

# Minutes

## Trade Practice Meeting

*February 12, 2016*

The 2016 Trade Practice Working Group met to continue the discussion of trade practices in Colorado, to include the following main topics:

1. Breakage – the group agreed the issue of giving credit to retailers for damaged products was part of last year's discussions and it was decided not to change the rule but to follow it as currently written. The Division will publish a bulletin that confirms this agreement and how it applies to licensees.
2. Out of State Representatives – last year the Division identified an issue that needs clarification through rules. Micki came up with some language to allow out of state companies who have a Colorado Importers license to be able to use alcohol from a distributor for the use in marketing/soliciting. The proposed language will be provided to everyone at the next meeting.
3. Displays – There was a lot of discussion about how displays (with another utility) are used in the industry. The working group decided to have its own subgroup who will meet about this issue aside from the regular trade practice working group.
4. The issue of the cost of labor was discussed, especially due to the recent TTB ruling involving Kroger. The Division will publish a bulletin so the industry has guidance how this affects Colorado.
5. It was requested to have a definition in the rules for "unlawful financial assistance" and "control or attempt to control." The group decided to discuss these at future meetings.

The next meeting is tentatively set for Friday, March 11<sup>th</sup> at 10AM. The Division will notify the working group of the location after it has been confirmed.

**2016 LIWG**