



# GHRA In Action

OUR MEMBERS ARE OUR MISSION!

VOL. 12 | JULY 2025

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# Welcome Members

*On behalf of the Board of Directors and staff at GHRA,  
please welcome our new members:*

KROOZIN MARKET

OASIS NEEDLEPOINT

LA LATINOS FOOD MART

ANTOINE MARKET

ANGELS BLESSINGS #2

BREAKTIME

ICE BOX

HILLCROFT FUEL

BEST STOP #14

MR EXPRESS MANGUM

STOP TO GROCERY & DELI

SUNNY FOOD STORE

FALCON EXPRESS LOCKWOOD

CEDAR PLAZA

KROOZIN MARKET



# SAVE ON FUEL POWERED BY YOU, FOR YOU

You're not just saving on fuel — you're driving something bigger.

As a GHRA member, you're part of a united network that owns the success of GHRA Fuels. Together, we've built a powerful fuel distribution system that delivers high-quality, unbranded fuel at competitive prices — **exclusively for our members.**

By combining our resources, we reduce costs, expand our reach, and secure better deals through our unified approach. Every drop delivered is a direct result of your partnership and participation.

**THIS ISN'T JUST OUR FUEL. IT'S YOURS.**

Interested in joining GHRA Fuels?  
Get in touch to learn more and sign up



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GHRA Fuels WhatsApp group  
and stay fueled  
with the latest updates!



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Sign Up Today!



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## GHRA Fuels – Driving Growth Together

Dear Members,

It is an honor to serve as the Chairman of GHRA Fuels and to be part of a team dedicated to the success of our members and the long-term vision of GHRA. Alongside Imran Nabi, our Director of Fuels, and Rahim Lakhani, who leads Sales and Customer Service, we are proud to share the remarkable progress GHRA Fuels has achieved over the past two years.

From the beginning, GHRA Fuels was founded on a clear mission: to provide our members with a competitive, reliable, and consistent supply of unbranded fuel. Thanks to the unwavering support of our members, we have grown rapidly, now serving hundreds of locations each week and strengthening our collective buying power.

Our commitment remains strong: enhancing logistics, optimizing pricing, and elevating service, ensuring that every member receives the quality, value, and dependable support they deserve.

At the heart of the GHRA Fuel Program is a shared vision of unity and cooperation. The more our members choose GHRA Fuels, the stronger and more cost-effective the program becomes for everyone. Your participation directly contributes to building a more reliable and value-driven fuel solution for all.

This is your program—built by the members, for the members. Let's continue to move forward together, driving stability, growth, and long-term success for our entire GHRA family.

Sincerely,

Javed Maredia  
Chairman – GHRA Fuels



# **GHRA ANNIVERSARY GALA**







*A Legacy of  
Unity, Growth,  
and Community  
Impact*



*Thank you for your  
trust, dedication,  
and partnership.  
Here's to 25 years of  
excellence, and to  
the limitless  
possibilities ahead!*









# How to Bridge the Gap Between the Cold Vault and Dispensed Beverages

McLane, Westrock Coffee, Shott Beverages Group leaders give tips for convenience stores.

By QG Digital Publishing

When it comes to beverages, the best innovation is usually in the cold vault, not in dispensed beverages.

That's according to Jon Cox, vice president of retail foodservice at Temple, Texas-based McLane Co., who spoke on a panel at CSP's 2025 Convenience Retailing University, held Feb. 24-26 in Nashville, Tennessee. Shayna Snyder, product marketing director at McLane; Miranda Reid, chief marketing officer at Petone, New Zealand-based Shott Beverages Group; and Melissa Mackay, senior vice president of marketing and insight for Little Rock, Arkansas-based Westrock Coffee Co., also joined Cox.

The group discussed how convenience retailers could help bridge the gap between the cold vault and dispensed beverages.

"What we're trying to do is extend what's cool in the cold vault back to the beverage bar," Cox said. "Extending that innovation beyond what's in the cold vault is going to be the biggest obstacle."

One way to do that is through customization, Reid said.

"We've already discussed how the cold vault has got innovation ... and there is just constant innovation but in the dispensed bar, it's just a little bit lacking," she said. "And there are just some really easy opportunities with customization."

This goes beyond just adding some form of sugar or dairy to coffee. The younger generations, like Gen Alphas or Gen Zs, want something more extensive and personal, "and they'll

pay a premium for it as well," Reid said.

For ideas, look to QSRs (quick-service restaurants), she said. They are using small spaces, toppers, alternative dairy and other means to allow consumers to build from a base and make a drink their own based off their health preferences, flavor preferences or what they've seen on social media. C-stores can implement modular systems in the dispensed beverage area to take advantage of these customization options.

"They allow your existing customer base to still go in and find the drink that they love that they're familiar [with], that you're known for. But it widens your catchment for the younger generations," she said.

She gave the example of dirty sodas, or flavored sodas. Adding a modular system can allow c-stores to add syrups, fruit purees and more to customize sodas.

Mackay said retailers could also flip this idea and consider what they can bring from their dispensed set into the cold vault.

"How can you create some consistencies? Because if you have a shopper coming in and you're known for a signature blend, or a unique flavor, a regional profile, how can you then incorporate that into a cold vault for yourself?" she asked.

The cold vault is a space that a retailer can leverage what they're known for, Mackay said. ■





# FDA Warns Against “Gas Station Heroin”

“I am very concerned,” agency commissioner says about tianeptine.

By CSP Daily News

The U.S. Food and Drug Administration (FDA) is warning consumers about tianeptine.

Tianeptine is not FDA-approved for any medical use and is commonly known as “gas station heroin” because of its availability in gas stations. Tianeptine products have been linked to serious harm, overdoses and death, the FDA said on its website.

“I am very concerned. I want the public to be especially aware of this dangerous product and the serious and continuing risk it poses to America’s youth,” FDA Commissioner Marty Makary said in a May 8 letter. “While the FDA is closely following the distribution and sale of these products, it is critical that you appreciate the magnitude of the underlying danger of these products and disseminate information about it.”

In the U.S., tianeptine is not currently scheduled under the Controlled Substances Act, the letter said.

“Nevertheless, tianeptine is being marketed as a ‘research chemical,’ a ‘nootropic’ cognitive enhancer, or a dietary supplement,” the letter said.

Tianeptine is frequently available at convenience stores, gas stations, vape shops and online retailers, the letter said. Product names that include the substance are Tianaa, Zaza, Neptune’s Fix, Pegasus and TD Red.

The FDA has taken steps to protect people from tianeptine products, including “warning consumers about severe side effects, issuing warning letters to companies distributing and selling unlawful tianeptine products and placing products on import alert to help detain tianeptine shipments at our borders,” the letter said.

In 2024, the FDA urged convenience stores and gas stations to stop selling Neptune’s Fix or any products with tianeptine. ■



# Finding Value in Foodservice

6t6Lunch is expensive. How can c-stores help?

By CSP Daily News

As I write this editor's note for May, I am fueled by Gushers Watermelon and Sour Apple, AriZona Sour Watermelon Fruit Snacks and Wiley Wallaby's Soft and Chewy Classic Minis in Classic Red—they had a watermelon flavor, too, but I didn't happen to grab that one.

Watermelon was everywhere at the Core-Mark Expo Midwest, which I attended March 27 in Schaumburg, Illinois. Another flavor in snacks that stood out to me and my colleagues as we walked the show floor—dill pickle. Giants and Wonderful both have Dill Pickle pistachios now.

All the sampling I did reminded me of how fun this industry is. Who doesn't want to taste (and write about) candy and snacks for a living?

As other spring and fall tradeshow approach, I'll be keeping an eye out to see if these trends continue. What trends are you seeing as tradeshow season picks up again?

## State of Foodservice Report

Also at the expo was Core-Mark's foodservice options—the taco I had from Contigo Taqueria was my favorite.

Foodservice is the focus of our 2025 State of Foodservice report, which you can read here and in our May magazine issue. Along with hearing from industry experts, we got some great feedback from convenience-store retailers in our annual State of Foodservice survey.

Eighty-two percent of respondents said their foodservice

sales were up significantly or up slightly in 2024 compared to 2023. And 80% said they expect foodservice sales to greatly or somewhat improve in 2025.

And what are c-store consumers looking for when it comes to foodservice? Value and quality, experts say.

I couldn't agree more—I'm looking for value in food, too.

My coworkers and I were in our office downtown Chicago this week talking about lunch and how much food prices are increasing. One remarked how the price of a rice and bean burrito at Taco Bell has risen over the years.

And I swear my favorite sandwich shop puts less meat on its sandwiches than it did two years ago—which matters when I'm still paying a whopping \$15 for it. It's worth it for me, when I feel like I'm getting my money's worth.

I told my colleagues how I'm not even sure if I'm saving more by buying more groceries or buying fewer groceries and eating out more lately because it's expensive either way.

The best ways for c-stores to compete with QSRs will be to show off the value of their foodservice items. Are they cheaper? Are they still restaurant quality? In my opinion, that's the challenge that they need to overcome. Creating cheaper, quality products and then shouting it to the world so consumers think of them for a lunch, or any meal, stop.

Some c-store retailers are already doing a really good job of this—and you'll hear from them in our report. ■





## Estimated Package Price Breakdown

License Agreement ..... \$7,500

Equipment ..... \$65,000

Smallwares ..... \$4,650

Graphics ..... \$2,400

Tiles ..... \$1,300

TVs for Menu Board ..... \$3,000

POS (POS, Scanner, Star Printer, FireSticks) ..... \$2,750

Building Sign ..... \$3,250

Building Sign Installation ..... \$1,350

Permit ..... \$800

Countertop ..... \$2,000

🔥 Minimum Counter length 8.5 feet

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🔥 Ongoing training and support

🔥 Most Owners have 2+ locations

🔥 Perfect for owners / operations



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FOR DETAILS CONTACT: DOUG BOONE | DBOONE@GHRAONLINE.COM | 281-295-5363



## ESTIMATED PRICING BREAKDOWN

License Agreement - \$0.00  
Equipment - \$20,000  
Smallwares - \$2,000  
Graphics - \$2,000  
Menu Board - \$1,000  
POS - \$2,750  
Building Sign - \$3,250  
Installation and Permit - \$2,000

*Minimum Counter Length 6 feet  
No Mark Usage Fee*



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# We Are Hiring!

Looking for an Exciting Career Opportunity?

## Join GHRA Today!

GHRA is now hiring! We're looking for passionate, driven individuals ready to grow with us. Whether you're just starting out or looking to advance your career, we have open positions available now across multiple departments.

Scan the QR code to  
explore and apply for  
job openings.





“

There are no secrets to  
success. It is the result of  
preparation, hard work, and  
learning from failure.

---

COLIN POWELL