



BUSINESS MEETING OF THE
MICHIGAN LIQUOR CONTROL COMMISSION

Held: Tuesday, April 9, 2013
Lansing District Office
7150 Harris Drive
Lansing MI 48909

Present: Teri L. Quimby, Commissioner
Dennis Olshove, Commissioner

Absent: Andrew J. Deloney, Chairman

Staff: Steve Robinson, Director of Finance Division
Julie Wendt, Director of Executive Services Division
Kerry Krone, Business Manager
Tim Kovacik, Deputy Director of Executive Services Division
Anita Fawcett, Executive Services Division

The meeting was called to order by Commissioner Quimby at 11:01 a.m., noting a quorum was present.

- I. **Moved by Commissioner Quimby, supported by Commissioner Olshove, that the minutes of the Commission meeting of April 2, 2013, and the minutes from the Closed Session of April 1, 2013, be approved as written and presented, motion carried by unanimous vote.**

- II. Mr. Robinson presented the E-Quote reports for product listings in four categories and requested approval of the following:
 - A. That the products listed below be granted exceptions to the standard pack size, inasmuch as the items are packaged nationally or meet other exceptions as indicated and be approved for listing in the approved products list effective April 28, 2013:

<u>COMPANY/ADA</u>	<u>PRODUCT</u>	<u>PACK SIZE</u>
A. Hardy/U.S.A. Ltd. (General Wine & Liquor Co.)	750ml Serata Amaretto	6 Bottles
Jim Beam Brands Co. (NWS Michigan, Inc.)	50ml Pinnacle Rainbow Sherbet PL	96 Bottles
	50ml Pinnacle Strwbrry Shortcake PL	96 Bottles
Temperance Distilling Company (NWS Michigan, Inc.)	375ml Liquor Whipped Key Lime Pie	12 Bottles
	375ml Liquor Whipped Orange	12 Bottles
	375ml Liquor Whipped Pina Colada	12 Bottles

	375ml Liquor Whipped Strawberry	12 Bottles
Brown-Forman Corporation (General Wine & Liquor Co.)	50ml Cinnamon Mist PL	60 Bottles
Cana Distributors LLC (NWS Michigan, Inc.)	50ml Maple Mist PL	60 Bottles
Classic Wine Imports, Inc. (NWS Michigan, Inc.)	750ml Calvados Noble-Dame	6 Bottles
	750ml Atholl Brose Scotch	6 Bottles
	750ml Benromach Organic Scotch	6 Bottles
	750ml Benromach Peat Smoke Scotch	6 Bottles
	750ml Benromach 10 yr. Scotch	6 Bottles
	750ml G & M Bunnahabhain 8 yr.	6 Bottles
	750ml G & M Caol Ila 10 yr.	6 Bottles
	750ml G & M Glenturret 11 yr.	6 Bottles
	750ml G & M Highland Park 8 yr.	6 Bottles
	750ml G & M Tamdhu 8 yr.	6 Bottles
	750ml George & Smith Glenlivet 21 yr.	6 Bottles
	750ml Glenburgie 10 yr.	6 Bottles
	750ml Linkwood 15 yr. Scotch	6 Bottles
	750ml Mortlach 15 yr.	6 Bottles
	750ml Old Pulteney 21 yr.	6 Bottles
	750ml Scapa 2000 Scotch	6 Bottles
	750ml Speymalt from MaCallan 1990	6 Bottles
Frank-Lin Distillers Products, Ltd. (General Wine & Liquor Co.)	750ml Middle Sister Cranberry Cosmo	6 Bottles
	750ml Middle Sister Margarita	6 Bottles
	750ml Middle Sister Mojito	6 Bottles
Heaven Hill Distilleries, Inc. (General Wine & Liquor Co.)	50ml Cinerator Hot Cinnamon PL	96 Bottles
International Spirits, LLC (NWS Michigan, Inc.)	750ml Ivanabitch Blackberry Vodka	6 Bottles
	375ml Ivanabitch Blackberry PL	12 Bottles
	750ml Ivanabitch Coconut Vodka	6 Bottles
	375ml Ivanabitch Coconut PL	12 Bottles
	750ml Ivanabitch Gin	6 Bottles
	750ml Ivanabitch Lemmon Vodka	6 Bottles
	375ml Ivanabitch Lemmon PL	12 Bottles
	750ml Ivanabitch Orange Vodka	6 Bottles
	375ml Ivanabitch Orange PL	12 Bottles
	750ml Ivanabitch Peach Vodka	6 Bottles
	375ml Ivanabitch Peach PL	12 Bottles
	750ml Ivanabitch Red Berry	6 Bottles
	375ml Ivanabitch Red Berry PL	12 Bottles
	750ml Ivanabitch Vanilla	6 Bottles
	375ml Ivanabitch Vanilla PL	12 Bottles
	750ml Ivanabitch Vodka	6 Bottles
	375ml Ivanabitch Vodka PL	12 Bottles
	750ml Ivanabitch VSOP Brandy	6 Bottles

	750ml Ivanabitch Whipped Cream Vodka	6 Bottles
	375ml Ivanabitch Whipped Cream PL	12 Bottles
Kobrand Corporation (General Wine & Liquor Co.)	375ml Alize Coco Peach	12 Bottles
	750ml Alize Coco Peach	6 Bottles
	375ml Alize Coco Pineapple	12 Bottles
	750ml Alize Coco Pineapple	6 Bottles
Laird & Company (NWS Michigan, Inc.)	750ml Le Reviser XO Cognac	6 Bottles
MHW, Ltd. (General Wine & Liquor Co.)	50ml Double Cross Vodka	60 Bottles
Northern Importers, LLC (General Wine & Liquor Co.)	750ml Zafarrancho Anejo Tequila	6 Bottles
	750ml Zafarrancho Blanco Tequila	6 Bottles
	750ml Zafarrancho Reposado Tequila	6 Bottles
Old World Spirits L.L.C. (NWS Michigan, Inc.)	750ml Goldrun Rye	6 Bottles
Pernod Ricard USA, LLC (NWS Michigan, Inc.)	750ml Absolut Tune Vodka	6 Bottles
Proximo Spirits, Inc. (General Wine & Liquor Co.)	200ml Glenlivet 12, 15, 18 yr. 3Pk	18 Bottles
	1000ml Three Olives Tartz	6 Bottles
Stoller Wholesale Wine & Spirits, Inc. (NWS Michigan, Inc.)	750ml Don Felix Anejo Tequila	6 Bottles
Toscano and Son Imports LLC (NWS Michigan, Inc.)	50ml Manana Anejo Tequila	24 Bottles
	375ml Manana Anejo Tequila	6 Bottles
	750ml Manana Anejo Tequila	6 Bottles
	50ml Manana Blanco Tequila	24 Bottles
	375ml Manana Blanco Tequila	6 Bottles
	750ml Manana Blanco Tequila	6 Bottles
	50ml Manana Rainbow 3 Pk	24 Bottles
	50ml Manana Reposado Tequila	24 Bottles
	375ml Manana Reposado Tequila	6 Bottles
	750ml Manana Reposado Tequila	6 Bottles
YOGD, LLC (NWS Michigan, Inc.)	200ml Dutch Harbor Breeze Grog	24 Bottles
	750ml Dutch Harbor Breeze Grog	6 Bottles
	200ml Good Morning Glory Grog	24 Bottles
	750ml Good Morning Glory Grog	6 Bottles

- A.** That the products listed below be granted exceptions to the standard pack size, inasmuch as the items are packaged nationally or meet other exceptions as indicated and be approved for listing in the approved products list effective June 2, 2013:

<u>COMPANY/ADA</u>	<u>PRODUCT</u>	<u>PACK SIZE</u>
Classic Wine Imports, Inc. (NWS Michigan, Inc.)	750ml Benromach Traditional Scotch	6 Bottles
Old World Spirits, L.L.C. (NWS Michigan, Inc.)	750ml Rusty Blade Gin	6 Bottles
Moet Hennessy USA, Inc. (NWS Michigan, Inc.)	750ml Ardbeg Ardbog Scotch	6 Bottles
Stoller Wholesale Wine & Spirits, Inc. (NWS Michigan, Inc.)	750ml Lark Cask Strength	6 Bottles
	750ml Lark Distillers Selection	6 Bottles
	750ml Lark Single Cask	6 Bottles
	750ml MacGavins Highland Scotch	6 Bottles
	750ml MacGavins Islay	6 Bottles
	750ml MacGavins Speyside	6 Bottles

B. That the following requests for addition of product to the approved products list be approved for listing, effective April 28, 2013:

<u>COMPANY/ADA</u>	<u>PRODUCT</u>	<u>PACK SIZE</u>
Jim Beam Brands Co. (NWS Michigan, Inc.)	750ml Pinnacle Rainbow Sherbet	12 Bottles
	1000ml Pinnacle Rainbow Sherbet	12 Bottles
	750ml Pinnacle Strawberry Shortcake	12 Bottles
	1000ml Pinnacle Strawberry Shortcake	12 Bottles
Brown-Forman Corporation (General Wine & Liquor Co.)	750ml Jack Daniels Master Distiller	12 Bottles
Cana Distributors LLC (NWS Michigan, Inc.)	750ml Black Maple Hill Bourbon	12 Bottles
	750ml Boomsma Jonge Gin	12 Bottles
	750ml Boomsma Oude Gin	12 Bottles
	750ml Francoli Bianca Grappa	12 Bottles
	750ml Francoli Grappa 3 yr.	12 Bottles
Heaven Hill Distilleries, Inc. (General Wine & Liquor Co.)	750ml Admiral Nelson Vanilla Rum	12 Bottles
	1000ml Admiral Nelson Vanilla Rum PI	12 Bottles
	750ml Burnett's Blackberry Vodka	12 Bottles
	1750ml Burnett's Blackberry PL	6 Bottles
	1750ml Burnett's Cherry Cola PL	6 Bottles
	1750ml Burnett's Strawberry Banana PL	6 Bottles
	1750ml Burnett's Tropical Fruit PL	6 Bottles
	750ml Cinerator Hot Cinnamon	12 Bottles
International Spirits, LLC (NWS Michigan, Inc.)	1750ml Ivanabitch Blackberry PL Vodka	6 Bottles
	1750ml Ivanabitch Coconut PL Vodka	6 Bottles
	375ml Ivanabitch Gin PL	24 Bottles
	1750ml Ivanabitch Gin PL	6 Bottles
	1750ml Ivanabitch Lemmon PL Vodka	6 Bottles

	1750ml Ivanabitch Orange PL Vodka	6 Bottles
	1750ml Ivanabitch Peach PL Vodka	6 Bottles
	1750ml Ivanabitch Red Berry PL	6 Bottles
	1750ml Ivanabitch Vanilla PL	6 Bottles
	1750ml Ivanabitch Vodka PL	6 Bottles
	375ml Ivanabitch VSOP Brandy	24 Bottles
	1750ml Ivanabitch Whipped Cream PL	6 Bottles
Laird & Company (NWS Michigan, Inc.)	750ml Four Queens	12 Bottles
M.S. Walker, Inc. (NWS Michigan, Inc.)	750ml Peachka	12 Bottles
	750ml St. Elder	12 Bottles
Illyrian Import, Inc. (NWS Michigan, Inc.)	750ml Stara Sokolova Kajsija	12 Bottles
	750ml Stara Sokolova Kleka	12 Bottles
Northern Importers, LLC (General Wine & Liquor Co.)	750ml Terra Firme Anejo	12 Bottles
	750ml Terra Firme Blanco	12 Bottles
Pernod Ricard USA, LLC (NWS Michigan, Inc.)	50ml Absolut Cilantro Vodka	120 Bottles
	750ml Malibu Sundae Rum	12 Bottles
	1000ml Malibu Sundae	12 Bottles
	750ml Malibu Swirl	12 Bottles
	50ml Mama Walkers Sampler Pack PL	120 Bottles
Proximo Spirits, Inc. (General Wine & Liquor Co.)	750ml Three Olives Tartz	12 Bottles
	1750ml Three Olives Tartz	6 Bottles
Stoller Wholesale Wine & Spirits, Inc. (NWS Michigan, Inc.)	1750ml Hacienda Vieja Blanco	6 Bottles
	750ml Hacienda Vieja Reposado	12 Bottles
	1000ml Hacienda Vieja Reposado	12 Bottles
	1750ml Hacienda Vieja Reposdao	6 Bottles
W.J. Deutsch & Sons, Ltd. (General Wine & Liquor Co.)	750ml Plantation Grande Reserve 5 yr.	12 Bottles

B. That the following requests for addition of product to the approved products list be approved for listing, effective June 2, 2013:

<u>COMPANY/ADA</u>	<u>PRODUCT</u>	<u>PACK SIZE</u>
Stoller Wholesale Wine & Spirits, Inc. (NWS Michigan, Inc.)	1750ml Drumguish Highland Malt	6 Bottles
	750ml Hacienda Vieja Blanco	12 Bottles
	1000ml Hacienda Vieja Blanco	12 Bottles
	1750ml MacGavins Highland	6 Bottles
	1750ml MacGavins Islay	6 Bottles
	1750ml MacGavins Speyside	6 Bottles
	750ml Sean's Irish Cream	12 Bottles

C. That the following requests for promotional or special packaging be approved for listing, effective April 28, 2013:

<u>COMPANY/ADA</u>	<u>PRODUCT</u>	<u>PACK SIZE</u>
Bacardi U.S.A., Inc. (General Wine & Liquor Co.)	1750ml Bacardi Superior/50ml Pineapple	6 Bottles
	750ml Drambuie w/Gls	12 Bottles
Jim Beam Brands Co. (NWS Michigan, Inc.)	375ml J Beam Devils Cut w/50ml Ghost	12 Bottles
	375ml J Beam w/50ml Jacob's Ghost	12 Bottles
	375ml Pinnacle w/50ml Pinn Peach PL	12 Bottles
	750ml Pinnacle Whipped w/50ml Rainbow	12 Bottles
	750ml Pinnacle Whipped w/50ml ShortCak	12 Bottles
	375ml Pinnacle w/50ml Pinn Vodka PL	12 Bottles
	750ml Pinnacle w/50ml Rainbow Sherbet	12 Bottles
	750ml Pinnacle w/50ml Straw Shortcake	12 Bottles
	375ml Red Stag w/50ml JB Honey PL	24 Bottles
	Brown-Forman Corporation (General Wine & Liquor Co.)	1750ml Canadian Mist w/50ml Maple PL
750ml Gentleman Jack w/cuff links		6 Bottles
Constellation Brands, Inc. (General Wine & Liquor Co.)	1750ml BL Velvet w/50ml Sv Brry Colad	6 Bottles
	1750ml BL Velvet w/50ml Sv Orange Crm	6 Bottles
	750ml Paul Masson Gr Am w/50ml Vodka	12 Bottles
Heaven Hill Distilleries, Inc. (General Wine & Liquor Co.)	750ml Blackheart Premium w/2 Gls	6 Bottles
The Patron Spirits Company (NWS Michigan, Inc.)	375ml Patron XO Café w/50ml Silver	12 Bottles
Moet Hennessy USA, Inc. (NWS Michigan, Inc.)	750ml Ardbeg 10 yr. Scotch w/Gls	6 Bottles
Sky Spirits, LLC (General Wine & Liquor Co.)	750ml Wild Turkey 81 w/Baseball Cap	6 Bottles
Diageo Americas, Inc. (NWS Michigan, Inc.)	1750ml Capt Morgan Spc w/Key Chain	6 Bottles
	375ml Crown Royal w/50ml Cr Maple	24 Bottles
	750ml Crown Royal w/50ml Cr Maple	12 Bottles
	750ml Ketel One w/2 Golf Balls	12 Bottles
	750ml Ketel One w/Golf Divot tool	12 Bottles
	750ml Smirnoff 80 w/50ml Smir Rasp	12 Bottles

C. That the following requests for promotional or special packaging be approved for listing, effective June 2, 2013:

<u>COMPANY/ADA</u>	<u>PRODUCT</u>	<u>PACK SIZE</u>
Jim Beam Brands Co. (NWS Michigan, Inc.)	750ml Hornitos Plata w/50ml Lime Shot	6 Bottles

D. That the following requests for deletion of product from the approved products list be approved for delisting, effective June 2, 2013:

<u>COMPANY</u>	<u>PRODUCT</u>	<u>PACK SIZE</u>
Jim Beam Brands Co. (NWS Michigan, Inc.)	750ml Hornitos Plata w/50ml Lime Shot	12 Bottles

Moved by Commissioner Quimby, supported by Commissioner Olshove, that the above actions be taken in accordance with the E-Quote reports dated April 8, 2013, motion carried by unanimous vote.

- III. Mr. Robinson presented licensee requests for special price reductions on spirit products in accordance with the provisions of the Commission's Order of September 11, 2012 regarding special price reductions on spirit products, which was effective on January 1, 2013. He advised there were forty five (45) different licensees requesting price reductions; that 1655 product price reductions could be approved; and that there were zero (0) products to be denied.

Moved by Commissioner Quimby, supported by Commissioner Olshove, that the 1655 special price reductions be approved as indicated on the attached Approval for Price Reduction on Liquor reports, motion carried by unanimous vote.

- VI. Mr. Robinson presented the February, 2013 financial report which shows the results of our operations for the period of October 1, 2012 through February 28, 2013. He stated the report was adjusted by removing one week of sales for comparison purposes to last year's report. Mr. Robinson advised the Total Gross Sales increased by almost \$24.9 million or 6.0% and Distilled Spirit cases sold increased by 79,879 or 2.7%. He advised the Net Income from spirit sales is down approximately \$2.0 million or 2.9%, but the decrease is due to the 1.85% specific tax that was eliminated on October 1, 2012. Mr. Robinson advised that if we were still collecting this tax, our Net Income would be at least \$4 million higher than last year. He stated the Beer taxes are up by \$205,000, and Wine taxes are higher by \$344,000.

Moved by Commissioner Quimby, supported by Commissioner Olshove, that the February 2013 Financial Report, be accepted, motion carried by unanimous vote.

- V. Mr. Robinson requested approval of a bulletin for the submission of quotations for Price List No. 231, which is effective July 28, 2013. He advised this is a quarterly reminder that is sent to Vendors of Spirits and Vendor Representatives to remind them of the deadlines for the next price book.

Moved by Commissioner Quimby, supported by Commissioner Olshove, that Bulletin 2013-03, be approved as written and presented, motion carried by unanimous vote.

VI. Old Business

There was no Old Business.

VII. New Business

There was no Old Business.

VIII. Public Comments

There were no Public Comments.

With no further business, moved by Commissioner Quimby, supported by Commissioner Olshove, that the business meeting be adjourned at 11:14 a.m., motion carried by unanimous vote.

Anita Fawcett
Executive Services

Teri L. Quimby
Commissioner