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First, I'd like to thank the committee for allowing me this time to speak. I'd also like to thank everyone for coming today. A very impressive showing on the last day to order February pricing shows just how critical we all know these issues are to us, and our industry, and our hopes to remain in it. Of the people standing here before you, at least half of them will be out of business, out of work, if the Advocates for change get their way. This will happen very, very quickly.

To start with, nothing needs to change here!

I'm a manager, not an owner. I'm good at what I do, no matter what you decide I'll be fine. I'm here because I've been in the Connecticut market for over 20 years. I know many of the people who are here and others who couldn't make it today. I know what good people they are, and what this bill will do to them. I don't want to see that happen.

Nothing needs to change here!

The Connecticut liquor industry as it exists serves the consumers of this state very well. It offers consumers a wide selection, both in the products available, and in the store that they chose to shop. All at fair prices!

Nothing needs to change here!

For whatever reason Advocates have championed this cause, they says it's about tax revenue. Their most optimistic projection says this will generate \$8 million a year. In a state with a \$20 billion budget that's pocket change, maybe if we were talking \$80 million it would be worth tossing a marketplace on its head, costing 1.000's of jobs. It's not 80, its 8, and this makes no sense!

Nothing needs to change here!

Advocates say "Modernizing" our laws will lower prices to our consumers. Yes, if you eliminate the minimum bottle law you will see stores selling lost leaders to draw consumers, to have them drive further than they do today. With the price of gas, what are they really saving? All of these "Modernizations" give huge advantages to big box stores and chains, at the expense of the little guy, or causing his demise.

Consumers have been asking me what I think about "Sunday Sales", I've had to explain that there is much more involved here. That really what we are looking at is a fundamental change in the way people shop for liquor in this state. The end of the family owned liquor store, that guy down the street. You

know his wife, and his mother. You have watched his kids grow up. He is a part of your life, and you are a part of his. Well he's going away! He'll be replaced by your "local" Stop and Shop, or B.J.'s.

I think we here and the media have done a lousy job of letting the good people of Connecticut know what is at stake. What will be gained, and what will be lost. The people I've talked to all feel the same way, putting their friend down the street out of work isn't worth Kendall Jackson Chardonnay for \$10 a bottle, or Cavit Pinot Grigio mags for \$9.99. They feel that people are more important. All of us standing here before you hope that you feel that way too.

Nothing needs to change here!

Thank You.