



Chair Wilde and Members of the Committee –

As the Co-founder and Head craft distiller with Pilot House Distilling, HB 3194 is vitally important as it gives me access to a broader array of retail outlets than just the OLCC state-run stores. The addition of grocery stores not only gives the distilling community access to a vast number of retail outlets, but these stores also have the proper infrastructure canned cocktails require to be successful; adequate cold box space. The cold box space is required to market and sell craft canned cocktails properly, and in our present system, this new and emerging product, the RTD, is lost.

I'm emailing you to **urge your Committee to move HB 3194 to the Revenue Committee** to allow the necessary tax rate discussions that need to occur around bringing this product to grocery stores. We believe there is a path forward for this bill in 2021 to accomplish revenue neutrality while providing key shelf space to this growing market. As an Oregon distiller, it is frustrating that we can't sell more of our own product at home. I hope you can help change that this year!

Please give us the chance to have this conversation in the Revenue Committee and move HB 3194 out **on April 1st**.

Thank You for your consideration,

Larry Cary
Co-Founder/ Head Distiller
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