**Des Moines Business Record 40 under 40 Award**

**To: 40 under 40 Nominating Committee**

**RE: Recommendation Letter for Chris Long**

**Date: 01/11/2019**

I am writing this letter to recommend Chris Long to receive recognition as one of the top 40 under 40 professionals in the Des Moines region. Chris is a valuable executive for Yesway, and oversees large business categories that help the company achieve our financial objectives. His responsibilities include the category management of all packaged beverages, beer, wine, and spirits for our fast growing chain of over 150 stores. This puts him in a position where he is representing our company in dealings with top global brands such as Coca-Cola, Pepsi, Anheuser-Busch, Miller Coors, Gallo, Red Bull, and many more. His strong track record of achievement also delivers compelling financial results to our organization, and those he partners with.

Chris recently was selected as one of the top 40 under 40 professionals in the global convenience retail industry. That honor is a testament to his track record, and helped Yesway garner recognition across the industry.

I am proud to endorse him for selection based on his career achievements, commitment to serving the community, and business acumen as a top executive in Des Moines, Iowa.

Respectfully,

**Derek Gaskins**

SVP of Merchandising and Procurement

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