

ISSUE NO. 318 • NOVEMBER 2012

2012 schedule of events

Risk/Financial Management Seminar

November 14-16, 2012

Nashville, TN

The End of an Era

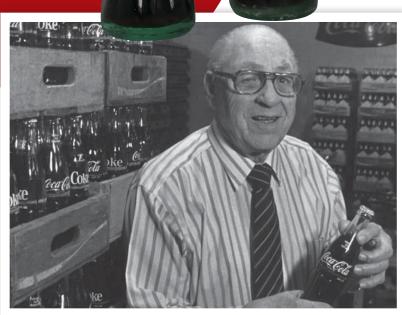
or over four decades, from 1915 till the late 1950's, the only package Coca-Cola came in was the 6½ oz. returnable bottle. This "Little Coke" became the iconic symbol of refreshment the world over. Through the years and changing times, the number of Bottlers producing this little giant dwindled, until there was only one remaining producer, The Coca-Cola Bottling Company of Winona, Minnesota owned by the Kuhlmann family. Sadly, this era came to an end on October 9th, as the last 6½ oz. bottle rolled off Winona's production line, thus ending the era of the Little Coke.

It would have been easy to just let this part of history pass without notice, but if an iconic package like this has to end, why not go out with style and class? That's just what Clint Kuhlmann and Winona thought, as they decided to celebrate the end of the 6½ oz. bottle with the opportunity to help their community. The "Last Run" Cokes will have red and white hang tags (and will make wonderful holiday gifts of course, and are tax

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Little Coke

On October 9th, the last 6½ oz. bottle rolled off Winona, MN's production line, thus ending the era of the "Little Coke."

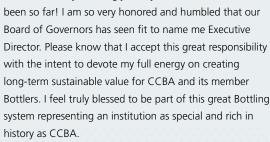


3282 NORTHSIDE PARKWAY NW SUITE 200 ATLANTA, GEORGIA 30327

Winona founder Clinton A. Kuhlmann holds the "Little Coke".

An Open Letter to Our Bottlers

little over seven months ago,
I left The Coca-Cola Company
after 22 years to join CCBA. I expected
some new and exciting experiences,
but what a truly amazing journey it has



Much of my time over these past seven months has been focused against the divestiture of our Group Health program. Closing on the sale on August 31 was truly an important milestone in CCBA's recent history. For CCBA, it provides an important opportunity to refocus on our core member services while reducing our financial risks, our operating expenses and our capital requirements. For our members,

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the very last bottle from the run for \$2,000, but will also be selling these to the rest of the country by mail, so you are invited to visit their website at: http://cocacolawinona.wordpress.com/ and fill in the order form to receive your little part of history. Plans are underway to include online sales to give even more history buffs a chance to own a piece of Coca-Cola and American history. Each vintage bottle weighs over a pound, has an official red/white "last run" neck ringer, a Coke steel crown cap and is date coded: "Last Run Winona October 9, 2012." Just don't rub or wash off the date code, it's in ink-on-glass and will wash off... after all, these were meant to wash off during the refilling process.

All things eventually come to an end, and such is the case with our "Little Coke." But as Winona Coca-Cola has demonstrated, when one door closes another opportunity presents itself, and when you can celebrate an end of an era and contribute to the betterment of your community... well, that's just the icing on the celebration cake... and the Coca-Cola way.

Right, top: LeRoy Telstad, Clint Kuhlmann, and Phil Mooney display the certificate of authenticity signifying the final run.

Right, bottom: It's a family business indeed, as Clint's grandchildren, August (Gus) Fischer and Maeve Peterson do the heavy lifting.





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it enables continued access to an innovative health care solution under the stewardship of a large, capable and well-capitalized entity, GMAC Insurance. We look forward to seeing the program thrive and grow under GMACI's ownership.

As you heard me describe at our Annual Meeting, CCBA is re-committing itself to its historical focus on client service; simply put, this means a relentless focus on **you** – the great Bottlers we serve. As always, we will look to protect your franchise value through our work on contractual matters, our support of Mainstream and our on-going dialogues with The Coca-Cola Company on policy and commercial matters.

We will look to enhance the value of your franchises through our value-added programs and services while helping to unite the system when there are issues, opportunities and change.

I believe the years ahead hold great promise for Independent Coca-Cola Bottlers. Because our system creates such enormous value for our consumers, customers and local constituents, I firmly believe it will play an increasingly important role in the future of the full Coca-Cola business system. I'm thrilled to embark on this journey alongside you. I still have many of you to meet and much to learn about your individual operations and histories. I look forward to those experiences. Most importantly, I look forward to working with all of you in the years ahead to unlock the great opportunities before us and to drive your franchise value to progressively higher levels.

John Gould, Executive Director, CCBA





The Coca-Cola Collectors Club was established in 1974 by a group of individuals who wanted to promote the preservation and collection of Coke memorabilia. The Coca-Cola Collectors Club is open to collectors from all over and includes more than 35,000 members worldwide.

The club gathers once a year for the Annual national Convention. For more than 30 years, they have held their convention in large cities like Atlanta, Dallas, Washington D.C., Orlando and Palm Springs. This year marked the 38th Annual Convention and they decided to hold it in Springfield, Missouri.

On July 2nd, Coca-Cola Bottling Company of the Ozarks opened their doors to 180 club members, giving them all a tour of the bottling facility and the warehouse. They even let a few members have a peek at some of the collectible Coca-Cola memorabilia that they have hanging on their office walls. The next day, Cookie Rice had the pleasure of speaking at the opening meeting for the Convention. He entertained

the 650 Club members with a few of his colorful stories taken from his many years in the Coca-Cola bottling business.

Cookie, Sally Hargis, John Schaefer, Bruce Long, and Scott Faaborg all joined Randy Henkle in escorting their very special guests on their tour. For many, this was their first look at the inside of a Coke bottling plant, and it will surely be an experience they will remember for a very long time.



News from our Friends in the Ozarks

2 4 6 8 10 12 14 16 18 20 22 24 26 2

And Now, Time for an Inspirational Message

LONDON — It began with a Coke. And never mind if you've heard the tale before. It's not every day that a girl from Mississippi grows up to win a gold medal, especially a gold medal that hasn't been won by an American in more than two decades.

The high school track coach needed a long jumper. He held an open competition among the girls on his team. To the winner, a Coca-Cola. Young Brittney Reese volunteered.

LONDON — It began with a Coke. And never That first jump went forever. The coach thought mind if you've heard the tale before. It's not it was a fluke.

"Do it again," he said.

So, naturally, she did it again.

That's where the dream was launched, a dream that carried her through high school and beyond. To Ole Miss, where Reese became a star. To Beijing, where she finished fifth and left in tears. And, finally, to a packed stadium

Thanks to United's Walker Jones for this submission!

in London, where she became the first American woman to win the long jump since Jackie Joyner-Kersee won it in 1988 in Seoul.

Brittney Reese jumped 7.12 meters (23 feet, 4½ inches) to win Olympic Gold.

"A gold medal is a lot better than a Coke," she said. "But I might have one now." Or two. Or three. Go crazy, Brittney.

Annual Meeting Recap:Bottlers Arrive to find a changed CCBA

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he Coca-Cola Bottlers' Association held its fall Annual Meeting in Atlanta, and for the first time in many years, Bottlers were greeted by a much different appearing Association. Atlantic's Kirk Tyler opened the meeting with introductions for our new Executive Director, John Gould. Kirk detailed how John comes to the Association with over 22 years with The Coca-Cola Company in various financial and strategic planning positions, and brings a wealth of system knowledge to the Association. John then proceeded to bring the attendees up-to-date on the state of the Association, with the first matter addressed being the sale of our healthcare unit to GMAC Insurance. He detailed how a growing healthcare unit became a financial drain on CCBA resources, and upon his arrival, was tasked with finding a solution that would ensure continued excellent, affordable healthcare coverage, and a return to fiscal responsibility. John then proceeded to detail how this sale would allow CCBA to return to its roots and reaffirm our long-standing mission statement, which is primarily to build the long-term value of our Bottling partners' franchises and reaffirm our commitment to our Bottlers. (For a more detailed statement on the sale, please see John's open letter to the Bottlers in this issue.)

With all the changes facing the Bottlers this year, it's nice to be reminded that there is one thing we can all count on, and that is that young people will continue to amaze us. Nothing exemplifies this more than an update from Coca-Cola Scholars. United's Claude Nielsen and Scholar's Mark Davis presented an uplifting video that demonstrated that our future is in good hands with another group of young men and women dedicated to making our world a better place. Another inspiring reminder of how our Bottlers contribute to our society was demonstrated when Viking, Coca-Cola Bottling of Northern New England and Mile High Beverages were all recognized for providing 100 years of refreshment, jobs, and community service. Congratulations to these and all of our Bottlers for their dedication, perseverance and service!

Like all Annual Meetings, this year's provided the attendees a wealth of information, including supply chain updates, commodities and hedging program updates, and industry issues discussions. Does your organization have an interest in Project Northstar, or public policy, or our economy and business implications? Would you have liked to hear Beverage Digest's John Sicher's analysis of Wall Street? If so, this is the very reason why your organization should have a representative present. These updates and discussions provide each and every Bottler attendee with the ability to have their concerns heard and discussed. This was especially true during day two, when Bottlers got a chance to hear from, and engage in a dialogue with, Coke's Sandy Douglas and Steve Cahillane. These lively discussions shouldn't be missed!

Change will always be a part of life and business. But one constant that will always apply to CCBA and our Annual Meetings is that your concerns will be heard and valuable information will be imparted, and not just from CCBA or our presenters. Coming to Atlanta for our Annual Meetings brings you face-to-face with your fellow Bottlers, who also are more than willing to share their expertise, experiences and fellowship. And to quote a well-known commercial, such encounters are... Priceless!

If you didn't attend this year's annual meeting, you missed the chance to discuss Bottler issues with the likes of our three senior statesmen. From the left: Jim Tyler, Cookie Rice and E.P. Severns.



John Gould presents the 100 year anniversary award to Chad Godbout of Mile High Beverages.



Viking's Michael Faber accepts the 100 year anniversary award from John.



CCNNE turns 100 and accepting the award is Wes Elmer, John presenting, Larry Lordi and Mark Francouer.



Former CCBA Executive Director **Art Gregory Enriches His Alma Mater**

Bottlers who knew or worked with our former CCBA Executive Director can attest to Art's generous nature and dedication to Duke University. His generosity was recently exemplified in his bequest to his Alma Mater totaling \$3.25 million in gifts from his estate, which will support academic scholarships and the Duke football team.

Duke University President Richard H. Brodhead put it best when he said, "Art Gregory was a beloved figure at Duke, and we are grateful that his gift will strengthen two priorities at Duke that were close to his heart: our football program and our commitment to attract top students from the Carolinas." Of the bequest, \$3 million will be used to establish a named scholarship fund to support students from South Carolina where Art made his home, while the remaining

\$250,000 will provide unrestricted support to the football team, which he supported throughout his life.

Art's brother Johnny Gregory stated that "Art loved his Alma Mater, and he recognized that his education and his time at Duke served him well for many, many years. He treasured the friendships with his teammates and with other Duke students and alumni. He felt it was important to leave a legacy that addressed not only the wonderful feeling he had about Duke, but that also took care of bright young South Carolinians who wanted to attend Duke and who might need additional financial assistance."

Quite the legacy indeed.



R

IN MEMORIAM

Waddy Anderson Fr.

Waddy McFall Anderson, Jr. a lifelong resident of Greenville, SC, and son of Waddy Anderson Sr. and Margret Ellis Anderson, passed away on June 15, 2012.

Waddy served in WWII as a Naval Aviator and then returned home to Greenville and joined the family Coca-Cola Bottling business. Mr. Anderson worked his way up through the ranks of the family business and took the helm of Coca-Cola Bottling Company of Greenville, SC, after the untimely death of his father. He was

Please take a moment to remember the contributions each of these individuals made to our Bottling family.

President of the company for 50 years. Upon Mr. Anderson's retirement in 1982, the company was sold to the bottling company in Asheville, NC, which was later acquired by Coca-Cola Bottling Company Consolidated.

He is survived by his wife, Allene Peterson Anderson, five children, Waddy M. III, Walter, Charles, Lucretia (Mrs. Arthur Tackman), and John; ten grandchildren, fifteen great- grandchildren; and his sister, Mrs. James T. Pearce.

Ramon Forrest Wilson

Ramon Forrest Wilson, 89, lifelong resident of Nashville, AR, died Tuesday, August 28, 2012 in a Texarkana, TX, hospital.

Ramon was born to the late Forrest and Irene Amonette Wilson on July 5, 1923 in Nashville, AR. He graduated from Nashville High School in 1942 and attended Henderson State College. He served in the U.S. Marine Corps, 5th division, during the invasion of Iwo Jima, February 18, 1945. He married the love of his life, Nelda Smith on June 30th, 1950. In 1967 he succeeded his father as President of the Coca-Cola/Dr. Pepper Bottling Co. of Nashville, AR. He was a 3rd generation Coca-Cola bottler for over 66 years and served on the Arkansas Beverage Association Board of Directors. He was a member of the Marine Corps Heritage Foundation and a 66-year member of the Nashville Rotary Club, a Paul Harris Fellow and a member of the Good Old Boys. He was a dedicated member

of the Sunset Church of Christ in Nashville, where he served as a deacon and former Sunday school teacher.

Ramon was a loving husband, father, grandfather, and friend to many. He is preceded in death by his wife, Nelda Smith Wilson; his parents, Forrest and Irene Wilson; and an infant son. He is survived by his children, Kenneth Wilson and wife Tiffany; Elizabeth Overton and husband Walt; and David W. Wilson, also a brother, Dr. Ralph C. Wilson. He is also survived by his grandchildren, Cayse Reese, Jessica Delozier and husband, Drew, Ashlee Wilson, Joseph Wilson, and Taylor Wilson. He was also blessed with three great-grandchildren, Cameron and Grace Reese, and Carsyn Delozier. Also his step-grandchildren Emily Overton Webb and husband Craig, Amy Overton Huff and husband Brandon, two step great-grandchildren Emma and Mattie Kate Webb.

Bottling Family News

CCBA Announces New Officers

We are pleased to announce that the Board of Governors of the Association, at their Fall meeting, appointed new Officers to lead the organization. At the meeting, Viking CEO Michael Faber was appointed President, Consolidated's Vice Chairman and Executive Vice President Hank Flint was appointed Vice President, and High Country's President and COO Trevor Messinger was appointed Secretary. We congratulate each of these dedicated individuals, and we look forward to working with the new Officers!

Changes at Coke Consolidated

Coca-Cola Bottling Co. Consolidated has announced that Henry W. (Hank) Flint was appointed President and Chief Operating Officer by the Board of Directors. The Company also announced that William B. (Bill) Elmore has been appointed Vice Chairman of the Board. Both Mr. Flint and Mr. Elmore will continue to be members of the Board. Mr. Flint will serve on the Executive, Finance and Employee Benefit Committees. Mr. Elmore will serve on and Chair the Employee Benefits Committee. Congratulations to Hank and Bill!

The Coca-Cola Company Restructures

Coca-Cola Chairman and CEO Muhtar Kent announced a number of leadership appointments to support the Company's new global operating structure. These appointments, effective Jan. 1, 2013, complete their senior leadership roster in support of the previously announced news that Ahmet Bozer, Steve Cahillane and Irial Finan will lead Coca-Cola's three operating businesses — Coca-Cola International, Coca-Cola Americas, and Bottling Investments Group, respectively, beginning next year.

The new structure will consolidate leadership of global operations under the Bottling Investments Group and two large, but similar-sized geographic regions to streamline reporting lines, intensify focus on key markets and create a structure that leverages synergies and provides flexibility to adjust the business within these geographies in the future.

Muhtar also announced that three members of his senior leadership team will be appointed to new roles, which will report to him.

Sandy Douglas, President of Coca-Cola North America, will be appointed Global Chief Customer Officer. Dominique Reiniche, President of the Europe Group, will be appointed Chairman, Europe Group. And Jose Octavio "Pacho" Reyes, President of the Latin America Group, will be appointed Vice Chairman, The Coca-Cola Export Corporation.

Sandy will leverage the strong, strategic relationships with customers he has built around the world to ensure Coca-Cola is known globally as an organization that delivers world-class value and service to customers of all sizes. He will also continue to lead the North America franchise strategy.

Dominique will lead our European sustainability and stakeholder agenda, enhancing engagement across the continent on key issues with governments, civil society and industry, with a particular focus on EU institutions and broader industry bodies.

Pacho, who plans to retire from the Company on March 1, 2014, will serve as a mentor for system leaders around the globe in his new role. He will also lead certain efforts to implement key 2020 Vision initiatives and help ensure seamless leadership transition around the world, leveraging his many years of marketing and operations success.

Coca-Cola Northern New England Appoints New President

Mark Francoeur has accepted the position of President of CCNNE, Inc. effective January 1, 2013.

Mark began his career 19 years ago as an Account Manager in South Portland, Maine. He has succeeded in many varied Sales and Management positions since then, including Corporate Post Mix Representative 1997-1998, Key Account Executive calling on Hannaford Bros. and Shaw's 1999-2005, General Manager of Manchester, NH and Lowell, MA Sales Centers 2005-2006 and most recently Vice President of Marketing. He also has a strong financial background having graduated from Bentley College with a degree in Accounting. Congratulations to Mark!

A CCBA Retirement

Our jack-of-all-trades, or in this case jackie-of-all-trades and office manager, Jackie Holmes decided to retire after 12 years of dedicated service. Rumor has it that Jackie retired to become groupie in charge of her husband Tyrone's band, The Total Package. But that's just a rumor. Jackie was our organization's "go-to" person for anything that needed to get done, as well as our CFO Ann Burton's right hand woman. As most employers and other employees know, a good office manager keeps the organization running, and Jackie kept this one going full speed! In addition to all that, she assisted Ann with hedging and was also involved with our products liability work. The good news is that Jackie has agreed to come in a couple days each week to keep us straight! We wish Jackie and Tyrone all the best, and to enjoy your time and future lives together!



Birmingham, AL **Hosts Rockwell Exhibit**

Record-Breaking Rockwell Exhibition Spotlights Coca-Cola History

hen you think of American classics, the first things to pop into most people's minds are Coca-Cola, of course, and paintings and illustrations by one of our greatest artists, Norman Rockwell. So what could make for a better outing than grabbing a Coke and heading down to Birmingham, Alabama to catch the legendary illustrator's exhibit at the Birmingham Museum of Art?



The exhibit features more than 52 original paintings spanning his 60-year career as well as all of his 323 vintage *Saturday Evening Post* covers. It's a rare opportunity indeed to get the chance to attend an exhibit that visually chronicled the evolving landscape of American culture and society from 1916-1969. In addition to the original exhibition, the museum will also display a supplemental collection, on loan from Coca-Cola's archives, which highlights the historical relationship between Norman Rockwell and Coca-Cola.

"Norman Rockwell and Coca-Cola are true American classics, so we were thrilled to receive the loan from The Coca-Cola Company Archives," said Gail Andrews of the Birmingham Museum. "With this addition, visitors will enjoy learning about Rockwell's fascinating approach to traditional commercial advertising, in which he adapted his magnificent, large-scale paintings to highly successful Coca-Cola advertisements."

Rockwell's six-decade career depicts one of the most eventful periods in American history, spanning four wars, the Great Depression, the space race, and the Civil Rights Movement. Organized by the National Museum of American Illustration in Newport, Rhode Island, the exhibit premiered to critical acclaim at London's Dulwich Picture Gallery in December 2010.

Classic Rockwell paintings and an ice cold Coca-Cola. I think it's time for a road trip to Birmingham!

Safety Topic of the Month:

SAFETY TRAINING

ever thought about how you are supposed to work safe? Do you think safety training would help you to accomplish this goal? What is the purpose of training?

According to the dictionary, to train is "to make proficient by instruction or practice." So in order to get better at something we need to be taught and then given a chance to practice what was learned—and safety is no exception.

How often should you offer safety training? Ideally, every day would be an opportunity for safety training, but reality is that this is not always possible, so formal safety training should be done at least once a quarter.

How should you conduct your training? You are not limited on how you can do this. It can be done in a group setting, as part of another meeting, or can be done on an individual basis with your employees taking self-paced training online. In a group setting, there are various tools that you can use in order to get your message across. When delivering your message try to keep it short (no more than 10-15 minutes) and to the point, otherwise you risk the chance of your audience turning into a group of zombies. Using safety training DVDs or PowerPoint presentations are other ways to deliver your message to a large group of people. Afterwards, give your attendees a quiz to make sure that everyone understood the training. With a smaller group of people you can do hands-on training. This will give everyone a chance to learn by doing.

However you decide to conduct your training be sure to document it with a sign-up sheet (to show attendees). A list of the main talking points and/or a quiz or competency test is a good way to make sure they understood the material.

We thank our friends at the **Odom Corp** for supplying us with our safety articles



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Oh K Diet Coke has made a permanent change to its packaging for the first time in five years. The limited edition package that was introduced last fall proved so popular, that the design prominently featuring the "D" and "K" is back for good. The bold design goes hand in hand with Diet Coke's efforts to align itself with the fashion industry, and to that end, a t-shirt featuring the new cropped logo will be sold in Target stores this fall. As the fashionistas would exclaim, "That's like totally... Hot!"

HB2UDK! And speaking of Diet Coke, it's time to celebrate our now iconic brand's 30th birthday! This past August 9th, Diet Coke turned 30, although it doesn't look a day over 20. Lest we forget, within two years of its introduction, it had become the top diet drink in the world, and now after all these years, has become the 2nd best-selling soft drink, right behind our own Coca-Cola. So, happy birthday to you Diet Coke! (That was for all our non-texting friends out there.)

Now, That's Intense! Our Sprite brand is fine-tuning its approach to targeting teens with a new campaign and tag line emphasizing the "intense" experience that comes from drinking a Sprite. "This is way more intense than I was expecting!" is the opening line of the new campaign spots, and then carries the tag line, "There's nothing soft about it." The campaign aims to highlight the experience of drinking a Sprite, which as we know, is a unique, sudden hit of intensity!

Park it Here! It's official, Pratt Park in Prattville, Alabama has won this year's "America's Favorite Park" contest with a \$100,000 grant sponsored by Coca-Cola. Other winners include a \$50,000 second place to Krull Park in Olcott, NY, third place and \$25,000 to Curry Hammond State Park in Marathon, FL, and the wild card spot and a \$15,000 grant to Swift Cantrell Park in Kennesaw, GA.

Welcome Aboard Coop! CNN's Anderson Cooper recently tweeted, "Has anyone else tried Coke Zero? I just discovered it and am a little obsessed, but why do no restaurants seem to offer it?" Most of the responses to his tweet included such thoughts as... "just discovered Coke Zero? ...what cave has he been living in?" Well, we won't be quite that cruel, so all we will add is: welcome to the club Anderson, we've been waiting for you. Now enjoy an ice cold sugar-free version of Coke! Now, about your choice of restaurants...

Drop it in... or Squeeze it or Squirt it

However you do it, our new Dasani Drops is coming to a beverage near you! Dasani Drops is a flavor drop that can be squeezed into water for some on-the-spot fruity flavor. Although there are no plans yet, the next logical extension for the liquid drops would be tea. The drops are destined for popularity due to their small, portable containers that can be easily tucked into a purse or even a back pocket. And unlike powdered drink packets, people can decide how much or little they want to squirt into their water. A small bottle can have over two dozen servings, meaning people can save money usually spent on other enhanced waters or teas. The plan is to have Dasani Drops available wherever Dasani bottled water is sold. So, prepare to SQUEEZE!

20% Down Our independent Bottlers and the Coca-Cola Company are working together to achieve a 20% reduction of water use this year. The global goal is to safely return to communities and nature an amount of water equivalent to what we use in all of our products and their production. The Company recently rolled out a "first of its kind" beverage process water recovery system, which has been trialed in Mexico and India, and will be used system-wide in 2013. The system takes already highly treated water and adds further biological treatment through membrane bioreactor, ultrafiltration, reverse osmosis, ozonation and lastly, ultraviolet disinfection. The bottom line: it makes the water purer than drinking water standards. Coke estimates that the new system could save The Company 100 billion liters of water a year, or 35% of operational water needs, once adopted across our entire Bottling network. Now, I'll drink to that!

CCR Gets a Pat on the Back

The Environmental

Protection Agency has ranked Coca-Cola Refreshments #3

on its list of the largest on-site green power generators.

CCR was lauded in part for the recent installation of a
landfill-gas-to-energy system at one of their Atlanta
facilities. The system supplies most of the facility's energy
needs, including electricity, steam and chilled water, and
is one of the largest biogas projects of its kind in the U.S.

The system in Atlanta generates at least 48 million kilowatthours of on-site biomass energy annually, which is the
equivalent to eliminating the carbon dioxide emissions of
more than 6,000 passenger vehicles per year. The use of
bio-fuels, fuel cells and solar panels to provide alternative
energy at other facilities also contributed to the EPA's
recognition.

If you have stories or information about your Bottling organization or employees that you want to include in our next edition of *The Bottling Line*, please contact Mark Cannon at the Association at 678-539-2309.