



# THE WHOLESALE BEER AND WINE ASSOCIATION OF OHIO

37 W. BROAD STREET, SUITE 1170 • COLUMBUS, OHIO 43215  
(614) 224-3500 • 800-282-7639 (OHIO)  
WBWAO.ORG

November 5, 2021

The Honorable Steve Wilson  
Chairman, Ohio Senate Committee on Financial Institutions and Technology  
Ohio Senate Building  
Room 125  
Columbus, OH 43215

Chairman Wilson and Members of the Committee:

On behalf of the Wholesale Beer and Wine Association of Ohio, we would like to offer our support for Senate Bill 184. We believe that providing transparency and the clear ability for a buyer to know that they are dealing with a verifiable seller is critical to instilling confidence in a transaction.

While the sale of alcohol would not be impacted by the bill, we have seen first-hand the importance of a chain of custody that allows a buyer to have confidence that the seller they are dealing with is reputable, verifiable and, perhaps most importantly, available.

The COVID 19 Pandemic has further shifted the focus and importance of e-commerce, and on protecting the consumer has been critical. When an online seller must provide a direct line of communication to consumers, both the seller and the end consumer benefit. The information that is requested in Senate Bill 184 is a modest request to ensure that the online platform offering goods for sales is doing so on behalf of a legitimate party. A direct line of communication ensures that if an issues arises, the parties can contact each other. As sales are made over a larger distance and involve a seller using another entity's platform, this is increasingly critical as "driving down to the store" is no longer possible.

The Wholesale Beer and Wine Association of Ohio closely monitors reports of counterfeit alcohol issues across the globe. Other countries struggle with this issue, in part, because of a lack of a chain of custody or the ability to ascertain where the product actually originated. Senate Bill 184 provides information to a buyer that is necessary to help protect the integrity of the purchase.

As always, please do not hesitate to contact me if you have any questions or if we can provide additional details.

Respectfully,

Jacob C Evans  
Counsel for Legislative Affairs