

From: John Bodnovich <[bodnovich@ablusa.org](mailto:bodnovich@ablusa.org)>

## **Wine relaxes you, vodka gives you energy and beer boosts your confidence: How our emotions react differently to alcoholic drinks**

Wine makes us feel more relaxed and amorous while vodka boosts energy  
Spirits like vodka and whisky can also make us more aggressive, the study found  
White wine is less relaxing than red wine according to university experts

Source: Daily Mail  
21 November 2017

Drinking red wine makes people feel relaxed and amorous while vodka or whisky boosts energy and aggression, a study suggests.

Research involving 30,000 people has found drinkers have significantly different emotional responses to different alcoholic drinks.

The study, led by experts at Bangor University and King's College London, found red wine was likely to make people feel ---y and relaxed - but also tired and tearful.

Drinking spirits was linked to feelings of aggression and restlessness - but also gave people a boost of energy and confidence. Beer increased both relaxation and confidence.

White wine was seen to have a similar impact as red wine - but far less pronounced.

The data is taken from the Global Drug Survey, an online questionnaire of 18 to 34-year-olds conducted in 11 languages in 21 countries around the world.

The authors, writing in the BMJ Open journal, said: 'Understanding emotions associated with alcohol consumption is imperative to addressing alcohol misuse, providing insight into what emotions influence drink choice between different groups in the population.'

Professor Mark Bellis of Bangor University, who is also Public Health Wales' director of policy, research and international development, said: 'For centuries, the history of rum, gin, vodka and other spirits has been laced with violence.'

'This global study suggests even today consuming spirits is more likely to result in feelings of aggression than other drinks.'

'In the UK, a litre of off-licence spirits can easily be bought for £15 or less, making a double shot only 75 pence.'

'Such prices can encourage consumption at levels harmful to the health of the drinker and through violence and injuries also represent a risk to the people around them.'

Alcohol itself - known by the scientific term of ethanol - is chemically identical regardless of the beverage it is in.

But Professor Bellis said the way people drink it is partly responsible for the different emotional responses.

He said: 'Spirits are often consumed more quickly and have much higher concentrations of alcohol in them.'

'This can result in a quicker stimulating effect as blood alcohol levels increase.

'They may also be consumed in different social occasions so people may be drinking them deliberately to feel the drunken effect quickly while other types of drink are more likely to be consumed slowly or with food.

'As people get the kick from escalating alcohol levels, the same increases reduce the brain's ability to suppress impulsive feelings or to consider the consequences of acting on them.'

But he added: 'It is worth also bearing in mind that there are compounds apart from alcohol in different drinks.

'Although these are part of the difference in taste between drinks little consideration has been given to what other effects they may have on the drinker.'

People's preconceptions about drinks also play a role - for example if people drink red wine to relax they will probably end up more relaxed, and if they drink vodka to party they will probably end up feeling energised.

Marketing plays into this, Professor Bellis said.

'There is a lot of content in alcohol promotion to suggest people will get those positive emotional responses they may be seeking.'

Read more: <http://www.dailymail.co.uk/news/article-5106095/How-different-alcoholic-drinks-affect-emotions.html#ixzz4z8ljMWV0>

-----

From: John Bodnovich <[bodnovich@ablusa.org](mailto:bodnovich@ablusa.org)>

## Gin really does make you more tearful than beer or wine, scientists show

Spirits like gin make you more tearful and sad than other tipples

Source: The Telegraph  
Sarah Knapton, science editor  
21 NOVEMBER 2017

Drinkers have long blamed gin for inducing tears and sadness, but a new study suggests that the urban myth may actually have some foundation.

The biggest ever study looking into how different alcoholic drinks affect the emotions has found that spirits are far worse than beer or wine for triggering bouts of depression and unexpected weeping.

Almost 30,000 people aged between 18 to 34 were asked about how drinking red or white wine, beer or spirits affected them, either drinking at home, or when out. Drinking spirits was also more likely to draw out negative feelings than all the other types of alcohol, according to the research by Public Health Wales.

Nearly one third of spirit drinkers associated their tittle with feelings of aggression compared with around 2.5 per cent of red wine drinkers. Similarly, nearly one quarter said spirits left them tearful, compared with 17 per cent of red wine drinkers, and nine per cent of beer and white wine drinkers.

Spirits were also the least likely to be associated with feeling relaxed, with just 20 per cent of people claiming drinks like gin, vodka and whiskey calmed them down.

In comparison, more than half of red wine drinkers said they felt more relaxed after their favourite tittle, a feeling also shared with 50 per cent of beer drinkers.

Professor Mark Bellis, Public Health Wales' director of policy, research and international development, said: "For centuries, the history of rum, gin, vodka and other spirits has been laced with violence, and it is true that spirits were more strongly associated with being tearful.

"Spirits are often consumed more quickly and have much higher concentrations of alcohol in them. This can result in a quicker stimulating effect as blood alcohol levels increase.

"They may also be consumed in different social occasions so people may be drinking them deliberately to feel the drunken effect quickly while other types of drink are more likely to be consumed slowly or with food.

"As people get the kick from escalating alcohol levels, the same increases reduce the brain's ability to suppress impulsive feelings or to consider the consequences of acting on them."

Gin in particular is often associated with triggering outpourings of emotion, with the comic Dylan Moran claiming it is 'less of a drink and more of a mascara thinner.'

In the 17th century, the beverage was labelled 'Mother's ruin' after the government allowed unlicensed gin production, sparking thousands of distilleries to spring up throughout England, where the cheap drink was consumed in large quantities by the poor, particularly women.

It was said to make women sterile, and allegedly caused a drop in the population of London.

However the study found spirits did have some benefits. Nearly six in 10 respondents said gin, whisky and vodka increased their energy and confidence levels. And four out of 10 said they made them feel ---ier.

Writing in the journal BMJ Open, the authors concluded: "Feeling positive emotions may in part be related to the promotion of positive experiences by advertising and the media.

"Emotions experienced could also be related to when the alcohol is drunk, the levels of alcohol within each beverage type and the different compounds found in different drinks.

"Understanding emotions associated with alcohol consumption is imperative to addressing alcohol misuse, providing insight into what emotions influence drink choice between different groups in the population."

-----

**From:** John Bodnovich <[bodnovich@ablusa.org](mailto:bodnovich@ablusa.org)>

## **Deaths from drugs, alcohol and suicide could hit 1.6M over the next decade, report says (Excerpt)**

Source: USA Today  
Sarah Toy and Jayne O'Donnell  
Nov. 21, 2017

Drugs, alcohol and suicide could lead to the deaths of more than 1.6 million people over the next 10 years, according to a report released Tuesday that signals a troubling trend in mental health in the U.S.

In 2015, there were 39.7 deaths per 100,000 U.S. residents due to drugs, alcohol and suicide compared with 23.1 in 1999 - a whopping increase of 72%. That number could go up to 56 deaths per 100,000 residents in 2025, said the report commissioned by the Trust for America's Health and the Well Being Trust.

Researchers from the Berkeley Research Group examined deaths from 1999-2015 using data from the Centers for Disease Control and Prevention. New Mexico had the highest rate of drug, alcohol and suicide-related deaths in 2015: 77.4 per 100,000 residents. West Virginia was second with 67.4 deaths, though it saw the largest jump of all the states - more than three times the 22.1 it was in 1999.

Drug overdose fatalities in the U.S. more than doubled from 1999 to 2015, from 6.9 per 100,000 residents in 1999 to 16.3 per 100,000 residents in 2015. That number could shoot up to 28.4 deaths per 100,000 residents by 2025.

Although drug overdose deaths have received most of the attention recently, suicide deaths and deaths caused by alcohol are also on the rise, the report found.

"We see a connection among the three epidemics," said John Auerbach, president and CEO of the Trust for America's Health. "They are all behavioral health-related - that is, they have a substance abuse or mental health diagnosis associated with them."

Alcohol-induced deaths, such as those that are a result of alcohol-related liver diseases or alcohol poisoning, increased by 47% from 7.0 to 10.3 per 100,000 residents. Suicides rose from 10.5 to 13.8 per 100,000 residents, an increase of 31%.

Deaths from addiction and suicide "are part of a larger malady that we're facing," said Tom Hill, vice president of addiction and recovery at the National Council for Behavioral Health.

"Psychic pain drives a lot of this," said Hill, who has been in recovery from drugs and alcohol for about 25 years. "Traumas and histories of trauma drive a lot of this."

Despite the ominous predictions in the report, New Jersey-based addiction doctor and psychiatrist Indra Cidambi is optimistic. During the recession, she began to notice how the financial stress of unemployment led to chaotic lifestyles, frayed relationships and people who "just kind of gave up hope."

"They didn't have any purpose in life and wanted to numb the feeling," said Cidambi, who is medical director of the Center for Network Therapy in Middlesex, N.J. "That leads to coping mechanisms and the safety network of using.

"I'm hoping now that once the economy picks up, we should see some change in the epidemic, and (people) are going to start feeling self-worth," she said.

In 2016, 44.7 million Americans 18 or older experienced a mental health issue, more than 20 million over the age of 12 had a substance abuse disorder, and 8.2 million adults experienced both.

However, fewer than one in 10 people with substance use disorders and less than half with mental health issues received recommended treatment, according to the Substance Abuse and Mental Health Services Administration's 2016 National Survey on Drug Use and Health.

The U.S. must further develop prescription training and education, implement a system of care that takes into account both physical and behavioral health and look at strategies that maximize well-being from a young age, Auerbach said.

"These conditions are complicated and require approaches that involve multiple sectors and multiple strategies. We need a comprehensive approach," he said.

<https://www.usatoday.com/story/news/2017/11/21/deaths-drugs-alcohol-and-suicide-could-hit-1-6-m-over-next-decade-report-says/880887001/>

-----

From: John Bodnovich <[bodnovich@ablusa.org](mailto:bodnovich@ablusa.org)>

## **Alcohol abuse: The drunkest city in every state (Excerpt)**

Source: USA Today  
Samuel Stebbins and Evan Comen  
Nov. 21, 2017

Excessive drinking claims the lives of tens of thousands of Americans each year and is responsible for about 1 in every 10 deaths among working-age adults. Alcohol abuse also takes a heavy economic toll.

A recent study from the Centers for Disease Control and Prevention found that excessive alcohol consumption cost the U.S. economy an estimated \$250 billion in 2010 - primarily in lost productivity, medical bills, and motor vehicle accidents.

Excessive alcohol consumption, according to the CDC, includes binge drinking - defined as four or more drinks in a single occasion for women and five or more for men - and heavy drinking, which is defined as at least eight drinks per week for women and 15 for men.

An estimated 18% of American adults drink excessively. However, binge and heavy drinking rates are not uniform across the country and can vary greatly from state to state and city to city. Across U.S. metro areas, excessive drinking rates range from fewer than 1 in every 10 adults to more than 1 in every 4 adults.

24/7 Wall St. reviewed data from the CDC to identify the metropolitan areas reporting the highest levels of binge and heavy drinking in each state.

<https://www.usatoday.com/story/money/2017/11/21/alcohol-abuse-drunkest-city-every-state/884359001/>

-----

From: John Bodnovich <[bodnovich@ablusa.org](mailto:bodnovich@ablusa.org)>

## **Brett Ratner's Hilhaven Lodge whiskey has been discontinued in wake of ----- misconduct claims**

Source: LA Times  
Daniel Miller  
November 21, 2017

Brett Ratner's whiskey brand, the Hilhaven Lodge, has been discontinued by spirits company Diageo following a spate of ----- misconduct allegations against the filmmaker.

The Times first reported Nov. 1 that six women, including actresses Olivia Munn and Natasha Henstridge, had accused Ratner, 48, of a range of acts of ----- misconduct, including harassment, groping and forced oral ---. On Sunday, a subsequent story detailed alleged incidents involving five other women.

Ratner, best known for directing, producing and financing hits such as "Rush Hour," "Horrible Bosses" and "The Revenant," has denied the accounts of each of the women.

"Due to the nature of these allegations, The Hilhaven Lodge Whiskey has been discontinued," a Diageo spokesperson told The Times.

There's nothing like a new car - the smell of fresh upholstery, the purr of a reliable engine, the feel of the steering wheel. The excitement can make it easy to justify the interest rate on the loan that comes with it.

Ratner's attorney, Martin Singer, did not immediately respond to a request for comment.

The Hilhaven Lodge whiskey is named after Ratner's Beverly Hills estate, which was previously home to Hollywood luminaries including "Casablanca" star Ingrid Bergman, "Vertigo" actress Kim Novak and later "Grease" producer Allan Carr, who installed a disco.

The label on the bottle reads: "The lodge quickly became the private playground for those who live in the spotlight, a haven where they could be themselves."

The whiskey - a blend of Bourbon, Tennessee whiskey and Rye whiskey - retailed for about \$40 a bottle, and launched in 2016. The whiskey was the product of a licensing and marketing services agreement between Diageo and Ratner, who owns the Hilhaven Lodge trademark, the London-based spirits company has said.

Diageo's other brands includes Smirnoff, Captain Morgan and Don Julio.

Since The Times' first detailed Ratner's alleged misconduct, Warner Bros. has severed ties with the filmmaker, opting to not renew a production deal with his company, RatPac Entertainment. He has also lost his office on the studio's Burbank lot.

-----



From: John Bodnovich <[bodnovich@ablusa.org](mailto:bodnovich@ablusa.org)>

# Minimum alcohol price introduced in Scotland on May 1

Source: The Telegraph  
Simon Johnson, scottish political editor  
21 NOVEMBER 2017

Scotland's minimum price for alcohol will start on May 1 next year, the SNP's Health Minister has announced amid pressure on her to increase her planned cost of 50p per unit.

Shona Robison told MSPs that the date would be a "landmark moment" in the battle against one of the country's most serious health problems.

In a statement at Holyrood, she said "lives have been lost" during the five years the scheme was snarled up in the courts by the whisky industry and she wanted to implement it as soon as possible.

But she faced questions from opposition parties whether a minimum price of 50p per unit, the amount she intended to set when the legislation was passed in 2012, was still the correct level.

Willie Rennie, the Scottish Liberal Democrat leader, argued that 60p would be more appropriate to take into account inflation and "other factors" that have appeared since.

Although Ms Robison said that academic evidence still supported a 50p starting point, she announced a consultation on the regulations that will set the price.

The minister also attempted to draw a line under the government's row with the Scotch Whisky Association (SWA) but was undermined by Alex Neil, her predecessor as Health Minister, who launched a fierce attack on the trade body.

Mr Neil argued that the SWA's offer to pay the Scottish Government's legal costs was "not enough" because the delay caused by the "unnecessary and irresponsible" court action could have cost almost 400 lives.

Ms Robison's statement to MSPs came as new figures 36,235 hospital admissions were caused by alcohol in 2016/17, an increase of 2.4 per cent compared to the previous year.

The admissions rate was eight times higher among people from the poorest communities. Separate figures published in August showed there were 1,265 alcohol-related deaths in 2016, a rise of 10 per cent from 2015.

Scotland will be the first country in the world to set a minimum unit price after the SWA last week lost an appeal against the plan in the UK Supreme Court.

A 50p minimum price would make the price of a bottle of spirits at least £14, the cheapest bottle of wine £4.69, and a four-pack of 500ml cans of lager at least £4. However, more expensive drinks would be unaffected along with the vast majority of those sold in pubs.

Outlining the next steps, Ms Robison said the consultation on the regulations will begin in December, with the order setting the minimum price being laid before Holyrood at the start of March 2018 and the scheme starting on May 1.

The legislation has a "sunset clause", which means it will be reviewed after five years before a decision is taken on whether it should continue, and in what form.

The Health Minister said: "Next May, we take a huge step forwards in tackling one of Scotland's enduring health harms.

"Minimum unit pricing of alcohol can help to turn the tide on alcohol harm, and May 1 will be a landmark moment."

Jackson Carlaw, the Scottish Conservative deputy leader, asked her if she was confident that 50p was still an "appropriate" level.

She said: "We are going to consult and we will hear the views of that consultation but we believe there is very much a lot of evidence for maintaining the 50p price."

-----

From: John Bodnovich <[bodnovich@ablusa.org](mailto:bodnovich@ablusa.org)>

## **eMarketer: E-commerce to account for 9% of all retail sales in 2017, led by a surging Amazon**

Source: CSA  
BY MARIANNE WILSON  
November 20, 2017

When it comes to online market share, Amazon is in a class by itself. But Walmart is coming on strong.

E-commerce sales this year will grow 15.8% to \$452.76 billion this year, representing 9% of total retail sales, according to eMarketer.

The undisputed ecommerce leader is Amazon, with the largest share (43.5%) of U.S. retail online sales, equating to \$196.75 billion this year. The online retailer now represents 3.9% of all retail sales in the U.S.

In second place is eBay, which has stagnant growth and is losing share. Its e-commerce sales will grow to \$30.66 billion by the end of this year, eMarketer estimates, but its share of total ecommerce sales will drop to 6.8%.

Walmart, in third place, accounts for 3.6% of U.S. e-commerce sales, but its sales are growing rapidly. Walmart's online sales in 2017 will jump 46.8% to reach \$16.21 billion.

Emarketer forecasts that total holiday retail sales will increase 3.1% over the same period last year to \$929.15 billion. Online holiday sales will jump 11.5% this holiday season to \$106.97 billion, representing 11.5% of total holiday retail sales - the largest portion ever.

The report also noted that mobile commerce will grow 38.0% this year to reach \$156.28 billion. It will represent 34.5% of all e-commerce and 3.1% of total retail sales.

<https://www.chainstoreage.com/technology/emarketer-e-commerce-account-9-retail-sales-2017-led-surging-amazon/>

-----

From: John Bodnovich <[bodnovich@ablusa.org](mailto:bodnovich@ablusa.org)>

## Where unsellable wine goes to die and become fuel for your car's gas tank

Source: Quartz  
Written by John Capone  
November 21, 2017

The first thing you notice is the smell. An acrid eau-de-wet-garbage mixed with electrical fire and burning diesel. Mad Max meets scratch and sniff.

Breweries and distilleries have a distinct aroma, like moist bread. The backrooms of gin distilleries can fill with the scent of cardamom and juniper and smell like a Silk Road spice cart. During harvest season in Napa, the work of yeast fermenting wine permeates the whole valley.

Despite the presence of fermentation tanks and mega stills, this place smells like somewhere all those things would go to die. It is.

It's where the dregs of every vodka still and every 9-year-old barrel-aged small batch bourbon expire. It's where all the watery beer that didn't end up at frat parties does its final keg stand. And it's the fate that awaits the wine Robert Parker spits and finds not up to snuff, and where cases upon cases of merlot likely were sent after the pinot-pocalypse that was Sideways.

The life of a California wine starts with such promise.

From a vineyard in Napa, a bottle of red can travel to a five-star restaurant in Manhattan, or a well-heeled dinner party in Tokyo.

But for some unlucky vintages, it's a quiet drive more than 400 miles south down the coast of California, to Parallel Products, where, in a facility surrounded by scrub brush, scrap heaps and festering waste ponds, a bottle of fermented grape juice can be dumped into modified stills and converted into fuel-grade ethanol.

Commercial distilleries have been churning out ethanol as far back as World War II, but ones that turn our waste alcohol into fuel are relatively new.

Those forlorn wines turn east at Los Angeles and head 140 miles more down the San Bernardino Freeway ending up in Rancho Cucamonga, on the outskirts of the suburban sprawl that extends basically unabated from where Malibu hits the water. Palm tree-lined shopping developments full of In-N-Out Burgers, tanning salons and Sam's Clubs, punctuated only by massive car dealerships (five or six at a stretch) and the occasional meth lab, quickly give way to scrub brush, scrap heaps, and festering waste ponds and the end of the line for the cast offs of the beer, spirits and wine industry.

How I ended up here standing on the roof of a rented Dodge in the dark, damp, Rancho Cucamonga night amid car-eating steel separators and monolithic humming electrical towers pointing a camera at rusted fermentation tanks in a junkyard speaks to the very reason for the facility's existence-the last stop in a side of the wine world nobody ever thinks much about.

This is the home of a company that might not manage the trick of turning water into wine, but turns wine into fuel-grade ethanol on a large scale.

At the gate, you'd be forgiven for worrying your lungs might be seared by whatever noxious odors assault your olfactory senses, next to the sign warning you of the presence of detectable amounts of chemicals known to the state of California to cause cancer, birth defects and other reproductive harm.

With a guard standing behind him, a manager declines my request to tour the grounds.

He's sorry, he tells me, but "we destroy some products here that the brands don't want people to know about." Then adds, "Believe it or not."

It is one of two ethanol recovery facilities operated by 30-year-old Parallel Products and where it turns the West Coast's distillery waste and unsellable (or "distressed," in industry parlance) wine, as well as beer and corn syrup-rich soft drinks into fuel. A similar company, MXI Environmental, took large shipments of Four Loko, the banned alcoholic energy drink, at its Virginia facility a few years ago.

These companies portray themselves as greenwashing saviors producing "waste-derived renewable fuels." An ad for Parallel's services in Beverage Industry News asks, "What's important to you? Security. Brand Protection. Tax Recovery. The Environment?" over a backdrop of green grass, a tree and the sky. This is a face of the energy industry to which we've become used. But Parallel isn't quite an energy company, is it?

The company purchased the facility in Rancho Cucamonga in 1979 from E.J. Gallo-this area of scorched earth was once a wine producing region. Parallel modified and added to the existing fermentation tanks and stills on the property, which dates back to the 1800s as a winery. It's now fitted with the means for destroying the products it once created.

Not far from Parallel's smoking skyline, wedged between power generators and warehouses for big box retailers, are the remnants of an old vineyard. Gnarled Zinfandel vines twist only a couple of feet off the ground just down some abandoned railroad tracks from Parallel's clanging work.

The main products destroyed at Parallel are either waste from the distilling process (commonly known as the "heads" and "tails" of each batch-this is the part you throw away unless you want to go blind), or "distressed surplus" beverages. According to its website "Each year, Parallel Products receives and recycles over 13 million cases and 3 million bulk liquid gallons of unsaleable beverage products."

So just how does a wine become "distressed?"

Despite idyllic visions you may have of Peter Mayle lounging in verdant idylls in Provence, winemaking is a tough business and its consumer a constantly moving target.

In the wine industry, when your product outweighs your demand, there are few ways to legally dispose of it. With permission from the state, pouring it down the drain at specially equipped public facilities is one method, but when it's already bottled and labeled, there are prohibitive labor costs and headaches involved. And somebody might see you do it.

In another industry, a producer might just slash its prices, but in the wine market, if last year's \$20 Merlot is selling for \$10 this year, brand reputations can suffer irreparable damage and affect the value of future vintages. In some instances, the discovery that you've been dumping product can be just as damaging. When nobody wants you, the last thing you want is for the market to find out that nobody wants you.

And so Parallel, a place that processes skunked beer, tainted liquors and flat colas into gasoline additives, becomes an attractive option for a perfectly palatable Pinot.

Overproduction, due to the long lead time involved, is a notorious problem in the wine industry, according to Robin Goldstein, author of *The Wine Trials* and a visiting scholar in the department of economics at UC Berkeley who has long studied wine economics and trends. According to Goldstein, "It's always been a risk factor and cost of doing business," and it's becoming more difficult all the time.

The problem, he says, is that producers tend to overreact to short-term trends.

Even under the best of circumstances the wine market is unpredictable, with a huge amount of guesswork involved and the the years it takes for newly planted vines to come to maturity.

Not least of the contributing exigencies of managing inventory is factoring in the pronouncements of a few influential critics and scorers, such as Robert Parker or *Wine Spectator*.

In France, Beaujolais nouveau producers actually successfully sued a critic from a French magazine who anointed their wine "vin de merde" (or "shit wine").

On this side of the Atlantic things are a little different (as are libel laws), with a few powerful critics more or less having their ways with domestic producers. "The undue influence of wine critics and 100-point scores has a really negative effect on producers in general, but especially on producers' ability to manage inventory from year-to-year and to not overproduce." says Goldstein. The problem arises, "when you have scores that are being assigned fairly arbitrarily in an unscientific way-as has been shown again and again by economists and neuroscientists," including in work done by Goldstein himself.

"The human palate is so fickle," he says, "and critics are influenced by extrinsic factors and often don't taste blind, so the evaluation of the wines is an unfair process, but can have a huge influence on the market."

Demand and large orders can skyrocket for a wine that gets a Parker score over 90. Dramatically increased production for the next crop, of course, follows. When Parker goes to taste the next year's vintage, let's say, he gets stuck in traffic on the way or has a toothache, and gives it an 88. Overage-faster than you say "ton merde."

"The most notorious example is known as 'The Sideways Effect,'" Goldstein says, referring to the fervor for pinot noir and disdain for merlot immediately following the Paul Giamatti movie. How did Hollywood throw the market into a tizzy? There have been serious academic dissertations written about this.

In the Oscar-winning 2004 film, Giamatti's character, Miles, famously has a penchant for Pinot Noir, and is emphatic that he is "NOT drinking any ----ing Merlot."

Winemakers were blindsided. While stock in Pinot suddenly skyrocketed, demand for Merlot plummeted. By the time the wines came to market, the demand was, of course, no longer what it had been.

"It took years to adjust," said Goldstein.

Parallel Products, however, you can be sure, churned out plenty of ethanol made from Merlot in the following years. And for years after, when the demand for Pinot came back to earth, Parallel Products surely had a whole new source of raw material, making Pinot-fuel for your Prius.

-----

From: John Bodnovich <[bodnovich@ablusa.org](mailto:bodnovich@ablusa.org)>

## **YELLOW ROSE ANNOUNCES STRATEGIC INVESTMENT BY THE ZAMORA COMPANY**

Source: Yellow Rose Distillery  
November 20, 2017

Yellow Rose LLC, a leading Whiskey distiller in Houston, Texas, today announced that the Zamora Company, a Spanish global wines & spirits company headquartered in Madrid, has acquired an equity stake in Yellow Rose.

Yellow Rose, its founder and its full staff will remain at the helm and will manage the production, sales and marketing activities under the arrangement. "Yellow Rose is on the forefront of the whiskey boom and we look forward to the continued growth of our brand across both US and International markets with the help of our new partner." said Yellow Rose Founder and President Ryan Baird. "With this new investment we can take Yellow Rose to the next level by expanding our production, growing our aged whiskey stock and improving our marketing capabilities."

The Zamora Company is a 5th generation, family owned Wine & Spirits manufacturer and distributor best known for Licor 43, Spain's #1 Liqueur brand, as well as Villa Massa Limoncello and a wide range of wines led by the iconic Ramon Bilbao range. "We have been looking into the burgeoning US Whiskey market for some time now and we are ecstatic to be able to incorporate Yellow Rose into our growing global portfolio" said Zamora Company Managing Director Emilio Restoy. "We are excited about the prospects and trajectory of the Yellow Rose brand and we are committed to significantly increasing the investment to further the Yellow Rose footprint".

-----

From: John Bodnovich <[bodnovich@ablusa.org](mailto:bodnovich@ablusa.org)>

## Left Hand Brewing sues after \$2 million in beer goes bad

Source: KUSA  
Ryan Haarer  
November 21, 2017

Left Hand Brewing filed a lawsuit against a former yeast supplier claiming the company sold the brewer a strain that contaminated \$2 million worth of beer.

Left Hand Brewing alleges White Labs Incorporated sold a strain that caused beers to continue to ferment after being bottled. Customers complained of excessive, built up pressure in the bottles.

Left Hand says the secondary fermentation also increased the alcohol content, affecting the overall quality of several types of beer.

The brewery says it recalled its Milk Stout Nitro, Extrovert IPA and Warrior Fresh Hop IPA and shut down production for two weeks to clean and rebuild.

In the lawsuit filed in Boulder County District Court, Left Hand Brewing claims they ordered extensive laboratory testing to confirm the White Labs yeast was causing the secondary fermentation. The lawsuit claims the Colorado Department of Public Health and Environment confirmed that the White Labs yeast had been contaminated by Diastaticus.

White Labs Inc. shared this statement with 9NEWS:

"The case, which is being defended by our lawyers, claims that Left Hand Brewery received a batch of contaminated yeast from us in 2016. There is no specific proof on where the contamination originated from, as each White Labs culture undergoes a rigorous testing process from start to finish, which includes 61 quality checkpoints throughout the propagation cycle. Additionally, every batch of yeast is tested to confirm it is contamination free prior to shipping. We cannot provide further comment due to the ongoing litigation."

Left Hand's co-founder and CEO provided a statement but can't answer questions citing the lawsuit.

"It is unfortunate we had to file a lawsuit, but we didn't have a choice. As an employee-owned brewery, the fate of our brand and employee livelihood was compromised and we are asking White Labs to take responsibility for the quality of their product and stand behind their guarantee."

-----

From: John Bodnovich <[bodnovich@ablusa.org](mailto:bodnovich@ablusa.org)>

## North Korea: Kim Jong-un 'bans drinking, singing and Mothers' Day celebrations' in wake of sanctions on North Korea

Source: The Telegraph  
Nicola Smith Julian Ryall  
21 NOVEMBER 2017

North Korea has reportedly banned gatherings that involve drinking alcohol and singing, in new measures designed to stifle the impact of crippling international sanctions over the hermit kingdom's ongoing missile tests.

The apparent ban on fun was reported by South Korea's National Intelligence Bureau during a closed-door briefing to parliamentarians on Monday.

"[Pyongyang] has devised a system whereby party organs report people's economic hardships on a daily basis, and it has banned any gatherings related to drinking, singing and other entertainment," news agency Yonhap reported the NIS as saying. The crackdown follows the surprise cancellation of the popular Pyongyang Beer Festival in July, during a period of sustained drought.

North Koreans, who already endure severe restrictions on their travel and freedoms, have also been forbidden from expressing gratitude to their mothers on Mothers' Day out of concern that it detracts from their enforced adulation of dictator Kim Jong-un, the Daily NK website reported.

Sources inside the pariah state told the South Korea-based site that the rising popularity of the official November holiday to applaud mothers' roles as the "amazing teachers and guides of the nation" had jarred with the supreme leader's cult of personality.

The authorities had now made it clear that messages on flower bouquets that showed love or loyalty to anyone other than Mr Kim would not be tolerated.

"It's really sad that people have to express thanks to 'the father' Kim Jong-un after every little thing he does, but we cannot express thanks to our actual mothers on Mothers' Day," said a resident of South Pyongan Province.

Meanwhile Mr Kim is said to also be tightening his grip on the nation's elites to ensure their loyalty, and has disciplined two officials at the head of North Korea's most powerful military organisation.

Reports that Hwang Pyong-so and Kim Won-hong may have been punished after the first inspection of the General Political Bureau in 20 years were also contained in Monday's NIS briefing.

The rare audit was conducted following suspicions of an "impure attitude" within the Bureau towards the regime, said NIS officials. They could not reveal any further details about what was uncovered or the punishment meted out.

Although the NIS made no reference to a purge, the inspection may indicate a power struggle within the pariah regime's elite amid an escalating standoff with the US over Pyongyang's nuclear and missile programme.

According to the New York Times, Mr Hwang, who has the title of Vice-Marshal, has not been seen in public since October 13.

As the official holding the most senior military position after the supreme commander, he is a powerful figure who oversees personnel decisions in military, political and ideological affairs.

He is one of the few trusted officials to represent the regime abroad and was one of only four people filmed in a meeting with Mr Kim after North Korea's sixth nuclear test in September.

Intelligence officials also forecasted that there could be another missile test before the end of this year after a recent hiatus.

-----

**From:** John Bodnovich <[bodnovich@ablusa.org](mailto:bodnovich@ablusa.org)>

## **Latest Brexit Headlines**

Source: Multiple  
November 22, 2017

<http://www.telegraph.co.uk/news/2017/11/21/campaigners-could-throw-spanner-works-brexit-leading-european/>

<http://www.telegraph.co.uk/news/2017/11/20/tory-backlash-cabinet-agrees-increase-20bn-brexit-divorce-bill/>

<http://www.dailymail.co.uk/news/article-5100021/City-firms-NOT-special-Brexit-deal-Barnier-says.html>

<http://www.dailymail.co.uk/news/article-5106147/EU-implodes-nation-nation-turns-far-Right.html>

<http://www.telegraph.co.uk/news/2017/11/21/collapse-angela-merkels-coalition-shows-dream-united-europe/>

-----

From: John Bodnovich <[bodnovich@ablusa.org](mailto:bodnovich@ablusa.org)>

## Should Wine Labels List Ingredients?

Wine industry experts weigh in on whether wine labels should be more transparent, revealing when common additives are used

Source: <https://daily.sevenfifty.com>

Andrew Kaplan

November 21, 2017

We live in an age of transparency. Today's consumers-especially the millions of younger millennials who grew up with the ability to instantly Google for the answer to any question-expect to know a lot more about the food and beverages they buy than their parents or grandparents ever did.

And yet ironically, one of mankind's oldest beverages, wine, has remained stubbornly immune to this trend. Look at your typical wine bottle today, and aside from a warning that it Contains Sulfites, and maybe some colorful prose about the winemaking technique, or the grapes used, there's usually no mention of the ingredients. Yet many winemakers routinely use a wide range of additives or processing materials that the average consumer might be surprised to learn about.

For example, how many wine drinkers are aware that the color of their wine may have been intensified by an additive called Mega Purple to give it a darker, richer appearance? How many vegetarian or vegan imbibers are aware that egg whites, or an ingredient made from fish bladders called isinglass, may have been used as a fining agent to clarify their wine? The list goes on, with a wide variety of other common additives expanding the options modern-day winemakers have at their disposal for tweaking their production.

This lack of transparency clashes with what today's consumer has come to expect. According to a recent report by the marketing research consultancy FutureCast, "Consumers ask, how is the food I'm buying enhancing the quality of life for my family or myself? How does it reduce negative impacts on my well-being?"

### The Matter of Labeling and What to List

Perhaps it's not surprising that a growing call is being heard among some in the wine industry to expand the amount of information required on labels. But they are so far a small-though often vocal-minority.

The San Francisco-based Wine Institute, which represents more than 1,000 wineries and affiliated businesses in California, says the issue is not a priority for the industry-or for that matter, wine consumers. Says Nancy Light, the organization's vice president of communications, "We do not believe there is interest within the California wine community in additional mandatory labeling requirements and know of no significant push by wine consumers for this information."

Yet some winemakers view the matter as an important one and have voluntarily listed more ingredients on their own labels even though they aren't required to do so.

For example, Ridge Vineyards, based in Cupertino, California, has been listing ingredients on its wine labels for some time as part of what it calls its preindustrial approach to winemaking. "We believe that for anyone attempting to make fine wine," explains the company on its website, "modern additives and invasive processing limit true quality and do not allow the distinctive character of a fine vineyard to determine the character of the wine."

Another winemaker, Alexandre Remy, a partner in the three-year-old Atlas Wines in Napa, California, began including an expanded list of ingredients on his wines this year. "When I started my Atlas Wines Company," he says, "the biggest thing [I was trying to work out] was, how do I differentiate myself? And I know that most big companies use a lot of additives, like gum arabic, like sweeteners, artificial color, artificial oak, artificial aromatics. You name it. Is it dangerous for you? It's not dangerous. But I think the customer should know that their wine has been tweaked a little bit." For Remy, the expanded ingredients list is a way to highlight the fact that Atlas does not use additives like gum arabic, Mega Purple, or any other artificial enhancers.

Marnie Old, a sommelier and the author of *Wine: A Tasting Course*, wonders whether it would really be useful to consumers if the U.S. Alcohol and Tobacco Tax and Trade Bureau (TTB) were to expand its labeling requirements beyond sulfites.

"I think you would have a situation where the ingredients list would read something like grapes, yeast, and oak, because the one thing we routinely use in wine that does leave a detectable presence is oak barrels," she says, pointing out that additives like fining agents generally aren't "detectably present" in the final wine. With regard to Mega Purple, she says that because it's made from concentrated grapes, it shouldn't necessarily be considered an ingredient distinct from the wine's primary ingredient. She concedes, however, that Mega Purple could be listed as something like "grape skin extract" to differentiate it as an additive. But if winemakers were only required to list ingredients like grapes, yeast, and oak, she concludes, "it seems to me that the argument for ingredients labeling is significantly weakened."

Even so, Mark Kuspira, founder and proprietor of Crush Imports, based in Alberta, Canada, believes expanded wine ingredients labeling is on trend with what's happening throughout the food and beverage industry. "I think it's going to be a huge trend," he says, "and I guarantee, probably within 10 years, it's going to be mandatory to list what's in your wine on the back label. People just really want to know what goes into their bodies."

For now, though, the wine industry at large doesn't appear to be in any rush to address such labeling concerns. George Feaver, the wine director of PJ Wine, a retail shop in Manhattan, points out that having to list more ingredients on a wine bottle would disrupt an industry that has operated on a certain public perception for centuries. He says, "It would take away from the illusion that people are getting wine in the cultural context that they think wine is coming from—coming from nature."

But that doesn't necessarily mean the drive for transparency won't win out in the end. "I think it's fair to say that this [interest in transparency] is growing because we simply have more information than we used to have, and it's easily shared," says Old. "We demand more information now than we used to from winemakers about precisely how they make their wines. Those kinds of questions are in part just coming from this changing landscape of information that we inhabit. And a certain part of it also comes from the [transparency involved in the] local

food, farm-to-table, and nose-to-tail [movement] that we see on the food side. People are asking similar questions now about their wines that they've learned to ask about their vegetables and meat and so on."

But Old also points out that any ingredient labeling changes would be a complicated affair given the global nature of the wine industry. "If it happens," she says, "I think it will be because one major player desperately wants to do it and forces everyone else. For example, I would say it's probably more likely that the E.U. would force ingredient labeling than the U.S. would."

### Transparency as a Marketing Strategy

As the dialogue evolves, smaller winemakers, like Atlas's Remy, are already moving ahead with the notion that transparency can give them a strategic advantage over their bigger rivals. "The most successful businesses today are about transparency," says Remy. "And the customer is under the impression that wine is a natural product. So my fight is to differentiate myself by being as transparent as I can be."

He expects it will take a while for full transparency on wine labels to catch on, but he's committed to providing products that are popular with consumers-and that are fully transparent. He doesn't necessarily think that transparency itself is what attracts consumers to his wine the first time, but he believes it's part of what keeps them coming back. "I always believed that the wine industry needed to educate its consumers better," he says, "and I think that by providing transparency, you start to create trust, and by having trust, you create [successful] brands. That's basically my business strategy."

Andrew Kaplan is a freelance writer based in New York City. He was Managing Editor of Beverage World magazine for 14 years and has worked for a variety of other food and beverage-related publications, and also newspapers.

-----

From: John Bodnovich <[bodnovich@ablusa.org](mailto:bodnovich@ablusa.org)>

## Colgin Cellars, and Its Unique Limited-Production of Napa Valley Red Wines, Joins the LVMH Group

Source: Business Wire  
November 21, 2017

Under the terms of the agreement, Ann Colgin and Joe Wender will sell a 60% stake to the LVMH Group while continuing to hold 40% equity in the business and maintaining their leadership functions. Their talented winery team will continue to be led by Ann Colgin & Joe Wender along with COO, Paul Roberts and Winemaker, Allison Tauziet.

Founded by Ann Colgin in Napa Valley 25 years ago, Colgin Cellars' reputation is rooted in the unmatched quality of its four wines - "Tychson Hill" Cabernet Sauvignon, "Cariad" Napa Valley Red Wine, "IX Estate" Napa Valley Red Wine and "IX Estate" Syrah - which have developed an iconic status among wine collectors. The winery is located at the northern end of IX Estate in the Pritchard Hill area of Napa Valley - untouched by the recent Napa Valley fires - and offers inspiring views of Lake Hennessey.

Since its creation, excellence and quality have been at the heart of Colgin Cellars' entrepreneurial journey. The winery's success was built on its ultra-premium, limited production wines, all of which are consistently highly rated by several industry sources. The wines are sold primarily through an exclusive client list and also distributed to high-end restaurants and retailers in the US and over thirty countries globally.

"After a social introduction to Mr. Arnault several months ago and discussions with the LVMH team, I realized that I could not find a better partner for Colgin Cellars to preserve our founding spirit and our exquisitely handcrafted red wines, into the future. We are happy to join the LVMH Group to continue to offer our loyal customers the unique and high-end experiences we've been creating for them, for over a quarter of a century." Ann Colgin, Founder of Colgin Cellars.

"We share with Colgin Cellars the same desire to offer the very best quality products. I am therefore delighted to welcome Colgin's unique heritage into LVMH, reaffirming our strategy of selective acquisition of the best existing terroirs, and enriching our collection of iconic wines such as Château Cheval Blanc, Château d'Yquem or Domaine du Clos des Lambrays." Bernard Arnault, Chairman and CEO of LVMH.

-----

From: John Bodnovich <[bodnovich@ablusa.org](mailto:bodnovich@ablusa.org)>

## Mouton Rothschild 2015 label designed by Gerhard Richter

Source: [decanter.com](http://decanter.com)  
November 21, 2017

Château Mouton Rothschild has released the label design by German artist Gerhard Richter for its 2015 vintage 'first wine'.

Gerhard Richter's Mouton Rothschild 2015 label uses a process that the German artist calls 'Flux', which is described as a piece of work that combines painting and photography and is 'both random and carefully prepared'.

Richter's label design continues Mouton's tradition of commissioning bespoke artwork for its grand vin, which it first did for the 1924 wine and has done for every vintage since 1945.

Other artists to have designed Mouton labels include Dali, César, Miró, Chagall, Picasso, Warhol, Soulages, Bacon, Balthus, Tàpies and Jeff Koons.

Coming soon: Jane Anson re-tastes Bordeaux 2015 classified wines now they've been bottled

This year's Mouton label was chosen by the next-generation owners of the estate, Camille and Philippe Sereys de Rothschild and Julien de Beaumarchais de Rothschild.

Born in Germany in 1932, Richter is known for his 'photo paintings' and abstract works and his style has been linked to artists such as Picasso.

Richter's 1986 painting 'Abstraktes Bild' set a record auction price for a work by a living artist in October 2015, when it sold at Sotheby's for £30.4 million.

How Richter created the Mouton 2015 label

Richter used his 'flux' technique to develop the label design, according to Mouton.

'This involves spreading enamel paint on a plate of plexiglass on which he then presses a glass plate. When the process reaches completion, he finally fixes the plates one on top of the other,' the Bordeaux château said.

'Before that, however, he photographs the still fluctuating colours when he considers their composition to be momentarily harmonious: that is how he created the label for Mouton.'

<http://www.decanter.com/wine-news/mouton-rothschild-2015-label-richter-380103/>

-----

From: John Bodnovich <[bodnovich@ablusa.org](mailto:bodnovich@ablusa.org)>

## The Pros and Cons of Shelf Talkers

Retailers discuss shelf talkers as a marketing tool-and share their most effective strategies for creating them

Source: <https://daily.seventy.com>

Vicki Denig

November 21, 2017

Whether you love shelf talkers or hate them, the decision about whether to use them is one every retailer must confront. For some operators, shelf talkers are seen as a necessity, especially for large stores with many SKUs. At other shops, shelf talkers are considered visual clutter that gets in the way of staff-customer interactions. For retailers who do opt for shelf talkers, there are a host of questions to consider: physical format (size, material), visual style (look and feel, handwritten or typed copy, use of images and graphics), content (factual or opinion-based, topics discussed, recognition of scores and certifications), and tone (serious, humorous, and so on). The details can be overwhelming.

SevenFifty Daily spoke with retailers from coast to coast-from Brooklyn's Uva Wines and Spirits to The Wine House in Los Angeles-to find out how and why they use shelf talkers, and to learn which types they consider the most effective.

### How to Write Effective Shelf Talkers

Shelf talkers are a quick way to communicate information on wines as well as tasting impressions, says Samantha Dugan, the general manager and French- and sparkling-wine specialist at The Wine Country, a retailer in Signal Hill, California, with more than 3,000 SKUs. Most of the store's wines are displayed with shelf talkers, which are written and produced in-house by staff members

Each department of the store has its own buyer, who is responsible for the creation of the shelf talkers in his or her section. "[The buyers] are the ones that tasted the wine and purchased it for the store, so it's their notes and voice in each shelf talker," Dugan says. "We all write a little differently, and that can be felt in our notes. Some people respond to one style of shelf talker and [some] to another style. It's sort of fun that way." Styles can become so distinct that longtime customers can often tell who wrote a talker simply by its tone and expression.

Lucy Huffman, the general manager of neighborhood retailer Uva Wines & Spirits in Brooklyn, New York, implements a descriptive style of shelf talker in her Bedford Avenue store, which houses around 400 SKUs. Each bottle in the shop receives a small shelf-talker tag, all of which are created in-house by Uva staff. The tags include price, vintage, and details about the wine's biodynamic, organic, or sustainable-farming status, along with a brief description of the wine. "We usually taste the wine, then write the tag while it's fresh in our minds," Huffman says. "Occasionally there's an obscure song lyric, movie, or neighborhood reference, but generally we stick to tasting notes, information about the producer or winemaking techniques, and what the wine might pair well with." Huffman's objective is to provide customers with as much information as possible-and if a fun anecdote can be thrown in, it's a bonus.

Jim Knight, a part owner and buyer at Los Angeles retailer The Wine House, believes that shelf talkers are a necessity at his 22,000-square-foot store. They assist customers in narrowing down a wide array of products-more than 6,000 SKUs. Talkers at Wine House are a blend of handwritten staff recommendations, handwritten notes from distributors, and winery-provided printed materials. "We prefer handwritten shelf talkers, and we actually ask the distributors to handwrite shelf talkers themselves because we feel those work better than a premade one from the wineries," Knight says. "It just looks like someone took the time and effort to write about this, so [customers think] it must be special."

The Wine House's Italian wines buyer, Lance Montalto, echoes this sentiment, describing winery-provided talkers as "too clean, too polished," and thus less personal. He describes watching customers meander down the aisles, stopping to read shelf talkers and filling their carts largely with bottles that are behind handwritten notes. Although Montalto finds that winery-provided talkers are less effective than those that are handwritten, he never deters sales reps from putting up their printed materials because, he says, wines with talkers of any kind tend to sell better than those that have none.

### Choosing Not to Use Shelf Talkers

Some retailers find that shelf talkers are a hindrance in establishing client relationships. "We choose not to use shelf talkers because we prefer to engage our customers with personal stories and anecdotes about the producers and our relationships with them," says Michael Dowd, the general manager and events coordinator at New York City's Quality House Wines & Spirits, which carries about 1,000 SKUs. Dowd believes that winery-provided marketing materials are too generic for Quality House.

"We feel customers will be less inclined to interact with us and our perspective if shelf talkers are in place for the majority of items," he says. "A conversation with our customer, in providing our educational perspective, seems to be more valuable." However, the store has recently expanded its layout to include a small section of items to be featured month by month where in-house promotional tags or talkers will be displayed. "[The tags] will still give our individual perspective, while being brief yet unique and educational," says Dowd. The rest of the store, however, will remain without talkers.

### Giving Customers the Context They Need

Whether they use shelf talkers or not, all the retailers SevenFifty Daily spoke with agreed that customer satisfaction is the end goal. For a large store like The Wine House, Knight sees shelf talkers as a way to give clients a better shopping experience, especially those customers who prefer not to be bothered. For a store like Quality House, whose business stems mostly from online and phone sales, eliminating shelf talkers is a way to foster engagement with every customer who walks in the door-an experience that larger retailers may not have the staff level to support.

At Uva, while Huffman says that it would be ideal to talk with every customer, "Some would rather just not interact, so the shelf talkers are a nice way of showing the customer Uva's personality." She describes seeing customers laughing while reading the tags, and later informing the staff that they decided to purchase a wine because they enjoyed the talker's description.

Dugan, at The Wine Country, echoes this point, saying that while personal interaction is always best, shelf talkers are a perfect way to provide assistance when a customer doesn't feel like chatting. "We have people that shop with us weekly," she says, "[who] simply love cruising and reading the notes. When they need or want something specific, they ask. Otherwise they're enjoying their time reading, looking, and shopping."

And Knight, at The Wine House, says shelf talkers can be an important bridge for customers as the world of retail shopping changes—they act as a decision-making cue, similar to an [Amazon.com](https://www.amazon.com) review. "This type of [in-store] shopping is dying across the nation due to online ordering and apps," he says. So when customers come into the store, he endeavors to make their experience as seamless and effective as possible, maximizing every moment they're in the store. "Shelf talkers act as another 'salesperson' on the floor," Knight says, "since the consumer can read about the wine if they can't or don't want to talk to a salesperson here."

Vicki Denig is a New York-based wine and spirits journalist and wine educator, discovering the world through the lens of a glass, one sip at a time. When not tasting or traveling, she can most likely be found running through Astoria Park or sipping on Cabernet Franc.

-----

**From:** John Bodnovich <[bodnovich@ablusa.org](mailto:bodnovich@ablusa.org)>

## Dollar Tree Q3 profit and sales beat estimates

Source: CSA  
BY MARIANNE WILSON  
November 21, 2017

The nation's largest dollar-store retailer on Tuesday posted better-than-expected sales and earnings results, fueled by a boost in customer traffic and spending in its stores.

Dollar Tree's net income increased \$68.3 million to \$239.9 million for the quarter ended Oct. 28. Earnings per share increased 40.3% to \$1.01, compared to \$0.72 in the year-ago period. Analysts on average had expected earnings of 90 cents per share.

Consolidated net sales increased 6.3% to \$5.32 billion from \$5.00 billion last year. Analysts had forecast sales of \$5.28 billion

Same-store sales increased 3.2%, more than analysts expected, driven by increases in average ticket and comparable transaction count. By brand, same-store sales rose 5% for Dollar Tree and 1.5% for Family Dollar.

"Our team delivered terrific results in the third quarter," stated Gary Philbin, president and CEO. "Same-store sales accelerated in both the Dollar Tree and Family Dollar banners; we delivered a 120 basis point improvement in enterprise operating margin; and earnings per share grew more than 40% from the prior year."

During the quarter, the company opened 169 stores, expanded or relocated 23 stores, and closed six stores. It ended the period with a total of 14,744 stores.

Analyst Neil Saunders, managing director of GlobalData Retail, noted that while low price is important to the success of Dollar Tree, it is not the only factor driving sales.

"Indeed, it is notable that many of the group's core customers have seen their financial positions improve modestly over the course of this year, yet their loyalty and share of spending at both Dollar Tree and Family Dollar have largely remained the same or increased," he said. "One of the main reasons for this is that they like the convenience and localness of the stores in addition to the low prices they offer." For more, [click here](#).

The company estimates consolidated net sales for the fourth quarter of 2017 to range from \$6.32 billion to \$6.43 billion, based on a low single-digit increase in same-store sales for the combined enterprise. Diluted earnings per share are estimated to be in the range of \$1.80 to \$1.89.

Consolidated net sales for full-year fiscal 2017 are now expected to range from \$22.20 billion to \$22.31 billion compared to the company's previously expected range of \$22.07 billion to \$22.28 billion. This estimate is based on a low single-digit increase in same-store sales and 3.7% square footage growth. Dollar Tree now anticipates net income per diluted share for full-year

fiscal 2017 will range between \$4.64 and \$4.73, compared to its previous guidance of \$4.44 to \$4.

"Our stores and teams are well-prepared and energized as we enter the fourth and final quarter of 2017," said Philbin. "We are confident in our ability to continue driving positive same-store sales, through meeting our customers' needs and wants; improving enterprise operating margin; and delivering year-over-year earnings per share growth. We believe we are well-positioned in the most attractive sector in retail and will remain intensely focused on delivering great value and convenience to our growing customer base."

-----

From: John Bodnovich <[bodnovich@ablusa.org](mailto:bodnovich@ablusa.org)>

## Ten of the world's most exclusive member's clubs (Excerpt)

Source: The Spirits Business  
by Owen Bellwood  
21st November, 2017

Take a look inside some of the most exclusive bars in the world, where you'll need more than just the entry fee to step through the door.

If money can't buy you happiness, what can it do?

Well according to research from [VegasSlots.co.uk](http://VegasSlots.co.uk) it can gain you access to a host of exclusive bars around the world.

From New York to Hong Kong, some of these drinking dens are the most secretive venues in the world and the entrance fee requires both money and status.

Famous faces to frequent some of the most prestigious venues include Robert De Niro, Selena Gomez and David Lynch.

Click through to see our round-up of the top 10 exclusive member's club bars, and who you might find yourself propping up the bar with.

<https://www.thespiritsbusiness.com/2017/11/ten-of-the-worlds-most-exclusive-members-clubs/>

-----

**From:** John Bodnovich <[bodnovich@ablusa.org](mailto:bodnovich@ablusa.org)>

## 7-Eleven Settles Prop 65 Coffee Case, Will Post Signs

Source: Law360  
By Melissa Daniels  
November 21, 2017

7-Eleven Inc. will post signage alerting California consumers to the presence of a cancer-linked chemical in coffee products and pay \$900,000 in penalties and costs, according to a settlement approved by a California judge on Tuesday in a Proposition 65 case that's still ongoing against dozens of other coffee roasters and retailers.

The Council for Education and Research on Toxics' case against the likes of Starbucks Corp., Wal-Mart Stores Inc., Costco Wholesale Corp. and others saw a multiweek trial over whether the companies should warn consumers about the carcinogen acrylamide in their coffee. At a hearing on Tuesday, Los Angeles Superior Court Judge Elihu Berle signed off on a settlement that removes 7-Eleven from the action, on which Judge Berle has yet to issue a final ruling.

The settlement provides for \$900,000 in civil penalties and costs, including about \$355,000 to CERT to reimburse it for litigation-related costs. The other major component is the injunctive relief: providing warnings to its customer about acrylamide in ready-to-drink coffee at franchise stores in California.

"The court finds good cause to approve the settlement," Judge Berle said.

The appearance on Tuesday was the first in the case since live witness testimony wrapped up in early October in phase two of a bifurcated trial that targets more than 70 companies, including grocery stores, coffee powerhouses, food giants and big-box retailers.

The first half of the trial took place in 2014, with the court trying several affirmative defenses, including whether the acrylamide posed "no significant risk." Judge Berle ruled in favor of the nonprofit.

The focus of the current trial is the coffee sellers' argument that their products are exempt from the warning requirement based on a provision of Proposition 65 that takes into account "sound considerations of public health," such as when "chemicals in food are produced by cooking necessary to render the food palatable or to avoid microbiological contamination."

7-Eleven isn't the first defendant to settle; as the trial was kicking off, a BP PLC subsidiary settled for \$675,000.

After signing off on the deal on Tuesday, Judge Berle turned his attention to CERT and the dozens of remaining defendants who were there to argue on multiple evidentiary matters that the parties filed after the trial.

CERT's attorney Raphael Metzger of Metzger Law Group focused on one particular motion that argued the analytical method used by the defendants' hired expert at Covance Laboratories should be deemed inadmissible. The method the lab used to quantify the amount of acrylamide

in the defendants' brewed coffee wasn't proven to be scientifically valid, which prevents it from being used as evidence, Metzger said.

"It was never used before this case; it's never been disclosed to the scientific community. This is a totally novel method," he said.

James Schurz of Morrison & Foerster LLP, who represents 56 of the coffee defendants, countered that the method Covance used had previously been used by the FDA and cited in a published, peer-reviewed article, he said, down to the equipment and temperature.

"In all material respects, it is the same method, and so the suggestion that it had never been used before is simply wrong," Schurz said.

Judge Berle didn't issue a ruling on the pending evidence-related motions, noting a high number of filings that the court must review. Instead, he told the parties to submit proposed statements of decision in December. They'll follow up with their opposition in January.

A mediation session is tentatively scheduled for January or February of 2018 with the retailer defendants, Metzger said.

A representative for 7-Eleven didn't immediately respond to a request for comment on Tuesday.

The plaintiffs are represented by Raphael Metzger, Kimberly Miller and Abraham Pariser of Metzger Law Group.

Starbucks Corp., Starbucks Holding Co., Seattle Coffee Co., Peet's Operating Co. Inc., International Coffee & Tea LLC and multiple other defendants are represented by James Schurz, Michèle B. Corash, Alejandro Bras and Robin S. Stafford of Morrison & Foerster LLP.

7-Eleven Inc., BP West Coast Products LLC, DD IP Holder Inc., Dunkin' Brands Group Inc. and Dunkin' Donuts LLC are represented by Trenton H. Norris, Tiffany M. Ikeda, Brian K. Condon and Sean McCormick of Arnold & Porter Kaye Scholer LLP.

The Kroger Co. and Ralphs Grocery Co. are represented by Gregory P. O'Hara and Lauren M. Michals of Nixon Peabody LLP. Bristol Farms Inc. and Costco Wholesale Corp. are represented by Renée D. Wasserman and Alecia E. Cotton of Rogers Joseph O'Donnell PC.

Target Corp., Safeway Inc., Albertsons Cos. LLC, Sprouts Farmers Markets LLC, Reily Foods Co., H.N. Fernandez Inc. are represented by Jeffrey B. Margulies and Lauren Shoor of Norton Rose Fulbright.

Trader Joe's Co. and Mountanos Brothers Coffee Co. are represented by Daniel J. Faria and Kate Ikehara of O'Melveny & Myers LLP.

Wal-Mart Stores Inc. and Sam's West Inc. are represented by Michael D. Abraham, Robert H. Bunzel and Kerry L. Duffy of Bartko Zankel Bunzel & Miller.

Stater Bros. Markets are represented by Brendan W. Brandt and Andrew Ross of Varner & Brandt LLP.

Whole Foods Market California Inc. and Allegro Coffee Co. are represented by J.T. Wells Blaxter and Brian R. Blackman of Blaxter Blackman LP.

Kerry Inc. is represented by Megan Irwin of Bryan Cave LLP.

S&D Coffee Inc. is represented by Tara Sky Woodward of Bradley Arant Boult Cummings LLP.

Café Calabria Coffee Roasting Co. is represented by Charles P. Gorla of Gorla Weber & Jarvis.

L. Paul Phillips d/b/a Safari Morning Coffee is represented by Lawrence E. Skidmore, Kathleen C. Lyon and Erin J. Tognetti of Aronowitz Skidmore Lyon.

Keurig Green Mountain Inc. d/b/a Green Mountain Coffee Roasters Inc. is represented by Raoul D. Kennedy of Skadden Arps Slate Meagher & Flom LLP.

Sara Lee Corp. is represented by Frank C. Rothrock and Naoki S. Kaneko of Shook Hardy & Bacon LLP.

The consolidated cases are Council for Education and Research on Toxics v. Starbucks Corp. et al., case number BC435759, and Council for Education and Research on Toxics v. Brad Barry Co. Ltd. et al., case number BC461182, in the Superior Court of the State of California, County of Los Angeles.

John Bodnovich | Executive Director  
American Beverage Licensees  
(301) 656-1494 | [bodnovich@ablusa.org](mailto:bodnovich@ablusa.org)