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ARA Chairman Ken Hubbard, left, takes a moment to pose for a photo with actor/entrepreneur Wayne Rogers before the UAB Retailing Day luncheon on Sept. 28 in Birmingham.

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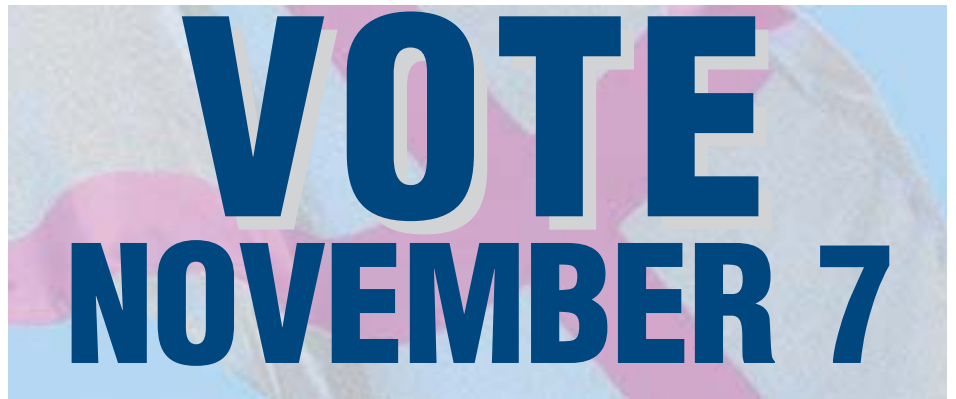
THE OFFICIAL PUBLICATION OF THE ALABAMA RETAIL ASSOCIATION

THE VOICE of Retailing in Alabama



ALABAMA RETAIL ASSOCIATION

SPECIAL ELECTION EDITION



Every vote DOES count! America learned this lesson in 2000 when only 537 votes determined the outcome of the U.S. presidential election. It is a lesson we should not forget.

Alabama's 2006 election is just days away. After careful consideration and with input from many of our members, *Alabama RetailPAC* has made endorsements for statewide and legislative candidates facing opposition in the general election. **It is extremely important to Alabama's retail climate that we elect "retail friendly" public officials.**

Through RetailPAC, you have made substantial contributions to these candidates. However, unless you, your family, friends, employees, suppliers and customers go out on November 7th and **MARK YOUR BALLOTS** for these candidates, your investment will have been wasted. Retailers must encourage everyone they know to get out and vote on Election Day.

Under state and federal law, it is permissible for an employer to distribute information about a candidate and to solicit employees' support for that candidate as long as the employer does not practice job discrimination with regard to the employees' right to vote.

In this issue of *The VOICE*, you will find RetailPAC's endorsed candidates.

FULL VOTER GUIDE, p. 4-7

We are asking retailers to:

★ **Encourage Those Who Can't Go to the Polls to Vote Absentee.**

Sometimes it is impossible to get to the polls on Election Day. If your employees work shifts of 10 hours or more that coincide with polling hours or if they will be not be in the county on November 7th, they can vote absentee. Please think ahead and apply for an absentee ballot. Go to "*How Alabama Retailers Can Be Involved in the Nov. 7th General Election*" at www.alabamaretail.org and download an application now for you and/or your employees. Once the application is completed, take it by **Thursday, Nov. 2nd**, to the absentee election manager (usually the circuit clerk) at your local courthouse to receive an absentee ballot. The ballot is then due back by **5 p.m. Monday, Nov. 6th**.

★ **Give Your Employees Time Off to Vote.**

It's the law. Under legislation approved during the 2006 regular session, you have to give your employees up to an hour off of your choosing to vote. However, this law doesn't apply if an employee begins work at least two hours after the opening of the polls or their shift ends at least one hour before the closing of the polls. **Polling hours in Alabama are 7 a.m. to 7 p.m.** Even if you don't give your employees time off to vote, encourage them to vote before or after they come to work.

(Continued on Page 7)

THE VOICE

THE VOICE OF RETAILING
IN ALABAMA
VOLUME 6, NUMBER 4
FOURTH QUARTER

PUBLISHER:
RICK BROWN

EDITOR:
NANCY KING DENNIS

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FUND ADMINISTRATOR:
RICK BROWN
Montgomery

FUND MANAGER:
MARK YOUNG
Montgomery

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

R I C K B R O W N



Some of you have probably heard enough talk about elections by now. Others haven't paid it much attention at all. Either way, the time has come to sit up and take note.

Apathy will be retailers worst enemy on Tuesday, Nov. 7th. If we stay in our stores or at our homes and let others decide who will legislate for the next four years and who will lead our courts for the next six years, we will surely regret it.

Retailers have a VOICE in the Alabama Legislature. We accomplished more legislatively in 2006 than we have in many years - municipal business license reform, Alabama's first sales tax holiday, organized retail theft gained felony status and charitable donations of \$10,000 or less are now tax free. However, that momentum and legislative good will could come to a screeching halt if we fail to elect a majority of the recommended legislative candidates listed on Pages 6 and 7 of this issue of The VOICE. Worst, without "retail friendly" lawmakers who understand the complexities of doing business today, we could lose our ability to stop legislation that is bad for business.

Another threat retailers face on Nov. 7th is the possibility of being sentenced once again to "Tort Hell." If we don't support the Supreme Court and appellate candidates outlined on Page 5, we could return to the days of outrageous jury verdicts and judges who

try to make the law rather than rule based on the law. Don't make the mistake of focusing on the candidates at the top of the ballot and forget about these important court candidates.

The Alabama Supreme Court decides many cases that can have a direct impact on your business, your benefits and the overall economics of our state. Employment law, insurance and workers' compensation are issues that all come before this court. The Alabama Court of Civil Appeals hears appeals of civil cases involving \$50,000 or less. It also hears special issues such as workers' compensation. Judges elected to this court often later move up to the Supreme Court. The Court of Criminal Appeals also serves as a "farm team" for the Supreme Court. It hears appeals of felony and misdemeanor criminal cases. The importance of who serves on these courts can't be emphasized enough.

We've given you the tools you need to make informed decisions on November 7th. Don't let the noise of the campaigns or the fact one candidate is way ahead in the polls keep you away from the ballot box. Vote and encourage all you know to vote. Make the VOICE of retailing heard on Election Day. Alabama's future depends on it!

FYI: 3 STATEWIDE AMENDMENTS ON NOV. 7TH BALLOT

There will be three statewide amendments on the Nov. 7th ballot. Two with strictly local applications and one that applies to 30 school systems in the state.

Amendment Number One (1):

Authorizes the city of Prichard to establish an Alabama Foreign Trade Investment Zone.

Amendment Number Two (2):

Requires 30 local school districts that do not currently levy 10 mills of property tax for education to do so. The 30 school systems currently not meeting the 10-mill minimum are: the Andalusia, Arab, Athens Daleville, Dothan and Linden city systems along with the Autauga Barbour, Bibb,

Blount, Chilton, Conecuh, Covington, Crenshaw, Cullman, Dale, Elmore, Fayette, Hale, Houston, Jackson, Lamar, Lawrence, Limestone, Marengo, Marion, Montgomery, Pike, Tuscaloosa and Walker county systems. In 1995, the Legislature mandated systems raise 10 mills of property tax or its equivalent. 101 school systems devote 10 mills or more to education.

Amendment Number Three (3):

Changes the terms of office for elected Macon County school board members from four to six years.

ARA has taken no position on these statewide amendments. These explanations are provided as information only.

INAUGURAL RETAILING DAY HUGE SUCCESS

>> For the governor's full proclamation, go to "Governor Declares Sept. 28th as Alabama Retailing Day" at www.alabamaretail.org.

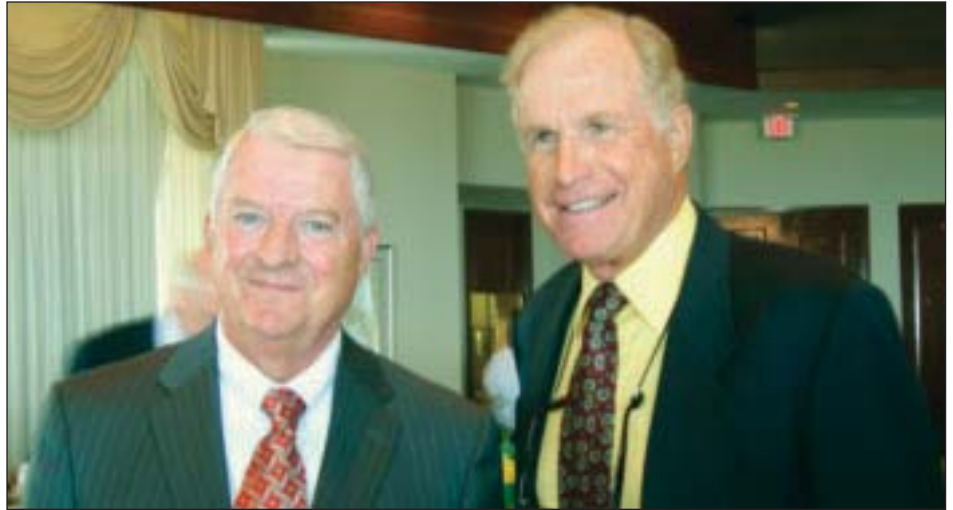
Gov. Bob Riley declared Sept. 28 as Alabama Retailing Day to honor all that Alabama's retailers contribute to the state's economy and well being.

Some of the specifics the governor laid out in his proclamation include:

- Alabama retailers and Alabama eating and drinking establishments employ 371,500 Alabamians.
- Retail trade accounts for 12.2 percent of the industry in Alabama, making it the state's third largest industrial sector; and
- Retail sales in Alabama in 2002, the latest year for which complete numbers are available, reached \$43,784,342,000 or \$9,771 per capita.

The proclamation from the governor's office was issued in conjunction with the University of Alabama at Birmingham's first ever Retailing Day, which began with a luncheon keynote speech by Birmingham native Wayne Rogers, who has gone from successful actor to successful entrepreneur and investor.

The Marketing and Industrial Distribution program in UAB's School of Business created Retailing Day to inform students of the diverse career opportunities offered in retailing. The Alabama Retail Association was a host for the event along



ARA Chairman Ken Hubbard, president of Western Supermarkets, welcomes Wayne Rogers to UAB Retailing Day at The Club in Homewood on Sept. 28.

with Firestone Complete Auto Care and General Growth Properties, which manages the Riverchase Galleria.

Rogers focused his talk on his role as board chairman of Kleinfeld Inc., the leading U.S. wedding dress retailer with the largest selection of designer wedding gowns in the world.

Rogers and two partners (Mara Urshel and Ronald Rothstein) bought the retail outlet four years ago for \$135,000 after a year of negotiations. One of their first acts was to round up \$115,000 in uncollected credit card debt, Rogers said. At the time, Kleinfeld was a Brooklyn, New York, store with 300 dresses in stock, doing \$8 million in annual sales. Now in Manhattan, Kleinfeld has \$24 million in annual sales, an in-store inventory of 800 to 900 wedding dresses and employs 205. The average sale is \$4,400, Rogers said.

"Listen to your customer and trade on that," Rogers told the audience of almost 300 at The Club in Homewood.

Alabama Retail Association board members and Alabama Retail Comp trustees spread throughout the packed ballroom so they could visit with the many students from UAB, Samford University and Birmingham-Southern College during the luncheon.

In the afternoon, many ARA member companies set up table displays up in the foyer of the Business and Engineering Complex at UAB to make information about their firms available to students. Retail recruiters also visited UAB business classes to interact with students. ARA companies that took part included **Alabama Power Co., Hibbett Sporting Goods Inc., Publix SuperMarkets Inc., RacingUSA, Sears Roebuck & Co. and Walgreens.**

EMPLOYER'S DESK MANUAL WORKSHOP SET FOR NOV. 13 IN BIRMINGHAM

Attorneys and consultants with Lehr Middlebrooks and Vreeland P.C. will present the Alabama Employer's Desk Manual Workshop on Nov. 13 at the Bruno Conference Center in Birmingham.

The "Alabama Employer's Desk Manual" provides practical guidance to businesses and individuals for addressing a broad range of workplace issues including privacy, wage and hour practices, harassment, disability laws and leaves of absences.

This program introduces the contents of the "Manual" so attendees can turn to it routinely and integrate it into their daily decision-making. The workshop is for supervisors, managers, small business executives and human relations professionals.

Each attendee receives a copy of this comprehensive guide to federal and state workplace laws and regulations. Prior purchasers of the "Manual" are invited to attend at a discount. This program has been approved for 6.25 recertification credit hours toward PHR, SPHR and GPHR recertification.

**2006 ALABAMA EMPLOYER'S
DESK MANUAL WORKSHOP**
NOVEMBER 13, 2006
8 a.m. - 4:15 p.m.

**Bruno Conference Center
Birmingham, Alabama**

**\$245 for one attendee
\$215 for 2 or more attendees
\$100 for previous purchasers of manual**

**Contact: Maria Derzis
mderzis@lehrmiddlebrooks.com
(205) 323-9263**

ALABAMA RETAIL ASSOCIATION 2006

VOTE for These Statewide Candidates

Right for

With the approval of the ARA board of directors, *Alabama RetailPAC*, the political action committee of the Alabama Retail Association, has endorsed candidates as the best choices for Alabama retailers in the November 7th, 2006, General Election:

CONSTITUTIONAL OFFICERS

GOVERNOR

✓ Bob Riley

- ★ Became Alabama's 52nd governor in January 2003. Seeking his 2nd term
- ★ Served three terms in Congress from 1996 to 2002 representing Alabama's Third District
- ★ Ran a number of successful businesses, including a trucking company, a car dealership, a real estate company, a grocery store and a small pharmacy. Has been a cattleman for almost 30 years

Republican



LIEUTENANT GOVERNOR

✓ Luther Strange

- ★ One of Alabama's leading economic development attorneys
- ★ Serves on the Public Affairs Research Council of Alabama
- ★ Chairman of former Attorney General Bill Pryor's 1998 and 2002 campaigns
- ★ Serves on the board of the Birmingham Regional Chamber of Commerce
- ★ Member of Leadership Alabama Class XIV

Republican



ATTORNEY GENERAL

✓ Troy King

- ★ Appointed Alabama's attorney general by Gov. Bob Riley on March 8, 2004
- ★ Created the Family Protection Unit within the AG's office, focusing on child and elder abuse, consumer protection and welfare fraud
- ★ Serves on the board of the boards of directors of VOCAL (Victims of Crime and Leniency) and the Salvation Army

Republican



SECRETARY OF STATE

✓ Beth Chapman

- ★ Current State Auditor, producing 96 percent perfect audits with 25 percent less money
- ★ Press Secretary for Lieutenant Governor, 2000-2001
- ★ First woman to serve as an Alabama governor's appointments secretary; served Gov. Fob James, 1995-1996
- ★ Appointed by the Shelby County Commission to serve on the Planning and Zoning Board

Republican



TREASURER

✓ Kay Ivey

- ★ Sworn in as Alabama's 38th treasurer on Jan. 20, 2003. Seeking her 2nd term.
- ★ Elected president of the 15 Southern state treasurers in September 2003
- ★ Director of Government Relations & Communications for the Alabama Commission on Higher Education for 13 years
- ★ First woman elected SGA Vice President and President of the SGA Senate at Auburn University

Republican



AGRICULTURE COMMISSIONER

✓ Ron Sparks

- ★ Served as Alabama's Commissioner of Agriculture and Industries since January 2003. Seeking his 2nd term.
- ★ Appointed Assistant Commissioner of Agriculture and Industries, 1999
- ★ Elected State President of Alabama 911, 1998
- ★ Appointed director of DeKalb County 911 System, 1993; was instrumental in designing and implementing the online program

Democrat



Make the VOICE of Retailing Heard!

VOTE
TUESDAY, NOVEMBER 7TH

ALABAMA'S FUTURE DEPENDS ON IT

PUBLIC SERVICE COMMISSION

✓ Perry Hooper Jr.

- ★ Served in the Alabama House of Representatives, 1983-2002
- ★ Served as GOP floor leader for Govs. Guy Hunt and Fob James
- ★ Former Chairman of the House Republican Caucus
- ★ Delegate to the Republican National Conventions in 1984, 1992, 1996, 2000 and 2004

Republican



2006 GENERAL ELECTION VOTER GUIDE

Candidates on **TUESDAY, NOVEMBER 7th!**

For Retailers

and candidates in 17 statewide races for the General Election. These candidates will appear on ballots in all precincts in Alabama. ARA recommends these candidates

ALABAMA SUPREME COURT

CHIEF JUSTICE

✓ Drayton Nabers Jr.

- ★ Retired president, CEO and chairman of Birmingham-based insurance company, Protective Life Corp.
- ★ Former State of Alabama Finance Director
- ★ Appointed chief justice in June 2004 by Gov. Bob Riley



Republican

PLACE 2

✓ Tom Woodall

- ★ Elected associate justice in 2000, seeking his second term
- ★ Feb. 1996 - Jan. 2001, Jefferson County Circuit Judge
- ★ Fellow, Alabama Law Foundation
- ★ Member, American Board of Trial Advocates



Republican

PLACE 3

✓ Lyn Stuart

- ★ Elected associate justice in 2000, seeking her second term
- ★ 1998 - Jan. 1997, District Judge in Baldwin County
- ★ Jan. 1997 - Jan. 2001 Circuit Judge in Baldwin County
- ★ Faculty Advisor to the National Judicial College



Republican

PLACE 4

✓ Glenn Murdock

- ★ Court of Civil Appeals judge. Elected in 2000.
- ★ Founded *Honest Elections Coalition* to fight vote fraud; successfully pushed for absentee voting reforms and laid groundwork for a Voter ID bill



Republican

ALABAMA COURT OF CIVIL APPEALS

PLACE 1

✓ Terry Moore

- ★ Wrote *Alabama Workers' Compensation Law Volumes I & II*. Attorneys and judges rely on these books as they litigate and decide workers' compensation cases.
- ★ 13 years experience as an attorney



Republican

PLACE 2

✓ Craig Pittman

- ★ First elected in 2000, seeking his second term
- ★ Deputy attorney general under the administrations of Jeff Sessions and Bill Pryor
- ★ General counsel for the State Docks during the Fob James administration



Republican

PLACE 3

✓ Terri Thomas

- ★ Cullman County District & Juvenile Court Judge since 1996. 8,000 cases annually.
- ★ Member, Alabama's Juvenile Code Revision Committee
- ★ President, Alabama Juvenile and Family Courts Association, 2004-2005



Republican

ALABAMA COURT OF CRIMINAL APPEALS

PLACE 1

✓ Greg Shaw

- ★ First elected in 2000, seeking his second term
- ★ Served as Supreme Court Associate Justice J. Gorman Houston Jr.'s senior staff attorney for more than 15 years
- ★ One of three judges in Alabama with a Master of Laws (LL.M.) in the Judicial Process



Republican

PLACE 2

✓ Kelli Wise

- ★ First elected in 2000, seeking her second term
- ★ Serves on Leadership Council of the Stennis Center for Public Service and the Advisory Board of AUM's School of Public Administration
- ★ 1999, National Young Republican of the Year



Republican

PLACE 3

✓ Deborah Bell Paseur

- ★ District Judge, Lauderdale County (Florence), since 1981. Elected 1980. Re-elected four times without opposition
- ★ First woman to serve as president of Alabama District Judges Association
- ★ 20-year member, Shoals Chamber of Commerce



Democrat

With the approval of the ARA board of directors, *Alabama RetailPAC*, the political action committee of the Alabama Retail Association, has endorsed ARA recommends these candidates as the best choices for Alabama retailers in the November 7th, 2006, General Election:

SENATE

District	Candidate / Party	Hometown
1	Bobby Denton (D) (I)	Muscle Shoals
2	Tom Butler (D) (I)	Madison
3	Arthur Orr (R)	Decatur
4	Zeb Little (D) (I)	Cullman
5	Charles Bishop (R)	Jasper
8	Lowell Barron (D) (I)	Fyffe
9	Hinton Mitchem (D) (I)	Union Grove
11	Jim Preuitt (D) (I)	Talladega
16	J.T. "Jabo" Waggoner (R) (I)	Birmingham
18	Rodger M. Smitherman (D) (I)	Birmingham
20	Linda Coleman (D)	Birmingham
21	Phil Poole (D) (I)	Tuscaloosa
22	John McMillan (R)	Stockton
25	Larry Dixon (R) (I)	Montgomery
27	T.D. "Ted" Little (D) (I)	Auburn
29	Harri Anne Smith (R) (I)	Slocomb
30	Wendell Mitchell (D) (I)	Luverne
31	Jimmy W. Holley (D) (I)	Elba
33	Vivian Davis Figures (D) (I)	Mobile
35	Ben Brooks (R)	Mobile

HOUSE OF R

District	Candidate / Party	Hometown
1	Tammy Irons (D) (I)	Florence
2	Mike Curtis (D)	Florence
4	Micky Hammon (R) (I)	Decatur
5	Ronnie G. Coffman (R)	Elkmont
6	Sue Schmitz (D) (I)	Toney
7	John Jody Letson (D) (I)	Hillsboro
9	Scott Stone (R)	Hartselle
11	Jeremy Oden (R) (I)	Vinemont
12	Neal Morrison (D) (I)	Cullman
13	Tommy Sherer (D) (I)	Jasper
17	Mike Millican (D) (I)	Hamilton
26	Frank McDaniel (D) (I)	Albertville
28	Craig Ford (D) (I)	Gadsden
29	John G. "Jack" Page III (D) (I)	Gadsden
32	Barbara Bigsby Boyd (D) (I)	Anniston
33	Ron Johnson (R) (I)	Sylacauga
34	Elwyn Thomas (R) (I)	Oneonta
35	Steve Hurst (D) (I)	Munford
37	Richard Laird (D) (I)	Roanoke
38	Duwayne Bridges (R) (I)	Valley
40	Lea Fite (D) (I)	Jacksonville

Candidates on TUESDAY, NOVEMBER 7th!

For Retailers

and candidates in 61 legislative races for the General Election. These candidates will appear on ballots only in the precincts covered by their legislative districts.

REPRESENTATIVES

District	Candidate / Party	Hometown
42	James "Jimmy" Martin (D) (I)	Clanton
44	Arthur Payne (R) (I)	Birmingham
45	Owen Drake (R)	Leeds
58	Oliver Robinson (D) (I)	Birmingham
62	Gerald Allen (R) (I)	Tuscaloosa
64	Harry Shiver (R)	Bay Minette
65	Nick Williams (R) (I)	Chatom
66	F.P. "Skippy" White (D) (I)	Pollard
73	David Grimes (R) (I)	Montgomery
79	Mike Hubbard (R) (I)	Auburn
80	Lesley Vance (D) (I)	Phenix City
86	Joe Carothers (D) (I)	Dothan
88	H. Mac Gipson (R) (I)	Prattville
91	Terry Spicer (D) (I)	Elba
92	Seth Hammett (D) (I)	Andalusia
93	Steve Clouse (R) (I)	Ozark
94	Joe Faust (R) (I)	Fairhope
95	Steve McMillan (R) (I)	Bay Minette
101	Jamie Ison (R) (I)	Mobile
102	Chad Fincher (R)	Semmes

Alabama RetailPAC has ONLY endorsed candidates who face opposition in the General Election. (I) = Incumbent

VOTE NOVEMBER 7

(Continued from Page 1)

★ Explain to Your Employees How a Favorable Political and Legal Climate Helps Provide a Stable Retail Climate.

The Alabama Civil Justice Reform Committee, a coalition of businesses and pro-business organizations, including the ARA, committed to restoring legal fairness in Alabama has compiled some helpful guidelines for employers on how to communicate with employees about the upcoming election. You can find it under "How Alabama Retailers Can Be Involved in the Nov. 7th General Election" at www.alabamaretail.org

★ Ask Your Employees, Associates and Friends to Support Individual Candidates.

You've already received multiple copies of the *Alabama Retail Association's Voter Guide*. You can post this on message boards, distribute with paychecks, deliver through internal mail and hand-deliver at meetings. Feel free to share this with suppliers and vendors who rely on you for their livelihood. 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.

If retailers do their job on Election Day, over the next four years we'll see even more gains in strengthening Alabama's retail market. **Please do your part to make the VOICE of retailing heard in Alabama.**

EVERY VOTE COUNTS!

The Alabama Retail Association is more than 4,000 members strong. Our VOICE and our VOTE CAN make a difference in the outcome on Tuesday, November 7th.

GET OUT THE VOTE

SALES TAX COLLECTIONS GROW DESPITE SALES TAX HOLIDAY; TAX COLLECTIONS OVERALL HIT RECORD

Alabama's sales tax collections for the 2006 fiscal year, which ended Sept. 30, grew 9 percent, according to the Alabama Revenue Department.

Sales tax collections for August, which were submitted in September, totaled \$161 million, up 10 percent from the \$146 million collected a year earlier. That increase came even though the state experienced its first three-day sales tax holiday in August.

State Rep. Mac Gipson, the primary sponsor of the sales tax legislation, told the Associated Press the experience in other states proved true here: The sales tax weekend had no negative impact on tax collections because once people started shopping, they bought both untaxed and taxed items.

"It seemed to be a success all the way around," Gipson, R-Prattville, said.

State Revenue Commissioner Tom Surtees said there is no way for the state to calculate how much in tax-free merchandise was sold during the weekend.

As ARA predicted, the sales tax holiday had no impact on the Education Trust Fund. The holiday was positive for the state and positive for retailers who sold the exempt items, with some reporting as high as 300 percent increases in sales.

ALABAMA 2006 TAX COLLECTIONS AT A GLANCE

	2006 COLLECTIONS	2005 COLLECTIONS	% CHANGE
EDUCATION TAXES	\$5.5 billion	\$4.97 billion	▲ 11%
GENERAL FUND TAXES	\$1.66 billion	\$1.44 billion	▲ 15%
SALES TAXES	\$1.96 billion	\$1.8 billion	▲ 9%
INCOME TAXES (Individual)	\$3.2 billion	\$2.95 billion	▲ 9%
CORPORATE INCOME TAXES	\$528 million	\$427 million	▲ 23%
TOTAL	\$7.84 billion	\$7.11 billion	▲ 10%

SOURCE: Alabama Revenue Department

The Revenue Department reported that Alabama's overall tax collections after refunds totaled a record \$7.84 billion for the fiscal year that ended Sept. 30. That was up 10 percent from \$7.11 billion in fiscal 2005.

REMINDER: Since Oct. 1, business taxpayers making single tax payments totaling \$750 or more to the Alabama Department of Revenue have been required to pay their bills electronically, rather than mailing checks to the department. The Revenue Department should have notified you of the change in July and August. ARA kept you informed of the coming change during the 2006 legislative session. For more information, visit www.revenue.alabama.gov

SHOPPERS PLAN TO SPEND \$800 EACH ON HOLIDAYS

Holiday spending is expected to increase 5 percent this year, bringing holiday spending (November and December sales) nationally to \$457.4 billion, according to the National Retail Federation.

In comparison, holiday sales in 2005 rose 6.1 percent to \$435.6 billion. "Although sales gains will not be as robust as last year, retailers can still expect above-average holiday sales growth," said NRF Chief Economist Rosalind Wells.

In fact, with the average shopper expected to spend nearly \$800 this year on holiday merchandise, retailers may be jingling all the way to the bank. The National Retail Federation's 2006 Holiday Consumer Intentions and Actions Survey, conducted by BIGresearch, found that the average consumer plans to spend \$791.10 this holiday season, up from \$738.11 last year.

One-fifth of retail industry sales, or 19.9%, occur during the holiday season, making it the most important time period of the year for the industry.



For the full 2006 Holiday Consumer Intentions and Actions Survey, go to: *Holiday/Special Occasions Retail Information in the Press Room under Information at www.nrf.com*

FEDERAL LAW REQUIRES RETAILERS TO TRUNCATE CREDIT CARD NUMBERS ON RECEIPTS BY DEC. 5

Beginning Dec. 5, retailers must NOT print credit or debit card expiration dates or more than the last five digits of a card number on electronic receipts. The law allows receipts that are hand written or mechanically imprinted to show the entire number and expiration date, even after Dec. 4.

On Dec. 4, 2003, the Fair Credit Reporting Act was amended to include this restriction. The effective date was three years after the law was enacted.

Machines put into use after Jan. 1, 2005, already should have had the truncated number feature. Again, the law does not apply to transactions in which the sole means of recording a credit card or debit card account number is by handwriting or by an imprint or copy of the card.

'WE CARD' OFFERS FREE TOBACCO SALES TRAINING SESSIONS IN ALABAMA

We Card, a tobacco underage sales prevention training and educational program, is offering three, two-hour free training sessions in Alabama in November.

The free training sessions are open to all retailers (owners, managers and frontline associates). Interested retailers can register for the training sessions by calling 888-872-4603.

We Card is a program of The Coalition for Responsible Tobacco Retailing Inc. The ARA

is part of the Alabama Coalition for Responsible Tobacco Retailing, which is one of the state affiliates of the coalition.

■ **TUSCALOOSA**
Tuesday, November 7, 2006
 Four Points Sheraton
 320 Paul W. Bryant Drive
 205-752-3200 (for directions)
 SESSION: 9:00 a.m. - 11:00 a.m.

■ **MONTGOMERY**
Tuesday, November 7, 2006
 Holiday Inn Montgomery East

185 East Blvd.
 334-272-0370 (for directions)
 SESSION: 3:00 p.m. - 5:00 p.m.

■ **MOBILE**
Wednesday, November 8, 2006
 Holiday Inn Bellingrath Gardens
 5465 Highway 90 West
 251-666-5600 (for directions)
 SESSION: 9:00 a.m. - 11:00 a.m.

Call 1-888-872-4603 TODAY
for reservations!



ARA's Executive Committee from left: Chairman Ken Hubbard, Vice Chairman Darrell Bourne, Treasurer Bob Akers, Immediate Past Chairman Jerry Beasley, Executive Committee designee Jimmy Ray Smith and ARA President Rick Brown.

ARA ELECTS '07 OFFICERS, DIRECTORS

The Alabama Retail Association elected its slate of officers and board of directors for 2007 at its annual meeting on Sept. 28 in Birmingham.

The ARA officers for 2007 are:

CHAIRMAN: Ken Hubbard, **Western Supermarkets**, Birmingham;
 VICE CHAIRMAN: Darrell Bourne, **Ragland Brothers Retail Co. Inc.**, Huntsville;
 PRESIDENT: Rick Brown, Montgomery;
 TREASURER: Bob Akers, **Davis Direct**, Montgomery;
 SECRETARY: Virgie Todd, Montgomery.

Hubbard, Bourne, Akers and Brown serve as the ARA's executive committee along with Immediate Past Chairman Jerry Beasley of **Beasley Honda** in Ozark and Jimmy Ray Smith of **Jimmy Smith Jewelers** in Decatur, who is the executive committee designee.

Only one new member was added to the board. Frederick W. "Ricky" Bromberg, president of Birmingham-based **Bromberg & Co. Inc.**, was elected to the board at the Sept. 28th meeting.

The other 2007 directors for the Alabama Retail Association are:

- Wogan Badcock III, **W. S. Badcock Corp.**, Mulberry, Fla.;
- Chris Birdsong, **Premiere Entertainment**, LLC, Montgomery;
- Bill Drinkard, **Drinkard Development Inc.**, Cullman;
- Bobby Efurd, **Efurd and Sons Inc.**, Cowarts;
- Don Faith, **Publix Supermarkets Inc.**, Hampton, Ga.;
- Dale Fanton, **Target Corp.**, Birmingham;
- Steve Garmany, **Alabama Power Co.**, Birmingham;
- Mickey Gee, **The Pants Store**, Leeds;
- Mike Herring, **Movie Gallery**, Dothan;
- Bill Long, **JCPenney Co.**, Jasper;
- Jeff Parker, **Super Sav Inc.**, Dadeville
- Melissa Parker-Paul, **Yancy Parker Lifestyles Inc.**, Enterprise;
- Irvine Porter, **CVS Pharmacy**, Bessemer;
- Robert A. Robicheaux, **University of Alabama at Birmingham**, Birmingham;
- Tammy Rogers, **Rite-Aid**, Lillian;
- Fred Roth, **Best Buy Co. Inc.**, Alabaster;

- Ross Ryals, **Collegiate Bookstores Inc.**, Montgomery;
- Dennis Stewart, **Piggly Wiggly Alabama Distributing Co. Inc.**, Bessemer;
- Jack A. Taylor, **Birmingham-Southern College**, Birmingham;
- 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; and
- John M. Wilson, **Big Bear of Luverne Inc.**, Luverne.

The director emeritus is Morris Mayer with the **University of Alabama** in Tuscaloosa.

Ex-officio directors, which includes past presidents and chairmen, include: Rodney Barstein, **Simply Fashion Stores**, Birmingham; O.H. Delchamps Jr., Mobile; Greg Gregerson, **Gregerson's Foods**, Gadsden; Claude "Bud" Kitchin IV, **SalePoint Inc.**, Anniston; Bobby Little, **Rite Aid**, Tuscaloosa; and Charles Parker of Dadeville.

Nominations Now Being Accepted

RETAIL ASSOCIATION TO RECOGNIZE 2006 LAW ENFORCEMENT OFFICER OF YEAR

Retailers rely heavily on local law enforcement to provide safety, security and support for their businesses. For that reason, the Alabama Retail Association will honor one outstanding law enforcement officer with its "Law Enforcement Officer of the Year," or 2006 LEO Award, during a luncheon ceremony Jan. 23, 2007, at the Capital City Club in Montgomery.

Nominations currently are being accepted. The LEO Award winner will be chosen from nominated line officers from local police departments, sheriff's offices, the Alabama State Troopers and other Alabama law enforcement departments.

Individuals who would like to nominate

a deserving law enforcement officer should include the following:

- A letter of recommendation from the officer's department head or supervisor;
- A brief summary of accomplishments and performance;
- Outstanding or significant achievements directly related to law enforcement responsibilities;
- Any supporting documentation, such as letters of recommendation, or newspaper clippings.

This information will be used in the selection of the LEO winner. The selection committee will be made up of retailers and law enforcement officials.



2006 LEO AWARD NOMINATIONS

- Send nominations to:
Alabama Retail Association
P.O. Box 240669
Montgomery, AL 36124
- Nomination deadline:
Friday, Dec. 8, 2006
- Need more info? Contact:
Nancy Dennis at (334) 263-5757, Ext. 101
or (800) 239-5423.

ARA VP HONORED WITH ACAE PRESIDENT'S AWARD

Amanda Buttenshaw, CAE, the 2006 president of the Alabama Council of Association Executives, chose ARA Vice President **Alison Wingate** to receive this year's "ACAE President's Appreciation Award." The President's Award is given to a member



who has gone above and beyond in their service to ACAE.

As chairman of the Silent Auction Committee, Wingate led ACAE to a record fund-raising year with more than \$24,000 being contributed

to the American Diabetes Association for diabetes research. Buttenshaw, executive director of the Alabama Optometric Association and **daughter of Larry Jones**, a former ARA board member, designated the charity to honor her father, grandfather, best friend and numerous colleagues with diabetes. Jones is retired from **Holloway Credit Bureau Companies**.

Wingate has been an ACAE member for seven years. She formerly chaired the Governmental Affairs Committee.

"I'm humbled to receive this award," Wingate said. "Working for this great cause and with Amanda was a labor of love. It was the group effort of my committee and the generosity of ACAE members that put us over the top."

Wingate received the award Oct. 6 during ACAE's annual meeting in Destin, Fla.

▲ Contact Alison at 334.263.5757, Ext. 104, or awingate@alabamaretail.org



Shown from left in Stormont Castle with Peter Hain, The Secretary of State for Northern Ireland and Wales (center): Rep. Cooper Garnos, Majority Whip, South Dakota; Louis Martini Jr., attorney, Pennsylvania; ARA's Wingate; Hain; Stephen Davis, Chief Clerk and Administrator, Missouri House of Representatives; Vanessa Santarelli, Assistant to the Commissioner, Maine Department of Labor; Cameron McGlothlin, Program Manager, American Council of Young Political Leaders; and Rep. Todd Book, Ohio.



ACAE President Amanda Buttenshaw, right, selected ARA Vice President Alison Wingate for the 2006 "President's Appreciation Award."

ARA RECEIVES PUBLIC RELATIONS MERIT AWARD FOR SALES TAX HOLIDAY EFFORTS

ARA's Director of Public Relations **Nancy King Dennis** received a certificate of merit Sept. 29 for the Retail Association's efforts to promote the sales tax holiday in Alabama during the Public Relations Council of Alabama Medallion Awards ceremony in Tuscaloosa.

The Medallion Awards, judged this year by a Starkville, Miss., panel, recognize the best work of PRCA members. Judges considered planning, originality/creativity, effectiveness of communications, budget utilization and the role of the entrant in the project. Dennis' award was in the issues/crisis management category.

A total of 159 entries were received.

▲ Contact Nancy at 334.263.5757, Ext. 101, or ndennis@alabamaretail.org

ARA VP SPENDS TWO WEEKS IN IRELAND WITH INTERNATIONAL YOUNG POLITICAL LEADERS PROGRAM

This summer, ARA Vice President **Alison Wingate** spent two weeks in Northern Ireland on an American Council of Young Political Leaders political study program. She joined six other young political leaders from throughout the United States to study Northern Ireland's political system, engage in dialogue on international issues and forge professional relationships.

ACYPL delegates are chosen from a competitive, bipartisan pool of several hundred nominees who are between the ages of 25 and 40 and have exhibited strong leadership during their careers in public or private service. Wingate was nominated by state Rep. Cam Ward, R-Alabama, who is an alumnus of the group.

Wingate and the rest of the delegation first went to Washington, D.C., for briefings by the U.S. Department of State and the Northern Ireland Bureau before flying to Belfast. The program provided the delegates opportunities to travel within the country, and interact with rising local, municipal, and national leaders, business communities, and civic groups.

"I was honored to represent the American Council of Young Political Leaders in Northern Ireland," said Wingate. "It was a chance to better understand the current political and social dynamics there, and help people there better understand the United States."



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First Response Inc. Chelsea	Orange Choo Choo Inc. Auburn
Fritz Harshberger D.M.D., PC Mobile	SKJ Inc. Montgomery
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