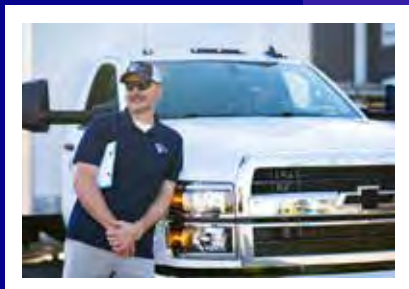


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2024 CDO EXECUTIVE COMMITTEE



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Sulphur Springs, Texas

Vice President
Kathy Gunlock
Iowa Division - Core-Mark
Omaha, Nebraska



Secretary/Treasurer
Steven Potts
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DBA Indian Nation Wholesale Co.
Durant, Oklahoma



Past President
Greg Cross
Stephenson Wholesale Co.
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Durant, Oklahoma



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AMCON is the industry leader in customer service & support. Our customers' financial success is dependent on our ability to deliver high quality branded consumer products in a timely manner while providing superior service every day, developing leading edge technologies & maintaining an exceptional range of product offerings.

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Albert Brothers
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Elk City, Oklahoma



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Company
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DBA Indian Nation
Wholesale Co.
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Stacey Goldsberry
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Distributing Co.
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Neil Nixon
Glidewell Distributing
Fort Smith, Arkansas



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

We Are Proud To Support



Convenience Distributors of Oklahoma

The Voice of Many Is Louder Than the Voice of One

Welcome to the 82nd Annual Conference of the Convenience Distributors of Oklahoma (CDO). We are thrilled that you have joined us this year.



I want to welcome everyone to the annual CDO Conference, dinner and golf, as well as our new trade show format – Oklahoma Food and Beverage Expo. Our partnership with the Oklahoma Grocers Association and the Made In Oklahoma Coalition is certain to bring value to all that attend. We are looking forward to an action-packed

three days, and we are so glad you have joined us.

Our goals for 2024/2025 will continue to focus on what affects us as distributors, manufacturers/suppliers and our

retail partners.

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 our new lobbyist, Dustin Roberts, has hit the ground running. Check out his legislative report on page 14.

The voice of many is much louder than the voice of one, and your participation in the CDO provides a platform where we can be heard and make a difference.

It has been a pleasure to serve the association this year. Thanks for joining us, and I look forward to seeing everyone at our conference activities or on the Expo floor.

Enjoy your stay in OKC.

Larry Lane • CDO President

Grocery Supply Co., a Division of GSC Ent.



Photo courtesy of VisitOKC.com



There were 2,533 total bills filed for this session, on top of the 2,791 bills left over from last session. I identified 19 bills from the start of the session that would affect our industry. There are currently nine of those still in the legislative process. This session has been mostly about getting the budget under control and less about getting legislation done. This has been driven because of the grocery tax cut being signed earlier in the session. Here are three of the main bills we are working on this session.

-HB 3971: Forces all vape products to be distributed through a licensed wholesaler in this state. This bill got caught up in an internal fight and never received a floor hearing.

-SB 1450: Establishes retail theft standard penalties to punish offenders as organized crime. This bill is currently waiting a committee hearing in the house.

-SB2027: Added a member of the Tax Commission to the industry advisory committee that was set up last session. It never received a floor hearing.

Here are the voting records for the House and Senate. They either voted with us, against us, present, not voting or absent.

Oklahoma House of Representatives

Member (Party).....With.....Against

Duel, Collin (F)(R).....	8.....	100%
Manger, Robert(R).....	8.....	100%
Bashore, Steve(R).....	7.....	88%
Boatman, Jeff(R).....	7.....	88%
Boles, Brad(R).....	7.....	88%
Burns, Ty(R).....	7.....	88%
Cantrell, Josh (F)(R).....	7.....	88%
Cornwell, Rusty(R).....	7.....	88%
Culver, Bob Ed(R).....	7.....	88%
Dobrinski, Mike(R).....	7.....	88%
George, John (F)(R).....	7.....	88%
Grego, Jim(R).....	7.....	88%
Hardin, David(R).....	7.....	88%
Hasenbeck, Toni(R).....	7.....	88%
Hilbert, Kyle(R).....	7.....	88%
Hill, Brian(R).....	7.....	88%
Humphrey, Justin J.J.(R).....	7.....	88%
Kane, John (F)(R).....	7.....	88%
Kendrix, Gerrid(R).....	7.....	88%
Lowe, Dick(R).....	7.....	88%
Luttrell, Ken(R).....	7.....	88%
May, Stan(R).....	7.....	88%
Maynard, Cody (F)(R).....	7.....	88%
Miller, Nicole(R).....	7.....	88%
Moore, Anthony(R).....	7.....	88%
Newton, Carl(R).....	7.....	88%
O'Donnell, Terry(R).....	7.....	88%
Olsen, Jim(R).....	7.....	88%
Roberts, Eric(R).....	7.....	88%
Roe, Cynthia(R).....	7.....	88%
Sims, Lonnie(R).....	7.....	88%
Staires, Clay (F)(R).....	7.....	88%
Stark, Marilyn(R).....	7.....	88%
Steagall, Jay(R).....	7.....	88%

Member (Party).....With.....Against

Strom, Judd(R).....	7.....	88%
Talley, John(R).....	7.....	88%
Tedford, Mark (F)(R).....	7.....	88%
Townley, Tammy(R).....	7.....	88%
West, Kevin(R).....	7.....	88%
West, Rick(R).....	7.....	88%
Williams, Danny(R).....	7.....	88%
Wolfley, Max(R).....	7.....	88%
Archer, Nick (F)(R).....	6.....	75%
Baker, Rhonda(R).....	6.....	75%
Caldwell, Chad(R).....	6.....	75%
Caldwell, Trey(R).....	6.....	75%
Conley, Sherrie(R).....	6.....	75%
Crosswhite-Hader, Denise(R).....	6.....	75%
Dollens, Mickey(D).....	6.....	75%
Ford, Ross(R).....	6.....	75%
Gann, Tom(R).....	6.....	75%
Hays, Neil (F)(R).....	6.....	75%
Hefner, Ellyn (F)(D).....	6.....	75%
Johns, Ronny(R).....	6.....	75%
Kerbs, Dell(R).....	6.....	75%
Lepak, Mark(R).....	6.....	75%
Marti, T.J.(R).....	6.....	75%
McBride, Mark(R).....	6.....	75%
McCall, Charles(R).....	6.....	75%
Osburn, Mike(R).....	6.....	75%
Provenzano, Melissa(D).....	6.....	75%
Randleman, Randy(R).....	6.....	75%
Sterling, Danny(R).....	6.....	75%
Vancuren, Mark(R).....	6.....	75%
Waldron, John(D).....	6.....	75%
West, Josh(R).....	6.....	75%
West, Tammy(R).....	6.....	75%

Member (Party).....With.....Against

Alonso-Sandoval, Arturo (F)(D).....	5.....	63%
Banning, Chris (F)(R).....	5.....	63%
Blancett, Meloyde(D).....	5.....	63%
Davis, Dean(R).....	5.....	63%
Kannady, Chris(R).....	5.....	63%
Martinez, Ryan(R).....	5.....	63%
McEntire, Marcus(R).....	5.....	63%
Menz, Annie (F)(D).....	5.....	63%
Munson, Cyndi(D).....	5.....	63%
Nichols, Monroe(D).....	5.....	63%
Patzkowsky, Kenton(R).....	5.....	63%
Pfeiffer, John(R).....	5.....	63%
Ranson, Trish(D).....	5.....	63%
Rosecrants, Jacob(D).....	5.....	63%
Schreiber, Suzanne (F)(D).....	5.....	63%
Smith, David(R).....	5.....	63%
Sneed, Chris(R).....	5.....	63%
Swope, Amanda (F)(D).....	5.....	63%
Deck, Jared (F)(D).....	4.....	50%
Dempsey, Eddy(R).....	4.....	50%
Echols, Jon(R).....	4.....	50%
Fetgatter, Scott(R).....	4.....	50%
Goodwin, Regina(D).....	4.....	50%
Lowe, Jason(D).....	4.....	50%
McDugle, Kevin(R).....	4.....	50%
Pittman, Ajay(D).....	4.....	50%
Stinson, Preston(R).....	4.....	50%
Turner, Mauree(D).....	4.....	50%
Wallace, Kevin(R).....	4.....	50%
Worthen, Rande(R).....	4.....	50%
Bennett, Forrest(D).....	3.....	38%
Fugate, Andy(D).....	3.....	38%
Lawson, Mark(R).....	3.....	38%
Harris, Erick (F)(R).....	2.....	25%
Pae, Daniel(R).....	2.....	25%

LEGISLATIVE REPORT

Oklahoma Senate

Member (Party).....With.....Against

Alvord, Jerry (F)(R)	6	86%
Bullard, David(R)	6	86%
Burns, George (F)(R)	6	86%
Daniels, Julie(R)	6	86%
Dossett, Jo Anna (F)(D)	6	86%
Dugger, Tom(R)	6	86%
Garvin, Jessica (F)(R)	6	86%
Gollihare, Todd (F)(R)	6	86%
Green, Grant (F)(R)	6	86%
Hall, Chuck(R)	6	86%
Hamilton, Warren (F)(R)	6	86%
Haste, John(R)	6	86%
Howard, Brent(R)	6	86%
Jech, Darcy(R)	6	86%
Jett, Shane (F)(R)	6	86%
Kidd, Chris(R)	6	86%

Member (Party).....With.....Against

McCortney, Greg(R)	6	86%
Murdock, Casey(R)	6	86%
Newhouse, Joe(R)	6	86%
Paxton, Lonnie(R)	6	86%
Pederson, Roland(R)	6	86%
Pemberton, Dewayne(R)	6	86%
Prieto, Dana (F)(R)	6	86%
Pugh, Adam(R)	6	86%
Rader, Dave(R)	6	86%
Rogers, Cody (F)(R)	6	86%
Rosino, Paul(R)	6	86%
Seifried, Ally (F)(R)	6	86%
Stephens, Blake (F)(R)	6	86%
Stewart, Jack (F)(R)	6	86%
Thompson, Kristen (F)(R)	6	86%
Treat, Greg(R)	6	86%
Weaver, Darrell(R)	6	86%

Member (Party).....With.....Against

Coleman, Bill(R)	5	71%
Standridge, Rob(R)	5	71%
Woods, Tom (F)(R)	5	71%
Bergstrom, Micheal(R)	4	57%
Boren, Mary(D)	4	57%
Dahm, Nathan(R)	4	57%
Montgomery, John(R)	4	57%
Stanley, Brenda(R)	4	57%
Floyd, Kay(D)	3	43%
Hicks, Carri(D)	3	43%
Kirt, Julia(D)	3	43%
Matthews, Kevin(D)	3	43%
Thompson, Roger(R)	3	43%
Young, George(D)	3	43%
Brooks, Michael(D)	2	29%
Deevers, Dusty (F)(R)	2	29%

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SCHEDULE OF EVENTS

Sunday, June 2

3 p.m. CDO Annual Membership and Board Meeting

(Members Only)

Oklahoma City Convention Center

Room 205 A and B

100 Mick Cornett Drive, Oklahoma City

5 p.m.-6:30 p.m. Oklahoma Food and Beverage Expo Mixer

Oklahoma City Convention Center

Room 204 D

100 Mick Cornett Drive, Oklahoma City

6:30 p.m. CDO Annual Awards and Dinner

Omni Hotel

Automobile Alley A and B

100 W. Oklahoma City Blvd., Oklahoma City

Monday, June 3

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, June 4

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

Oklahoma City Convention Center

Exhibit Hall A & B

Signal

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1748 Atchison Drive • Norman, Oklahoma 73069
(405) 321-5806 • inwsupply.com



CDO Consultants

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dustin@robertsstrategies.net
(580) 230-8217

Crystal Mappes
Meeting Planner
cmappes@cdfok.org
(405) 650-0535

CDO SCHOLARSHIP WINNERS



Hanna Stovall

Hanna Stovall is from Quapaw, Oklahoma, and is the daughter of James and Shonna Stovall. She was nominated by Standard Distributing. Hanna is attending Northeastern Oklahoma A&M University, majoring in nursing. At Commerce High School, Hanna was the captain of both the softball and cheer group for three

years. She was in band, NTHS and managed the basketball team for two years. She was secretary of NHS, president of HOSA and a Tiger teacher assistant. One of the top 10 Students for four years, Hanna's scholastic average was 3.8. She has worked as a certified nurse aide at Eastwood Manor and as a waitress at the Quapaw Casino.



Konner Williams

Konner Williams is from Caddo, Oklahoma, and is the son of Alan and Cassidy Williams. His father works for Stephenson Wholesale. Konnor graduated from Caddo High School with a scholastic average of 3.58. He is attending McPherson College in McPherson, Kansas, majoring in business management. During his

time in high school, he played four years of baseball, basketball and football. He was named as the All-District Honorable Mention defensive linemen and All-State linebacker in 2023. His basketball team won the Class A Oklahoma state championship. Konner was a member of the National Honors Society for three years and was named the Top Male Leader of his graduating class. He participated in the automotive program at Kiamichi Technology Center in Durant for two years and worked as a technician at the Red River Ford dealership.



Jacob Hesselmann

Jacob Hesselmann, from Orland Park, Illinois, is the son of Patrick Hesselmann and is sponsored by Jack Links. He attended Providence Catholic School in New Lenox, Illinois. He is attending the Farmer School of Business in Oxford, Ohio, majoring in accountancy. He is planning on attending Miami University

and major in accounting. He was elected treasurer of the 2021 pledge class and helped raise \$30,000 for the Luna Cares Fund. He also developed financial strategies for his fraternity, along with fundraising for the Big Brothers Big Sisters organization. His work experience is with KPMG Tax Internship, Daniel J. Edelman Holdings, as a treasury accounting intern in Chicago. He also worked for Kim Construction Company.



Zach Hesselmann

Zack Hesselmann, from Orland Park, Illinois, is the son of Patrick Hesselmann and is sponsored by Jack Links. He attended Providence Catholic School in New Lenox, Illinois. He plans on attending Miami University in Oxford, Ohio, majoring in biology/pre-medicine. Zach's GPA in high school was 4.87/4.0. He

was an Illinois State Scholar and a member of the National Honors Society. He played baseball, football (captain and all-conference) and participated in track and field. Zach was the vice president of the Student Council and worked as an umpire in New Lenox, Illinois, a Crystal Tree bus boy and at Kim Construction Company.

Altria Client Services, LLC

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Ethan Powell
jack.e.powell@altria.com



Bunzl R3

Randy Sanders
randy.sanders@r3redistribution.com



Jack Link's

Mike Yancey
mike.yancey@jacklinks.com



Liggett Vector Brands

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Ohserase Manufacturing

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Reynolds Marketing Services Co.

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Swedish Match

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Swisher International

Steve Winton
swinton@swisher.com



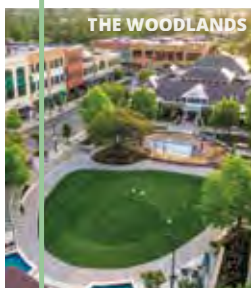
Xcaliber International

Mike MacFarlane
m.macfarlane@caliberinternational.com



Upcoming Events

Save the Dates

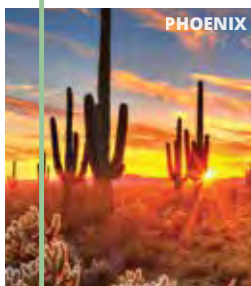


2024

Convenience Distribution Business Exchange (CDBX)

September 23-26, 2024

Omni Louisville Hotel | Louisville, KY



2025

Convenience Distribution Marketplace (CDM)

February 17-19, 2025

The Woodlands Waterway Marriott Hotel & Convention Center
The Woodlands, TX

Convenience Distribution Business Exchange (CDBX)

September 8-11, 2025

Arizona Grand Resort & Spa
Phoenix, AZ



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



2027

Convenience Distribution Marketplace (CDM)

February 22-24, 2027

Loews Arlington Hotel | Arlington, TX



Convenience
Distribution
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 2024 Convenience Distributors of Oklahoma (CDO) Annual Conference! Your businesses elevate convenience and accessibility to a vibrant convenience store market. Thank you for taking time to attend this annual gathering and for serving this industry so well.

Oftentimes, when we come together as an industry, we are looking forward to planning and strategizing, but it's helpful to look back, too. To ask a lot of questions. To dig a little deeper. To see how the industry is growing and changing in 2024.

Convenience Distribution magazine's "Industry Outlook Survey" showed that distributors are poised to tackle the year ahead with cautious optimism tempered by hard-earned wisdom.

More than half of the survey's respondents expect sales to increase in 2024. This number may seem unexceptional until it's compared to last year's figures. In 2023, 100% of respondents forecasted sales increases. The fact that only 53% feel the same way this year shows a shift in mind-set and expectations. Increased governmental regulation of and reduction in tobacco sales are the main sales barriers, followed by concerns about inflation, gas prices, labor shortages and increased competition. Companies expecting an increase in sales base their projection on winning new customers within their existing marketplace through the addition of new product categories, geographic expansion, price increases and increased service capacities.

More than 80% of respondents expect 2024 profits to grow or stay about the same. Distributors expecting growth in profits for 2024 see increased operational efficiencies as the main reason, followed closely by greater productivity, improved customer relationship management and better use of technology. Those expecting reduced profits blame the rising costs of labor and conducting business, followed by the increased cost of goods sold.

Distributors continue to see great opportunities for growth in food service. Nearly 60% of respondents grew their food service program in 2023, and almost 80% plan to expand food service offerings in 2024. The vast majority of

distributors are focusing on adding new product categories and growing sales of current offerings. According to a recent Technomic report, c-store visit frequency has returned to pre-pandemic levels, which means distributors have many opportunities to grow.

Survey respondents' top regulatory concerns are the ones in which CDA invests most of its advocacy efforts. Top issues cited were the ban of menthol cigarettes and flavored cigars, lack of enforcement of illegal vapes in the marketplace and the slowness of FDA's Pre-market Tobacco Product Applications (PMTA) process. The survey shows that when CDA sends an advocacy alert, almost half of respondents contact their elected officials. That is so important! Please make your voice heard individually and collectively with both CDO and CDA. CDA is actively advocating with the Food and Drug Administration, Center for Tobacco Products, Department of Justice, Customs and Border Protection and Congress on these issues.

Wholesale distributors have real opportunities for growth in 2024. Companies will likely become more technologically savvy, invest in employee success and aggressively pursue food service and other growth areas. As the course of your business unfolds in 2024, CDA is here to provide the support, information and advocacy you need to succeed.

Respectfully,



Kimberly S. Bolin
President and CEO
Convenience Distribution Association



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