



Massachusetts Package Stores Association, Inc.

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Phone: (800) 322-1383 - www.masspack.org

NOVEMBER 2018 NEWS & TRENDS

MESSAGE FROM THE EXECUTIVE DIRECTOR

Dear Members,

Thank you to the many retailers and associates that have renewed their 2019 membership with the Massachusetts Package Stores Association. Thank you also to the many members that have donated to the 2018 Strategic Fund Campaign. Your active support of this association is meaningful.



Membership dues and the Strategic Fund have been instrumental throughout 2018 in financing litigation and advocacy on behalf of the membership. As an example, these funds were used to thwart Total Wine's coupon amendment to the 2018 Economic Bill. The Strategic Fund was additionally useful in stopping the many legislative efforts introduced by manufacturers and breweries to become off-premises retailers. Assisting in overturning municipal bans of 50 - 250 milliliters bottles of alcohol beverages sold in stores across Massachusetts has been another area where the fund has been leveraged. These efforts would have gone unchecked without the benefit of having that member supported strategic fund. Thank you!

Also financed by the Strategic Fund is an in-house marketing campaign by MassPack directing potential customers across Massachusetts to support independent retailers by making their holiday purchases at MassPack member stores. As a first step, the MPSA has partnered with WGBH Boston in sponsoring popular radio programming such as "Morning Addition," "The Boston Radio Show," and "Marketplace." In addition to calling on consumers to shop at member stores, the relationship is being used to remind government officials about the economic impact of retailers. ***(READ MORE... for the full article contact MPSA office.)***

Respectfully,
Rob Mellion, Esq.
Executive Director and General Counsel

Massachusetts Package Stores Association Announces 2018 Board of Directors Election Result

The Massachusetts Package Stores Association is pleased to announce the five candidates elected to the Board of Directors at the Annual Meeting on November 7, 2018. Officers to the Board of Directors for 2019 were also elected at the Annual Meeting. The Board of Directors governs the activities of the association and various divisions, including government affairs, litigation, membership benefits, the News & Trends publication and events such as the Grand Tasting & Discount Buying Event.

Each director elected to the Board will serve a three-year term starting in January 2019.

(A list of 2019 Officers & Directors can be found on our website www.masspack.org or by contacting our office at 508-366-1100.)



Nine Liquor Stores to Appeal License Commission's 'nip' Ban October 24, 2018 By Seth Daniel

Nine Chelsea liquor stores have hired an attorney and filed an appeal with the state Alcoholic Beverages Control Commission (ABCC) regarding last May's 'nip' ban of small alcoholic beverage bottles (100 mL or less), a policy that was renewed at a recent meeting in September.

Attorney Louis Cassis has filed an appeal with the ABCC on behalf of Chelsea Liquors, Inc. (Heller's); 180 Broadway Liquor Inc. (Chelsea Liquor Mart); Pamukhan Corp. (Bridge Liquors); Canadian Liquors, Inc. (Broadway Variety 2); Finemart, Inc.; KB Corp. (Yogi's); Nilam, Inc. (Caribbean Liquors); SAR Convenience, Inc. (Shop N Go); and Banwait Liquors, Inc. (One Stop). **(READ MORE... for the full article contact MPSA.)**

America's Beer, Wine & Spirits Retailers Create 2.03 Million Jobs & \$122.63 Billion in Direct Economic Impact



BETHESDA, MD - OCTOBER 23, 2018 - As the American economy continues to grow, a new economic impact report released today details the significant impact that America's beer, wine and spirits retailers have on their local, state and national economies through job creation, direct economic impact and the generation of tax revenues.

The 2018 Economic Impact Study of America's Beer, Wine & Spirits Retailers provides an in-depth look at the important role that beverage licensees play by creating more than 2.03 million jobs from direct retail alcohol sales and paying more than \$47.9 billion in local, state and federal taxes. The direct economic impact of America's beer, wine and spirits retail industry is more than \$122.63 billion annually; the total economic impact of the industry is \$363.33 billion annually; and the industry is responsible for 1.65 percent of the U.S. economy based on total GDP.

Celebrate Package Liquor Store Month This November

9th Annual Celebration Recognizes the Role Independent Off-Premise Retailers Have in Job Creation, Product Accessibility & Responsible Policies

BETHESDA, MD - OCTOBER 31, 2018 - This November, American Beverage Licensees (ABL) and licensed beverage alcohol retailers nationwide will join together to celebrate the 9th Annual Package Liquor Store Month. This celebration recognizes the hard work, dedication and accomplishments of independent package liquor store owners from across the United States. Since 2009, ABL has encouraged cities, towns and municipalities to recognize the important and vital role that these small businesses play within their local communities. **(READ MORE... for the full article contact MPSA office.)**

DC breweries can sell online under new, relaxed restrictions

Source: <https://wtop.com/>

By Jeff Clabaugh

Craft brewers, distilleries and wineries in the District can have more parties, collaborate with other brewers and sell beers other than their own in their tasting rooms under a new District law that took effect Tuesday.

D.C. residents can now order craft beers from local brewers online.

The Omnibus Alcoholic Beverage Regulation Amendment Act of 2018 now allows manufacturers of beer, wine and spirits to create and sell collaboration products with other alcohol manufacturers, both in the District and outside of the District.

For example, breweries can now collaborate and manufacture beer with another brewery, regardless of location, and sell those collaboration beers for on-premise consumption that aren't solely the brewer's creation. They can also now sell collaboration beers in growlers for off-premise consumption **(READ MORE... for the full article contact MPSA office.)**

Walmart may pass Amazon as top online grocer Source: <https://www.foxbusiness.com/>

By Matthew Rocco

October 9, 2018

Former Walmart U.S. CEO Bill Simon on what's causing the recent boom in retail sales and how consumers are benefiting from Walmart's rivalry with Amazon.

Walmart is better positioned than rivals like Amazon to capitalize on consumers' growing appetite for online grocery orders, according to analysts at Deutsche Bank.

In fact, the retail giant may surpass Amazon as the top online grocery business in the U.S. this year. **(READ MORE... for the full article contact MPSA office.)**

It's back: NY Prohibition Party renews political fight to ban alcohol

Source: <https://www.newyorkupstate.com/>

By Don Cazentre

Oct 24. 2018

Like the national Prohibition Party, the state party uses the camel as a symbol. It was chosen in the 1800s by famed cartoonist Thomas Nast, who also first depicted the Democrats with a donkey and the Republicans as an elephant.

They believe all alcohol -- beer, wine and liquor -- should be banned. It's the major long-term objective for the people behind a newly reorganized political party in New York.

They belong to the appropriately named New York Prohibition Party. Founded in 1869, it went dormant in the 1940s, about a decade after the end of America's big experiment with national Prohibition. **(READ MORE... for the full article contact MPSA office.)**

Health Insurance Responsibility Disclosure FAQs

The Health Insurance Responsibility Disclosure (HIRD) form is a new state reporting requirement in Massachusetts in 2018. MassPack has available the Health Insurance

Responsibility Disclosure FAQs through our office which contain important information regarding the law. Please contact the office at 508-366-1100 if you are interested in obtaining them.



ABL ANNUAL MEETING 2019 REGISTRATION OPEN

Retail Beverage Licensees Will Explore "The Challenge of Change" in Las Vegas on March 24-26th

ABL's signature annual event brings together on- and off-premise beverage licensees to celebrate their important role within the Three-Tier beverage alcohol industry. Registration is available online through the ABL website: www.abluse.org or by calling them at 301.656.1494.

Thank You to Our New Associate Members



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NATIONAL REFRIGERATION MANAGEMENT



WWW.NRMINC.COM

Please visit the websites for these fine companies and support those businesses that support your association.

Uber CEO: We're going after groceries next Source: <https://finance.yahoo.com/>

Melody Hahn
October 9

Uber is digging deeper into the business of food.

Uber's restaurant delivery business "Eats" hit \$6 billion in bookings earlier this year, growing over 200%, quickly becoming a crown jewel for the ride-sharing company.

Uber CEO Dara Khosrowshahi said given the success in the delivery of food, the next logical step is to enter the grocery space. **(READ MORE... for the full article contact MPSA office.)**

What Really Happens as Wine Ages?

Source: <https://www.winemag.com/> BY ANNE KREBIEHL MW October 9, 2018

We know some wines get better with time. But what's actually happening inside your bottle as wine ages, and how does it change what you taste?

Most wines sold in the U.S. are made for immediate consumption without the need for cellaring. Some wine lovers, however, prefer to "lay wine down,"-or store bottles for a few years in order to enjoy them when the flavors have evolved. **(READ MORE... for the full article contact MPSA office.)**

REMiNDER



2019 DUES REMINDER AND UPDATED MAILING ADDRESS

Your 2019 Membership Invoices have been mailed. We remind you that when mailing in your payment, the MassPack office is now located in Westborough. Please update your records with the address below.

**MA PACKAGE STORES ASSOCIATION
30 LYMAN ST., SUITE 2
WESTBOROUGH, MA 01581**

FINAL BEVERAGE ALCOHOL TRAININGS FOR THIS YEAR

November 27, 2018
Holiday Inn Tewksbury
Four Highwood Drive
Tewksbury, MA 01876

December 11, 2018
Williams Distributing
880 Burnett Rd.
Chicopee, MA 01020

You can find a registration form and more information online at www.masspack.org under the Server Training tab or by calling the MassPack office at 508-366-1100.

Once again we remind you if you are receiving this News & Trends by standard mail, you may be missing out on other timely information being sent by email. Please contact Robyn Seymour at 508-366-1100 so that we can update your email address on file.



MASSACHUSETTS PACKAGE STORES ASSOCIATION

**We acknowledge those suppliers who have shown their support
for the package store industry in Massachusetts by becoming...**

2018 ASSOCIATE MEMBERS

3 x 3 Insights	J Polep Distribution
Abacus Distributing LLC	Latitude Beverage Co.
Alberta Payments	Lemate of New England, Inc.
American Insulated Panel Co.	Martignetti Companies
Anheuser Busch, Inc.	MA Beverage Business Journal
Association Members Insurance	Merrimack Valley Distributing
Atlantic Beverage Distributors	Miller Coors
Atlas Distributing, Inc.	mPower Beverage Software
Bacardi USA	M.S. Walker, Inc.
BayState Business Brokers	Narragansett Brewing Co
Baystate Wine Co. Inc.	National Refrigeration Management.
Black Lab Alarm, Inc.	Payment Alliance International
Burke Distributing Corp.	PC Solutions
Carolina Wine & Spirits	POS Advisors LLC
Charles River Wine Co.	Protastings
CheckWriters Payroll	Quality Beverage Ltd.
Classic Wine Imports	Retail Control Systems
Colonial Wholesale Beverage	Ruby Wines Inc.
Commercial Distributing Co.	Seaboard Products Co.
Commonwealth Wine & Spirits	Squizzero, Carp & Associates
ConnectPay Payroll Services	Summit Ice Inc.
CoveRisk Services, LLC	The Business Exchange
Craft Brewers Guild	The Tap Brewing Co.
Distilled Spirits Council	TOMRA of North America
Drync	Treasury Wine Estates
ENVIPCO	Tri Wine Company
First Data	Truro Vineyards of Cape Cod
Forbes Snyder - dba Advanced Business solutions	Turn-Key Distrib. Systems
FraudFighter	United Liquors
George & Co. Business Brokers	WB Mason Co., Inc.
Harold Levinson Associates	Westborough Books Inc.
Horizon Beverage Co.	White Lion Brewing
HUB International NE	Williams Distributing Co.
Intellicheck ID	Winebow Boston
	Yiannis Distributing

Please support those businesses that support your association. For more information on any of the above businesses, visit the Associate Directory in the 'Members Only' section of the website.

THANK YOU FOR YOUR SUPPORT!