



Standard Oil

Fast, Expert Service 24 Hours A Day.

February 22, 2011

Co-chair Paul R. Doyle
Co-chair Joseph J. Taborsak
Senator Kevin D. Witkos
Representative Rosa C. Rebimbas

Members of the General Law Committee:

My name is Abner Burgos, I work for a family owned gasoline distributor in Bridgeport by the name of Standard Oil. We own and operate gasoline stations and sell motor fuels to retailers throughout Connecticut. I am here today to make you aware of the negative impact that H.B. 5744, H.B. 5869, and H.B. 5871 will have on our business and our ability to bring competitive gasoline prices to the street.

Standard Oil gives discounts to many dealers who we sell gas, and if passed H.B. 5744, H.B. 5869, and H.B. 5871 would ban zone pricing and eliminate our ability to continue to have flexibility when pricing gasoline. We have invested a lot of capital into gasoline stations and this bill will discourage us to invest more money in the future.

Gasoline prices are determined in large part on what competitive forces are at play in a given location. Competition is the essence of how products are sold and gasoline is no exception. H.B. 5744, H.B. 5869, and H.B. 5871 ignores individual market realities and forces us to set the price of gasoline the same for all of our retail dealers regardless of cost and competition.

One price for gasoline essentially means that I as a wholesaler can not lower the price for one gas station without lowering it for all of them. That being the case, there is no way I can financially justify any discounts whatsoever if they have to be given equally to everyone despite what the competitive reality may be for each of them individually.

Passing laws that limit or take away our ability to be flexible when pricing gasoline, would have a devastating effect on our ability to remain viable. Restricting how any company sells products stifles competition and discourages growth.

This bill hurts local businesses and consumers. Please oppose H.B. 5744, H.B. 5869, and H.B. 5871.

Sincerely,

Abner Burgos

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