

Paul Karamanol, Senior Attorney
State Liquor Authority
80 South Swan Street
Suite 900
Albany, NY 12210

Date

Dear Mr. Karamanol,

I am writing to express my support for the State Liquor Authority's proposal to ensure that small retailers are not unlawfully discriminated against by being charged exorbitant split case fees. This proposal should be adopted to protect small businesses against outrageous split case fees charged by wine and liquor distributors.

I am the owner of XXX, which is located in XXX, NY. We have been in business since XXXX, and employ XXX people.

For far too long, the large wholesalers have taken advantage of small businesses by charging split case fees for orders of less than a full case. Often, small bar and restaurant owners do not need full cases of products that may not sell quickly, and do not have the space to store cases for long periods of time. These split case fees can amount to thousands of dollars per year for small retailers – an added cost just because the retailer is a small business.

Massive distributors, who have a virtual monopoly over the market, should not be allowed to charge small retailers thousands more per year than larger businesses for the exact same products. Placing a reasonable cap on split case fees will allow my business to spend money on staff or business improvements instead of lining the pockets of big businesses.

I would like to thank the SLA for taking action to limit these fees to a reasonable amount and put an end to this unjust practice. Thank you for considering my point of view. I hope that the protections for small businesses like mine are enacted and enforced.

Sincerely,

XXX