

having this debate on the bill. I mean, that it involves the retailer and I'm sympathetic to retailers. I didn't certainly bring this bill to the body because I wanted to discriminate against retailers. My particular experience has been with wholesalers and out-of-state franchisors and having some control over what...

SPEAKER BARRETT: One minute.

SENATOR ASHFORD: ...out-of-state businesses do. So if there is a problem with retailers, it ought to be brought to the attention of the committee and we ought to deal with them in the committee process.

SPEAKER BARRETT: Senator Withem.

SENATOR WITHEM: Yes, Mr. Speaker, Senator Ashford, I hate to do this, but I'm going to have to ask a question or two, too, if you would not mind responding. A few years ago I got involved in some legislation dealing with franchise agreements and have done some reading about how...done some reading about how potentially corporations that engage in franchise agreements with local businessmen sometimes mistreat them and the purpose of this, I assume, is to protect our local wholesalers from being mistreated by large corporations on the outside. Is that the general intent of what this is dealing with, this section particularly?

SENATOR ASHFORD: Yes.

SENATOR WITHEM: Okay. By the same token, I guess I can see the other side of the argument that an individual invest a lot of money into a brewery, produces a product and does not choose to distribute that product themselves, but chooses to enter into an agreement with a local business, a franchise agreement for that business to do the distribution. That's what we're talking about here, isn't it?

SENATOR ASHFORD: Yes.

SENATOR WITHEM: Okay. Does not...I guess my question particularly relating to this situation, if a wholesaler is on shaky financial terms, potential of not being able to buy the gasoline to go into the trucks to carry the product to the retailers, potential of not being able to pay the electrical