

ABL WEEKLY

POLICY, INDUSTRY AND BUSINESS NEWS FOR BEVERAGE RETAILERS

Friday, June 21, 2019

Issue 387

MEETINGS & EVENTS

[July 9-10 - ABL Summer Board Meeting | Madison, WI](#)

[July 29-31 - ECRS Ignite 19 Retail Success Conference | Nashville, TN](#)

[August 9-11 | TWSRA 2019 Annual Meeting | Gatlinburg, TN](#)

[September 5 | IABR Annual Meeting & Topgolf Play | Fishers, IN](#)

[September 9-11 - MTA Annual Convention & Tradeshow | Sidney, MT](#)

[September 12 - IABR Fall Golf Outing | Indianapolis, IN](#)

[September 15-17 - ILBA Annual Convention & Tradeshow | LaSalle, IL](#)

[October 9 - NYSLA 10th Annual Albany Holiday Trade Show | Albany, NY](#)

[October 10 - IABR Annual Meeting & Board of Directors Meeting | Indianapolis, IN](#)

[October 14-17 - TLW 84th Annual Fall Convention | Green Bay, WI](#)

[October 15 - NYSLA 10th Annual Buffalo Holiday Trade Show | Buffalo, NY](#)

[October 21-23 - ABL Fall Board Meeting & Industry Meetings | Washington, DC](#)

ABL & PUBLIC POLICY NEWS:

[**Trump Sets His Sights on France with**](#)

[**Threats to Tariff French Wine:**](#) There is a creeping nervousness taking hold in Brussels. Officials fear that its tactic of delaying further trade conflict with Washington may soon run out of road. Eventually the EU will be forced to pick sides in the China-US trade war, and pressure to open sensitive markets to US commercial interests will become unbearable.

[**USMCA Impatience Grows on Capitol Hill:**](#)

Republican lawmakers say they're hopeful that a process between House Democrats and the White House to address concerns in the U.S.-Mexico-Canada Agreement will result in a vote before the August recess. But some have expressed anxiety at the narrow window of time or that Trump might lose patience and send up a bill to implement the deal without House Speaker Nancy Pelosi's blessing.

[**AAA Report Finds Millions of Americans**](#)

[**Driving High:**](#) More than 14 million Americans admit to having driven within an hour of smoking marijuana in the past 30 days, according to a report released Thursday by the American Automobile Association. The report found Americans approve of driving

[**Congress Will Consider Lots of Marijuana**](#)

[**Amendments Next Week:**](#) Almost a dozen cannabis-related amendments will be considered by a key congressional committee next week. The House Rules Committee published the submitted measures on Thursday. They cover everything from preventing the Justice Department from interfering in state legal marijuana programs to funding the creation of a regulatory pathway for CBD to be introduced into the food supply.

[**Trump's Justice Department Should Change Its Tune on Antitrust Policy \(Op-Ed\):**](#)

Just one day after The Hollywood Reporter published an article arguing that examining the regulations pertaining to music licensing may be one of the Trump Department of Justice's (DOJ) top antitrust targets, the Antitrust Division on June 5 re-opened a review into the consent decrees with the American Society of Composers, Authors and Publishers (ASCAP) and Broadcast Music Inc. (BMI).

[**Potent Pot, Vulnerable Teens Trigger Concerns in First States to Legalize Marijuana:**](#)

The first two states to legalize recreational marijuana are starting to grapple with teenagers' growing use

under the influence of marijuana at higher rates than other dangerous behaviors.

'Sami's Law': Legislation Introduced in Congress to Improve Ride-Share Safety

In the wake of the murder of a college student killed by a man pretending to be her Uber driver, lawmakers of both parties have introduced a measure in the U.S. Congress to establish protections for ride-share customers across the country.

of highly potent pot, even as both boost the industry and reap huge tax windfalls from its sales. Though the legal purchase age is 21 in Colorado and Washington, parents, educators and physicians say youths are easily getting hold of edibles infused with tetrahydrocannabinol and concentrates such as "shatter."

INDUSTRY NEWS:

Alcohol & Tobacco Tax & Trade Bureau (TTB): [TTB Newsletter – Weekly News \(June 21\)](#)

Alcohol & Tobacco Tax & Trade Bureau (TTB): [TTB Proposes the Tualatin Hills and Laurelwood District Viticultural Areas](#)

3x3 Insights: [Retail Untapped - Episode 31: A Closer Look at the Seltzer Wave](#)

Alcohol Law Advisor: [Courts Are Siding with Employees Who Use Medical Marijuana](#)

Alcohol Law Review: [Indiana and Three Different Amici File in Support of Prohibited Interest Law Against Federal Preemption Claim](#)

Campaign for a Healthy Alcohol Marketplace: [Public Support for State-Based Alcohol Regulation Is Very High](#)

Nielsen: [What's On Tap for the Alcoholic Beverage Industry](#)

SevenFiftyDaily: [Examining Evolving M&A Strategies](#)

SevenFiftyDaily: [Six Strategies for Maximizing Seasonal Tourism Sales](#)

Shanken News Daily: [RNDC-Young's Deal Creates a New Landscape within the Middle Tier](#)

Wine Business: [Domestic Wines Boost U.S. Wine Sales in May](#)

Wine Institute: [New Chairman to Focus on Trade Restrictions](#)

Wine-Searcher: [Carriers Stymie State Shipping Changes](#)

INDUSTRY SPOTLIGHT:



DRAUGHT BEER QUALITY MANUAL

Perfect for professional and home draught systems

Put Your Best Beer Forward

Fourth edition now available

BREWERS PUBLICATIONS.

The [Draught Beer Quality Manual](#) is an indispensable resource for brewers, wholesalers, retailers, and draught system installers. Prepared by the Brewers Association Technical Committee, this fourth edition includes updated best practices, detailed information about line cleaning, draught system components and design, gas dispense and balance, proper pouring, sanitation and growlers is organized with your needs in mind. The goal is simple – to improve draught beer quality and ensure that beer makes it into the consumer’s glass as the brewer intends.

AFFILIATE NEWS:

Massachusetts Package Stores Association

[Premium Pay Fight Renewed on Beacon Hill](#)

After lawmakers last year agreed to phase out the requirement for time-and-a-half pay on Sundays and certain holidays, unions and advocates for workers are lobbying for lawmakers to reconsider and keep the requirement while business groups plead for the Legislature to honor its word.

STATE & LOCAL NEWS:

[Illinois: Marijuana Dispensary Rolls Out Its Own Credit Card](#)

Marijuana company Columbia Care is rolling out a credit card for customers to use at its dispensaries, creating a new payment option for a clientele that has largely had to deal in cash. Like banks, credit card companies hesitate to get involved in the cannabis industry because the drug remains illegal at the federal level.

[Pennsylvania: Former Wolf Chief of Staff, Campaign Aide Confirmed to PLCB](#)

Gov. Tom Wolf’s former chief of staff Mary Isenhour on Wednesday was confirmed to a four-year term on the Pennsylvania Liquor Control Board. Isenhour, who served as Wolf’s chief of staff from July 2015 through January 2017, when she left to join his re-election effort, becomes the first woman to serve on the

Illinois: Police 'Unprepared' for Pot-Impaired Drivers:

Illinois law-enforcement officials are "incredibly unprepared" for the potential upswing in impaired driving that could result from legalization of recreational use of marijuana. That view of the impact of House Bill 1438 came from a Chicago-area police officer spearheading a pilot program to develop a roadside chemical test for marijuana.

Nebraska: Councilman Seeks Change to Hookah Bar Liquor License Rule:

A city councilman in Nebraska is working to replace an ordinance that would require the Muslim owners of a new hookah lounge to serve alcohol in violation of their faith. The ordinance requires businesses in Lincoln that allow indoor smoking to obtain a liquor license, which means they must stock and sell alcohol.

Nevada: Gov. Signs Law Creating Cannabis Compliance Board, Transferring Licensing Authority from DOT:

Nevada Gov. Steve Sisolak signed Assembly Bill 533 into law, which creates a Cannabis Compliance Board and also prohibits local governments in the state from licensing marijuana social consumption businesses. The social use provision expires July 1, 2021, which would leave the state without such venues for up to two years.

Ohio: Marijuana Dispensaries Must Follow Stringent Rules:

Before the Ohio Provisions medical marijuana dispensary in Carroll could open its doors, it needed cameras that captured the entire property. "We have 53 cameras total in our store," general manager Chris Mastrilli said.

Oklahoma: Referee Hears Arguments on Controversial Liquor Law:

An Oklahoma Supreme Court referee heard oral arguments Thursday in a challenge to a law that will alter the state's alcohol distribution system. The Institute for Responsible Alcohol Policy and others filed suit against the law created by Senate Bill 608, which will require alcohol manufacturers to make their top 25 brands available to all wholesalers in the state.

Oregon: Wine Bill Would Levy Tax on Out-of-State Grape Buyers:

The Oregon Senate passed a bill Wednesday that extends a tonnage tax to

three-member board with oversight over liquor sales, regulation and enforcement in the state.

South Carolina: Columbia Bars Fold in Face of Liquor License Challenges:

Bars that cater to University of South Carolina students are closing as neighbors challenge their liquor licenses. The State reports homeowners around Columbia's Five Points neighborhood, complaining about drunken students, have challenged the liquor license renewals of eight bars.

Texas: TABC Takes on Merchandising:

It could be the end of excessive retail merchandising as we know it in Texas if retailers and distributors are to follow a new draft "market guidance" from the TABC. In the draft notice, seemingly out of nowhere, the Commission said it decided to "examine" merchandising activities recently, and "determined that the current services being provided to some retailers are excessive and indeed provide an unauthorized thing of value 'service' to a retailer," hence this "market guidance."

Texas: "Beer-to-Go" Bill, Signed into Law by Governor Greg Abbott:

Governor Greg Abbott has signed a bill into law that allows "beer-to-go" in Texas. In the last week, Governor Abbott has signed bills into law that ban red light cameras and outlaws deceptive calls from telemarketers. This new law will allow people to take home beer from craft breweries in Texas.

Texas: State Raises Retail Liquor License Limit:

Texas governor Greg Abbott has signed into law a measure that vastly expands the number of retail liquor licenses an individual may own in the Lone Star State. Under the new law, which takes effect September 1, individuals may hold up to 250 retail liquor licenses in Texas and add up to 15 new permits a year.

Virginia: State Attorney General Calls for Marijuana Legalization:

Attorney General Mark Herring says he will push Virginia to legalize recreational marijuana use for adults — a first for a statewide official in the commonwealth, which has traditionally taken a conservative approach toward drugs. Other prominent Virginia politicians have previously

wineries outside the state that import grapes from Oregon. The \$25-per-ton tax would bring an estimated \$400,000 a year in marketing and research funds to the Oregon Wine Board, but detractors say the bill could push away California grape buyers.

called for decriminalizing possession of small amounts of marijuana, including Gov. Ralph Northam and Lt. Gov. Justin Fairfax.

[Virginia: Area Prosecutors Weigh-In on Herring's Call to Decriminalize Marijuana:](#)

Prosecutors across central Virginia and the Shenandoah Valley are weighing-in on Attorney General Mark Herring's call to decriminalize marijuana. Some believe it is long overdue, while others say there's more work to be done before legalizing the drug.

BUSINESS & LIFESTYLE NEWS:

[U.S. Retailers File for Bankruptcy at Swift Pace in 2019:](#)

Last year brought some big retail bankruptcies including that of 125-year-old company Sears. By volume, however, 2019 so far has already outpaced the comparable year-ago period, with companies like footwear retailer Payless and US children's clothing chain Gymboree filing for bankruptcy.

[Stop Asking for Beer in 'Frosty' Glasses:](#)

Though it's tempting to ask for your beer to be poured into a frosty glass or mug to act like its own mini-freezer, don't do it. This is definitely something that's happening, because there's a bar in my neighborhood that has a huge sign up that says "No Frosty Glasses" on it.

[Celebrate and Praise Team Members for Better Outcomes:](#)

"Just do it" is the path to fatigue, disrespect, and defeat. Grit needs heart to endure. Obsession to get things done causes self-defeating behaviors. Yes, be obsessed over great results, but obsess over people as well. PEOPLE get things done.

[Cannabis-Infused Beverages Are Coming, Will They Be Worth the Hype?:](#)

Next month, stakeholders in the cannabis and alcohol industries will gather at a conference centre in San Francisco to discuss the arrival of cannabis-infused beverages and its implications. In an article looking ahead to this first-ever Cannabis Drinks Expo, Forbes proclaimed that "the next frontier in cannabis is beverages."

[The Battle Between Big Beer and Craft Is Over. Sparkling Water Killed It:](#)

For the past few years, the fight between Big Beer and Craft has defined the industry zeitgeist. On

[Overlooked Jim Beam Bourbon Brand Goes Single Barrel:](#)

The low-profile Baker's Bourbon from Jim Beam's Small Batch Collection will become a single-barrel bourbon this fall, Beam Suntory has confirmed. The change will represent the first exclusively single barrel product in the Small Batch lineup and only the second single barrel product overall from Jim Beam, joining Knob Creek.

[How to Buy Better Beer, According to a Bottle Shop Owner:](#)

ABC Beer Co. in Manhattan is rumored to be one of the best beer stores in New York City, replete with well-stocked coolers, a small bar, communal seating and tasty bites. Zach Mack, its cofounder, says things have only changed for the better since they opened.

[Brewers Tell Us Their Favorite Vienna Lagers for Savoring This Summer:](#)

This summer, when you grab for a classic Mexican (or Mexican-style) lager, you might be surprised to learn that the flavors you're enjoying with your feet in the sand didn't originate in the Americas. Many of the Mexican-style lagers we love are actually Vienna Lagers.

[Robot Dishwashers Ready for Commercial Kitchens:](#)

Keeping a dependable dish washing staff isn't easy for restaurants, according to Zdnet.com, because dishwashers, who have a physically demanding job, only stay in position for about a month on average. But Dishcraft Robotics is hoping its new automated solution will become the first AI alternative to human dishwashers.

one side of the battle is Big Beer, which represents mindless adherence to tradition, corporate irresponsibility, and selling out. On the other side is small and heroic Craft.

Is 2019 the Year Craft Beer Sales Turn

Negative? This could be the year that craft beer sales finally stop showing growth. The latest data from both Nielsen and IRI indicate that beyond a few select categories, beer sales in terms of both volume and dollar amounts are in serious decline.

CBD Beverages Could Reach \$2 Billion in

U.S. by 2025: With the market for cannabidiol (CBD) expanding at a rapid rate across the U.S. in myriad forms including tinctures, capsules, topicals, and beverages, the category was a hot topic at the Cannabis World Congress, held recently at New York's Javits Center.

Domestic Sparkling Wines Tap

Premiumization Trend: While domestic sparkling wines were roughly flat in the U.S. in 2018, the category has expanded by nearly 1.4 million cases over the past four years, and premiumization is taking root as consumers reach for higher-end bottles.

Some Restaurants Get Served in Delivery

Boom: Fine dining once meant dressing up for a long-awaited reservation at your favorite restaurant. Now it often involves dressing down in sweatpants to order takeout in the comfort of your own home. Food-delivery apps help restaurateurs entice new eaters and cull sophisticated data to enhance their businesses.

How Brewers Are Shifting Their Approach to

Summer Beers: For 23 years, the recipe for Samuel Adams Summer Ale has remained static. The blend of lightly peppery grains of paradise and lemon peel established itself as a quintessential warm-weather refresher, a staple at BBQs and beaches alike.

On-Demand Delivery Leads to Last-Mile

Optimization: Not so long ago (pre-smart phone to be precise), we were just happy when a package arrived. We didn't always expect it any particular day. We weren't always sure if it would come through the post office or some other parcel service. In the end, none of that mattered.

In Stores, Secret Surveillance Tracks Your

Every Move (Op-Ed): Imagine you are shopping in your favorite grocery store. As you approach the dairy aisle, you are sent a push notification in your phone: "10 percent off your favorite yogurt! Click here to redeem your coupon." You considered buying yogurt on your last trip to the store, but you decided against it.

How Small Brands Can Break Through with Big

Distributors: Wine, spirits, and beer distributors are a busy lot these days, what with so many new products vying for their attention. So what should you do if you're a young brand trying to find a home with one of them? There are plenty of little things that will get you on the good side of a distributor, but the really big ones can be boiled down to three rules.