

## INSIDE THIS ISSUE:

- Spotlight on...The President Pro Tempore of the Senate
- Alabama Retail Association Recognizes Law Enforcement Officers
- Shoplifting Facts and Figures
- Alabama Retail Association Announces Officers and Directors for 2004
- Randy Hutton of Winn-Dixie Stores Receives 2004 Woodard Award

THE OFFICIAL  
PUBLICATION OF THE  
ALABAMA RETAIL  
ASSOCIATION

*THE VOICE  
of Retailing in Alabama*



ALABAMA RETAIL  
ASSOCIATION

## ARRESTS UP MORE THAN 400% AS A RESULT OF ARA EXAMINER PROGRAM

*Lieutenant Harry Nail, Driver License Division, Alabama Department of Public Safety*

The Alabama Department of Public Safety and the Alabama Retail Association teamed up three years ago to stamp out Driver License Fraud through the Examiner of the Quarter Award program. Identification fraud is one of the fastest growing forms of robbery, costing financial institutions, businesses, government, and consumers an estimated \$24 billion dollars annually.

Alabama Driver License Examiners are on the front lines, issuing driver licenses to our public each day. In doing so, they encounter people from all walks of life with all sorts of intentions. By simply checking the identity of the person against a database, a countless number of criminals are caught for identity theft, bad checks, credit card fraud and other crimes, saving retailers an untold amount of revenue.

The Examiner of the Quarter Award program is given for excellence in recognizing fraudulent activity to those who go the extra mile to fight deceptive criminals and prevent fraud. In determining the winner, a point system is used, with five points allocated for each misdemeanor arrest and ten points for each felony arrest.

The Alabama Retail Association is to be commended for their support of the Alabama Department of Public Safety, Driver License Division. The Association's Examiner of the Quarter Award program has greatly assisted the department's efforts in fighting crime

by providing recognition for our employees and therefore motivating them to excel.

Fraud and identity theft are a major problem in the United States and the State of Alabama. The Alabama Department of Public Safety in partnership with the Alabama Retail Association is taking an aggressive role to curtail this and all criminal activity. The Driver License Division of the Alabama Department of Public Safety is proud of our relationship with the Alabama Retail Association.

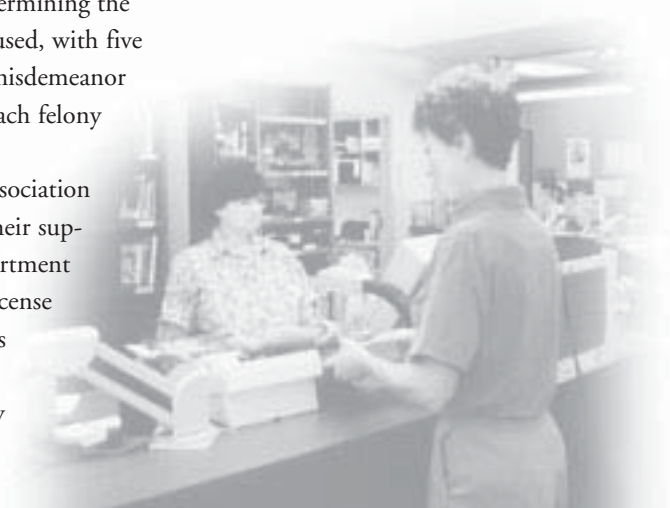
The following statistics are an indication of how the relationship between the Driver License Division and the Alabama Retail Association is working. The division's arrest record has shown an increase every year since the inception of the awards program in the year 2000.

### ARREST RECORD

2000 - 2001

Overall, the Driver License Division

*(Continued on page 2)*



# THE VOICE

THE VOICE OF  
RETAILING IN ALABAMA  
VOLUME 4, NUMBER 1  
FIRST QUARTER

**PUBLISHER:**

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**EDITOR:**

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**FUND ADMINISTRATOR:**

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*THE VOICE* is the official publication of the Alabama Retail Association, 7265 Halcyon Summit Drive, Montgomery, Alabama 36117. Telephone (334) 263-5757; FAX (334) 262-3991.

*THE VOICE* is published four times a year, quarterly. Views and conclusions expressed in articles herein are those of the authors, not necessarily those of the editors or officers of the Alabama Retail Association. Opinions expressed in this magazine do not necessarily reflect the policies of the Alabama Retail Association.

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**Postmaster:** Send address changes to *THE VOICE*, P. O. Box 240669, Montgomery, Alabama 36124.

## FROM THE PRESIDENT

CHARLES MCDONALD



When the legislature convened on February 3, they faced a financial crisis unlike any we have experienced before. State budgets that were cut \$400 million just a few months ago must be cut an additional \$360 million. Revenue needs on the other hand are increasing. Medicaid alone, just to stay even, faces a shortfall of \$60 million in state dollars in FY 03-04 and \$182 million in state dollars in FY 04-05. This does not include the loss of even greater federal funds!

This will likely be the most contentious and controversial session in the last twenty years. Governor Riley, after being burned by the rejection of the voters of his \$1.2 billion tax initiative, has said he would not propose any new taxes in the coming session. He plans to focus on accountability and cost-savings with possible revenue measures to come later.

On the other hand, there are many state agencies, non-state agencies, advocacy groups, and unions who are busy developing their own tax plans to fill the revenue void.

At this writing, there is no discernable clear or understandable legislative plan or direction. Many in the leadership are supportive of new tax measures while rank-and-file legislators are still stung by the size of the defeat of the Governor's recent tax plan. This probably will change as they are faced with massive cuts and with the resultant impact those cuts will have on vital state services and on their constituents. Faced with these forces, I believe, their resolve will weaken.

As revenue and other legislative measures are proposed, we will keep you informed through *The Capitol Retail Report*. We may ask you, the Alabama Retail Association membership, to contact your legislators about issues. We will need a united front to shape Alabama's business environment.

Again, this is serious. I have represented this Association for 34 years and have never seen our State in such bad shape. Please stay informed and become engaged in the legislative process – OUR future depends on it!

## ARRESTS UP MORE THAN 400% AS A RESULT OF ARA EXAMINER PROGRAM

*(Continued from page 1)*

made 547 felony arrests and 671 misdemeanor arrests. A combined total of 1,218. 2001 - 2002

Overall the Driver License Division made 636 felony arrests, an increase of 89 over last year and 1,869 misdemeanor arrests and increase of 1,198 over last year. Once again we have conducted more training than ever before especially in the arena of fraudulent documents. A combined total of 2,505 arrests.

2002 - 2003

Overall the Driver License Division made 876 felony arrests, an increase of

240 over last year, and 4,110 misdemeanor arrests, an increase of 2,241 over last year. The entire Division should be commended for having made a grand total of **4,986 combined arrests**.

Without question, the unique partnership between the Alabama Department of Public Safety and the Alabama Retail Association is saving thousands of lost retail dollars by preventing individuals from obtaining false identities, or stealing some innocent individual's identity, and using this identification to obtain checking and credit accounts for unlawful purposes.

# SPOTLIGHT ON... THE PRESIDENT PRO TEMPORE OF THE SENATE

Senator Lowell Barron has always been looked to as a leader. In middle school he was nominated for and elected President of his Four-H Club. He went on to become President of his Senior Class. A self-professed “average student,” he has always worked hard to get ahead.

Born and raised on a farm in rural Jackson County, Senator Barron worked to pay his way through Snead Junior College and Auburn University. During his time at Auburn, he was a “dorm-room barber” for his classmates to help fund his educational pursuits. Again, through hard work and determination, he graduated in 1965 with a pharmacy degree.

He returned to his home town of Fyffe and opened the Sand Mountain Drug Store. Within two years he was elected to the city council, and then appointed Mayor by his peers just a year later when a vacancy occurred. He was then elected to three consecutive terms.

While Mayor, the Senator became frustrated when trying to reach his State Senator. In his words, “I thought, ‘Well, I’ll run. At least I can communicate with people!’” He ran and won and is now serving his sixth term in the Senate as a democrat representing District 8. He was elected President Pro Tempore, the top-ranking and elected member of the Senate, at the beginning of his fifth term.

He still is, however, a small business owner. He is involved in the development and management of apartments for low-income families as well as assisted living facilities. As a former retailer, he marvels at how much retailing has changed since he opened his first store in the mid-sixties. “Retailing has gone through great changes in recent years and is still evolving. I don’t know where it is going. With the influx of chain stores and advancements in technologies, we are no longer in the mom-and-pop era I enjoyed,” Barron said. “Retailers face great challenges in the future. I would like to see government be a partner with them rather than an adversary.”

He fully understands the challenges retailers are up against. “I think the greatest challenges retailers in Alabama face are high taxes at the retail level – certainly high sales taxes, high alcohol taxes, high cigarette taxes, high gas taxes. Then, there are fees on other items retailers must have such as a business license, with the fee sometimes even based on volumes of sales,” Barron said. “Being from a border county, this I know. Many Alabamians are being driven to buy various goods in Georgia, Florida, Tennessee and Mississippi

because of excessive taxes resulting in a loss of sales and revenue to Alabama’s retailers.”

Senator Barron sees many problems contributing to the State of Alabama’s current woes. “High unemployment, a lackluster economy, great budget deficits and a legislature that, due to restrictions in our constitution, has very limited measures to correct the budget

deficits” are all major obstacles the Senator feels the State will have to overcome to get through this crisis.

Specifically, he sees the Medicaid funding crisis as the most serious we face. “The effects of this crisis, if not corrected, will impact every family in the state in a very adverse way. It may be that a senior citizen does not get their medication. It may be that grandmother or granddad has to leave the nursing home. It may be that drug stores do not get paid for the medications they dispense. People that provide wheel chairs and hospital beds may not get paid. The list goes on and on. Certainly not to be forgotten are the children that have insurance coverage through Medicaid that could suffer life-long effects from lack of care if this crisis is allowed to continue.”

When asked if his future goals include a state-wide race, the Senator replied “Never say never. I have always felt a need to serve. If there was a void, I’ve thought ‘Maybe I could be of service.’ That being said, there are some voids currently in some of our state-wide elected offices. Never say never.”

That same need to serve is seen by the Senator as his greatest accomplishment as a legislator. “The privilege of serving the most wonderful people in the world- the citizens of Alabama- is my greatest accomplishment.”

This brought up the forty-year relationship Senator Barron has with ARA President Charles McDonald. “At Snead Junior College back in 1963, I took Accounting 101 taught by a young, slender, handsome, dark-haired Charles McDonald. I never dreamed that I would get to work with an individual as fine as him as the State Senator from my area. He is one of the most credible association executives I have ever known. He is bright, imaginative, energetic, and has the utmost integrity. I knew that about him as a teacher in the early sixties and it is still true today.” When asked if Charles McDonald had the foresight to give him an ‘A,’ Senator Barron smiled and replied, “No, I think I made a ‘B,’ and I hope I earned it.”

Senator Barron has certainly earned an “A” for his dedication and leadership to the State of Alabama.



*Senator Lowell Barron*



# NATIONAL RETAIL FEDERATION REPORTS HOLIDAY SALES INCREASED 5.2% OVER LAST YEAR—ELECTRONICS, FURNITURE AND APPAREL AMONG HOLIDAY WINNERS

After all was said and done, retailers had a very happy holiday season in 2003. According to the National Retail Federation (NRF), holiday retail sales in the GAFS category (general merchandise stores, clothing and clothing accessories stores, furniture and home furnishings stores, electronics and appliances stores, and sporting goods, hobby, book and music stores) increased 5.2 percent over last year to \$216.32 billion, up from \$205.63 billion in 2002. Due to strong sales in the week after Christmas, which may not have been completely captured by the Advanced Department of Commerce report, NRF Chief Economist Rosalind Wells anticipates that holiday sales will be revised upward in February.

The 5.2 percent holiday sales growth more than doubled the 2.2 percent growth seen during the 2002 holiday season. December GAFS sales rose 5.8 percent unadjusted year-over-year and 0.3 percent adjusted month-to-month. November GAFS sales increased 4.3 percent unadjusted for the year and 0.4 percent over October.

December retail sales released today by the U.S. Commerce Department show that total retail sales (which include non-general merchandise categories such as autos, gasoline stations and restaurants) rose 0.1 percent seasonally adjusted for the month and 7.3 percent unadjusted year-over-year.

“From electronics to apparel, most retail sectors experienced strong holiday gains,” said NRF Chief Economist Rosalind Wells. “A variety of economic and social factors came together just in time

for the most important shopping season of the year.”

Gift cards, estimated to account for eight percent of holiday sales, are not counted as a sale until merchandise is redeemed. Therefore, if consumers did not spend their gift card before December 31, it did not count as a holiday sale.

“Because many gift cards are still unaccounted for, some holiday sales may shift to early 2004,” Wells said. “It is very likely that millions of consumers are still holding unredeemed gift cards, which will boost sales in January and February.”

Electronics and appliances stores were the most sought-after category in December, with sales soaring 12.4 percent unadjusted over last year and rising 0.4 percent adjusted month-to-month. Furniture and home furnishings stores also saw strong growth, rising 9.9 percent unadjusted for the year and unchanged for the month.

Additionally, clothing and clothing accessories stores saw solid gains with sales increasing 6.4 percent unadjusted over December 2002 and up 0.1 percent unadjusted month-to-month. And sporting goods, hobby, book, and music stores also performed with sales rising 2.2 percent unadjusted over last year and 0.8 percent adjusted from November.

Since September 16, NRF forecast a 5.7 percent increase in holiday sales (defined as GAFS sales in the months of November and December). NRF forecasts that GAFS sales will increase 5.0 percent in 2004.



*Congratulations to **Jimmy Smith Jewelers**, Voted “Best Jewelry Store” by the readers of THE DECATUR DAILY. ARC Trustee Jimmy Smith was also voted “Best Jeweler”. ARA Board Member Jimmy Ray Smith helps his father run the store, in business since 1973.*

# ALABAMA RETAIL ASSOCIATION RECOGNIZES LAW ENFORCEMENT OFFICER

The Alabama Retail Association is pleased to announce the winner of the 2003 "Law Enforcement Officer of the Year," or LEO Award. The LEO Award winner is Detective Tim McArdle, Lead Investigator for the Financial Crimes Unit of the Hoover Police Department.



Detective McArdle was chosen from a group of law

enforcement officers from across the state.

A superior in his/her department nominated each officer. Detective McArdle received his nomination from Sergeant Paul Lefebvre of the Hoover Police Department.

Detective McArdle was first hired by the Hoover Police Department in 1986, and transferred to the Investigation Division and was assigned to the Crimes Against Property Unit in 1987. He has been in current job assignment since the inception of the Financial Crimes Unit in 1989.

From 1989 until 1996, Detective McArdle spearheaded efforts to devise modernization in the investigative process. Since 1992, he has obtained more than 850 felony warrants in the 10th Judicial Circuit and assisted in the prosecution of cases at the federal level. Detective McArdle works to stay current on cutting edge technology to both benefit the city and learn how criminals may use this technology for dishonest gain. He is known for being extremely knowledgeable about the full range of financial crimes, how to properly investigate them, and how to prepare them for prosecution.



*Tim McArdle*

While burglary, robbery and drug cases get the most attention, financial crimes account for the greatest dollar loss. Detective McArdle has worked to combat these crimes for nearly 15 years. Since he began his career as a detective, McArdle has recovered approximately \$1 million dollars in property.

The LEO Award was presented at the ARA Board of Directors' Meeting on December 9, 2003, at the Capital City Club in Montgomery. Detective McArdle received a crystal trophy and a roster plaque to go to his department to hang for the year. In addition, a \$1,000 donation was made to Kid One, a local transportation program for disabled children, in honor of Detective McArdle.

## LOSS PREVENTION COMMITTEE

The Alabama Retail Association has formed a Retail Loss Prevention Committee to advise the ARA Board and staff on needed legislation and review pending legislation concerning loss prevention during the legislative session. The committee will also serve as a news source on retail theft matters for the media. The committee may also recommend and help execute seminars on this issue for other retailers.

This is an excellent opportunity for those in the loss prevention profession to network with their peers. If you are interested in joining the committee, please contact Alison Wingate at 334-263-5757 or [awingate@alabamaretail.org](mailto:awingate@alabamaretail.org).

## SHOPLIFTING FACTS AND FIGURES

### ABOUT SHOPLIFTERS

- Approximately 23 million people steal from retail stores every year, many of them as part of a \$13 billion underground industry.
- The Food Marketing Institute says a typical booster can steal between \$200,000 and \$1 million worth of products every year.
- There is no profile for the average shoplifter. Men and women steal about as equally as often.
- December and March are the biggest months for shoplifting. Saturdays are the most popular day. Sundays are the least.
- Evidence of the explosion in professional theft: In 1996, the FBI had three task forces nationwide. Today the agency has 15.
- Shoplifters say they are caught an average of once for every 49 times they steal, according to a Retail Theft Trends Report.
- Security experts predict that the record number of prison releases scheduled for the next few years will swell the ranks of those willing to work as professional shoplifters.

### DID YOU KNOW

- Brands aren't tracked individually in the United States, but surveys in Europe say Gillette razors and blades were the most-stolen item in 2001.
- In 1999 in Atlanta, an FBI Sting called Operation American Dream broke up a \$10 million retail theft ring that was shipping goods via UPS to buyers in New York and Baltimore.
- One profession shoplifter said he made \$120,000 to \$150,000 in cash per year. He never "worked" on the weekends and took vacation from Thanksgiving until Christmas!

*From the July 14, 2002,  
The Virginian-Pilot*

# ALABAMA RETAIL ASSOCIATION ANNOUNCES OFFICERS AND DIRECTORS FOR 2004

*The Alabama Retail Association recently held its Annual Board of Directors and Membership Meeting in Montgomery. The Association is pleased to announce its newly elected Board of Directors and Officers for 2004.*

## **OFFICERS FOR THE COMING TERM ARE:**

*Chairman* – Jerry Beasley,  
Beasley Honda, Ozark

*Vice Chairman* – Ken Hubbard  
Western Supermarkets, Birmingham;

*President* – Charles McDonald  
Montgomery;

*Treasurer* – Robert Query,  
Consultant, Montgomery

*Secretary* – Virgie Todd  
Montgomery.

## **DIRECTORS FOR THE ALABAMA RETAIL ASSOCIATION ARE:**

Bob Akers, Davis Printing Co., Inc.,  
Montgomery

Wogan Badcock, III, W. S. Badcock  
Corporation, Mulberry, FL

Chris Birdsong, Premiere Entertainment,  
LLC, Montgomery

Frank Blankenship, Sears, Roebuck and  
Company, Birmingham

Darrell Bourne, Ragland Brothers Retail  
Co., Inc., Huntsville

R. Michael Conley, Bruno's, Inc.,  
Birmingham

Bill Drinkard, Drinkard Development, Inc.,  
Cullman

Bobby Efurd, Efurd and Sons, Inc.,  
Cowarts

Mickey Gee, The Pants Store, Leeds

Steve Garmany, Alabama Power Company,  
Birmingham

Mike Herring, Movie Gallery, Dothan

Larry Jones, Associated Credit Bureaus of  
Alabama, Huntsville

David Kahn, Blockbuster Video,  
Birmingham

J. Ford Laumer, Auburn University, Auburn

Michael Leahy, Sears, Roebuck and  
Company, Birmingham

Bill Long, J.C. Penney Company, Jasper  
Matt Noland, Wal-Mart Stores, Inc.,  
Bentonville, Arkansas

Melissa Parker Paul, Parker's Mens Wear,  
Enterprise

Nyya Parson-Hudson, Wal-Mart Stores,  
Inc., Tuscaloosa

Irvine Porter, CVS Pharmacy, Bessemer

Robert A. Robicheaux, University of  
Alabama, Tuscaloosa

Fred Roth, Best Buy Co., Inc.,  
Montgomery

Ross Ryals, Collegiate Bookstores, Inc.,  
Montgomery

Walter Scott, Saks, Inc., Birmingham

Jimmy Ray Smith, Jimmy Smith Jewelers,  
Decatur

Dennis Stewart, Piggly Wiggly Alabama  
Distributing Company, Inc., Bessemer

Gerry Totoritis, Associated Grocers of the  
South, Birmingham

Bill Wagner, The Athlete's Foot, Tuscaloosa

Dianne Wammack, Cameras Brookwood,  
Birmingham

George Wilder, The Locker Room,  
Montgomery

John M. Wilson, Super Foods, Luverne.

*Director Emeritus* is Morris Mayer of  
Tuscaloosa.

*Directors, Ex-Officio (Past Presidents/  
Chairmen)* include

Rodney Barstein – Simply Fashion Stores,  
Birmingham

Greg Gregerson, Gregerson's Foods,  
Gadsden

O. H. Delchamps, Jr., Mobile

Bobby Little, Tuscaloosa

Charles Parker of Dadeville

Claude "Bud" Kitchin IV, SalePoint, Inc.,  
Anniston.

# WELCOME NEW MEMBERS

Almo's Dining	Demopolis	Kmg, Inc.	Dothan
Anniston Museum Of Natural History	Anniston	Lakeside Restaurant, LLC	Eufaula
Ashley Drug Company Of Cullman, Inc.	Cullman	Laredo Mexican Restaurant	Auburn
Austin's Shoes, LLC	Corinth	Lester's, Inc.	Orange Beach
Bank of Walker County	Jasper	Lewis Brothers Funeral Home, Inc.	Selma
Bayou Container & Supply, Inc.	Coden	Lillian Community Club, Inc.	Lillian
Beavers, Inc.	Ft. Walton Beach	M & F Stores Corporation	Fairhope
B-III Corporation	Birmingham	Maw "n" Paw's Steak House, Inc.	Reese City
Blue Creek Investment Partners, LLC	Huntsville	Mccollum's Catfish & Seafood Restaurant	Decatur
Boaz Discount Drugs, Inc.	Boaz	Milestone Catering, LLC	Athens
Bob Holberg Advertising, Inc.	Mobile	MJKB, LLC	Birmingham
Bob Wang, Inc.	Hoover	Montana Saloon & Grill, LLC	Lincoln
Bynum Drug, Inc.	Bynum	Mr. Sun's Chinese Restaurant, Inc.	Birmingham
C & M, LLC	Troy	New York Hi Style	Mobile
CBN Southeast, Inc.	Birmingham	Observer Supply, Inc.	Gadsden
Center Management, Inc.	Birmingham	Olympia Spa Food & Beverage, Inc.	Dothan
Charles D. Haines, LLC	Birmingham	Opelika RV Outlet, Inc.	Birmingham
Charles Gilliland Motors	Albertville	Optical Prescription Lab, Inc.	Pelham
Christine's Gourmet Steak and Wine, LLC	Auburn	Oriental Imports, LLC	Dothan
Cob Enterprises, Inc.	Andalusia	Pablo's On Market	Athens
Comco Wireless, Inc.	Tuscaloosa	Pako River Club, LLC	Mobile
Computer Graphics, LLC	Leeds	R & L Holding, LLC	Birmingham
Concordia Beneficial Society	Birmingham	Ray's Barbecue	Guntersville
Cowboy Diner	Ashville	Remington Hall, LLC	Anniston
Dollar Store Investments, LLC	Marietta	Roberts' Family Restaurant	Demopolis
Donna Ruth's, LLC	Slocomb	Rocket City Rental, LLC	Huntsville
Dothan Brace Shop, Inc.	Dothan	Seco Equipment Company, Inc.	Birmingham
Dothan Seed And Supply Company, Inc.	Dothan	Sikora, Inc.	Birmingham
Eastwood Car Wash, Inc.	Birmingham	Southern Outdoor Sports, Inc.	Dothan
El Poblano Mexican Restaurant, Inc.	Vestavia Hills	The Cafe	Piedmont
Ellis V Restaurant	Demopolis	The Covenant Group, Inc.	Birmingham
Fingers & Wings & Things	Hamilton	The Dollar Store Plus, Inc.	Florence
Forestdale Motel	Birmingham	The Other Side, LLC	Decatur
G D Hubb, LLC	Anniston	The Warehouse of Gadsden, LLC	Anniston
Gadsden Premiere Cinema, LLC	Big Springs	Tiny Enterprises, Inc.	Mountainbrook
Gadsden-Etowah Cty. Ind. Dev. Authority	Gadsden	Travelers Aid Society Of Birmingham, AL, Inc.	Birmingham
H & H Enterprises, LLC	Daleville	Valor Media Concepts, Inc.	Birmingham
H & W Drugs East, Inc.	Tuscaloosa	Veggies To Go	Auburn
Hooks & Horns, Inc.	Opelika	Vernon Bar-b-que & Grill	Vernon
Hunt's Restaurant, Lounge & Oyster Bar, Inc.	Dothan	Warehouse, Assembly & Services, Inc.	Huntsville
Jackson Home Supply, Inc.	Thomasville		
Johnson Group, LLC	Cullman		
Kaiser Texaco, Inc.	Mobile		



# RANDY HUTTON OF WINN-DIXIE STORES RECEIVES 2004 WOODARD AWARD FOR EXCELLENCE IN GOVERNMENT RELATIONS



*Randy Hutton*

Recognizing his outstanding contributions in shaping public policy, the Food Marketing Institute (FMI) presented the 2004 Glen P. Woodard, Jr., Public Affairs Award to Randy Hutton, vice president, government relations, Winn-Dixie Stores, Inc. Liz Minyard, FMI Board chair and co-chair and co-CEO of Minyard Food Stores, Inc., presented the award at the FMI Midwinter Executive Conference.

A 36-year veteran of the food retail industry, Hutton served as a front-end clerk, store manager, district manager, merchandiser and import buyer before joining government relations. This “rock-solid grounding in how the industry works” enabled Hutton to educate numerous government officials about food retailing, contributing to wins in “tax reform, food stamps, employer mandates and food safety,” according to the tribute.

At the national level, he played a major role in the industry’s most important issues, “especially mandatory country-of-origin labeling,” said Minyard in the award presentation. After the labeling law was passed, “Randy immediately started calling for repeal, for grass-roots action, for mobilizing producers and for launching an industry-wide offensive.

“Glen Woodard would be delighted to know that this year’s recipient of the public affairs award is Randy Hutton, Glen’s protégé at Winn-Dixie,” said Minyard. Hutton served under him until Woodard passed away in 1995.

Hutton is the 10th recipient of the award, which was established in 1996.



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