

**From:** Dan Dukeshire [mailto:Dan@midwayoil.biz]

**Sent:** Wednesday, February 28, 2018 12:38 PM

**Subject:** Act H.710

*Dear Members of the House Committee on General, Housing and Military Affairs -*

*My name is Dan Dukeshire and I am the General Manager of Midway Oil. We have 14 locations around the state of Vermont and sell beer, wine and other malt beverages along with many other products. I am writing to express my concern with H.710, An Act Relating to Beer and Wine Franchises. Midway Oil has a great and longstanding relationship with the Vermont wholesale beverage distributors, such as Baker and Farrell. They provide reliable and consistent service and play a key role in supporting our sales strategies.*

*These companies spend a significant amount of time developing and suggesting new brands for us to inventory. This is of extreme importance to us, primarily do the limited space we have in our coolers. Whenever a new product is added, an existing one has to be taken out. New products are always a risk taken by the retailer, and therefore the distributor.*

*In addition, these distributors spend a great deal of time ordering and stocking the shelves they have been allocated. By suggesting that a retailer may have to potentially eliminate these services and go with a smaller distributor that cannot provide such support would more likely mean the brewer may even forgo the opportunity to be placed on a retailer's shelves.*

*While I appreciate efforts to promote Vermont's growing microbrewery sector, I am very concerned that H.710 in its current form will disrupt the reliable distribution system that is currently in place. Creating a system where retailers like Midway Oil cannot anticipate which distributors we will do business with and how many there may be creates a level of uncertainty in the availability of products and reliability and consistency of service. This would create great risk and make the already challenging process of developing and implementing sales strategies even more difficult.*

*For these reasons I respectfully request the committee oppose H.710 in its current form.*

*Sincerely,*

*Dan Dukeshire  
General Manager  
Midway Oil / Tenneybrook Markets*