

The ABA Gazette

Summer 2018-Volume 3-Issue 15



Arkansas Business Alliance

Convenience Matters

From sponsoring youth sports teams to conducting food drives, convenience stores strengthen the communities that they serve, contributing nearly \$1 billion a year to charitable & community groups. Being a good neighbor is not just a good business practice, as convenience stores are champions for their communities.

Courtesy: NACS



PRESIDENT'S MESSAGE



Dear ABA Members,

Summer is winding down and kid's are headed back to school. A lot of routines will be re-instituted and life gets busy

A lot of our members enjoyed traveling and celebrating Diamond Jubilee over the past months and the ABA Office was somewhat quiet.

We are ready to gear up for Fall and are looking forward to our next event on September 20th at US FOODS. Mark your calendars, details will be shared very soon.

We are implementing a positive change to simplify the distribution of quarterly rebate checks and require ALL member stores to send the ACH Form, along with a voided check, to the ABA Office ASAP. The form has been emailed several times and is found on the ABA App.

Please be aware that there will be no paper checks issued so if you have not provided the information, we will not be able to process your rebates.

We are always open to new ideas and educational opportunities to share with our Members. If you have any ideas, please contact the ABA Office.

All the best,
President Andy Mandani

VENDOR LIST

COMPANY	CONTACT	PHONE	EMAIL
Coca-Cola	Contact your Local Rep.	email ABA	arkansasbusinessalliance@gmail.com
Pepsi	Contact your Local Rep.	email ABA	arkansasbusinessalliance@gmail.com
Monster Energy	Contact your Local Rep.	email ABA	arkansasbusinessalliance@gmail.com
Frito Lay	Contact your Local Rep.	email ABA	arkansasbusinessalliance@gmail.com
US Foods	Chris Parmele	479-856-2295	chris.parmele@usfoods.com
New Age Distribution	Rick Davis	501-374-5015	ricknewage@sbcglobal.net
Bimbo Bakeries	Mark Forbes	903-293-1439	mforbes@bbumail.com
Pinnacle Propane	Dan Adams	417-559-1003	Dan.adams@pinpropane.com.
S & D Coffee	Steve Hicks	501-516-5513	hickss@sndcoffee.com
Elite Enterprises	Ryan Lawrence	870-926-4777	ryan@eliteenterpriseusa.com
The Southern Company	Michael Shelby	501-376-6333	mshelby@thesoco.com
Modisoft	Sales	866-216-8707	sales@modisoftinc.com
RTI-Restaurant Technologies	Gary Carpenter	615-838-1017	Gcarpenter@rti-inc.com
Virani CPA	Anees Virani	501-448-6888	anees@viranicpa.com
Winder Insurance Center	Nizar Gilani	864-430-0084	gilaninizar@gmail.com
World Pay	Che Powell	770-353-4207	Che.powell@worldpay.us
Sam Samani Insurance	Sam Samani	773-851-1822	samsamani7@gmail.com
ATM Link		877-937-9286	sales@atm-link.com
Karim Ali CPA, PA	Karim Ali	972-290-0733	karim@karimalicpa.com
Discount LED		844-763-7689	info@discountLED.us
S & S Alarms	Joey Smith	501-305-2527	joey@s-security.com
Muswick	Kurt Garland	501-519-4185	kurt@muswick.com
Global Financial	Amin Chagani	972-812-5410	www.theglobalfinancial.com
Amcon	Jim Havenstrite	479-841-3478	jhavenstrite@amcon.com

Sept.-Oct. Spanner Promotions



2 FOR \$3

MIX-N-MATCH ANY 16 oz FLAVORS! *TAX AND REDEMPTION WAIVER APPLICABLE ONLY AT REGULAR PRICE

WWW.ROCKSTARENERGY.COM

©2018 ROCKSTAR, INC. - LAS VEGAS, NV 89108 800-160895

FOR NOW



2 for \$3

24oz Coca-Cola Products

FOR LATER



2 for \$3⁵⁰

12oz 6pk Coca-Cola Cans



MONSTER ENERGY
16/15.5/12oz. CANS

2/\$4⁰⁰

*TAX & REMITT / ON VOUCHER APPLICABLE. WHILE SUPPLIES LAST. ©2018 MONSTER ENERGY. ALL RIGHTS RESERVED.

MONSTERENERGY.COM



NOS ENERGY / FULL THROTTLE ENERGY
16oz. CANS

2/\$4⁰⁰

*TAX & REMITT / ON VOUCHER APPLICABLE. WHILE SUPPLIES LAST. ©2018 NOS. ALL RIGHTS RESERVED.

ABA Member Spotlight



RETAILER NEWSLETTER

This is your August 2018 retailer newsletter from the Arkansas Scholarship Lottery, created for our lottery retail partners in funding college scholarships for Arkansas students. Thank you!
#ThisIsWinning

AUG 2018



Country Corner in Conway.



Raj Khetani,
co-owner of Country
Corner (Conway).



Melissa (left), Sabrina
(middle) and Rosa (right) of
Country Corner (Conway).

WINNING RETAILERS



LOCATION:

Country Corner, 777 German Lane,
Conway (Faulkner County).



ARKANSAS SCHOLARSHIP LOTTERY RETAILER SINCE:

For the five years they've been at this
location.



STORE SPECIALTY:

Without a doubt, this location's food is a big draw, according to Raj Khetani, co-owner of Country Corner with Afroz Khetani. There are daily lunch specials like pork chops and chicken fried steak, while Fridays are always set aside for fried catfish plates.



FAVORITE GAME FOR CUSTOMERS:

New instant tickets, according to clerk Melissa Swaffar, adding that there's a contingent of Country Corner regulars who like their \$20 instants. This location keeps its ticket bins full and has great eye-level placement (See photos). There's also a winners' board so lottery players can show off their big wins to other Country Corner customers.



FUN FACT:

Conway calls itself the "City of Colleges."

GET MORE FROM DRAW GAMES!

We're promoting the national draw games Powerball® and Mega Millions® in Arkansas – look for our ads asking players "What's Your More?" Be sure all employees ask your customers for the draw game sale – and if they'd like to add Power Play® and Megaplier®, of course.



Win
MORE

DAYS IN FLIP FLOPS



IN TRADE: September 10th

NEW

PACIFIC PUNCH

JUICE

MØNSTER

ENERGY  JUICE

JUICE

MØNSTER

ENERGY  JUICE



Pacific Punch Specs, UPC, & Placement Direction



CAN



CASE

Case Pack: 24 x 16oz Cans

AMCON is a Top Ten Wholesale Distributor Offering you the Knowledge and Experience of an Industry Leader and the Service of a Hometown Supplier. Contact Jim Havenstrite at 1-800-488-1109 Ext. 2258 or Cell: 479-841-3478 for a Complete Presentation.

➤ **AMCON Advantage Bulletin**

- Monthly Promotions, Allowances, New Ideas and Products

➤ **Signage Program**

- Monthly Professional Sign Package
- Available for all Size Customers

➤ **First on the Street**

- Guaranteed New Candy and Snack Items Shipped Weekly
- Be the First in Your Market with Hot New Items

➤ **Spring Trade Show**

- Over 130 Manufacturers
- New Ideas and Industry Contacts
- Professional Industry Seminars

➤ **Fall Accrual Shows**

- Excellent Opportunity to Secure Next Years Accruals from Top Manufacturers

➤ **Private Label Products**

- High Quality, Low Prices and Great Margins

➤ **AMCON Adventure**

- An Annual Trip of a Lifetime Program

➤ **SpaceSolutions**

- 100% Guaranteed Plan-O-Grams

➤ **ClickOrder**

- Review and Transmit Your Orders Online
- Inventory Management
- Manage Cigarette & OTP Programs
- Print Labels & More

➤ **RetailSolutions**

- Customize Your Retail Pricing

➤ **Accrual Reports**

- Track all of Your Accruals at No Cost

➤ **Customer Support**

- Local Sales Team and Merchandisers
- Our Professional Customer Service Team Helps with Invoicing, Product Selection, Credits Processing and Services

➤ **Fill Rate**

- 99%+ Accuracy and Fill Rate from just One Source

➤ **Delivery**

- Consistent Delivery Schedule

SPONSORED SECTION



To maximize seasonal bounty, Pacific Standard Time in Chicago makes giardiniera using kohlrabi and fresno chilies, which tops its wood-fired pizza.



A MODEL FOR CUTTING WASTE

» **PREVENT** Reduce food waste through smarter ordering practices, better menu planning and more ingredient repurposing.

» **RECOVER** Donate surplus food to hunger relief organizations.

» **RECYCLE** Redirect food waste from landfills to composting, animal feed or anaerobic digestion.

Source: U.S. Environmental Protection Agency

150,000 pounds of daily wasted food
 = 30 million acres
 = 780 million pounds pesticides
 = 1.8 billion pounds nitrogen fertilizer
 = 4.2 trillion gallons of irrigated water

Source: Based on food waste from 2007 to 2014, according to the USDA. Each amount represents potential costs to the environment and to the farmers who dedicate their time, land and other resources to grow food that's meant to be eaten.



MORTON

About 40% of food in the U.S. goes to waste. That's garbage. Help turn excess into progress by showing how you cut food waste in your kitchen. **Take a photo of your tips and tricks and share with #EraseFoodWaste. Find more inspiration at MortonSalt.com.**

©2018 Morton Salt, Inc. ®Registered trademark of Morton Salt, Inc.

THIS IS THE PEPSI FOR THE FANS.

Wilson
NFL
pepsi

PEPSI COLA
SINCE 1898

OFFICIAL SOFT DRINK OF THE NATIONAL FOOTBALL LEAGUE

PEPSI COLA, PEPSI and the Pepsi-Globe are registered trademarks of PepsiCo, Inc.

PEPSI COLA
"HITS THE SPOT"

TM

Detailed description: This is a promotional advertisement for Pepsi during the NFL season. The central focus is a brown Wilson football with the NFL shield logo and a blue Pepsi can. The background is a collage of football-related images, including players in helmets and a crowd of fans. The text 'THIS IS THE PEPSI FOR THE FANS.' is prominently displayed in blue and red. At the bottom, it identifies Pepsi as the 'OFFICIAL SOFT DRINK OF THE NATIONAL FOOTBALL LEAGUE' and includes the NFL logo. A small 'PEPSI COLA SINCE 1898' logo is on the left, and a 'TM' trademark symbol is on the right.

Frito Lay

Good fun!

TM

Detailed description: This image features the Frito Lay logo, which consists of the brand name 'Frito Lay' in a white, bold, sans-serif font inside a red, rounded, ribbon-like shape. Above the logo is a large, bright yellow circle. Below the logo, the slogan 'Good fun!' is written in a red, cursive font. A 'TM' trademark symbol is visible on the right side of the image.

Committed to Growing Your C-Store Business



DSD Partnership



Mark Forbes
903-293-1439

mforbes@bbumail.com

A graphic with a green background. On the left, there is a large, stylized green heart shape. To its right, the words "Community Toolkit" are written in a bold, yellow, sans-serif font. The background of the graphic shows a close-up of several hands of different skin tones being stacked on top of each other, symbolizing community and support.

Community Toolkit

Convenience stores are inextricably linked to their communities. From sponsoring youth sports teams to conducting food drives, convenience stores strengthen the communities that they serve. This interactive guide provides ideas around numerous community-focused areas that retailers of all sizes can implement. And, if you're doing something great, remember to tell your story—it's good for the community and it's good for business.

[Give Back](#)

As part of the fabric of the community, convenience stores support local organizations and charities. These efforts are recognized with more than two in three Americans (71%) agreeing that convenience stores share their values and do business the right way. Here's some ideas on how you can support the community, along with examples from your peers.

[Be A Good Neighbor](#)

Whether your store is decades old or new to the neighborhood, your business is a part of the fabric of the community, economically, socially and culturally.

[Be Local](#)

Your loyal customers are likely locals stopping by for a grab-and-go occasion or to refuel their vehicle. Their kids have grown up with your store. They may even have been employed or know someone who has at your store because 17% of Americans have worked in a convenience store – that's 1 in 6 people. Celebrate their community and the hard work that their neighbors have put into it.

[Tell Your Story](#)

Communicating to your customers what your company stands for is another element of building your brand. Remember: If you don't tell your story, then who will?

Discount LED

Creating Industry Standards

5% Rebate for ABA Members



OUR PRODUCTS ARE UL, DLC AND CUL CERTIFIED



info@ discountLED.us +1 [844] 763-7689; +1 [817] 420-4031

+1 [214] 971-1880

Northside Business Park Bldg 3 | 1620 N IH 35 E, Suite # 310 | Carrollton, TX 75006

www.discountLED.us



GLOBAL FINANCIAL & INSURANCE SERVICES

Your Protection, Our Priority



**GAS STATIONS
AUTO
CARWASHES
HOME
LIFE
TRUCK STOPS**

Coverage

General Liability
Garage Keeps Liability
Pollution
Business Auto
Business Personal Property
EPLI
Fire Legal Liability
Umbrella
Vehicle Building Damage
Workers Compensation

Amin Chagani – 972-812-5410
Farzana Kajani – 817-793-9057 Salimah Ali – 817-658-7816

300 Decker St., Suite 320, Irving, TX 75062
www.theglobalfinancial.com



S&S Security Alarms, Inc.
Office: (501)305-2527 | Joey Cell # (501)-278-0677 | joey@s-security.com



Arkansas Business Alliance Security Packages



24/7 PROFESSIONAL MONITORING



CELLULAR COMMUNICATION



OPENING & CLOSING REPORTS



SERVICE AGREEMENT



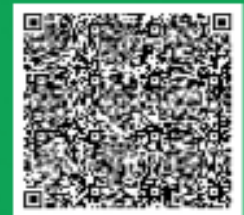
PROFESSIONAL SECURITY

Choose the package that best suits your needs. Includes standard installation.

Package	Home	Basic	Advanced	Ultimate
Includes	<p><i>Uses existing alarm equipment (will change panel if necessary)</i></p> <p>24/7 Professional Monitoring, & Professional Service</p> <p>Package Includes:</p> <ul style="list-style-type: none"> • Takeover of existing alarm system (will change panel if needed) • Installation of cellular communicator • Service Agreement • 1 Year Agreement • Must provide picture of panel • Must have business account 	<p><i>Uses existing alarm equipment</i></p> <p>24/7 Professional Monitoring, & Professional Service</p> <p>Package Includes:</p> <ul style="list-style-type: none"> • Takeover of existing alarm system • Installation of cellular communicator • Open/Close Reports • Service Agreement • 1 Year Agreement 	<p><i>Uses existing alarm equipment (will change panel if necessary)</i></p> <p>Everything in Basic plus New Panel (if needed) & Panic Button</p> <p>Package Includes:</p> <ul style="list-style-type: none"> • Takeover of existing alarm system (will change panel if needed) • Installation of advanced cellular communicator (includes remote arming/disarming, text messages, and more) • Open/Close Reports • Service Agreement • 3 Year Agreement 	<p><i>Complete New Alarm System Install</i></p> <p>Complete installation of new alarm system</p> <p>Package Includes:</p> <ul style="list-style-type: none"> • New Panel, Keypad, 3 Doors, 1 Image Sensor (motion), Panic • Installation of advanced cellular communicator (includes remote arming/disarming, text messages, and more) • Open/Close Reports • Service Agreement • 3 Year Agreement
Monthly Rate	\$39.99/mo. +tax	\$39.99/mo. +tax	\$49.95/mo. +tax	\$49.95/mo. +tax
One Time Equip. Charge	\$0.00	\$0.00	\$99.00 +tax	\$199.00 +tax

Scan this QR Code to get our contact info

Call us anytime. We take pride in providing you with the best service.



HAVE OTHER SECURITY NEEDS?

We can help you take care of your other needs too!



CAMERAS



ACCESS



INTERCOMS



+ MORE

VISIT US ON THE WEB AT WWW.S-SECURITY.COM

PINNACLE PROPANE EXPRESS

2017 ABA **PREFERRED VENDOR** FOR PROPANE CYLINDER EXCHANGE



Pinnacle Propane Express Will Provide:

- Aluminum Cages for Product Placement for All Members
- Clean, Certified and Safe Propane Tanks
- Zero Fuel Surcharges or Installation Fees
- Dedicated Customer Support and Service



THIS IS A CONSIGNMENT PROGRAM

ABA Member Cost:

Exchange Cost - \$9.75 per exchange

New Tank Cost - \$36.00 per new tank

Suggested Retail Cost To Consumer:

Exchange - \$19.99

Sale of new tank - \$49.99



Contact:

Dan Adams

District Sales Representative

Cell: 417-559-1003

Dan.Adams@PinnPropane.com



KARIM ALI CPA, PC
CPA & Business Advisor

**Full Service CPA Firm
and Business Advisors**



Karim Ali, CPA



We Can Help!

- 10+ Years of Experience
- Free Initial Consultation
- Flexible Hours (including evenings and weekends)
- Unlimited Ongoing Business Consultation for Valued Clients

ACCOUNTING - CONSULTING - TAX SERVICES

We deal in:

- Business Incorporation and Termination
- Business Services, including Monthly Accounting, Payroll, and Sales Tax Filing
- Business and Individual Income Tax Returns
- IRS and Audit Representation
- Preparation of Business Plan, Financial Projections, and Business Valuation
- Tax Planning

2665 Villa Creek Drive, Suite 214, Dallas, TX 75234

Phone: (972) 290-0733 | Fax: (972) 499-0810

Email: karim@karimalicpa.com | Website: karimalicpa.com



BACK OFFICE & MODIPOS

Gain control of all your business processes

Our Back Office Software Simplifies Business Management!
Secure, Cloud-Based & Offline POS System



PC-Based POS



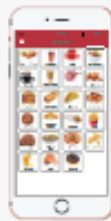
Back Office



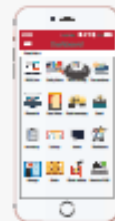
iPad - POS



Kiosk



iPhone - POS



Back Office App



Modisoft TV

Modisoft works with all major point-of-sale systems



52 Sugar Creek Center Blvd
STE 325
Sugar Land, TX 77478

www.modisoftinc.com
sales@modisoftinc.com

Tel 866.216.8707
Fax 877.525.6634



Muswick



The Convenient Wholesale Grocer

Conveniently Located in Little Rock At 4000 West 65th St.

Cash & Carry: Open Monday – Friday 8:30 am to 4:30 pm

Next Day Delivery

Experienced & Dedicated Sales Force

Sales Flyers with In-Store Specials

Aggressive Tobacco Pricing

Grocery & Marketing Incentive Programs



Serving Arkansas for Over 80 Years

Contact Kurt Garland – Sales Manager

501-519-4185 kurt@muswick.com

INSURANCE PREMIUM GOING UP?

Let me get a quote for you!

Sam Samani

LICENSED INSURANCE AGENT

BUSINESS. WORKCOMP. LIFE.

HEALTH. AUTO & HOME



Toll Free: 877.952.4455

Fax: 877.217.9001

Cell: 773.851.1822

I speak Hindi and Gujarati

EMAIL: SAMSAMANI7@GMAIL.COM

CALL NOW FOR A NO OBLIGATION QUOTE

S&D Coffee & Tea is a proud member of the
Arkansas Business Alliance.



WAKE UP AND SMELL THE PROFITS.

In continuous operation since 1927, S&D
Coffee & Tea is the largest coffee and tea
manufacturer and supplier to restaurants and
convenience stores in America.

Contact Steve Hicks
(501) 516-5513
hickss@sndcoffee.com



www.EliteAr.net

Coin Operated Air Machines

50/50 Commission Split
\$50 Bonus to New Customers

Ryan Lawrence Call or Text (870) 926-4777
ryan@eliteenterpriseusa.com



NIZAR GILANI

Winder Insurance Center

Specializing in Gas Stations, Hotels/Motels, Restaurants, Investment Properties and Other Commercial Business Insurance

Workers Comp. – Property – General Liability – Umbrella – Bond

NOW SERVING 14 STATES



Representing:

Travelers • Berkshire Hathaway • Nationwide • Grange • Auto Owners • Proaressive • Travelers • Liberty Mutual & More...



Contact Nizar Gilani

864-430-0084

gilaninizar@gmail.com



*The Southern Company of NLR, Inc.
Proudly Serving Arkansas*

Construction Services, Environmental Consulting & Engineering Services



- Installation of Complete Fuel Systems
- 24 Hour on Call Service Technicians
- Large Parts Inventory
- Lubrication Equipment/Sales
- Phase I & II Property Assessments
- Underground Storage Tank Closures
- Remediation
- Tank Cleaning (Water Removal)
- Spill Prevention Control & Countermeasure (SPCC) Plans

www.theSOCO.com

North Little Rock – 501.376.6333 • Fort Smith – 479.648.1601



Exclusive ABA member program



Worldpay, the preferred payments processor for the Arkansas Business Alliance (ABA), is pleased to introduce their exclusive credit card processing program for ABA members. Their experienced US sales team has more than 100 years of combined Petro, Retail, Grocery and payments processing industry experience.



ACCEPT CHIP CARDS

Our VX 520 terminal and VX 805 PIN Pad is ready to accept EMV® chip cards. The EMV standard is the best practice for card-present transaction security.



COMPETITIVE PRICING

Take advantage of competitive pricing offered by Worldpay. No hidden fees outside of standard network Interchange fees.



ONLINE TOOLS

Real-time account management, transaction history, alerts and reports at your finger tips via Merchant Portal, Worldpay's online reporting tool.



CUSTOMER SUPPORT

Help when you need it with live 24/7 US-based customer care with reps that are committed to one-call resolution.

Che Powell | 770.353.4207 | Che.Powell@worldpay.us
Arkansas Business Alliance | 501.325.3487

LET'S GET STARTED.
worldpay.com



worldpay.com

Worldpay and the National Alliance of Trade Associations (NATA) and Arkansas Business Alliance (ABA) are not affiliated entities and each of them is solely responsible for the provision of its respective products and services.

EMV is a registered trademark or trademark of EMVCo LLC in the United States and other countries.

© Worldpay 2016. All rights reserved. Worldpay, the logo and any associated brand names are trademarks of the Worldpay group of companies. All other trademarks are the property of their respective owners. Worldpay US, Inc. is a registered ISO/MSP of Citizens Bank, N.A., Wells Fargo Bank, N.A., and Eagle Bank, N.A.

We're Growing.



Welcome New Members

Perry Food Mart

Victory Express

Lamar Food Mart

IGA Food Mart

Fry Fish Deli

Don's Grocery Store

Congo Mart

Blackwell Food Mart



ADMIN CORNER

Save the Date!
September 20, 2018
Food Show – US FOODS North Little Rock
Time and more details coming soon!

MANDATORY ACH FOR QUARTERLY REBATES

Q2 Checks will be processed by the end of September...
There will be NO paper checks. Please send the completed
ACH form along with a copy of your voided check to receive your Q2
Rebate.

Get the App!

Search in App Store: <ABA>
Follow Instructions for Password
Current Pricing and other Important Info.
Is Found in “Documents”





ABA Board of Directors

Ahmed Mandani
President

Abdul Aziz Farishta
Vice President

Nazim Ali
Honorary Secretary

Sadiq Ali
Treasurer

Nizar Thobani
Director

Ameen Virani
Director

Sulaiman Hudda
Director

Asif Habib
Director



MISSION STATEMENT

It is our mission to provide economic value for our members and partners, to operate in an ethical manner and to build bridges within the community.

It is our mission to serve and support our members.



Our Vision:

It is our vision to humbly serve our members and to have better and more successful business in an ethical way.

FROM:

**Arkansas Business Alliance
11330 Arcade Drive
Suite #4
Little Rock, AR 72212**



Deliver To:

Office Hours

Monday-Friday

9:00 AM to 4:00 PM

Contact Our office with any questions or concerns:

Phone: 870-260-0039-text available

E-mail: arkansasbusinessalliance@gmail.com