



## State News



### **Governor Tomblin Proclaims September "We Card Awareness Month" to Combat Underage Tobacco Use**

In an effort to combat underage tobacco use, Governor Earl Ray Tomblin joined with the West Virginia Oil Marketers & Grocers Association (OMEGA) and the West Virginia Wholesalers Association to proclaim September "We Card Awareness Month". The initiative is designed to encourage all retailers to successfully identify and prevent age-restricted product sales to minors.

"West Virginia law prohibits the sale of tobacco and other age-restricted products to persons under the age of 18," said Jan

Vineyard, president of OMEGA and executive director of the West Virginia Wholesalers Association. "OMEGA and the West Virginia Wholesalers Association – organizations representing the companies that sell these products – want to make sure that they don't get in the hands of kids."

In the Governor's proclamation, he states, "If we work together, West Virginia will benefit from a responsible retailing community that successfully prevents tobacco and other age-restricted products sales to minors."

The West Virginia Wholesalers Association and OMEGA strongly encourage retailers to train or re-train employees by taking advantage of We Card's award-winning training courses offered online through We Card's eLearning Center at [www.wecard.org](http://www.wecard.org) or through licensing to retailers and other organizations.

Vineyard said, "Trained retail employees are confident and prepared to identify and deny underage attempts to purchase tobacco, e-cigarettes or other age-restricted products. We Card Awareness Month helps re-enforce retailers' daily efforts and highlights the services and tools We Card avails to help them complete it".



## From the Director

By the time you read this newsletter, the election will be less than 40 days away. Campaign signs are up, polls are being taken and there's lots of talk about who will win.

I would like to thank those who have given to Whole PAC in 2016: **Randy Emanuelson, Rob Sincavich, William Munday and David Ramella.** In 2015: **Jim Cunningham, Rob Sincavich, Randy Emanuelson, James Glockner, Gary McQuirk, Jr., David Ramella, and Bill Beitler.**

It's not too late to donate to Whole PAC. We encourage you to mail your personal donation to the office ASAP.

Whole PAC supports candidates who support our industry and who are good for business. Whole PAC has made \$10,000 in donations this election cycle. Donations were made to the following candidates:

For Senate: **Ryan Weld, Mike Moroney, Senator Mitch Carmichael, Senate Bob Plymale, Chandler Swope, Senator Chris Walters, Senator Sue Cline, Senator Greg Boso, Senator Roman Prezioso, Senator Bob Williams, Senator Craig Blair, Patricia Rucker and Senator Corey Palumbo.**

For House of Delegates: **Delegate Erikka Storch, Scott Redd, Delegate Bill Anderson, Delegate Steve Westfall, Assistant Majority Leader Carol Miller, Delegate Kelli Sobonya, Delegate Marty Gearheart, Judiciary Chairman John Shott, Majority Whip John O'Neal, Finance Chainman Eric Nelson, Speaker Tim Armstead, Delegate Terry Waxman, Delegate Amy Summers and Majority Leader Daryl Cowles.**

This is an important election with all statewide races, 19 senate races and all 100 House of Delegates seats on the ballot.

Please encourage your employees, friends and associates to vote!

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### Dates for Election

- October 18th - Last day to register to vote
- October 26th - November 5th - Early voting period
- November 8th - Election Day

### Revenue Collections in WV \$16.3 Million Below Projections

Revenue collections in West Virginia were \$16.3 million below projections for August. A total of \$313.69 million in taxes were collected which is five percent better than August 2015.

This is our second month of the new fiscal year and the state has fallen behind \$49 million in collections.

September will be a key month for tax collections because quarterly estimated tax payments are due from businesses.

Here is summary of key taxes:

- Severance tax collections missed the mark by \$16.6 million;
- Consumer Sales Tax was down nearly \$4 million;
- Personal Income Tax receipts were 2.1 percent less than receipts last year, \$2.5 million short of expectations;
- Insurance Premium Tax was \$6.1 million better than projected;
- Tobacco Products Tax was over \$2.1 million; and
- B&O Tax did \$1.6 million better than projected.

A discussion of budget cuts has already begun between Revenue Secretary Bob Kiss and Governor Earl Ray Tomblin.

## **Interim Studies**

The Tax Reform Committee created last year continues to meet. Following are the presentations that were made in August and September interims that members may find of interest:

- Sales Tax Reform by Tax Foundation September
- WV Sales Tax Base Broadening Options Tax Foundation September
- Tobacco Tax Study - WVU August

## **New Joint Committee Reviewing State Budget Cuts Prior to 2017 Session**

West Virginia's budget problems will be the main focus of a new joint committee formed within the state Senate and House of Delegates. Over the next six months, the GATE Committee will meet to discuss ways to balance the new state budget following this year's Special Session where lawmakers had to quickly fill a massive budget hole before the start of the new Fiscal Year.

The 2017 session won't start until the second week of February in order to give the new governor time to settle in and get his agenda together.

## **Legislation Passes to Provide \$85 Million for Recovery Costs from June 23 Flooding**

Legislation to provide \$85 million to cover West Virginia's share of an estimated \$339 million in recovery costs from the June 23 floods in central and southeastern counties passed and was signed by the Governor during a special session held on September 18th and 19th.

The supplemental appropriation includes \$55 million from the state's Rainy Day emergency reserve funds, \$21 million in unappropriated state Lottery funds and \$9 million that was not spent in the recently ended 2015-16 state budget year.

That money will go into the Civil Contingency Fund, allowing Gov. Earl Tomblin to pay the state's match for Federal Emergency Management Agency disaster recovery funding.

All \$85 million will be needed if the state remains at a 25 percent match, but that likely will drop to a 10 percent match, once FEMA verifies that flood recovery costs have topped a \$253 million threshold.

If the state reaches the 90-10 match, a future governor and Legislature would have to act to put the roughly \$50 million in unspent matching funds back into the Rainy Day fund.

## **WV Senator Launches State Fraud Hotline**

Senator Craig Blair, R-Berkeley, has announced a new hotline for West Virginia residents to report suspected fraud, waste or abuse within state government. Blair, chairman of the Senate Committee on Government Organization, said he launched the new "Report it WV" hotline to make it easier for citizens to get in touch with Senate staff members to follow up on claims of misuse of government resources. Senate staff members will be responsible for collecting information from the tips and investigating. They will have the ability to decide where to refer situations for further action. Tips may be reported anonymously.

The "Report It WV" phone line is 304-357-7935, or tips can be sent by email to [ReportItWV@wvlegislature.gov](mailto:ReportItWV@wvlegislature.gov).

## **Reduction in Workers' Comp Rates**

The National Council on Compensation Insurance (NCCI) is proposing a 14.7 percent reduction in the loss cost rate. The decrease will mean West Virginia employers will save \$36 million in premiums in the coming year, the governor said.

"These consistent premium reductions are resulting in a climate that fosters growth and innovation among West Virginia businesses," Tomblin said in a news release. "The fiscally-responsible policies we put in place years ago are paying off for companies and are helping us realize continued job expansion in our state."

It's the 12th reduction in 12 years. Workers' comp savings have topped \$352 million since the program was privatized in 2006. The loss cost rate goes into effect Nov. 1.

## **West Virginia 'Outlook Negative,' According to Downgraded Credit Rating**

The sagging coal industry and slumping natural gas profitability have led to a downgrade in West Virginia's credit rating by Fitch, one of the big three credit rating agencies.

West Virginia has dropped to 'AA' from 'AA+' Downgraded credit ratings mean West Virginia will have to pay greater interest rates when it borrows to pay for infrastructure projects such as water lines or school construction. The higher interest rates have a negative impact on a state's budget and economic growth. It's also a sign of how the credit rating agency thinks the state is doing. In this case, not well. According to Fitch:

- Long-term headwinds are significant, as coal production remains a key input to the state's economy and there is significant domestic and international momentum to reduce coal utilization.
- The financial stress will persist until such time as the decline in coal production bottoms out and is replaced by an expansion of the state's other natural resources or another positive development.
- The natural gas industry, despite its recent success, has hit a wall because of declining prices.

Fitch downgraded:

- West Virginia's Issuer Default Rating, the overall credit rating, to 'AA' from 'AA+'
- \$396 million outstanding general obligation bonds to 'AA' from 'AA+'
- \$441.6 million outstanding lease revenue bonds issued by the Economic Development Authority and the School Building Authority to 'AA-' from 'AA'
- \$133 million outstanding West Virginia Water Development Authority revenue bonds to 'A+' from 'AA-'

Fitch said there is good news to report about West Virginia's economy, but not enough. "Bright spots in the state's economy have been the steady growth in the service professions as well as transportation, trade and warehousing, with a particular focus on the areas located in the states Eastern Panhandle that are near to Washington, D.C., and its surrounding suburbs.

## **Changes in Governor's Office Staff**

Chris Stadelman replaced Charlie Lorensen on July 1st as the chief of staff for the Governor. Lorensen has been the chief of staff for more than three years and was previously Tomblin's revenue secretary. Stadelman has been the administration's communications director since May 2014. Lorensen is returning to the private sector.

Larry Malone, Director of Policy for Governor Tomblin, will be leaving his post on October first and returning to the public sector. Larry closed his business, Malone consulting Servies, to aid Governor Tomblin. He will now be opening operating that business again.

Recently the West Virginia Ethics Commission approved employment exemptions for several ranking members of the Tomblin administration. Without the exemptions, under the state Ethics Act, full-time public officials and ranking employees cannot seek employment with businesses or individuals regulated by their agency for one year after leaving public service. It would be highly difficult for governors to recruit staff, if the reality was that they would not be able to work in the private sector anywhere in the state for one year afterward.

We expect for many top ranking officials in the State to leave prior to the end of the year.

## Federal News

### **Congress Adjourns, Avoids Government Shutdown**

Congress has adjourned until after the election and not expected back in Washington, D.C. until November 15th.

A looming government shutdown on October 1st was averted on September 28th when the U.S. Senate and House passed a stopgap measure to fully fund the government for roughly the next 10 weeks.

After the Senate vote in favor of a Continuing Resolution to fund the government through December 9, the House also agreed to the Continuing Resolution 342-85 along with legislation to delay the Overtime Rule for 6 months.

The delay of the Overtime Rule would move the implementation date from December 1st of this year until June 1st of 2017.

The rule makes anyone earning up to \$47,476 a year eligible for overtime pay. The salary cutoff is now \$23,660.

The bill includes about \$500 million in flood relief funding for West Virginia and other states affected by high water earlier this year, including block grants for flood recovery.

"Congress is taking action to give families and communities in West Virginia the help they need to recover and start rebuilding after June's devastating floods. I saw this damage firsthand. As a member of the House Appropriations Committee, I worked closely with leadership on this bill to make it clear just how much West Virginia needs these funds," said Rep. Evan Jenkins.

The White House formally signaled its support for the bill Wednesday, though the Office of Management and Budget said in a statement that it was "disappointed" that a provision allowing the Export-Import Bank to make transactions larger than \$10 million was not included.

The Senate CR also includes funding to fight the Zika virus and to combat the opioid overdose crisis.

Democrats quickly claimed victory after the vote, noting the bill included Zika funding, does not expand into next year, and does not include a push by Sen. Ted Cruz (R-Texas) to block the Obama administration from transferring internet management authority to a global organization.

Legal challenges against the rule are piling up. On Tuesday of last week, 21 states filed a lawsuit against the Labor Department and more than 55 Texas and national business groups filed a suit of their own on the same day. The groups, which include the U.S. Chamber of Commerce claim the rule violates the Fair Labor Standards Act and exceeds the agency's rulemaking authority.



## **OSHA Fines to Increase by 80 Percent**

The U.S. Department of Labor's Occupational Safety and Health Administration (OSHA) is increasing workplace safety violation penalties by as much as 80 percent. This marks the first increase in penalty amounts in 25 years. The new regulations allow the agency to levy a maximum penalty of \$127,400 for "repeat and willful" workplace safety violations.

## **ACA Reporting Reminder**

The Affordable Care Act (ACA) is the Patient Protection and Affordable Care Act as amended by the Health Care and Education Reconciliation Act of 2010. The ACA requires certain employers report to the IRS annually regarding the health care coverage they offer to full-time employees.

Under Section 6056 of the Internal Revenue Code, an Applicable Large Employer (ALE) must report information on Form 1095-C that discloses if an employer is subject to assessment of a Shared Responsibility Payment. The report also determines if full-time employees are eligible for a premium tax credit, which helps pay for health insurance if the employee purchases it on the Health Insurance Marketplace.

### **REPORTING DEADLINES**

The IRS extended the filing deadlines for calendar year 2015 but as of now, it appears the deadlines for calendar year 2016 will be those originally set by the IRS, as follows:

- January 31, 2017 - Form 1095-C must be furnished by ALEs to all full-time employees
- February 28, 2017 - Filing of Form 1095-C due for 2016, if filed on paper
- March 31, 2017 - Filing of Form 1095-C due for 2016, if filed electronically

### **POTENTIAL PENALTIES**

Employers that do not submit an annual IRS return or provide individual statements to all full-time employees may be subject to a penalty up to \$250 per return, with a maximum annual penalty of \$3 million.

## **New House Bill Would Block U.S. Treasury Regulations Regarding the Death Tax**

Last month, the Treasury Department announced a new regulatory proposal to minimize the number of estates that will be eligible for valuation discounts and avoidance of double taxation via the estate, gift or transfer taxes. The use of valuation discounts on family-controlled entities began in 1993 and quickly surged as a popular tool for estate planners. In valuation discounts, the amount assets are worth is reduced. For example, a company may not be particularly marketable or a stake in a company is a minority interest. That allows the assets to fall under the estate tax threshold, which is \$5.45 million for individuals and \$10.9 million for families.

The Obama administration is now pumping out rules at a swift pace prior to the end of the year. The proposed regulations are subject to a 90-day public comment period and will not go into effect until the comments are considered and then 30 days after the regulations are finalized.

Recently, Rep. Warren Davidson (R-OH) introduced H.R. 6100, known as the "Protect Family Farms and Businesses Act."

## FDA Issues Two New Guidances for Industry

The Food and Drug Administration (FDA) is announcing a draft guidance for the industry entitled "Submission of Warning Plans for Cigars." The draft guidance, when finalized, is intended to assist businesses involved in the manufacture, distribution and sale of cigars in understanding the new cigar warning plan requirements under the FDA's finalized deeming regulations. More information regarding this draft guidance may be found at [http://www.fda.gov/TobaccoProducts/Labeling/RulesRegulationsGuidance/ucm517680.htm?source=govdelivery&utm\\_medium=email&utm\\_source=govdelivery](http://www.fda.gov/TobaccoProducts/Labeling/RulesRegulationsGuidance/ucm517680.htm?source=govdelivery&utm_medium=email&utm_source=govdelivery).

In addition, the FDA recently announced that it has revised the guidance on the definition of "Harmful and Potentially Harmful Constituents" in tobacco products. The agency's newly revised guidance may be found at [http://www.fda.gov/TobaccoProducts/Labeling/RulesRegulationsGuidance/ucm241339.htm?source=govdelivery&utm\\_medium=email&utm\\_source=govdelivery](http://www.fda.gov/TobaccoProducts/Labeling/RulesRegulationsGuidance/ucm241339.htm?source=govdelivery&utm_medium=email&utm_source=govdelivery).

## FDA Told 'No' Over Tobacco Label Changes

In August, a federal judge said that the U.S. Food and Drug Administration (FDA) could not look at a label revision for a tobacco product as a new product, the Winston-Salem Journal reports. Judge Amit Mehta ordered the agency to eliminate its proposed label changes guidance. The judge also said that if a product changes the quantity in the package, that would make it a new tobacco product and thus require FDA approval.

The Altria Group Inc., Lorillard Inc. and Reynolds American Inc. filed suit against the FDA and the U.S. Department of Health and Human Services just over two years ago, claiming the new rules restricted their First Amendment rights. Mehta's ruling stated that under the Tobacco Control Act of 2009, "a modification to an existing product's label does not result in a new tobacco product, and therefore such a label change does not give rise to the act's substantial equivalence review process."

However, the judge found that changing the quantity or size of a tobacco product did make it fall under the FDA's stringent review process: "The court harbors no doubt that the FDA would have adopted the product-quantity interpretation set for in the guidance separate and apart from the labeling-change interpretation."

According to Altria spokesman Brian May, the company "is pleased the court struck down FDA's requirement that manufacturers obtain pre-approval from the agency before modifying product labels, which was the principal focus on our lawsuit. ... Specifically, the court ruled that changing labels does not change the tobacco product itself, and therefore cannot be part of FDA's process for approving new tobacco products."

## FDA Increases Fines for Retail Violations of Tobacco Regulations

The FDA has announced an increase in the monetary fines that are assessed against retailers that violate federal tobacco regulations. These increases were made according to the Federal Civil Penalties Inflation Adjustment Act of 2015, which allows each federal agency to adjust its monetary fines for inflation once a year. The FDA's new monetary fine amounts apply to retailers assessed with a fine after August 1, 2016, even if the violation(s) occurred as far back as November 2, 2015.

The number of violations, previous fine amount and new fine amount are as follows:

<b>Number of Violations</b>	<b>Previous Fine Amount</b>	<b>New Fine Amount</b>
1	\$0 with a warning letter	\$0 with a warning letter
2 within a 12-month period	\$250	\$275
3 within a 24-month period	\$500	\$550
4 within a 24-month period	\$2,000	\$2,200
5 within a 36-month period	\$5,000	\$5,501
6 within a 48-month period	\$10,000	\$11,002

## FDA Tobacco Enforcement Data Analysis

Following is FDA Enforcement Data from the We Card Coalition. The analysis is summarized by Federal Fiscal Year (FFY) (Oct.-Sept) for FFY 2011-2016. The 50 states and D.C. are included in this analysis; the U.S. territories are not included.

Some highlights of the publicly available FDA enforcement data as of 4/30/16:

- Cumulatively, FDA has conducted more than 600,000 compliance checks, issued 43,579 Warning Letters and pursued 7,197 Civil Money Penalties since the fall of 2010. Eight (8) No-Tobacco-Sale Orders have been issued by FDA.
  - All States plus Washington, D.C. have enforcement contracts. Total contract awards total \$176,330,695.
  - Two Native American tribes have enforcement contracts (Seminole Tribe of Florida and Shoshone-Bannock Tribes).
- For FFY 2016 (7 months of data), the data shows:
  - More than 93,000 compliance checks were completed.
  - 81% of retail store inspections involved minors (76,112) and the average violation rate is calculated to be 12.54%.
  - 19% of retail store inspections involved adult-only inspectors where NO minors are involved (17,333) and the average violation rate is calculated to be 1.54%.
  - The overall FFY 2016 average violation rate for both types of inspections (involving minors or adult-only inspections with no minors) is 10.50%.

## Legal Age Issues on the Local and State Levels

In the past two years, the number of legislative proposals on the local and state levels to raise the legal age to purchase tobacco products has increased significantly, with the vast majority of proposals focused on raising the legal purchasing age to 21.

One of the main reasons for this emphasis on raising the legal age is a U.S. Food and Drug Administration sponsored study conducted by the Institute of Medicine, which concluded that “the impact of raising the MLA (minimum legal age) to 21 will likely be substantially higher than raising it to 19. However, the added effect of raising the MLA from 21 to 25 will likely be considerably less.” Since the FDA does not have the authority to raise the federal legal age to purchase tobacco products (only Congress has that power), local and state lawmakers are proceeding with efforts to change the minimum legal age to buy tobacco products.

Cities and counties in 15 different states have adopted proposals to raise the legal age to purchase tobacco products. Below is a list of the number of localities in each state that have adopted higher minimum-age requirements:

- |  |                                       |
|--|---------------------------------------|
| • Arkansas (1 at age 21)                     | • Maine (1 at age 21)                 |
| • Arizona (1 at age 21)                      | • Missouri (5 at age 21)              |
| • Florida (1 at age 21)                      | • New Jersey (19 at age 21)           |
| • Idaho (1 at age 21)                        | • New York (5 at age 21; 3 at age 19) |
| • Illinois (3 at age 21)                     | • Ohio (5 at age 21)                  |
| • Kansas (10 at age 21)                      | • Utah (1 at age 21; 1 at age 19)     |
| • Massachusetts (121 at age 21; 9 at age 19) | • Washington (2 at age 21)            |

On a state level, 19 different state legislatures have considered legislative proposals to raise the legal age to buy tobacco products. Both California and Hawaii have adopted statewide bills that have increased the legal age to buy tobacco products to 21. For the other 17 states, a majority of these bills would increase the age to 21, but several would raise the legal age to 19. Bills to raise the legal age in 15 of these states were either defeated or did not pass prior to adjournment of the state legislature this year. Those states that did not pass higher minimum-age bills include Connecticut, Delaware, Illinois, Iowa, Kentucky, Maryland, Mississippi, New York, Oklahoma, Rhode Island, Tennessee, Utah, Vermont, Washington, and West Virginia. The two states with bills still pending to raise the legal age to 21 include Massachusetts and New Jersey.



## FDA and NIH Announce Availability of PATH Study Data

In Oct. 2011, the Food and Drug Administration (FDA) and the National Institutes of Health (NIH) initiated a study called the Population Assessment of Tobacco Health (PATH) Study. The study of about 46,000 people aged 12 years and older, some, but not all of whom are tobacco users, examines tobacco use and how it affects the health of Americans. The FDA and the NIH have recently announced the availability of the first wave of questionnaire data from the study. More information can be found on the FDA's website at <http://www.fda.gov/TobaccoProducts/PublicHealthScienceResearch/Research/ucm337005.htm>.

## Federal Judge Rules Issues Preliminary Injunction Against Enforcement of Indiana Manufacturer E-Liquid Licensing Law

On Friday, August 19th, a U.S. Federal District Court judge granted a preliminary injunction in favor of Goodcat, LLC, a vapor e-liquid manufacturer, and against the Indiana Alcohol and Tobacco Commission (ATC), regarding the state law that requires e-liquid manufacturers to apply for and obtain a permit to make and sell e-liquids to Indiana retailers. The federal judge found that GoodCat has a reasonable likelihood of succeeding on the merits of its claim under the "dormant" Commerce Clause. The dormant Commerce Clause prohibits local and state governments from enacting laws that discriminate against or excessively burden interstate commerce (which is business conducted by companies between various states). This would prevent discrimination against companies like Goodcat that are located in another state.

## Miscellaneous

### Signs American Workers Are Gaining Power and Higher Pay

The U.S. is running out of available workers and that means employees are getting paid more.

And what's left in terms of labor slack is being run down at a faster pace than economists anticipate, with July's non-farm payroll report showing employment growth of 255,000 for the month. This combination is a recipe for rising wages — and that's exactly what happened.



On a monthly basis, the growth in average hourly earnings came in higher than expected. On an annual basis, this metric has now eclipsed its post-recession peak.

Signs of upward pressure on wages are not confined to the non-farm payrolls report. The Atlanta Fed Wage Growth, which tracks the increase in remuneration among individuals using microdata (and as such, implicitly adjusts for changes in the composition of the labor force), shows the median worker saw pay rise 3.6 percent through June, the fastest clip since 2009.

After falling and flattening out around the second half of 2015 and at start of this year, the annual growth of the employment cost index (which tracks the changes in both pay and benefits received) ticked up to 2.6 percent halfway through 2016.

Unit labor costs, a ratio of hourly pay and output, rose 3 percent year-over-year as of the first quarter, with the four-quarter moving average just shy of its peak so far this cycle. A pick-up in wage growth can also be seen while poring through corporate earnings reports and conference calls, especially in fast food and retail. Companies like Starbucks Corp., Wal-Mart Stores, Inc. and Chipotle Mexican Grill, Inc. are a few examples of where the rising minimum wage is set to have an impact.



## 2017 Chair CDA Chair Named

Susie Douglas Munson has been named as CDA's 2017 chair. She will follow in the footsteps of her father, Bob Douglas, to lead the association in the coming year and become the association's first female chair.

"For many years, Susie has volunteered her time, talents and energy to CDA committees and initiatives," Owen said. "A strong work ethic and a love for our industry must run in the family," he said, noting that Bob Douglas "led the fight to save this association when he served as chair in 2001."

"I have no doubt that as chair, Susie will not only support, but strengthen the many valuable services provided by CDA to you, the membership," concluded Owen.

After accepting her gavel and green jacket that symbolizes the position of CDA Chair, Munson said she looks forward to the opportunity to lead the association in 2017 and to continue the progress that has been made during Owen's term as chair.

Above (enlarge), CDA Chairman Chad Owen presents Susie Douglas Munson, incoming chair, with the ceremonial gavel and green jacket.



"I look forward to serving in 2017 and I challenge everybody here...we need your commitment, your support, your attendance with your engagement and your dollars," she said. "This organization is so vital to our industry, and I have no doubt that you all will rise to the occasion like you always have."

She urged distributors and manufacturers alike to attend and participate in the Convenience Distribution Marketplace, to be held Feb. 13-15 in Orlando, FL. "We are going to have a great Marketplace in February, and I look forward to seeing all of you there," she said.



## "Doctor" Dave Riser: Dean of the Industry

Introduced as CDA's newest Dean of the Industry was Dave Riser, vice president external relations - trade marketing at R.J. Reynolds Tobacco Co. (RJR), who is affectionately known in the industry as "Dr. Riser" because of the depth of his industry knowledge.

"I'm not exactly sure when or why we started calling him Doctor," said Jode Bunce, executive vice president of cigarettes at Eby-Brown Co., Naperville, IL. "But I suspect it is because Dave seems to know everything about everything."

Noting that Riser has been with RJR for 33 years, Bunce said "Dave goes all-in no matter what he's doing, so along the way he thoroughly immersed himself in the workings of the distribution industry and how it relates to the manufacturer." Over the years, he said, "he became a trusted friend...and valuable resource to our industry."



**Convenience Distribution Marketplace 2017 --  
Registration Now Open  
Feb. 13-15, 2017, at the Hilton Orlando, Orlando, FL**

The Convenience Distribution Marketplace 2017 is a celebration of the convenience products wholesale distribution industry. Drawing distributors from across the country, attendees learn in distributor-focused education sessions, meet up with peers and partners at CDA's annual awards luncheon, take part in great networking events and do business on the highly-targeted one-day Marketplace floor.

**Marketplace Highlights for 2017**

**Connect With Top Trading Partners**

At Marketplace, you and your team will connect with the leading manufacturers and suppliers in the industry. Unlike larger events, Marketplace is focused on attracting just the top trading partners to CDA member distributors.

**Networking Events & Industry Receptions**

Marketplace features a great afternoon of networking options, including the CDA Golf Tournament, where you and your team can not only have fun, but also strengthen your connection to and build relationships with your trading partners. Attendees also enjoy breakfast each day, and two great industry receptions.

**Industry Awards Luncheon**

CDA's Annual Hall of Fame and Dean of the Industry awards will be presented in a great awards luncheon celebrating the convenience wholesale distribution industry.

**Concurrent Distributor-Focused Sessions**

A full line-up of targeted concurrent distributor-focused education sessions on a variety of topics key to distributor success: from sales training to regulatory issues.

**One-Day Marketplace Floor of Top Trading Partners**

A full day of Marketplace floor made up of the top manufacturers and suppliers connecting you with the companies critical to your success. Our new one-day format also enables you to get your business done quickly. Open from 9 am – 4 pm, the Marketplace floor includes a coffee bar in the morning with full bar in the afternoon in the CDA Lounge, along with lunch served on the floor in the CDA Café.

For more details and to register today, visit the Marketplace website at <https://www.cdaweb.net/Events/Marketplace2017.aspx>.



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