



*"Committed to Service, Delivering Success!"*

March 31, 2014

## **DOUGLAS COMPANIES SIGNS AGREEMENT TO PURCHASE CARTHAGE, MO BASED TRI-COM, INC. dba CONVENIENCE STORE SERVICES**

Douglas Companies of Conway, AR announced today that a purchase agreement was signed on March 31, 2014, to acquire Tri-Com, Inc. dba Convenience Store Services (CSS). CSS has been a privately owned convenience store distributor in Carthage, MO in operation since 1988 servicing a four state area including southwest Missouri, southeast Kansas, northeast Oklahoma and northwest Arkansas. This acquisition will position Douglas Companies to increase its annual revenues by approximately 70 million dollars.

Douglas Companies' President/CEO, Steve Douglas and COO, Susie Douglas Munson in a joint statement stated "We are extremely excited about the acquisition of CSS. With the close proximity of CSS to our region, this acquisition presents Douglas Companies with an excellent opportunity to increase our footprint in the MO, KS and OK markets. CSS has done an outstanding job in customer service with their management team and employees. We are privileged to have these individuals join the Douglas Team. Our companies' shared culture of values, commitment to customer service and common service area make this business combination a great fit."

Douglas Companies was established in 1973 by Bob Douglas (1934-2003) in Texarkana, AR. As business expanded over the following three decades, Douglas Companies established operations in Conway, AR (1978) and Jonesboro, AR (1989). Douglas moved its entire distribution operation to Conway in 2005 after completing a large warehouse expansion. Douglas will continue to operate the CSS operation from its existing location in Carthage, MO, but will be operating under the Douglas Companies- FourStates Division name effective March 31.

Douglas Companies provides wholesale distribution of cigarettes, tobacco products, candy, snacks, convenience groceries, beverages, health and beauty aids, general merchandise, food service products and beverage programs. With this new acquisition, Douglas will now service over 800 accounts with annual sales in excess of \$230 million dollars in six states that include Arkansas, Texas, Louisiana, Oklahoma, Missouri and Kansas. Douglas attributes its success to dedicated and industry knowledgeable employees, excellent vendor relations, focus on efficiency through technology, outstanding c-store programs and "best-in-industry" customer service.