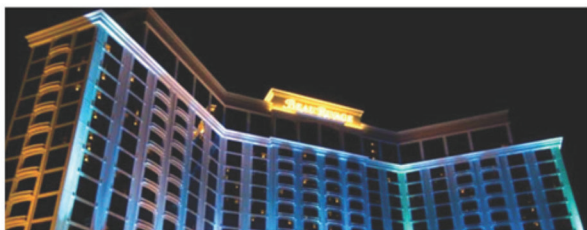


*Welcome to the  
AWDA 2017 Convention  
Biloxi, Mississippi*



**AWDA**  
ALABAMA WHOLESALE  
DISTRIBUTORS ASSOCIATION



**2017**  
**CONVENTION**  
SEPTEMBER 25 & 26



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## INVITED LEGISLATORS

Representative Mike Jones was elected to the Alabama House of Representatives on November 2, 2010.



Prior to that, he served on the Andalusia City Council from 2000 to 2008, and served as mayor pro-tem from 2004 to 2008.

Representative Jones holds a B.S. Degree with Honors from Birmingham Southern University and a Law Degree from the University of Alabama.

He is a member of the Alabama State Bar Association and Andalusia Chamber of Commerce and is a member of a number of community and civic organizations including Andalusia Downtown Redevelopment Authority, Alabama Easter Seals, and the National Rifle Association.

Representative Jones is married to Kathy Harper Jones and they are the parents of two daughters; Olivia and Sophia. He is a deacon at First Baptist Church of Andalusia.



Representative David Sessions was elected to the Alabama House of Representatives in a special election held on May 10, 2011.

He graduated from Mobile County High School in 1978 and is a farmer and co-owner of Sessions Farms, a diversified family farming operation in South Mobile County.

Representative Sessions currently serves as president of Grand Bay Water Works, and Producers Gin Co. LLC. Additionally, he serves as a supervisor on the board of the Mobile County Soil and Water Conservation District.

He is past president of the Alabama Pecan Growers Association.

Representative Sessions is married to Lisa Driskell Sessions and they have three children. He and his family attend First Baptist Church in Grand Bay.



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# TUESDAY BUSINESS SESSION



## Deputy Commissioner Curtis Stewart Alabama Department of Revenue

Curtis Stewart, who shares the post of Deputy Commissioner of Revenue, is a certified public accountant and brings to his new assignment 11 years of combined experience in the private sector as a sole practitioner in the Atlanta, Georgia, area and as a former audit and tax manager with KPMG accounting firm. Stewart began his career with the ADOR in 1991, and since that time has held management positions within the department in various tax administration areas, including regulatory licenses, severance, tobacco, fuel, sales and use taxes. Mr. Stewart served as director of the department's Tax Policy and Research Division from 2008 to 2012.

Stewart, a native of Greenville, Alabama, received a Bachelor of Science degree from the Commerce School of Washington and Lee University in Lexington, Virginia.



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# TUESDAY BUSINESS SESSION



## **Mr. Steve Kottak**

### **Senior Dir, External Relations - Trade Marketing RAI Trade Marketing Services Company**

Steve Kottak joined Brown & Williamson Tobacco Corporation in 1988 as a sales representative in Virginia. He held various trade marketing management positions, including director of military sales, division sales manager and key accounts manager, prior to his promotion in 1996 to the government relations department at the company's Louisville, Kentucky corporate headquarters.

Following positions of increasing responsibility, Kottak was promoted to the position of corporate and regulatory affairs director for British American Tobacco in Sydney, Australia, where he led a team to engage the retail and wholesale trade on legislative industry issues.

Following the merger between Brown & Williamson Tobacco Corporation and R.J. Reynolds Tobacco Company in 2004, Kottak returned to the company's headquarters in Winston-Salem, North Carolina.

In his current position, Kottak leads the Company's local government relations team.

A native of Louisville, Kentucky, Kottak earned an MBA degree from the University of Louisville in 1998 and a bachelor's degree in Marketing from the University of Dayton in 1988.

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Three, four - They all want more  
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1-26



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# TUESDAY BUSINESS SESSION



**Mr. Steve Stomel**  
**CEO**

## **ProCat Distribution Technologies**

Steve Stomel has worked in the distribution industry since 1973. He founded ProCat in 2001 with the goal of helping distribution companies improve the accuracy and productivity of their operations.

Over the past 17 years he has helped over 150 distribution companies to implement ProCat's technology. During this time, he broadened ProCat's product offering so that today every function that take place in a warehouse is supported by a ProCat solution. Prior to ProCat, Stomel spent 27 years in the convenience distribution industry. He was responsible for an operation with three distribution centers and 400 employees. Today, Steve lives in Cherry Hill, New Jersey with Andrea, his wife of 32 years, their three children, Jeff, Julie, Brian, and Colby, the family dog.



The DAC logo features the letters "DAC" in a bold, white, sans-serif font. To the right of the text is a stylized graphic consisting of a series of vertical lines of varying heights, colored in a gradient from red at the bottom to yellow at the top, resembling a rising sun or a signal waveform.

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The CDR logo features the letters "CDR" in a bold, blue, sans-serif font. To the right of the text is a stylized graphic consisting of a series of vertical lines of varying heights, colored in a gradient from blue at the bottom to yellow at the top, resembling a rising sun or a signal waveform.

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## *OFFICERS*

President	Frank D'Amico, III BTC Wholesale Distributors
Immediate Past President	Ricky Jones Andalusia Distributing
Past President	Paul DiChiara City Wholesale Grocery
President Elect	Phil Norris W.L. Petrey Wholesale Company
Secretary	Johanna Bottoms Twin City Wholesale
Treasurer	Steven Jenkins H.T. Hackney

## *DIRECTORS*

Nick Coslett	RAI Trade Marketing Services Co.
Butch DiChiara	City Wholesale Grocery Company
Jeff Fleming	Altria Sales & Distribution
Bill Jackson	Stacy Williams Company
Warren Jackson	W.L. Petrey Wholesale Company
Kevin Miller	Acosta Sales & Marketing
Joe Naro	The Hershey Company
Joel Palmer	Swedish Match
Nelson Parker	Allison Wholesale
Steve Winkle	TVC Wholesale

## *EXECUTIVE DIRECTOR*

Ellie Smotherman Taylor

## *LEGISLATIVE CONSULTANTS*

Dewayne Freeman & Taylor Harper



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*Major League Bowhunter*
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- Sportsman Shows



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# Alabama Wholesale 2017 Convention

*MONDAY, SEPTEMBER 25TH*

- 12noon - 4:30pm**      **Registration & Exhibit Setup (Camellia Ballroom)**  
Sponsored by: Acosta Sales & Marketing  
Creative Data Research  
Joshen Paper & Packaging
- 5:00pm**                **Board of Directors Meeting (Azalea C Ballroom)**
- 6:45pm - 7:30pm**      **Welcome Reception (Camellia Ballroom)**  
Sponsored by: Bevco Beverages  
Mars Chocolate North America
- 7:30pm - 8:30pm**      **Welcome Seafood Dinner (Event Deck)**  
Sponsored by: Altria Group Distribution Company
- 8:30pm - 10pm**        **Luau (Event Deck)**  
Sponsored by: Swedish Match

## *2016 Convention Photos*



# Distributors Association Schedule

TUESDAY, SEPTEMBER 26TH

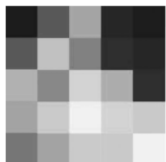
- 7am - 12noon      **Registration & Exhibit Setup (Camellia Ballroom)**  
Sponsored by: Republic Tobacco  
Trend Sales
- 7am - 9am      **Breakfast (The Buffet)**  
Sponsored by: Jack Links Protein Snacks  
Liggett Vector Brands  
Mondelez
- 8am - 11am      **Business Session (Camellia Ballroom)**  
Sponsored by: ProCat  
RAI Trade Marketing Services Co.  
Red Stamp
- 9:15am      **Business Session Coffee Break (Camellia Ballroom)**
- 10:30am      **Annual Business Meeting (Camellia Ballroom)**
- 12:30pm      **Golf Tournament (Fallen Oaks Golf Course)**  
Sponsored by: Altria Group Distribution Company
- 7pm - 7:45pm      **Board of Directors Reception (Camellia Ballroom)**  
Sponsored by: Nestle USA  
Swisher International
- 7:45pm - 9:15pm      **President's Banquet (Camellia Ballroom)**  
Sponsored by: ITG Brands  
The Hershey Company

Wholesaler Grand Prize Sponsored by: KT&G USA



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# Republic Tobacco Ad





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# Jimmy Allison Memorial Scholarship

## Tina DiChiara



No Photo Available

Tina DiChiara is from Gardendale, Alabama and her father Pete is employed by City Wholesale. She received a \$1,000 Scholarship to attend Auburn University where she is majoring in elementary education. We wish her all the best!

*Thank you to all those who contribute to the scholarship fund. Without your support Mary would not have received this scholarship!*

## Top Tier PAC Donors

Thank you to all the companies that donated the maximum amount for our PAC fund. 2018 is an election year and it is vital that we have funds to donate to campaigns that have our industries best interest in mind.



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Smokey Mountain Tobacco  
Swedish Match  
Swisher International  
Wrigley

## *DISPLAY TABLES*

Acosta Sales & Marketing (2)  
Creative Data Research  
Kellogg's  
Nestlé USA  
Red Stamp, Inc.  
Seneca-B2B USA, LLC  
Swedish Match  
The Hershey Company

# ***ALABAMA WHOLESALE DISTRIBUTORS ASSOCIATION***

## **APPLICATION FOR MEMBERSHIP**

The undersigned hereby applies for membership in the Alabama Wholesale Distributors Association, a non-profit, voluntary membership association organized to work on behalf of the interests of wholesale product distribution in the State of Alabama, including tobacco, candy, HBC, frozen, grocery and general merchandise products.

### CLASSES OF MEMBERSHIP

\$ 1,000.00 REGULAR MEMBERS (Wholesalers)

\$ 750.00 ASSOCIATE MEMBERS (Brokers, Manufacturers & Other)

< > REGULAR MEMBER

< > ASSOCIATE MEMBER

Name \_\_\_\_\_ Phone (\_\_\_\_) \_\_\_\_\_

Title \_\_\_\_\_ Fax (\_\_\_\_) \_\_\_\_\_

Business Name \_\_\_\_\_

Address \_\_\_\_\_

City \_\_\_\_\_ State \_\_\_\_\_ Zip \_\_\_\_\_

E-mail Address \_\_\_\_\_

### PAYMENT INFORMATION

< > Bill    < > Check    < > AMEX    < > Visa    < > M/C

Card Number \_\_\_\_\_

Expiration Date \_\_\_\_\_

Name As Appears On Card \_\_\_\_\_

Please return to:            Alabama Wholesale Distributors Association  
300 Vestavia Parkway, Suite 3500  
Birmingham, Alabama 35216  
(205) 823-8544    Fax (205) 823-5146



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## *2017 Legislative Day*



*We distributed over 450 boxes to Legislators and staff members at the Alabama State House on March 8th. Thanks to everyone for their support and a special thank you to those that contributed and were on hand to help deliver the boxes!*



ALABAMA WHOLESALE DISTRIBUTORS ASSOCIATION • 2017 CONVENTION • SEPT. 25 & 26

## *Alabama Wholesale Distributors Association Member Listing*

- |                               |                              |
|-------------------------------|------------------------------|
| Acosta Sales & Marketing      | Mars Chocolate North America |
| Allison Wholesale, Inc.       | McLane Company               |
| Altria Group Distribution Co. | Mondelez International       |
| Andalusia Distributing Co.    | National Tobacco Company     |
| Bevco Beverages               | Nestlé USA                   |
| BTC Wholesale Distributors    | ProCat Distribution Tech     |
| Bud's Best Cookies            | RAI Trade Marketing Services |
| Burdette Beckmann             | Red Stamp, Inc.              |
| Carpenter Sales Company       | Republic Tobacco Company     |
| Cheyenne                      | Stacy Williams Company       |
| City Wholesale Grocery Co.    | Swedish Match                |
| ConAgra Foods                 | Swisher International        |
| Creative Data Research        | The Hershey Company          |
| Crystal Geysler               | Total Convenience Marketing  |
| EBY Brown                     | Trend Sales Company          |
| Edlinco, Inc.                 | Turkey Creek Snacks          |
| General Mills                 | TVC Wholesale Company        |
| H.T. Hackney Company          | Twin City Wholesale          |
| ITG Brands, LLC               | W.L. Petrey Wholesale Co.    |
| KT&G USA                      | Wrigley                      |
| Kellogg's                     |                              |

# AWDA

For more information on how to join the  
Alabama Wholesale Distributors Association,  
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