

BENEFIT FROM THE VALUE.

THIS ISSUE INSIDE



— Do your part to make the voice of retailing heard and strengthen Alabama's retail

market by getting out the vote for the June 1 primary. More inside on how you can make a difference.



— ARA and the UAB School of Business are seeking nominations for Retailer of

the Year, Centennial Retailers and Centennial Insurance Agencies.



— ARA and ARC remembers the widow of one of the two organizations' longest serving members.



— The state offers help to Alabamians who want to quit smoking and to businesses that

want to implement tobacco-free workplaces.



— Employment and tax experts answer member questions regarding termination pay and what taxes

to pay on discounted items.



VOTE June 1

for the candidates who are

Right for Retailers

The **Alabama Retail Association** recommends these candidates as the best choices for Alabama retailers in the June 1, 2010 primaries. Alabama *RetailPAC*, ARA's political action committee, endorses both Democratic and Republican candidates.



If you vote in the Republican primary, please vote for the four statewide candidates listed here. Our 28 legislative candidates face opposition in their respective primaries. Look for them in the primary of your choice.

PRIMARY BALLOT
JUNE 1, 2010

THESE OFFICES WILL APPEAR ON ALL REPUBLICAN PRIMARY BALLOTS

FOR GOVERNOR
(Vote for ...)



BRADLEY BYRNE ←
Republican

FOR ASSOCIATE JUSTICE OF THE SUPREME COURT, PLACE NO. 2
(Vote for ...)



MIKE BOLIN* ←
Republican

FOR ASSOCIATE JUSTICE OF THE SUPREME COURT, PLACE NO. 3
(Vote for ...)



ERIC JOHNSTON ←
Republican

FOR COMMISSIONER OF AGRICULTURE AND INDUSTRIES
(Vote for ...)



JOHN MCMILLAN ←
Republican

* = incumbent

THESE OFFICES WILL APPEAR ONLY ON BALLOTS IN THE REFERENCED DISTRICTS AND PRIMARIES

FOR STATE SENATOR
(Vote for ...)

- District 1 **Tammy L. Irons**, Florence (D)
- District 15 **Steve French***, Birmingham (R)
- District 17 **Scott Beason***, Gardendale (R)
- District 18 **Rodger Smitherman***, Birmingham (D)
- District 19 **Priscilla Dunn***, Birmingham (D)
- District 28 **Billy Beasley**, Clayton (D)
- District 33 **Vivian Davis Figures***, Mobile (D)

FOR STATE REPRESENTATIVE
(Vote for ...)

- District 8 **Terri Collins**, Decatur (R)
- District 11 **Jeremy Oden***, Vinemont (R)
- District 15 **Pat Moore***, Pleasant Grove (R)
- District 18 **Johnny Mack Morrow***, Red Bay (D)
- District 20 **Howard Sanderford***, Huntsville (R)
- District 27 **Wes Long**, Guntersville (R)
- District 30 **Blaine Galliher***, Gadsden (R)
- District 36 **Randy Wood***, Anniston (R)
- District 37 **Richard Laird***, Roanoke (D)
- District 41 **Mike Hill***, Columbiana (R)
- District 43 **Mary Sue McClurkin***, Pelham (R)
- District 57 **Merika Coleman***, Birmingham (D)
- District 67 **Yusuf Salaam***, Selma (D)
- District 72 **Ralph Howard***, Greensboro (D)
- District 73 **David Grimes***, Montgomery (R)
- District 76 **Thad McClammy***, Montgomery (D)
- District 82 **Pebblin Warren***, Tuskegee (D)
- District 85 **Jody Singleton**, Headland (R)
- District 88 **H. Mac Gipson***, Prattville (R)
- District 98 **James Gordon***, Saraland (D)
- District 99 **James Buskey***, Mobile (D)

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Jimmy Smith Jewelers, Decatur

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FROM THE PRESIDENT
RICK BROWN



June 1 is a pivotal day for Alabama. By being an active participant in this particular political process, you get to pick our state's leaders for the next four years or longer.

At the top of the ballot, your association and I ask you to vote for Bradley Byrne, who has been a friend to retailers since the day he took public office. He's a great conservative who doesn't cower when nose-to-nose with the powerbrokers who don't share his values or vision. That's why they've thrown so much mud his way. Truth is: That mud don't stick.

Alabama Supreme Court candidates Mike Bolin and Eric Johnston will adhere to the rule of law and won't legislate from the bench. Justice Bolin has already demonstrated his fairness in his

five years on the high court. Johnston is a newcomer, but has 37 years of legal experience and in this campaign has already proven he knows the law.

John McMillan is our choice for commissioner of agriculture and industries, a position that has

much interaction with retailers in our state. He has the experience necessary to lead this vital state department.

The 28 recommended legislative candidates on Page 1 have either worked well with us in the Alabama Legislature or understand the importance of the retail industry to our economy.

I've said my piece. **NOW GO VOTE!**

Rick Brown:
rbrown@alabamaretail.org



IN MEMORIAM

MARIAN JANE GOELLNER WAGNER

The Alabama Retail Association and Alabama Retail Comp mourn the passing of Marian Wagner, who died May 16th, 10 months after the death of her husband, longtime ARC trustee and ARA board member, Lloyd William "Bill" Wagner Sr., of Tuscaloosa. Both died at age 85.

The Wagners were married for 65 years and both were a constant presence at ARC trustee and ARA board meetings for almost a quarter century. Mrs. Wagner is survived by her daughter, Melinda Wiggins; two sons, Lloyd Jr. and Tommy; seven grandchildren, five great-granddaugh-

ters and one great-grandson.

Tommy is president and grandson Matt is vice president of **The Athlete's Foot**, an athletic footwear store with five Alabama locations. They are the third and fourth generations carrying on the shoe retailing legacy of the Wagner family.

Memorials may be made to Calvary Baptist Church, 1121 Paul W. Bryant Drive, Tuscaloosa, AL 35401.

EDDIE LEE GLOVER

Longtime Alabama Retail Association friend Eddie Glover died March 30. He is survived by four sons, six daughters and 32 grandchildren. He is missed.



Marian Wagner



Eddie Glover

State Can Help Your Employees Go Tobacco-Free

To help reduce healthcare costs, the Alabama Department of Public Health's Tobacco Prevention and Control Branch offers free help to businesses to develop and implement a tobacco-free policy for employees.

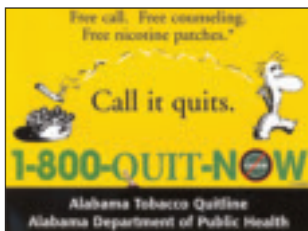
To help your employees and other Alabamians become tobacco-free, the state provides a Tobacco Quitline, which offers a toll-free number and free master's-level counseling. In addition, medically eligible callers enrolled in

counseling with the Quitline may receive up to four weeks of free nicotine replacement therapy patches.

"We know that someone is more likely to quit tobacco if they combine counseling in conjunction with the patches," said Julie Hare, the Quitline coordinator. "Our Quitline will work with callers to develop their own individual plan when they are ready to quit."

In addition, tobacco area prevention and control coordinators are in each public health area of the state. These coordinators provide training and assistance for businesses in establishing a tobacco-free policy. The coordinator also will work with your employers.

Alabamians can call the **Quitline 1-800-784-8669** Monday through Friday, 8 a.m. to 8 p.m., or Saturday from 9 a.m. to 5:30 p.m. to schedule an appointment. Callers must have begun counseling to receive the free patches. For more information, contact **Julie Hare** at **334-206-3830**.



Get out the Vote!

Explain to Your Employees How a Favorable Legal and Legislative Climate Helps Provide a Stable Retail Climate

OBJECTIVE

To turn out as many voters as possible, retailers and other employers need to talk to their employees about elections and the importance of exercising the right to vote. Educated voters are more likely to take the time to go to the polls.

SAY THE 'E' WORD IN YOUR STORE

An employer can share information about elections, even a particular candidate. An employer can solicit employees' support for identified candidates so long as employers do not discriminate in any way against employees' because of how they vote or what candidate they support.

DISTRIBUTE VOTER GUIDES

Corporations and individual employers can distribute campaign literature and brochures to employees, solicit votes for identified candidates for statewide office, or solicit contributions for identified candidates, so long as such solicitations are not accompanied by job discrimination, financial reprisal or coercive threats. Federal and state law prohibit any coercion of this sort in connection with solicitation of employees' support for identified candidates.

ARA has provided each member contact with **10 ARA Voter Guides** that list the Alabama RetailPAC-endorsed candidates, which you also can download from the ARA website. We also mailed you three **Alabama Civil Justice Reform Committee slate cards** regarding the Alabama Supreme Court races on the Republican primary ballot.

VISIT ELECTION INFORMATION at alabamaretail.org

You'll find Election Information in the **Political Affairs** section



- ☛ The information in this article about communicating with employees can be found as **Employer's Guide: How Retailers Can Make a Difference**
- ☛ Print out the one-page **2010 Primary ARA Voter Guide** brochure to distribute to your employees and/or give them the copies of the guides mailed to you in the weeks leading up to the primary.
- ☛ Use the **Sample Get Out the Vote Letter** to draft a letter for Election Day to your employees.

To view any of these documents, you must be logged into the Web site as a member user. If you've never logged-in before, you'll need your member number to register. Your number is to the right of your name in the address on this newsletter.

You can post the slate cards or Voter Guides on message boards, distribute with paychecks, deliver through internal mail and hand-deliver at meetings. Of course, when speaking with employees be careful to **explain that no adverse action will be taken against any employee based on his/her political views.**

DO YOUR PART

If retailers do their job on Election Day, we'll strengthen Alabama's retail market.

Please do your part to make the VOICE of retailing heard in Alabama!

ARA ANSWERS YOUR QUESTIONS...OUR ANSWERS

From time to time, ARA members contact their association for answers to questions about a wide range of subjects. Here are the answers to two questions posed recently:

If I terminate an employee and that employee demands to be paid for time worked, do I have to pay them at the time of termination or can I wait until their normal pay period?

In Alabama, employers may pay a terminated employee any pay due

for hours worked at the normal pay period. Nothing is owed before then. Some states, such as Louisiana, require otherwise (within three days of termination).

If a store offers a discount, or an instore coupon, does the retailer charge tax on the original price or the discounted price?

If it is a discount, then the selling price determines the tax due. However, the state law regarding manufacturer or distributor

coupons differs. Here is that law:

810-6-1-47. Coupons, Receipts from Redemption.

A retail dealer's total receipts in cash, goods, or by credit from the redemption of coupons issued by manufacturers or distributors are to be included in the measure of tax to be paid where the coupons are accepted by him in exchange for, or as part payment for tangible personal property. (Section 40-23-1(a)(6)) (Readopted through APA effective October 1, 1982)

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ARA to Recognize Alabama's Top Retailers



For former winners, go to [Retailers of the Year Since 1999](#) and [Alabama's Centennial Retailers](#) under [Awards and Events](#) at alabamaretail.org

The Alabama Retail Association in conjunction with the University of Alabama at Birmingham

School of Business will present its 11th Retailer of the Year Awards and its 8th Centennial Retailer Awards during Retail Day in September at The Club in Birmingham.

ARA is accepting nominations for the Retailer Awards through Monday, June 7, and Centennial Retailer nominations through Monday, June 21.

The Retailer of the Year Awards, begun in 1999, recognize deserving Alabama retailers who have demonstrated a blend of sound business practices with commitment to their communities, customers and employees. In 2002, ARA began recognizing retailers in business in our state for 100 years or more as Centennial Retailers.

In the first 10 years of the Retailer of

the Year program, owners or managers of 85 retail establishments in Alabama have been recognized as Retailers of the Year. Fifty-six retail establishments in the state have been honored for being in business in Alabama for 100 years or more in the seven-year history of the Alabama Centennial Retailer awards.

RETAILER OF YEAR CATEGORIES

Retailer of the Year awards are given in four categories based on sales volume: less than \$1 million; \$1 million to \$5 million; \$5 million to \$20 million and more than \$20 million. An independent selection committee chooses Bronze, Silver and Gold Award winners in each sales volume category.

QUALIFICATIONS

Nominated Retailers of the Year must have a physical presence in the operation and/or management of a retail business in Alabama and have been in business for a minimum of two years. To be considered a retailer for either Retailer of the Year or Centennial

Retailer, the business must collect state and local sales taxes. Retail businesses that began in 1910 or earlier are eligible to be honored as Centennial Retailers. **Retailer of the Year and Centennial Retailer nominees must return requested entry information by Monday, July 12.** A Gold Retailer of the Year from the previous year is ineligible for nomination. However, Silver and Bronze winners can be nominated in subsequent years. Previous nominees who did not receive an award also may be nominated again.

MAKE A NOMINATION NOW!

Complete the online nomination form in the [Awards and Events](#) section of ARA's website, www.alabamaretail.org. Under the [Alabama Retailer of the Year](#) or [Centennial Retailer](#) headings, go to [Nomination Form](#) and complete the information requested.

Once we receive a nomination, an entry form will be sent to the nominated retailer with a letter informing them they have been placed in consideration for the award.