

Konrad Jackson

From: Dave Lambert <dave@lottoalaska.com>
Sent: Tuesday, April 29, 2025 8:45 AM
To: Senate Labor and Commerce
Subject: SB 170 Manufacturers As Distributors

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Dear Labor and Commerce Senators,

I am writing to provide some insight regarding statements made by Mary Magnuson and a head representative from Arrow during the last legislative session. We were in discussions about the E-Tab legislation last session last session, which ultimately seemed to favor manufacturers over nonprofits.

In a meeting held in Las Vegas, both Ms. Magnuson and the Arrow representative stated unequivocally that they would never become a distributor in Alaska and that they would continue to work with existing distributors. We expressed our satisfaction with this commitment and informed them that we would be seeking to add language to the E-tab bill that would prevent manufacturers from also being distributors.

However, just three days later, Arrow applied for and received a distributor's license. Approximately two months after that, they acquired the Whaler distributorship. It is also important to note that Arrow owns a majority of the paper pull-tab manufacturers.

Since obtaining their distributor license, Arrow has already ceased sales to some Alaska distributors. Given their current position as a licensed distributor, there is no inherent reason for them to continue selling to any other distributorship in the state.

We believe it is crucial to protect Alaskan businesses from this potential monopolization.

Thank you for your time and consideration of this important matter.

Sincerely,
Dave Lambert