

ABL WEEKLY

POLICY, INDUSTRY AND BUSINESS NEWS FOR BEVERAGE RETAILERS

Friday, July 26, 2019

Issue 391

MEETINGS & EVENTS

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

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

[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:

[**Costa Rica Blames 19 Deaths on Tainted**](#)

[**Alcohol, Confiscates 30K Bottles:**](#) Nineteen people in Costa Rica have died after consuming alcohol with toxic levels of methanol, leading the country's National Health Ministry to issue a national alert. Fourteen men and five women between the ages of 32 and 72 have died in several cities across the country since the beginning of June, the ministry said.

[**Do Protections for People with Disabilities Apply Online? Domino's Asks High Court:**](#)

Domino's sells more than 2.5 million pizzas every day, and the company says it offers at least 15 ways to order one. But Guillermo Robles, who is blind, said neither the company's website nor its mobile app allowed him to order the pizza he wanted, or receive a discount for ordering online. He sued.

[**Hit by 93% Tax, Napa Wine Falls Victim to Trade War in China:**](#)

A decade ago, basketball legend Yao Ming was such a celebrity in China that he carried the Olympic torch into Tiananmen Square. But these days, not even the 7-foot, 6-inch Yao can fight his way through the U.S.-China trade war. Yao's

[**Current Estate and Gift Tax Proposals in**](#)

[**Congress:**](#) The Tax Cuts and Jobs Act ("TCJA") was enacted into law on December 22, 2017. This landmark change to the Internal Revenue Code (the "Code") was particularly beneficial to wealthy taxpayers in the areas of estate tax and gift tax and reduced income tax burdens for some taxpayers, with the notable exception of certain higher earners in states with high state income taxes who saw their state and local tax deductions capped.

[**Costa Rica Tainted Alcohol Death Toll Rises to 20; 41 People Affected Overall:**](#)

Costa Rica's Ministry of Health says a total of 41 people have consumed tainted alcohol as the death toll due to the liquor rose to 20 in the Central American tourist destination. According to a press release on the agency's website, 18 of the 20 victims were Costa Ricans, one was Nicaraguan and the nationality of the latest victim has not yet been released.

[**Facebook and Instagram to Restrict Content Related to Alcohol, Tobacco and e-**](#)

[**Cigarettes:**](#) Facebook will unveil a new policy on Wednesday to restrict sales and limit

trouble involves, of all things, wine, his post-NBA business in Napa Valley. Across California, the state's signature wine business is getting hit by the tit-for-tat tariffs coming out of Washington and Beijing. with-93-tax-in-china

A Look At the Future of Music Licensing:

When you need to use a piece of music that you do not own the rights to, it usually means that you require a license from the copyright holder. This can take the form of a mechanical license, which covers the reproduction and distribution of a work, or a sync license, which is required when one utilizes another's work in a visual piece such as a movie.

content related to alcohol and tobacco products, including e-cigarettes, a company spokeswoman tells CNN. The new policy will prohibit all private sales, trades, transfers and gifting of alcohol and tobacco products on Facebook and Instagram, the spokeswoman said.

House Hearing Focuses on JUUL and Youth Vaping:

Anti-youth-vaping advocates and public health practitioners testified yesterday before the House Oversight and Reform Committee's Economic and Consumer Policy Subcommittee in the first of a two-day hearing examining JUUL Lab's "Role in the Youth Nicotine Epidemic." JUUL executives are slated to appear before the committee today.

INDUSTRY NEWS:

Alcohol & Tobacco Tax & Trade Bureau (TTB): [TTB Newsletter – Weekly News \(July 26\)](#)

3x3 Insights: [Retail Untapped - Episode 34: Why Canned Spirits Are Here to Stay](#)

Alcohol Law Advisor: [FDA CBD Docket Closed, Agency to Soon Provide Status Report](#)

Alcohol Law Review: [Briefing Complete in Mississippi Supreme Court for Illegal Shipping Matter](#)

Beer Business Daily: [Are Food Delivery Apps Killing On-Premise Beer Sales?](#)

Brewbound: [A Letter from Brewbound Editor Chris Furnari](#)

Law360: [MillerCoors Asks 7th Circ. to Kill Bud Light Corn Syrup Ads](#)

NACS: [Craft Brewers Embrace the Four Pack](#)

Nielsen: [Disloyalty Is the New Black](#)

SevenFiftyDaily: [Business Fundamentals New Bar Owners Need to Know](#)

Shanken News Daily: [SevenFifty, Beverage Media Join Forces to Create Online Beverage Alcohol Marketplace](#)

VinePair: [American Breweries Survived Prohibition by Making Near-Beer, Baby Formula, and Ice Cream](#)

WebMD: [Methanol-Tainted Alcohol: Could It Happen Here?](#)

CANNABIS NEWS:

How Dangerous Is Stoned Driving?: Nobody recommends driving while high. But years into legalization, it's not clear if stoned drivers have become a hazard that demands a response. Even if they were, nobody would know what to do about them.

Record Number of States Considered Marijuana Legalization in 2019: More than half of all state legislatures considered legislation in 2019 to legalize the possession or use of marijuana, a new record that illustrates a normalization of an issue that lawmakers once saw as a third rail. Only a few states actually passed legislation dealing with

How Legal Weed Companies Are Starting to Address Driving While High: In early July, the state of California signed into law legislation granting the California Highway Patrol the right to study the effects of cannabis on driving behavior. That should eventually clear up some confusion among marijuana users: Ingesting weed is legal, but driving under the influence isn't and carries the same penalties as drunk driving.

Cannabis Authentication System Roots Out Counterfeit Weed: A company called solo sciences has announced what it says is the world's first "cryptographically-secure cannabis product authentication system." In a budding legal weed ecosystem, the system aims to empower distributors to verify the origin of their product. The authentication system utilizes an app to decipher uniquely encoded labels that identify verified products.

marijuana this year, and just one — Illinois — legalized its recreational use among adults.

Feds Keep Tabs on Cannabis Impact: The federal government will continue to monitor how the legalization and regulation of cannabis impacts Canada. David Lametti, Canada's Attorney General and Minister of Justice, says the legalization of cannabis means that some charges no longer need to be part of the criminal justice system but a continued vigilance on the more serious crimes, such as trafficking to children, will be reinforced through police and the court system.

INDUSTRY SPOTLIGHT:

DRAUGHT BEER QUALITY MANUAL

Perfect for professional and home draught systems

Put Your Best Beer Forward

Fourth edition now available

B 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

[Decision Against Total Wine by SJC Affirms ABCC Jurisdiction and Champions Fair Play](#): On July 24, 2019, a decision was released by the Massachusetts Supreme Judicial Court (SJC) that overturned a lower court's ruling in 2017 allowing Total Wine to sell liquor in Massachusetts at below wholesale prices.

Tavern League of Wisconsin

[Bars and Clubs Use ID Scanning Systems to Collect Information and Keep Troublemakers Out](#): About five bars and clubs in the Milwaukee area use an ID scanning technology called "PatronScan." According to the company, it only collects your name, birth date, photo, gender, and zip code when you scan your ID.

STATE & LOCAL NEWS:

[Georgia: Albany Commission Gets Update on Sunday Alcohol Sales Ballot](#)

Voters could decide in November whether imbibers in Albany can grab a six pack of beer for the Falcons' game at the local package store or have a cocktail with Sunday brunch. Nov. 5 is the next opportunity to put a Sunday sales question on the ballot. A number of cities and counties in the area already have approved Sunday sales in stores.

[Kansas: Wichita Liquor Store Sees Little Change in Sales Since New Laws Enacted](#)

It was only four months ago that Kansas grocery and convenient stores stocked their shelves with 6% beer for the first time instead of 3.2%. However, those stores were not the only ones who started selling new products. Changes in liquor sale laws also included a compromise: liquor stores could sell nonalcoholic products.

[Maryland: State Police Arrest Eight in Sobriety Checkpoint](#)

Officers from three Maryland police agencies set up a rare Anne Arundel County sobriety checkpoint Saturday night into Sunday morning just north of Annapolis, arresting five people while driving while impaired and three on drug possession charges.

[Michigan: Lawmakers Look into Legal Limits for High Drivers](#)

State lawmakers are currently kicking around legislation that would help establish a marijuana blood level driving threshold. Introduced by Sen. Betty Jean Alexander, a Detroit Democrat, Senate Bill 347 would amend the Michigan vehicle code to prohibit driving with a blood level of five nanograms of delta 9-tetrahydrocannabinol

[New York: State Bans CBD Food Products](#)

This month, the New York Department of Agriculture and Markets clarified its position on the inclusion of cannabidiol (CBD) in food products. The department's policy states that "No food or beverage product may be made or sold in New York State if it contains CBD as a food, a food additive or an ingredient."

[North Carolina: Lawmaker Proposes Scrapping ABC Stores, Allowing Other Retailers to Sell Liquor](#)

Grocery stores and other retailers could sell liquor under a long-discussed privatization bill that rolled out Tuesday at the General Assembly. House Bill 971 would overhaul the state's Alcoholic Beverage Control system, taxing and regulating the industry but doing away with government-run stores. Legislative staff analysis indicates the measure would easily triple the number of places liquor is sold in North Carolina.

[Oklahoma: State Liquor Law Changes Creates \\$13M in Record Revenue for Regulatory Agency](#)

For fiscal year 2019, the Alcoholic Beverage Law Enforcement Commission saw historic revenue of nearly \$13.7 million thanks to changes to the state's liquor laws. The state agency that regulates alcohol has seen a historic spike in revenue on the strength of liquor law changes that's pumped millions into its coffers.

[Texas: Stumped by CBD Law, Police May Get Help from Abroad](#)

When the Texas legislature recently passed a law legalizing CBD oil, police had a new problem on their hands -- how to determine the difference between CBD and

(THC) — the active mind-altering ingredient in marijuana.

marijuana, which remains illegal in the state. Currently, law enforcement does not have all the tools they need to make that call.

BUSINESS & LIFESTYLE NEWS:

Bagged Wine Is Making a Comeback — But Not for the Reason You Think:

You probably have memories of bagged wine. They probably involve college-aged kids drinking wine fast, really fast, which isn't what people tend to do with beverages lush or beautiful in nature. In the past, bagged wine has been relegated to the bottom shelf—when it makes the shelf at all. Bagged wine is cheap and doesn't set high expectations.

How Dogfish Head's Sam Calagione Became Delaware's King of Beer:

It was 2000 when Sam Calagione received a dire message before driving north to Philadelphia with beers for an event. "You have to get a check for those two pallets of beer or we won't be able to make payroll," said his wife Mariah, who has helped grow Dogfish Head Craft Brewery Inc. throughout its 25-year-run.

The Ultimate Bucket List of Extreme Beer Experiences:

Although the United States is lucky enough to have the biggest, most diverse craft brewing scene in the world, an abundance of hoppy riches on the homefront is no reason to ignore some of the offerings abroad. There's exceptional local beer from Bangalore, India to Vilnius, Lithuania to Wellington, New Zealand just waiting to be sampled.

Judging a Wine by Its Label? It's Not as Straightforward (Or Silly) As You Might Think:

The label sells the first bottle, the wine sells the second, according to a wine industry maxim. The saying illustrates the importance of marketing to the success of winemaking. A good story, a high point score from a critic or a stellar reputation can help sell a wine. But the label comes first.

Rum Could Be the Next Big Thing: If you think the thirst for rum is a thing of the past, Jefferies International Ltd. says you may want to think again. A "rumolution" may be on its way, with the brown liquor from the Caribbean being the next spirit to benefit from the boom

Vodka's Super-Premium Leaders Aim to Reignite the Category:

While vodka's high end has faced challenges from whiskies and premium-priced domestic brands like Tito's, the top upscale imported offerings combined to achieve positive volume growth last year. The top five vodkas in the U.S. priced above \$25 a 750-ml. at retail rose 0.5% in aggregate to 4.5 million cases in 2018, according to Impact Databank.

9 Things You Should Know About White Claw Hard Seltzer:

White Claw has quickly become the most talked about hard seltzer brand on the market. Launched in 2016, the 100-calorie, two-carbohydrate, 5-percent-ABV fizzy treat now accounts for about half of spiked seltzer sales in the U.S. Wondering what the hype is about? Here are nine things you should know about White Claw.

11 Advantages Small Businesses Have Over Large Corporations (And How to Use Them) :

Small business owners can sometimes find it impossible to compete against massive corporations. Big businesses can typically leverage millions in advertising budgets and can outsupply and outpace small businesses at every turn. However, small businesses shouldn't be so quick to throw in the towel.

The Rosé Trend Might Be Over, But Pink Wine Is Far from Dead:

"I'm still crazy about rosé," Jasmine, 27, recently told Refinery29. "I love the aroma, the dry semi-sweetness, and how it looks against the sun going down..." Although the rosé trend started gaining traction way back in 2014, young peoples' loyalty to the pink wine is unwavering.

How Deal for SABMiller Left AB InBev with Lasting Hangover:

It was a deal that was meant to complete a two decade-long acquisition spree to turn Anheuser-Busch InBev into the undisputed king of beer. Instead, the "megabrew" takeover of rival SABMiller has given its Belgian-Brazilian owner an extended hangover. AB InBev

in cocktail culture, said Edward Mundy, a Jefferies analyst in London.

How to Drink Safely on Vacation, Because Tainted Alcohol Is Nothing to Mess With: The whole point of a vacation, for many people, is that it's supposed to be worry-free. But recent reports about tainted alcohol in popular travel destinations are a reminder that being prepared and aware of the risks is an absolute must. If you're worrying about how to drink safely on vacation, the good news is that there is plenty of solid advice available — but most of it requires a tiny bit of preparation.

Circle K Owner Expands Further into Pot with Retail Investment: Convenience-store giant Alimentation Couche-Tard Inc. is extending its footprint in the Canadian marijuana market. The owner of Circle K stores on Tuesday announced an investment in Fire & Flower Holdings Corp., an Alberta-based retailer with 23 cannabis stores and a wholesale distribution unit.

shares sit 26 per cent below the level they were at in October 2016 when the £79bn deal completed, despite a sharp rally since the start of the year.

Legal in 30 States: The Drive-Thru Liquor Store: For most of my life, I lived in Indiana — where you can't even buy alcohol on Sunday, let alone do it without leaving your car. When I moved to Ohio in 2014, a whole new world of convenience opened up for me. Drive-thru liquor stores are everywhere in the Buckeye State.

How to Make Your Value Proposition Stronger: How can you tell if you have a weak value proposition? One telltale sign is that virtually no one responds to your emails or gets back to you on the phone. Another key indicator is that prospects quickly brush you off with statements like "We've already got that handled" or "We're working with XYZ Company."