



State of North Carolina
Alcoholic Beverage Control Commission
Newsletter

April 2008 Issue 2

There have been many new and renovated ABC stores in North Carolina in the last couple of years and 2008 is shaping up to be a busy year as well.

A number of ABC store managers are retiring this year and we wish to congratulate them on their successful careers and extend our best wishes.

We would also like to recognize some of the ABC store managers on their long service careers who are planning to be around a few more years.

Coming soon to a store near you:

New stores - Mecklenburg County, Belville, Statesville, Carteret County, Lillington, Sunset Beach, Gastonia, Vance County, Angier, and Pitt County.

Relocations - Mecklenburg County, Greensboro, and Pender County.

Renovations - Boiling Spring Lakes, Siler City, Asheville, Bryson City, Lenoir, and Mt. Holly.

Contact Guy Potts at 919-218-0748 if you have 30+ years service, or are retiring, for inclusion in a future newsletter. We would also like to hear of any completed renovation projects.

**Cumberland County ABC – New
2724 Hope Mills Rd - Fayetteville**



**Belville ABC
Expansion & Renovation**



Wanda Bordeaux - Manager

Belville ABC will be opening a second store later this year.

Will Watkins' Retirement Luncheon March 25, 2008



There will be more about Will and his “retirement time” in the next newsletter.

Judy Wilson Lenoir ABC 29 Years



The “old Methodist” - My career with the City of Lenoir ABC Board began on April 29, 1979. I was working at Caldwell Community College as the Assistant Registrar and loved my job. A co-worker asked for my resume to take to her husband who was the Manager of the ABC Store. I thought o.k. what the heck, I'm not really interested in changing jobs but to appease her, I did as she asked.

I was called in for an interview and later called and asked to take the job as bookkeeper. At the time I was very involved with my church, singing in the choir, working with the youth, and teaching Sunday school and I just didn't know how this would go over with the other church members. I decided to take the job and on Wednesday night choir practice I made the announcement that I planned to go to work for the ABC System. I stated if anyone had any problems with my decision to please state them at this time. No one made any comments, even though I know some members of our church were not pleased with my job choice.

I was promoted to General Manager in June of 1989, at this time only a small percentage of General Managers were women. Being a female in a male dominated business was very interesting. Over the past twenty nine years I have seen many changes. More women have been promoted to General Managers and technology has changed tremendously. Twenty nine years ago everything was manual; we had the large sheets with code numbers ranging from 1 to 999.

Since I became manager in 1989, we have gone from a one store operation to two stores and also have mixed beverage sales. We have recently remodeled our store # 1 which was built in 1979. Our sales have increased from \$1,800,000 to \$2,800,000. We are really proud of our profit distribution, we have been able to give our city at least \$200,000 or more every year since 1979. When we opened our second store in 1994, we had opposition in the area we planned to build. When we went to Raleigh to ask for approval, a bus load of church members from that area went also. One

of the ladies was so angry at us she wanted to personally attack me. She had some very ugly comments to make and even called me an **old Methodist!** Ouch that hurt!

I'm sure you've heard the saying behind every good man there is a good woman, that saying can be changed to behind every successful ABC manager there are good board members. Some of the special board members that have guided and supported me are Marvin Lovins, Jerry Brooks, Susie Hutchens; these are our present board members, and previous board members Kim Hutchens, Robert Floyd, and Jesse Childers. Our board has always worked together to have a successful and profitable system.

When I get ready to retire (?) one of the most important things I will take with me are the wonderful memories of friends I have made through the ABC system, friends in different divisions of this business, sales, warehouse, commission, and ABC store employees. I'm thankful I made the right decision twenty nine years ago.



Lenoir ABC - Renovation

Lenoir ABC opened in 1977. Annual sales are approximately \$2.8 million.

Rodney Harrell Pasquotank County ABC 34 Years

In the early 1970's, during his management career with W.T. Grant's, Rodney traveled to Alabama for employee training and remembers an Arkansas businessman visiting successful retail stores in the area - the man was Sam Walton of Wal-Mart fame.



Rodney began his ABC store career in 1974 and became Manager 18-19 years ago.

There were two stores with eight full-time employees, one ABC officer, and less than \$1 million in sales. Today, there is one store with four full-time and two part-time employees. The ABC system opened its new store in October, 2001.

Rodney's plans are to continue his ABC employment into the future.

Pasquotank County ABC opened in 1935. Annual sales are approximately \$2.5 million.



Pasquotank County ABC Employee Server-Training Certificates issued by the ABC Commission.

Elizabeth City is home to one of the United States' few airship factories. Many of the nation's commercial blimps are made and serviced here. The current airship station evolved from what was previously a US Navy airstation.

**Kay Billings
Lexington ABC
36 Years**



Kay, Bob McGinn, and Jim Helmstettler were three of the employees who opened the Lexington ABC store. There were also two ABC officers.

When Kay started working at the store, everyone kept asking her if she was old

enough to work there. Neighboring Rowan County ABC assisted with training these new store employees.

The counter store was in a former Fast Fare building and space was in short supply. Inventory could be found in the warehouse, bathroom, office and closets.

Kay became Manager on January 1, 1994 after the retirement of Bob McGinn.

Kay was employed with a local savings and loan company for five years before beginning her ABC career.

**First bottle sold at Lexington ABC:
Virginia Gentleman quart.**



Kay's plans are to continue her ABC career and enjoy her family and two grandchildren.

Lexington ABC opened in 1972. Annual sales are approximately \$3 million.

Lexington calls itself the "Barbecue Capital of the World". Since 1984, the city has hosted the Lexington Barbecue Festival, one of the largest street festivals in North Carolina.

Kent Mabe
Rockingham ABC
42 Years



Kent and the other residents in Rockingham are proud of their local hero who made it big: Bucky Covington of American Idol fame. He remembers when Bucky and his twin brother worked at their father's body shop before their new career.

Kent first worked with a grocery store and a local mill before starting his ABC career May 26, 1966 under the direction of Manager J.B. Raines. He soon became Manager in 1969.

In 1983, the ABC store was relocated to its present location and everything was moved in two pickup trucks. In 2007, an additional store was opened on the "Rockingham Race track" side of town.

Kent will be retiring May 30 and is looking forward to spending more time with his family and grandchildren.

Rockingham ABC opened in 1965. Annual sales are approximately \$1.4 million.

Rockingham is the home of Rockingham Speedway, formerly the North Carolina

Speedway, which was a staple of the NASCAR schedule for nearly 40 years, before the race was discontinued in 2004.

Jim Helmstettler
Cooleemee ABC
36 Years

Jim is very proud of Cooleemee ABC having the first board member who was also a Minister, Rev. Rosenthal. During his tenure, the Reverend was always called on at conferences to give thanks.

Jim started out his ABC career with Kay Billings and Bob McGinn in Lexington. Before the store opened, Bob was driving down the street and saw Jim walking by, and asked him to come to work at the store. He worked there from 1972 to 1988 when nearby Cooleemee ABC opened and he became its Manager.



Jim retired March 31, 2007 and is remaining Manager on a part-time basis. He hopes to have more time to spend at the beach, attend NASCAR races, and enjoy his retirement time.

Cooleemee ABC opened in 1988. Annual sales are approximately \$580 thousand.

Lester Deans
42 Years



Lester recalls North Carolina's first self-service ABC store opening in Nash County in 1961. The presence of in-store security was very evident to the customers. An inventory at the end of the first month revealed no shortages much to everyone's surprise and relief.

Around this time there were approximately 100 codes and 75-80 ABC boards. Calling on boards consisted of meeting with board members to get brands listed.

From 1965 to 1978 Lester worked with Kelly Sales under the direction of Fred Kelly. The companies represented were Glenmore, Consolidated and Schieffelin.

After obtaining his real estate license in 1979, he began a new career. When he realized the real estate business was not a profitable career he returned to the liquor business with Kelly Sales under the direction of Scott Kelly. Marvin Speight destroyed his old liquor license and issued another one under Marvin's name.

In 1993, he began working with Bob Hunter and in 2000, moved over to

Hannah & Dunn. His retirement became effective October 26, 2007.

Lester's first career job was in Rocky Mount with the Atlantic Coastline Railroad in an electric welder apprenticeship position.

Nash County ABC
First Self-Service ABC Store
in North Carolina
426 W Thomas St – Rocky Mount



Extracted from ABC Board minutes:

October 29, 1960... Board members visited Columbus, Ohio to see their self-service stores and decided to convert their new Thomas Street store on opening...

December 6, 1960... Details were worked out with Nash Realty Company for the lease of a building in the West Thomas Street Shopping Center...

February 8, 1961 ... This meeting of the Board was held at the newly opened self-service store in Rocky Mount for official inspection...

July 28, 1966... Mecklenburg County ABC inquired of our experience with operating a self-service store...

Jim Lovette
North Wilkesboro ABC
44 Years



Jim has been to Africa on three occasions with the North Carolina Baptist Men group to assist with building churches, Durban being one of the locations. His fourth trip, one year after 9-11, was canceled. He then went with the group to New York's Graffiti House, the first Southern Baptist church in the city.

He began his working career with the police department in 1964 and in August, 1965 took the Manager position with the newly opened ABC store. He was offered twice his salary, from \$225 to \$450 per month. Their first store borrowed \$5,000 to open.

Jim officially retired in December, 2007 and is remaining on a part-time basis to assist his son, David, who is now the acting Manager.

North Wilkesboro ABC opened in 1965. Annual sales are approximately \$1 million.

North Wilkesboro is home to one of NASCAR's original speedways. The North Wilkesboro Speedway predates

the founding of NASCAR; the speedway held its first race on May 18, 1947 and closed in 1996.

Ralph Holt
Dobson ABC
34 Years

Ralph is an avid golfer and has been playing in the sport for some 30 years.

After working in the textile mills and serving in the Army, Ralph began his ABC career in December, 1975 soon after the store opened and became Manager in 1986.

Ralph's official retirement was in June, 2005 and he has remained Manager on a part-time basis since that time.

He gets to play golf a few days a week and assist in his son's landscape business.



Dobson ABC opened July 1, 1975. Annual sales are approximately \$500 thousand.

Shelton Vineyards, founded in 1999, is the largest family-owned estate winery in North Carolina and is located in the Yadkin Valley near Dobson and Mt. Airy, NC.

Brian Taylor
Calabash ABC
15 Years



Brian's first career, after serving in the Army, was Patrolman for the town of Gouverneur in St. Lawrence County, NY. The town is on the banks of the Oswegatchie River, an area known worldwide for its geological uniqueness.

Brian also served on the New York State Crime Prevention Council for seven years.

After visiting friends in the Calabash area over the years, Brian decided to move to the area, and was soon employed at the Calabash ABC store. After several months, he was appointed Manager replacing Howard Pearson who moved on to become Manager with Orange County ABC.

Brian plans to stay in the area for now and is enjoying his new retirement time.

Calabash ABC opened in 1978. Annual sales are approximately \$1.5 million.

Calabash prides itself as the "Seafood Capital of the World" because of the town's large amount of "Calabash-style" seafood restaurants.

Statesville ABC
Opening July - New Location



Lillington ABC
Opening May - New



Nash County ABC
Nashville - Renovation

