





Page 2. Welcome!




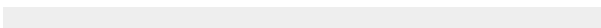

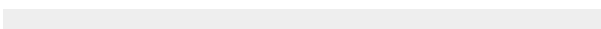
Page 3. Member Information







1. Please provide the following information.

	First Name	25
	Last Name	25
	Winery Name	25
	E-mail	25
Number of respondents who skipped this question		0

Page 4. Instructions

Page 5. The Liquor Control Board

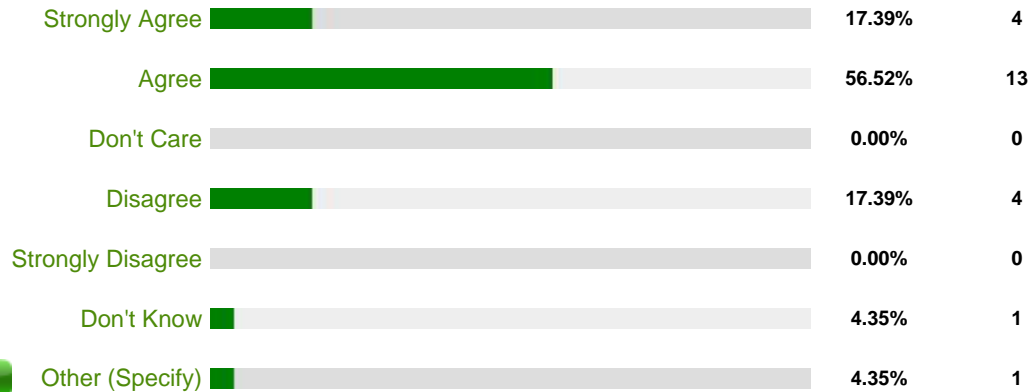
2. The Liquor Control Board should concentrate on public safety and collection of taxes, not otherwise legal commerce regarding the sale and marketing of wine.	% of Respondents	Number of Respondents
Strongly Agree 	69.57%	16
Agree 	30.43%	7
Don't Care 	0.00%	0
Disagree 	0.00%	0
Strongly Disagree 	0.00%	0
Don't Know 	0.00%	0
Number of respondents		23
Number of respondents who skipped this question		2

3. The Liquor Board should spend more of its resources on preventing "problem drinking" such as overconsumption, drunk driving, and underage drinking.	% of Respondents	Number of Respondents
Strongly Agree 	39.13%	9
Agree 	39.13%	9
Don't Care 	4.35%	1
Disagree 	8.70%	2
Strongly Disagree 	4.35%	1
Don't Know 	4.35%	1
Number of respondents		23

Number or respondents who skipped this question 2

4. Liquor Board regulation of public safety is important to my business.

% of Respondents **Number of Respondents**



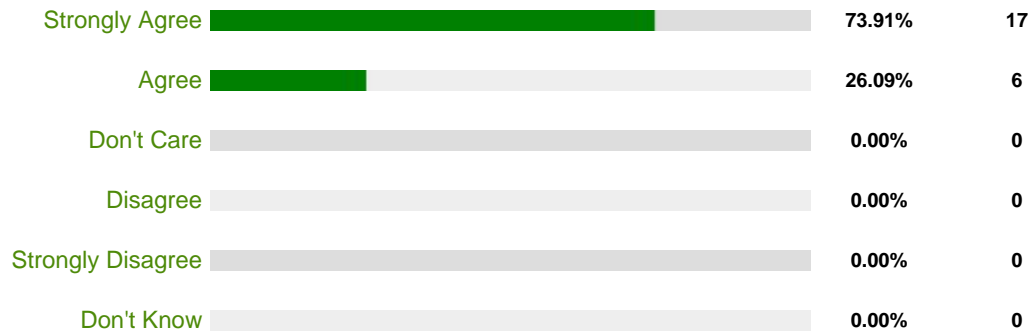
Details

Number of respondents 23

Number or respondents who skipped this question 2

5. The Liquor Board should be subject to the same Ethics in Government requirements as other state agencies.

% of Respondents **Number of Respondents**

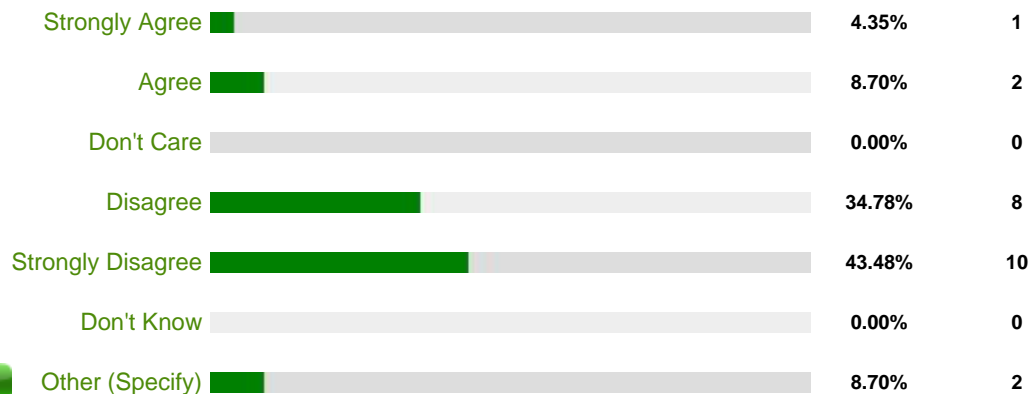


Number of respondents 23

Number or respondents who skipped this question 2

6. The Liquor Board should devote staff to review all the wine labels used in Washington State even though such labels have already passed federal inspection.

% of Respondents **Number of Respondents**



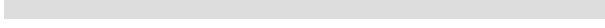
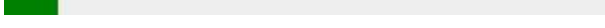

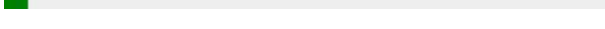



Details

Number of respondents 23



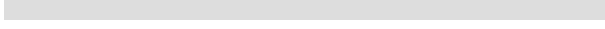


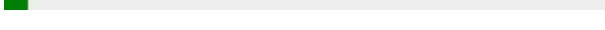

Number or respondents who skipped this question 2

7. Washington's current wine laws inhibit the growth of the Washington wine industry.


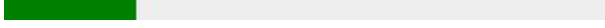
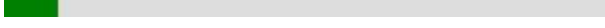
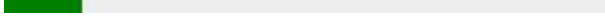

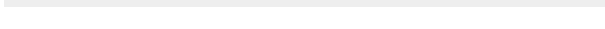

	% of Respondents	Number of Respondents
Strongly Agree 	30.43%	7
Agree 	52.17%	12
Don't Care 	0.00%	0
Disagree 	8.70%	2
Strongly Disagree 	0.00%	0
Don't Know 	4.35%	1
Details Other (Specify) 	4.35%	1
Number of respondents		23
Number of respondents who skipped this question		2

Page 6. Three Tier/Tied House Issues

8. Use of the three tier system of distribution should be mandatory for wine and enforced by the Liquor Control Board.

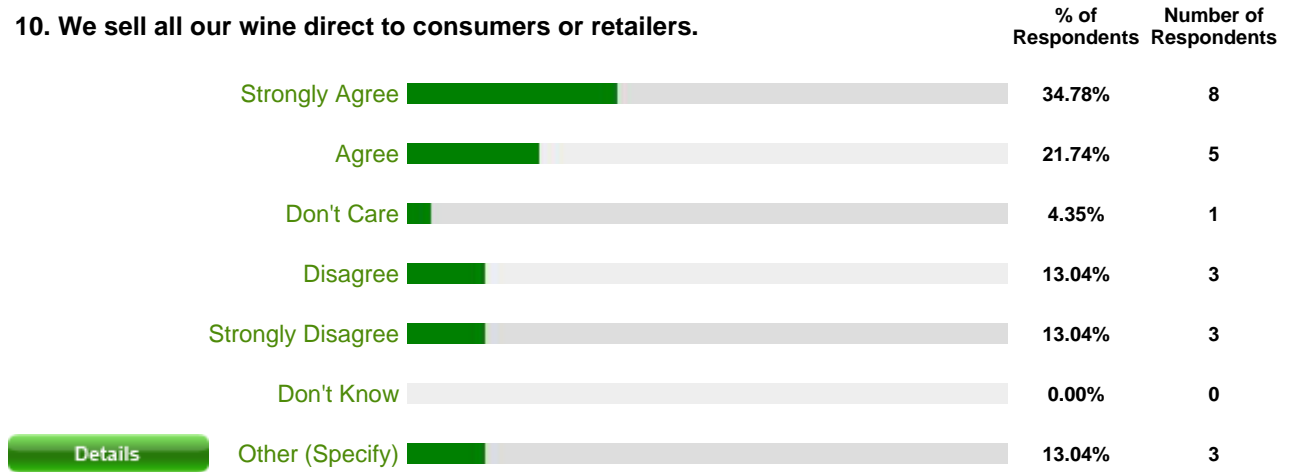
	% of Respondents	Number of Respondents
Strongly Agree 	8.70%	2
Agree 	8.70%	2
Don't Care 	0.00%	0
Disagree 	21.74%	5
Strongly Disagree 	52.17%	12
Don't Know 	4.35%	1
Details Other (Specify) 	4.35%	1
Number of respondents		23
Number of respondents who skipped this question		2

9. Our winery can ship direct, but we still use distributors as well.

	% of Respondents	Number of Respondents
Strongly Agree 	26.09%	6
Agree 	21.74%	5
Don't Care 	8.70%	2
Disagree 	13.04%	3
Strongly Disagree 	4.35%	1
Don't Know 	0.00%	0
Details Other (Specify) 	26.09%	6

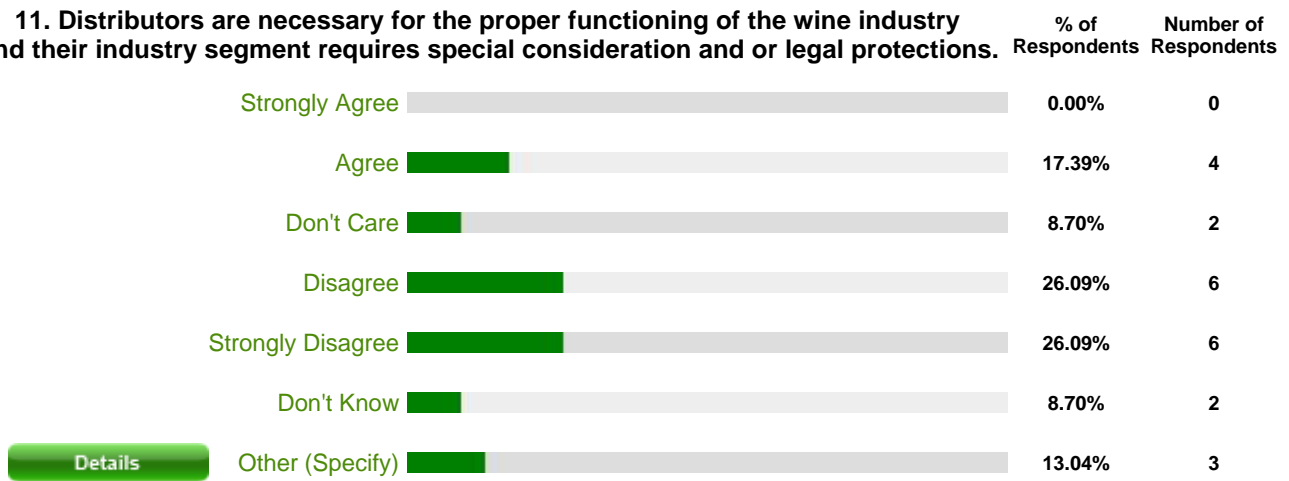
Number of respondents 23
Number or respondents who skipped this question 2

10. We sell all our wine direct to consumers or retailers.



Number of respondents 23
Number or respondents who skipped this question 2

11. Distributors are necessary for the proper functioning of the wine industry and their industry segment requires special consideration and or legal protections.



Number of respondents 23
Number or respondents who skipped this question 2






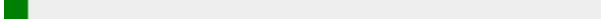
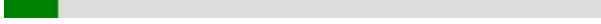
12. Restaurants, wine shops, and grocery stores should be allowed to provide wine samples to their customers.



Number of respondents 23

Number of respondents who skipped this question **2**





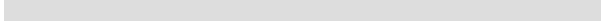
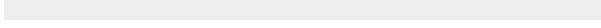
13. Distribution companies should be allowed to invest in or own interests in wineries as well as restaurants and/or wine shops.

	% of Respondents	Number of Respondents
Strongly Agree 	13.04%	3
Agree 	26.09%	6
Don't Care 	8.70%	2
Disagree 	26.09%	6
Strongly Disagree 	13.04%	3
Don't Know 	4.35%	1
Details Other (Specify) 	8.70%	2

Number of respondents **23**

Number of respondents who skipped this question **2**


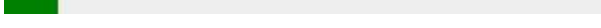

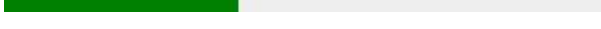

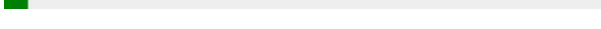
14. Wineries should be able to own interests in off premise restaurants or wine shops including those that sell wines made by others.

	% of Respondents	Number of Respondents
Strongly Agree 	30.43%	7
Agree 	56.52%	13
Don't Care 	4.35%	1
Disagree 	8.70%	2
Strongly Disagree 	0.00%	0
Don't Know 	0.00%	0

Number of respondents **23**

Number of respondents who skipped this question **2**

15. Wealthy high tech executives should not be allowed to invest in the Washington wine industry if their spouses hold a 1% interest in a hotel, restaurant or retail shop.

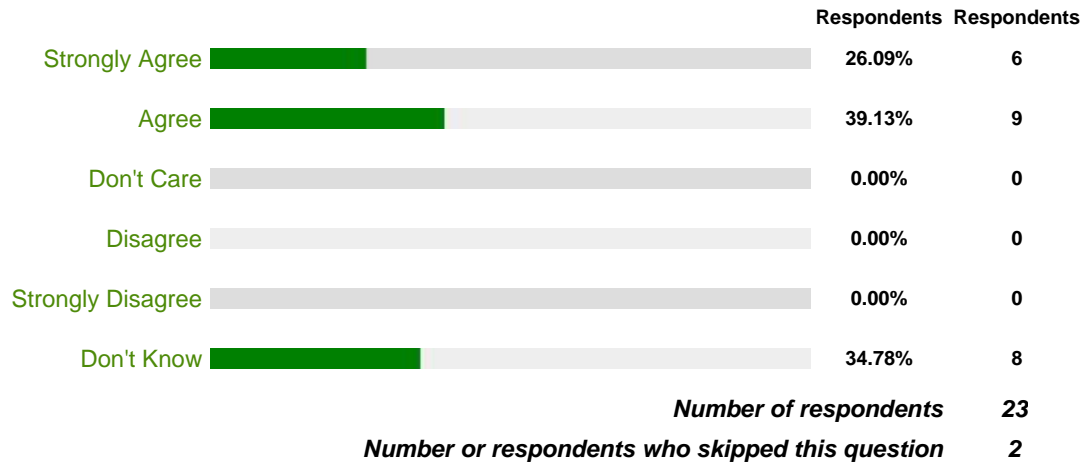
	% of Respondents	Number of Respondents
Strongly Agree 	0.00%	0
Agree 	8.70%	2
Don't Care 	8.70%	2
Disagree 	39.13%	9
Strongly Disagree 	39.13%	9
Don't Know 	4.35%	1

Number of respondents **23**

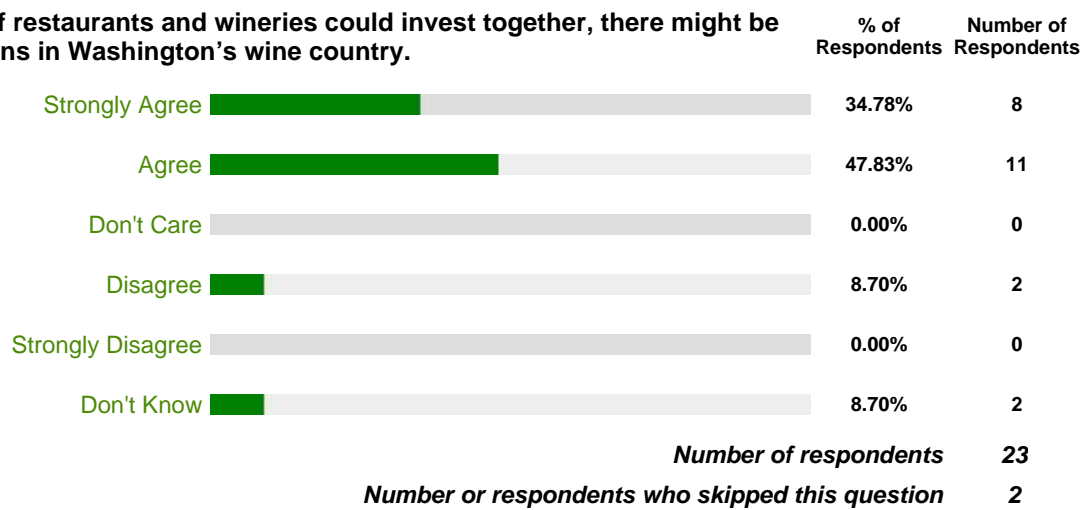
Number of respondents who skipped this question **2**

16. The tied house laws hurt investment in wine tourism.

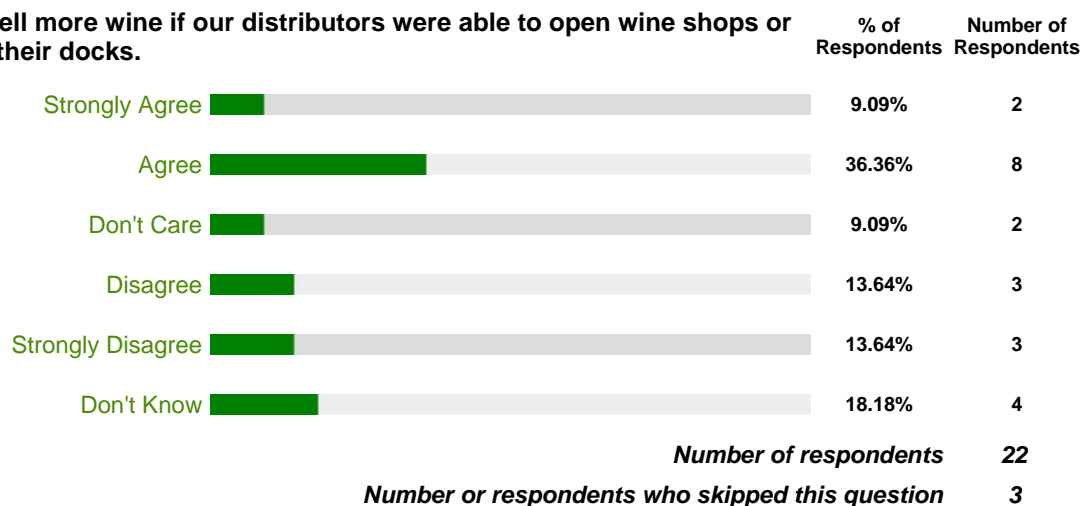
% of **Number of**



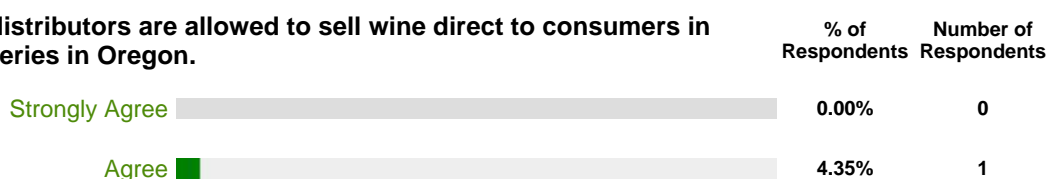
17. If owners of restaurants and wineries could invest together, there might be more dining options in Washington's wine country.

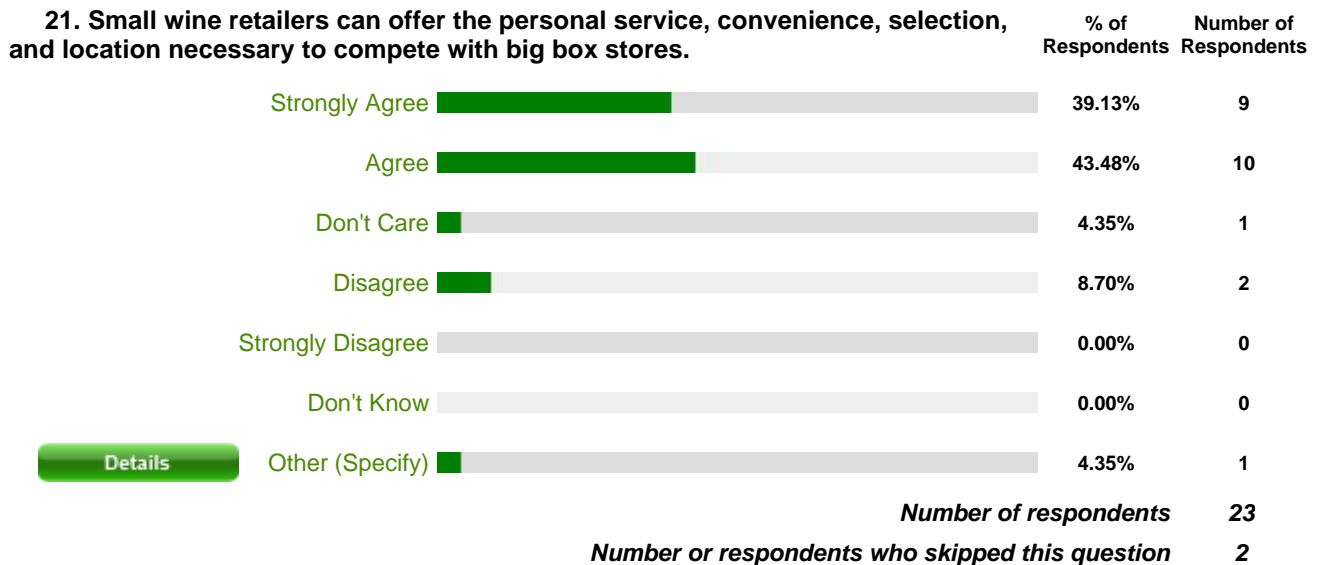
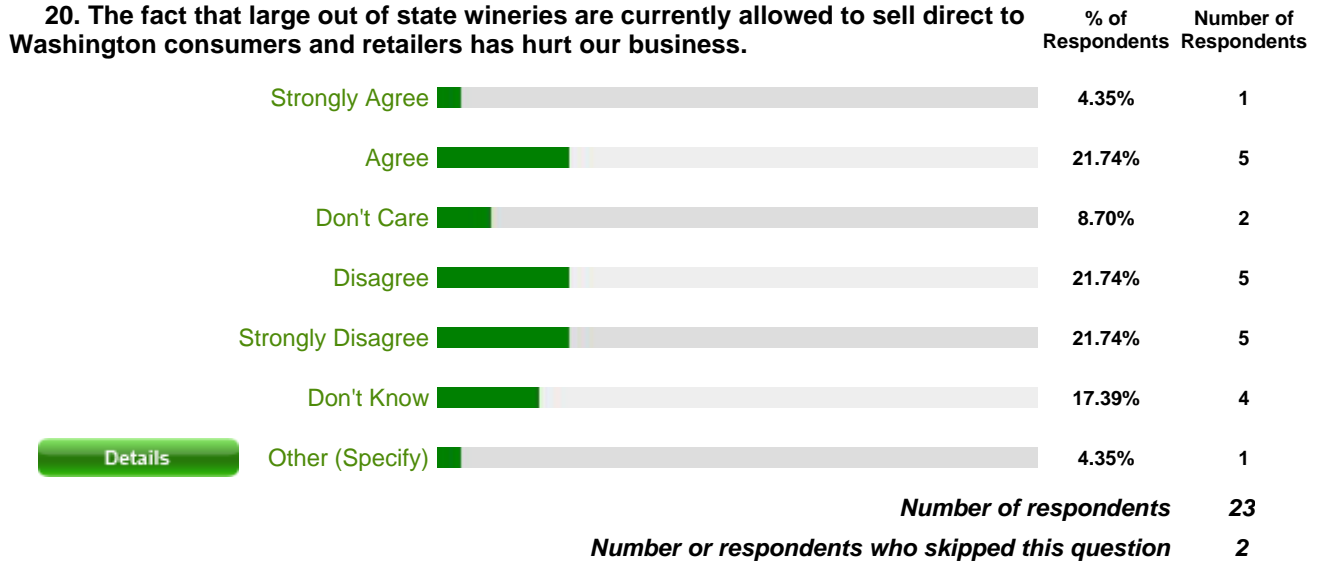
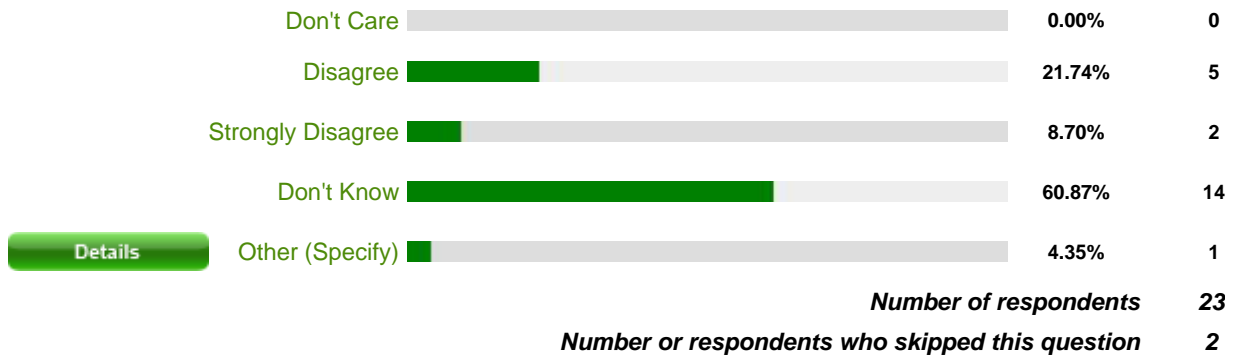


18. We might sell more wine if our distributors were able to open wine shops or sell directly from their docks.

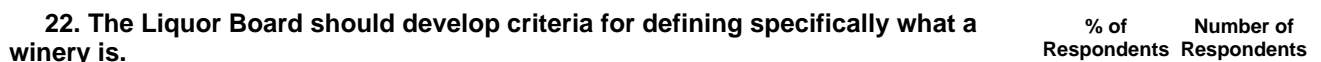


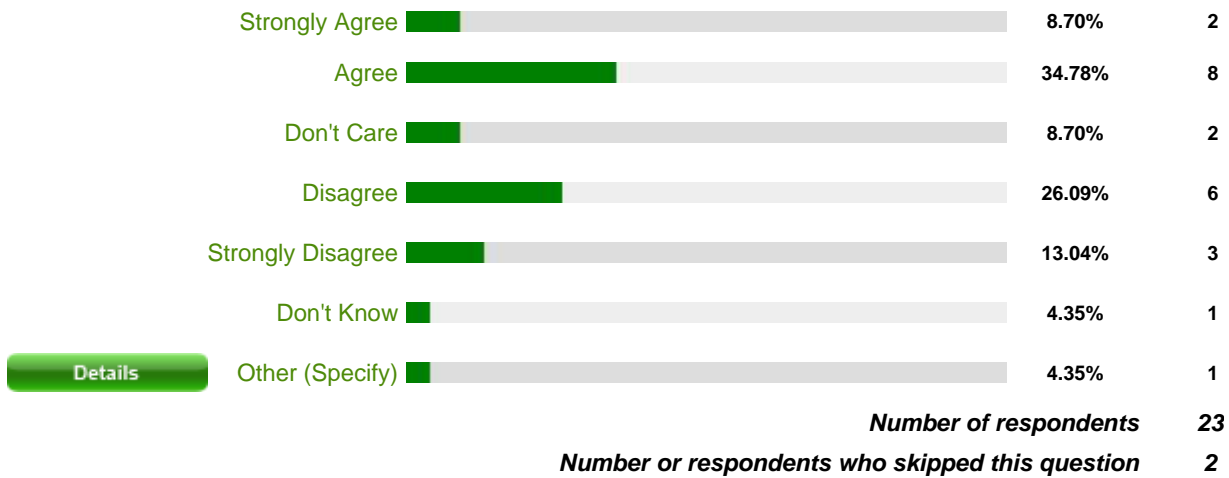
19. The fact that distributors are allowed to sell wine direct to consumers in Oregon has hurt wineries in Oregon.



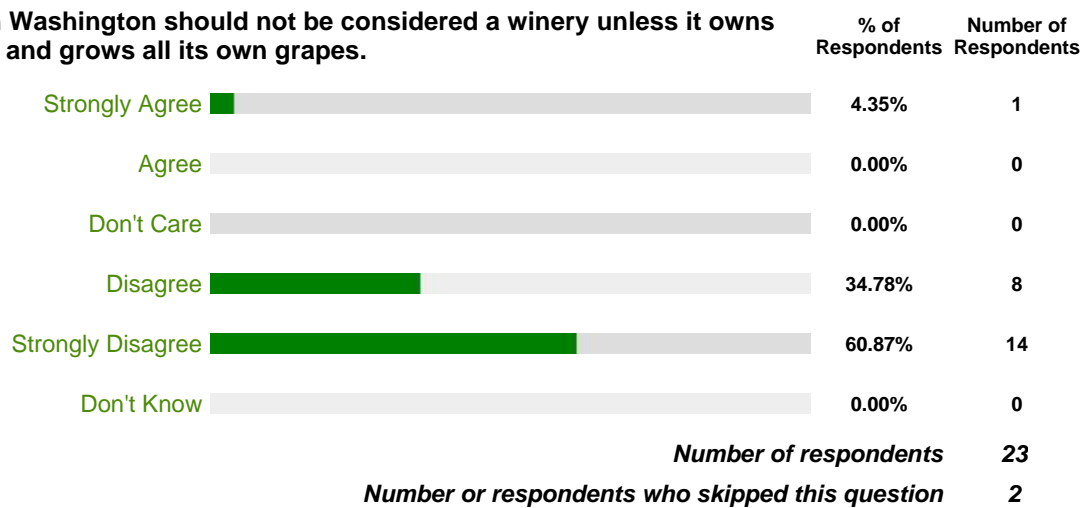


Page 7. What is a Winery?

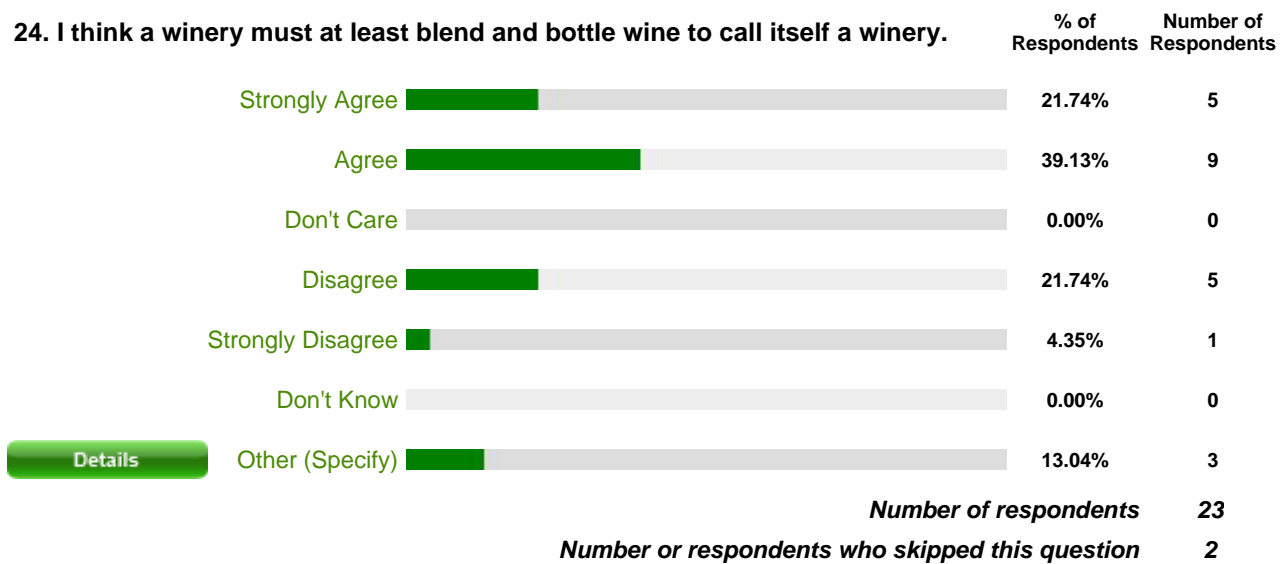




23. An entity in Washington should not be considered a winery unless it owns its own vineyards and grows all its own grapes.

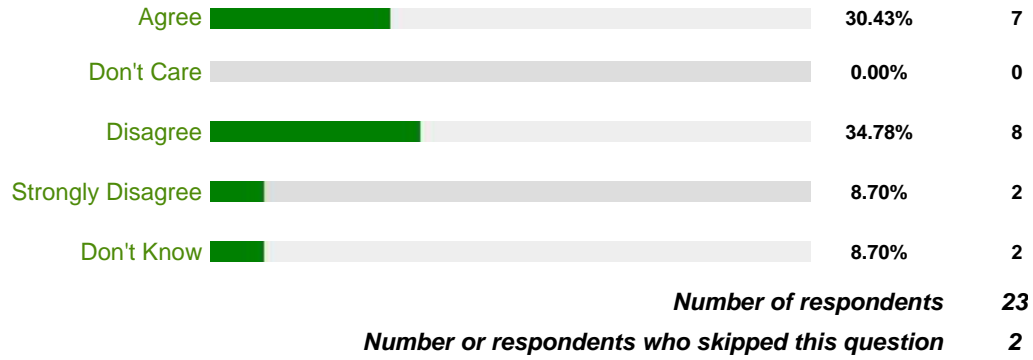


24. I think a winery must at least blend and bottle wine to call itself a winery.

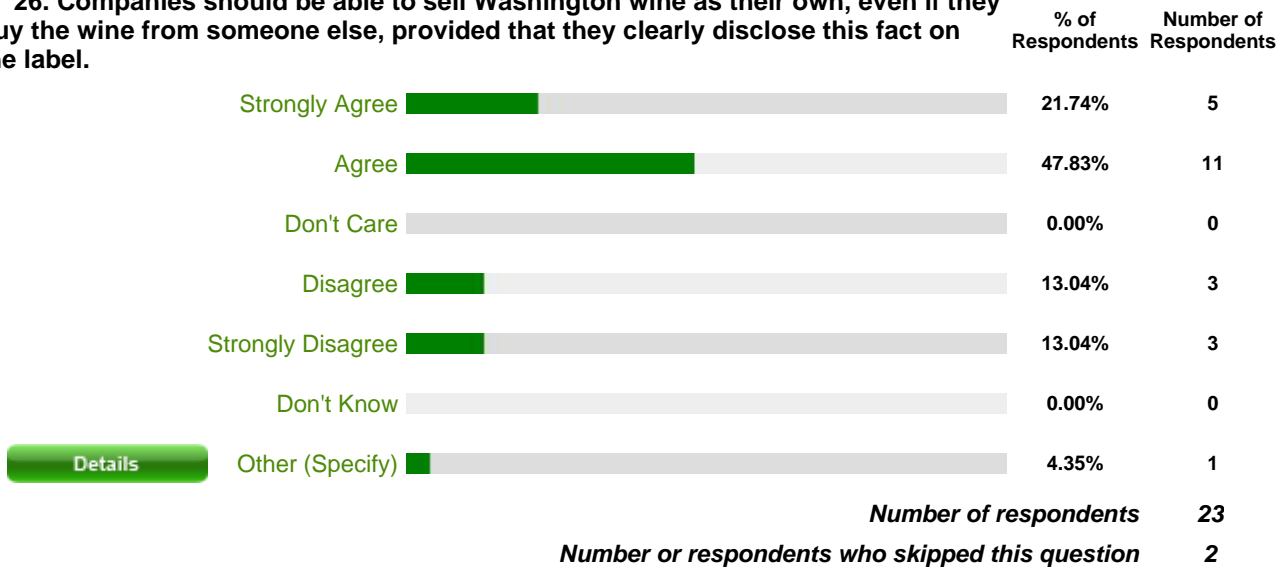


25. Companies should be able to sell Washington wine as their own even if they buy the wine from someone else.

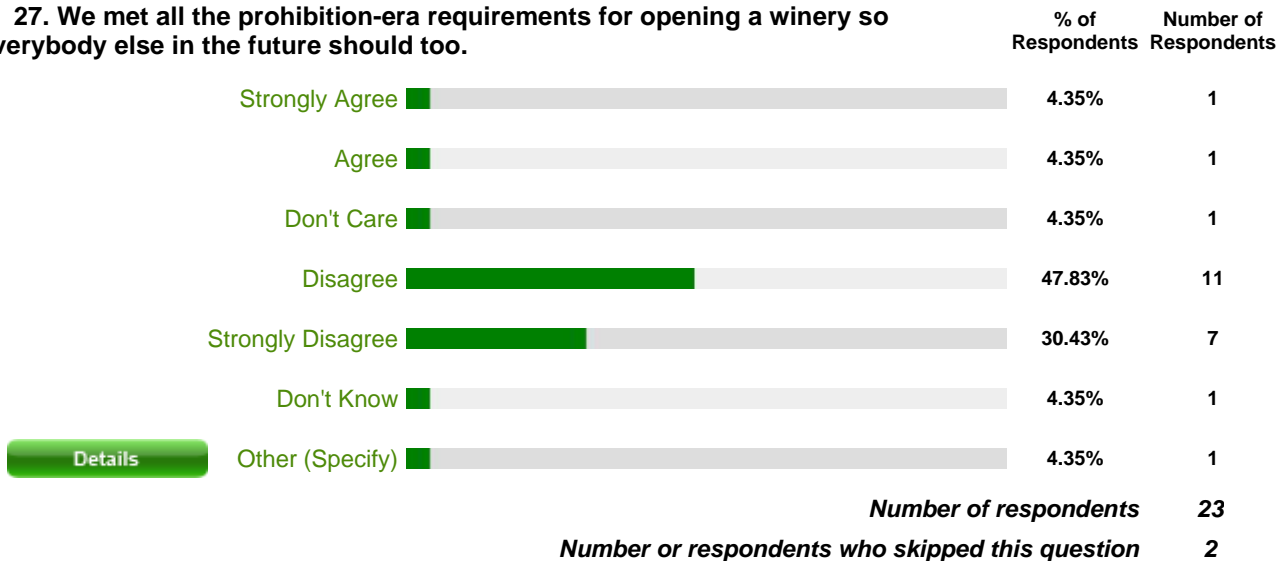




26. Companies should be able to sell Washington wine as their own, even if they buy the wine from someone else, provided that they clearly disclose this fact on the label.

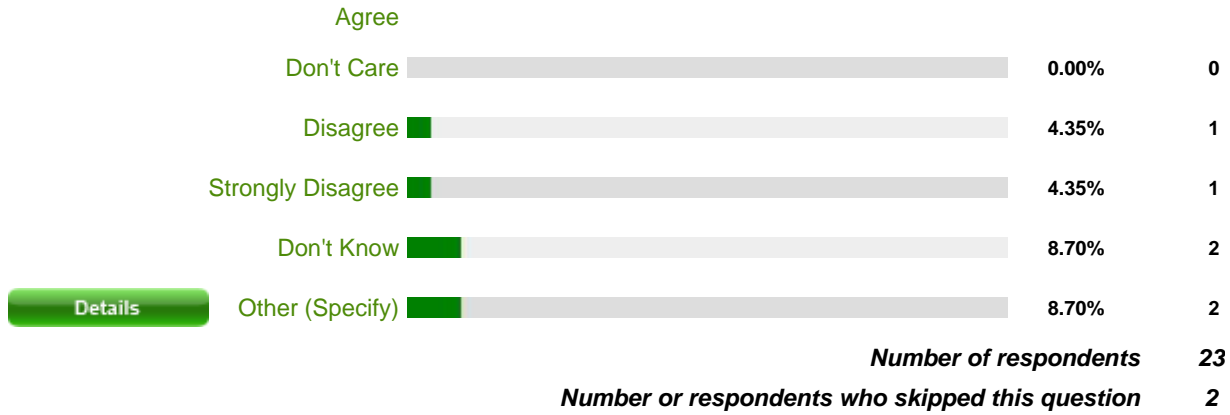


27. We met all the prohibition-era requirements for opening a winery so everybody else in the future should too.

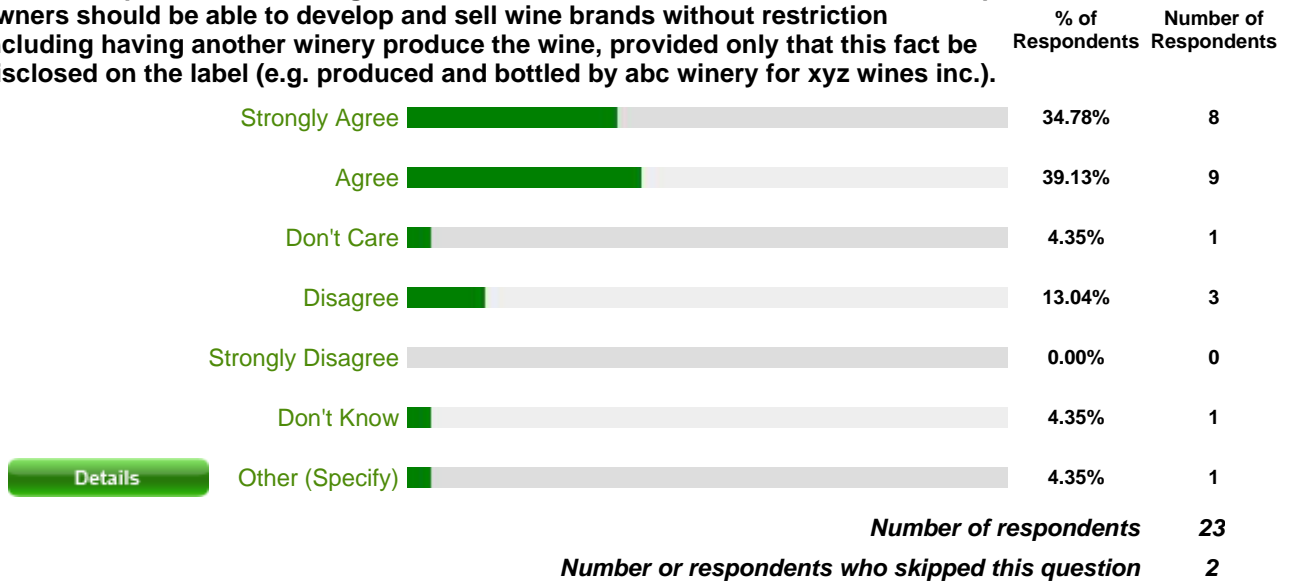


28. Wineries should be able to use space and equipment in alternating premises including "wine loft" or "winery incubator" facilities without any restriction on labeling of their product.

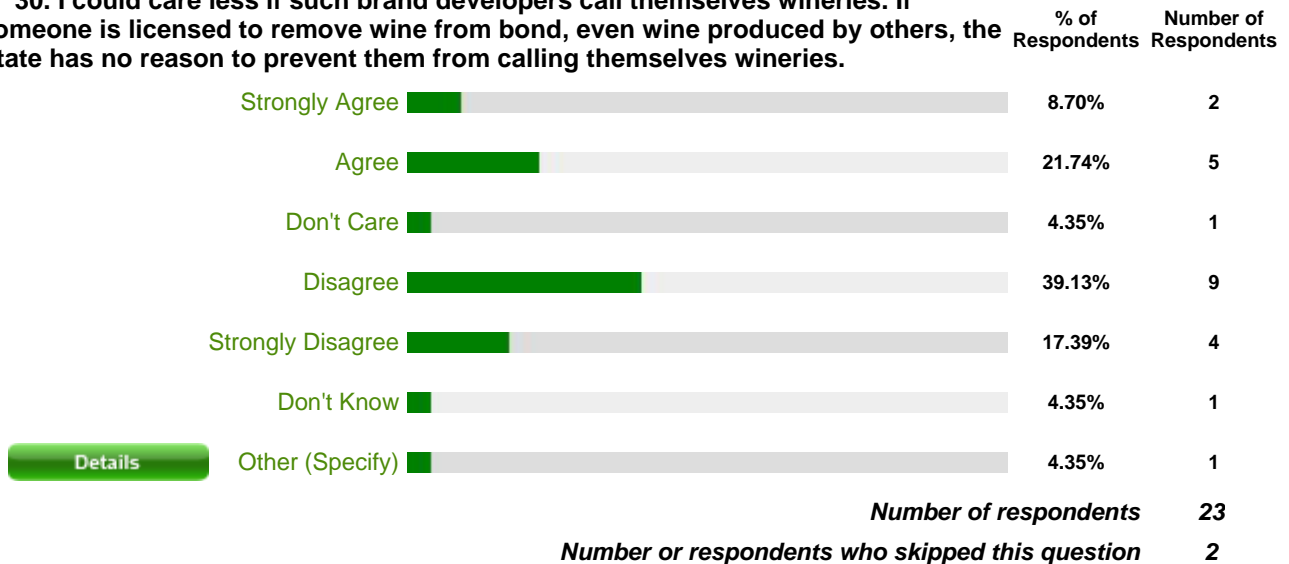




29. Entrepreneurs, including owners of wineries, distributors or restaurant/shop owners should be able to develop and sell wine brands without restriction including having another winery produce the wine, provided only that this fact be disclosed on the label (e.g. produced and bottled by abc winery for xyz wines inc.).

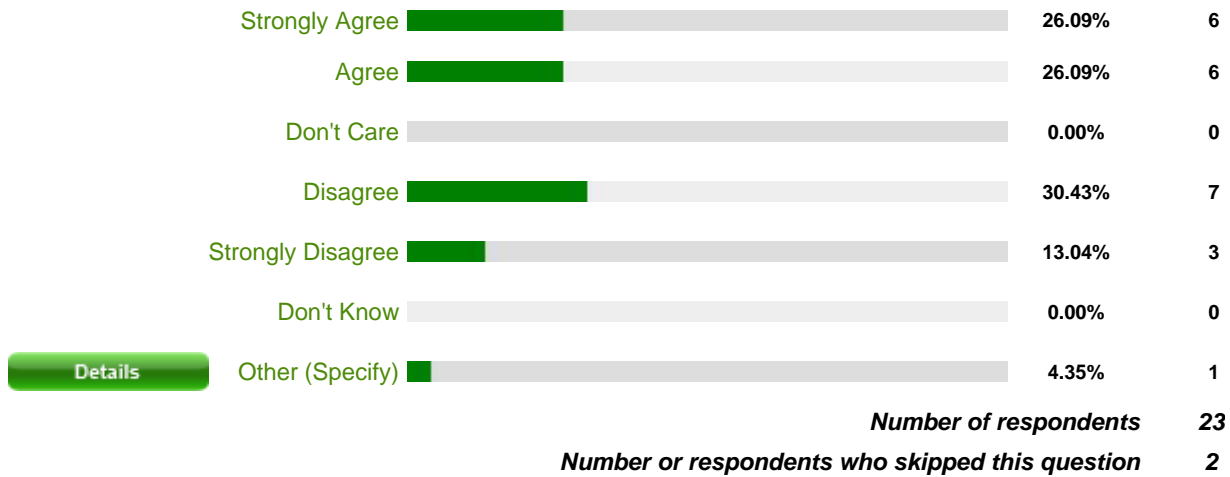


30. I could care less if such brand developers call themselves wineries. If someone is licensed to remove wine from bond, even wine produced by others, the State has no reason to prevent them from calling themselves wineries.

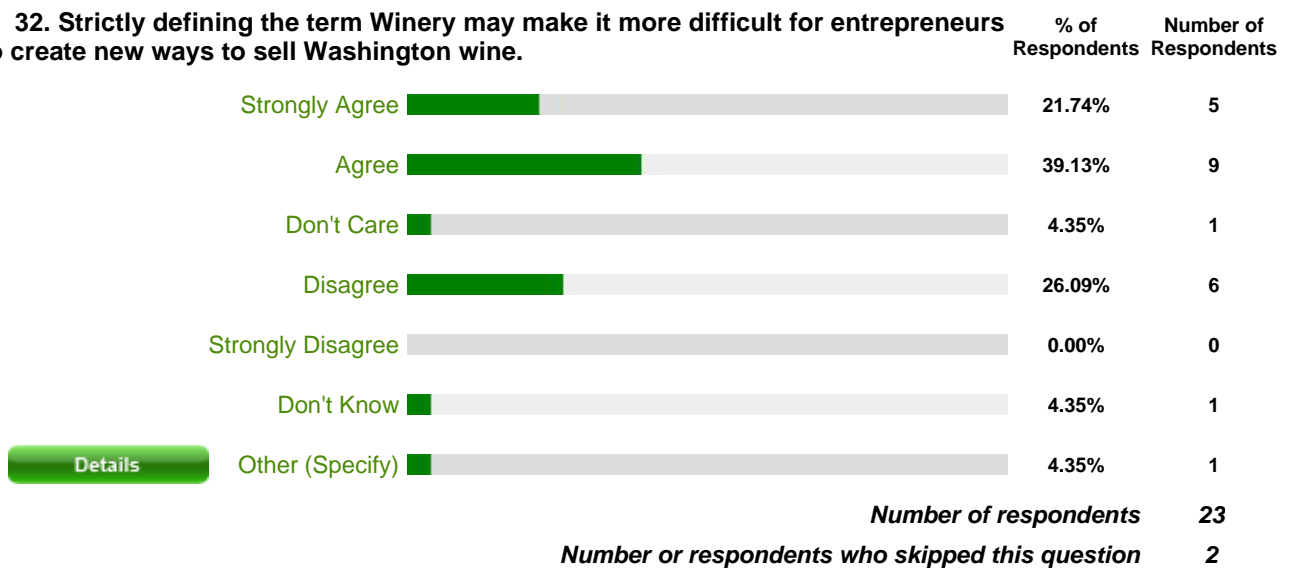


31. A real winery must ferment juice as well to call itself a winery.

% of Respondents Number of Respondents

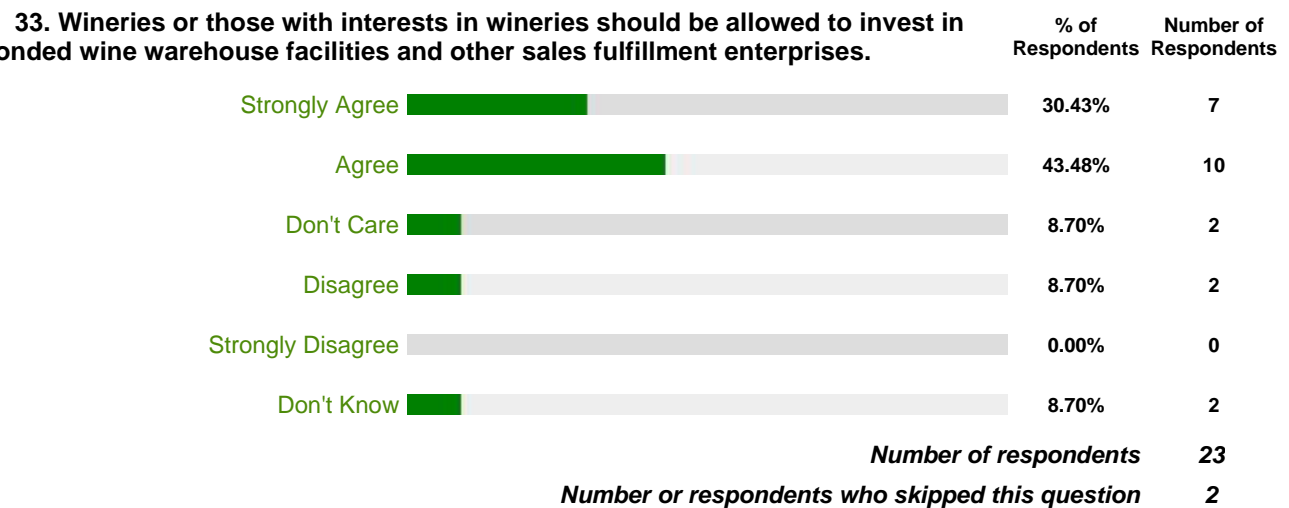


32. Strictly defining the term Winery may make it more difficult for entrepreneurs to create new ways to sell Washington wine.



Page 8. Central Warehousing, Warehousing Services, and Carrier Issues


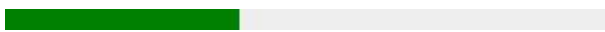


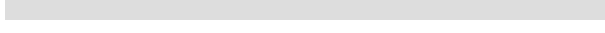
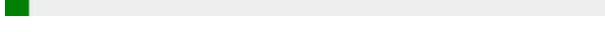
33. Wineries or those with interests in wineries should be allowed to invest in bonded wine warehouse facilities and other sales fulfillment enterprises.






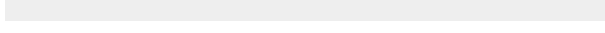


34. Bonded wine warehouses should be able to provide services such as

% of Number of




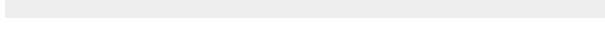

fulfillment of orders to retailers.

	Respondents	Respondents
Strongly Agree 	47.83%	11
Agree 	39.13%	9
Don't Care 	8.70%	2
Disagree 	0.00%	0
Strongly Disagree 	0.00%	0
Don't Know 	4.35%	1
Number of respondents		23
Number or respondents who skipped this question		2

35. Wineries should be able to ship to central warehouses of customers such as grocery store chains should such customers request it.

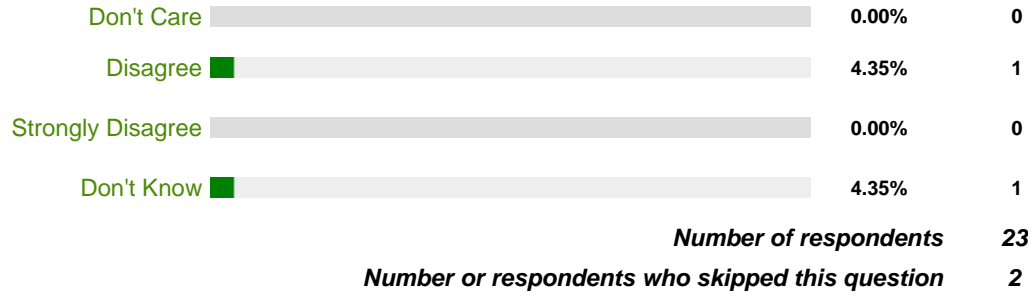
	% of Respondents	Number of Respondents
Strongly Agree 	54.55%	12
Agree 	31.82%	7
Don't Care 	4.55%	1
Disagree 	0.00%	0
Strongly Disagree 	0.00%	0
Don't Know 	9.09%	2
Number of respondents		22
Number or respondents who skipped this question		3

36. Wineries should be able to ship to customers from wine warehouses using common carriers.

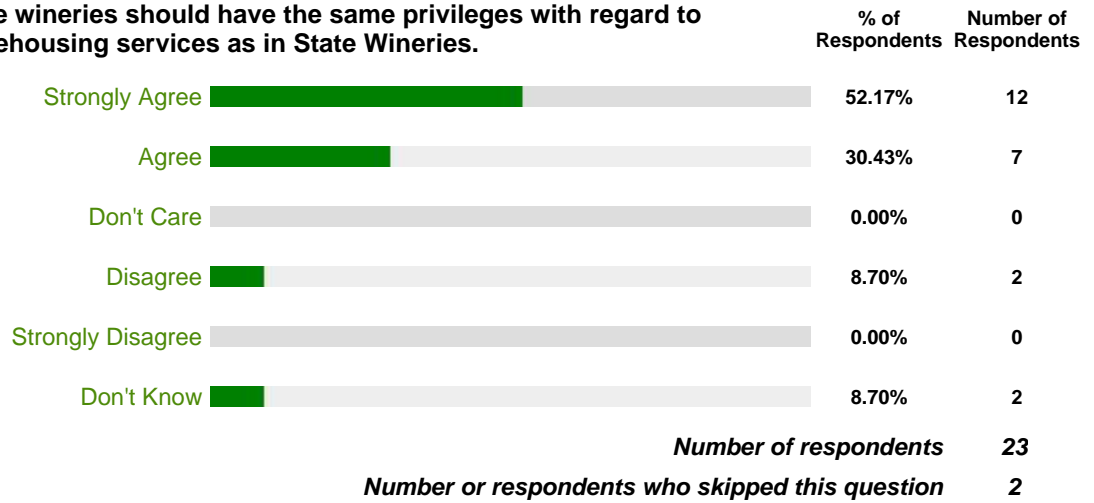
	% of Respondents	Number of Respondents
Strongly Agree 	60.87%	14
Agree 	34.78%	8
Don't Care 	4.35%	1
Disagree 	0.00%	0
Strongly Disagree 	0.00%	0
Don't Know 	0.00%	0
Number of respondents		23
Number or respondents who skipped this question		2

37. Wineries should be allowed to add shipping charges to wine prices bases on actual cost of delivery to various locations.

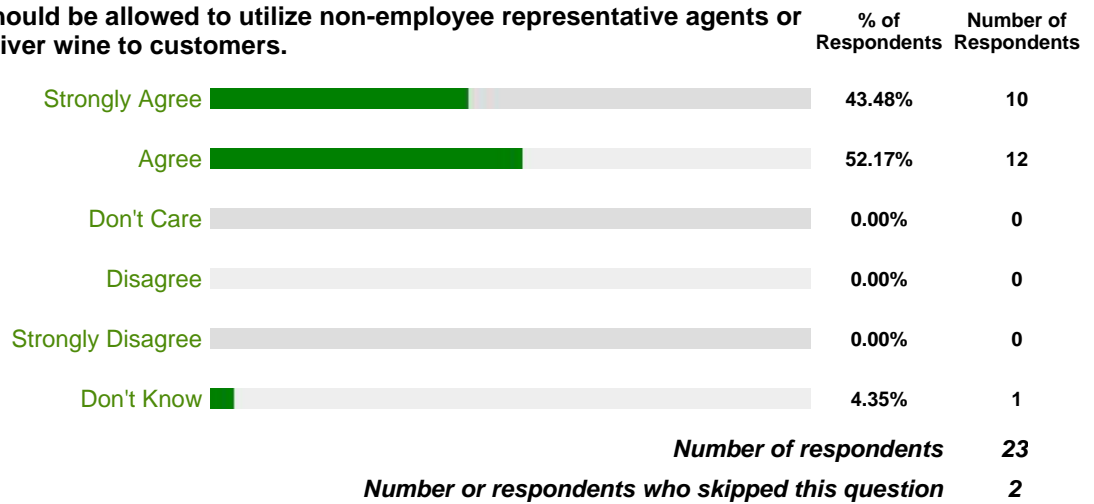
	% of Respondents	Number of Respondents
Strongly Agree 	60.87%	14
Agree 	30.43%	7



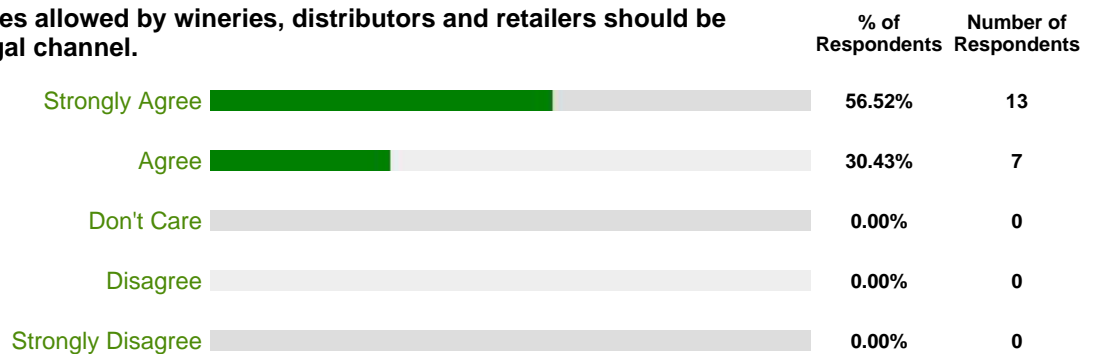
38. Out of State wineries should have the same privileges with regard to shipping and warehousing services as in State Wineries.

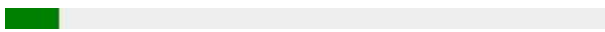



39. Wineries should be allowed to utilize non-employee representative agents or contractors to deliver wine to customers.


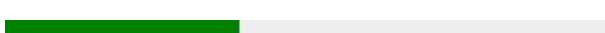









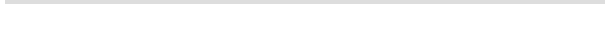
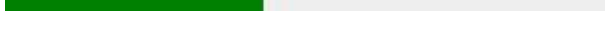

40. Internet sales allowed by wineries, distributors and retailers should be allowed to any legal channel.



Don't Know		8.70%	2
Other (Specify)		4.35%	1
Number of respondents			23
Number or respondents who skipped this question			2

Page 10. Pricing




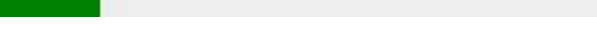

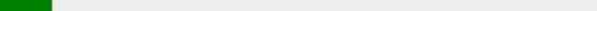
41. If discounting were legal, I would consider offering some volume discounts.	% of Respondents	Number of Respondents	
Strongly Agree		26.09%	6
Agree		39.13%	9
Don't Care		4.35%	1
Disagree		17.39%	4
Strongly Disagree		4.35%	1
Don't Know		8.70%	2
Number of respondents			23
Number or respondents who skipped this question			2

42. If discounting were legal, I would never discount my wine.	% of Respondents	Number of Respondents	
Strongly Agree		8.70%	2
Agree		8.70%	2
Don't Care		0.00%	0
Disagree		43.48%	10
Strongly Disagree		21.74%	5
Don't Know		17.39%	4
Number of respondents			23
Number or respondents who skipped this question			2


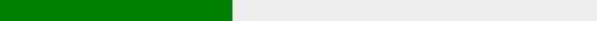


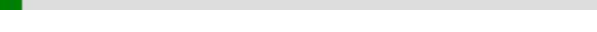


43. Giving gifts like corkscrews, t-shirts, dinners out, etc. to an account are, from an economic standpoint, simply another way to give a discount and should be legal.	% of Respondents	Number of Respondents	
Strongly Agree		30.43%	7
Agree		17.39%	4
Don't Care		21.74%	5
Disagree		17.39%	4
Strongly Disagree		13.04%	3

Don't Know		0.00%	0
		Number of respondents	23
		Number of respondents who skipped this question	2


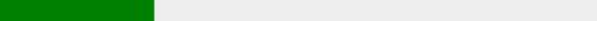





44. If my favorite retailer agreed to put my wine in the display window and in a case stack next to the cash register I would be willing to give them a gift or a discount if that were legal.

		% of Respondents	Number of Respondents
Strongly Agree		30.43%	7
Agree		26.09%	6
Don't Care		8.70%	2
Disagree		17.39%	4
Strongly Disagree		8.70%	2
Don't Know		8.70%	2
		Number of respondents	23
		Number of respondents who skipped this question	2

45. There is already so much cheap wine on the market that allowing wine price discounting will have little effect on public safety.

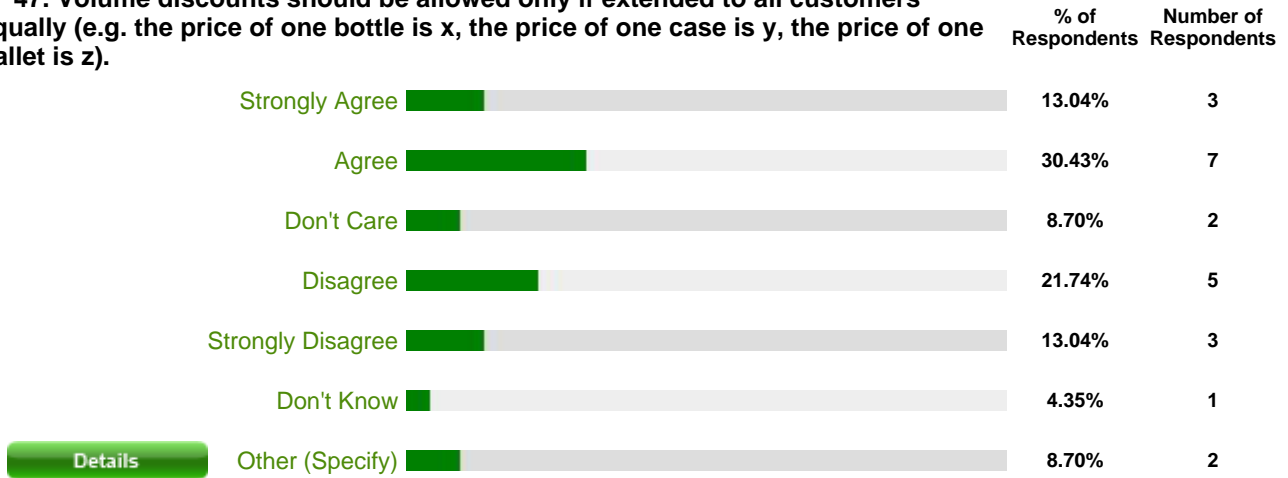
		% of Respondents	Number of Respondents	
Strongly Agree		47.83%	11	
Agree		39.13%	9	
Don't Care		0.00%	0	
Disagree		0.00%	0	
Strongly Disagree		4.35%	1	
Don't Know		0.00%	0	
Details	Other (Specify)		8.70%	2
		Number of respondents	23	
		Number of respondents who skipped this question	2	

46. Discounting will increase the demand for wine resulting in more overall profits for our industry as a whole.

		% of Respondents	Number of Respondents	
Strongly Agree		13.04%	3	
Agree		26.09%	6	
Don't Care		8.70%	2	
Disagree		21.74%	5	
Strongly Disagree		4.35%	1	
Don't Know		21.74%	5	
Details	Other (Specify)		4.35%	1

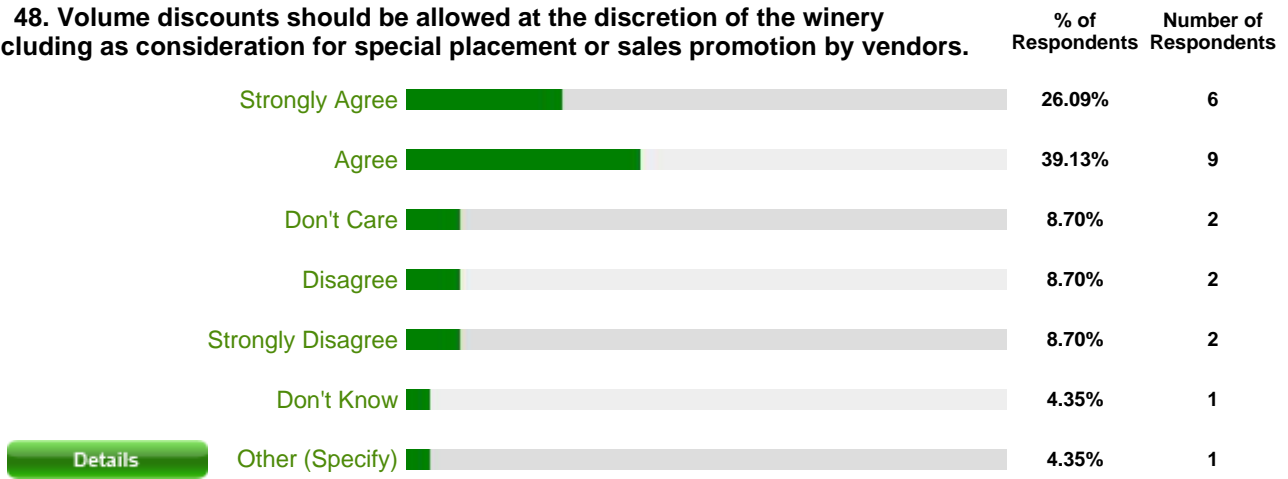
Number of respondents 23
Number or respondents who skipped this question 2

47. Volume discounts should be allowed only if extended to all customers equally (e.g. the price of one bottle is x, the price of one case is y, the price of one pallet is z).



Number of respondents 23
Number or respondents who skipped this question 2

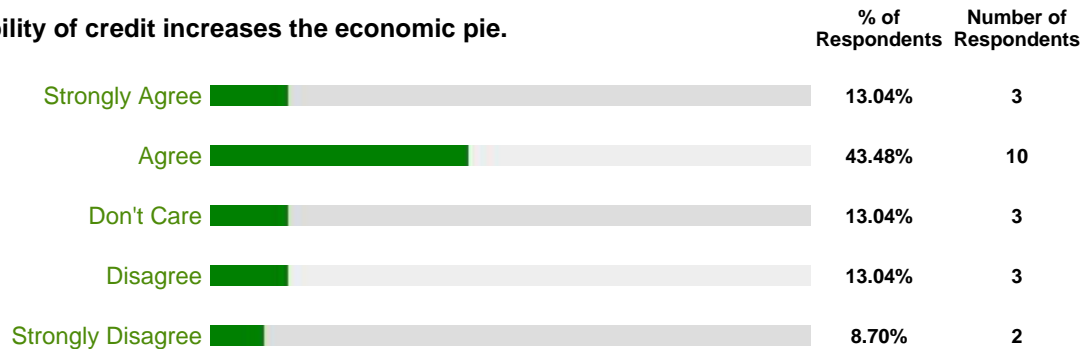
48. Volume discounts should be allowed at the discretion of the winery including as consideration for special placement or sales promotion by vendors.



Number of respondents 23
Number or respondents who skipped this question 2







Page 11. Credit

49. The availability of credit increases the economic pie.

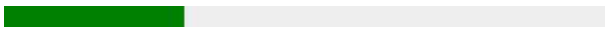


Don't Know		8.70%	2
		Number of respondents	23
		Number of respondents who skipped this question	2


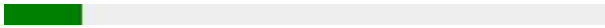

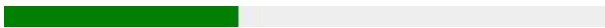

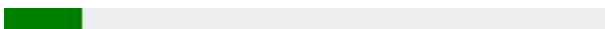
50. If wine sales on credit were legal, my winery would never offer credit terms, even to our best customers and even if they offered to buy more wine.

		% of Respondents	Number of Respondents
Strongly Agree		4.35%	1
Agree		21.74%	5
Don't Care		4.35%	1
Disagree		34.78%	8
Strongly Disagree		26.09%	6
Don't Know		8.70%	2
		Number of respondents	23
		Number of respondents who skipped this question	2

51. If wine sales on credit were legal, we might allow certain wine shops to sell some of our wine on consignment.



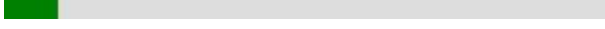
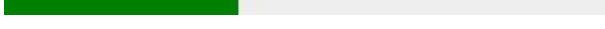

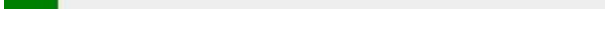
		% of Respondents	Number of Respondents	
Strongly Agree		21.74%	5	
Agree		30.43%	7	
Don't Care		13.04%	3	
Disagree		17.39%	4	
Strongly Disagree		8.70%	2	
Don't Know		4.35%	1	
Details	Other (Specify)		4.35%	1
		Number of respondents	23	
		Number of respondents who skipped this question	2	

52. We will always insist on cash on delivery and not even our best customers should be able to mail us a check instead.

		% of Respondents	Number of Respondents
Strongly Agree		0.00%	0
Agree		13.04%	3
Don't Care		4.35%	1
Disagree		39.13%	9
Strongly Disagree		30.43%	7
Don't Know		13.04%	3
		Number of respondents	23

Number of respondents who skipped this question **2**




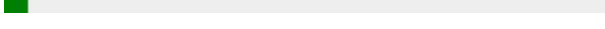


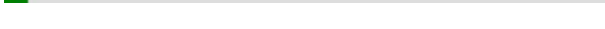
53. We would not be willing to let our best accounts use the services of a bank or credit union to guarantee payment of our invoices within 30 days.

	% of Respondents	Number of Respondents
Strongly Agree 	4.35%	1
Agree 	8.70%	2
Don't Care 	8.70%	2
Disagree 	39.13%	9
Strongly Disagree 	30.43%	7
Don't Know 	8.70%	2

Number of respondents **23**

Number of respondents who skipped this question **2**


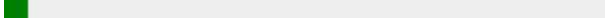

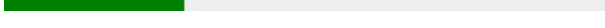


54. I like the "Texas System" where credit is freely available but retailers and distributors who don't pay their bills within 30 days are black listed and not allowed to buy any more wine until they pay off their bills.

	% of Respondents	Number of Respondents
Strongly Agree 	21.74%	5
Agree 	52.17%	12
Don't Care 	4.35%	1
Disagree 	4.35%	1
Strongly Disagree 	4.35%	1
Don't Know 	8.70%	2
Details Other (Specify) 	4.35%	1

Number of respondents **23**

Number of respondents who skipped this question **2**

55. We don't plan to provide credit to our customers, so we don't think any of our competitors should be able to either.

	% of Respondents	Number of Respondents
Strongly Agree 	8.70%	2
Agree 	4.35%	1
Don't Care 	21.74%	5
Disagree 	30.43%	7
Strongly Disagree 	30.43%	7
Don't Know 	4.35%	1

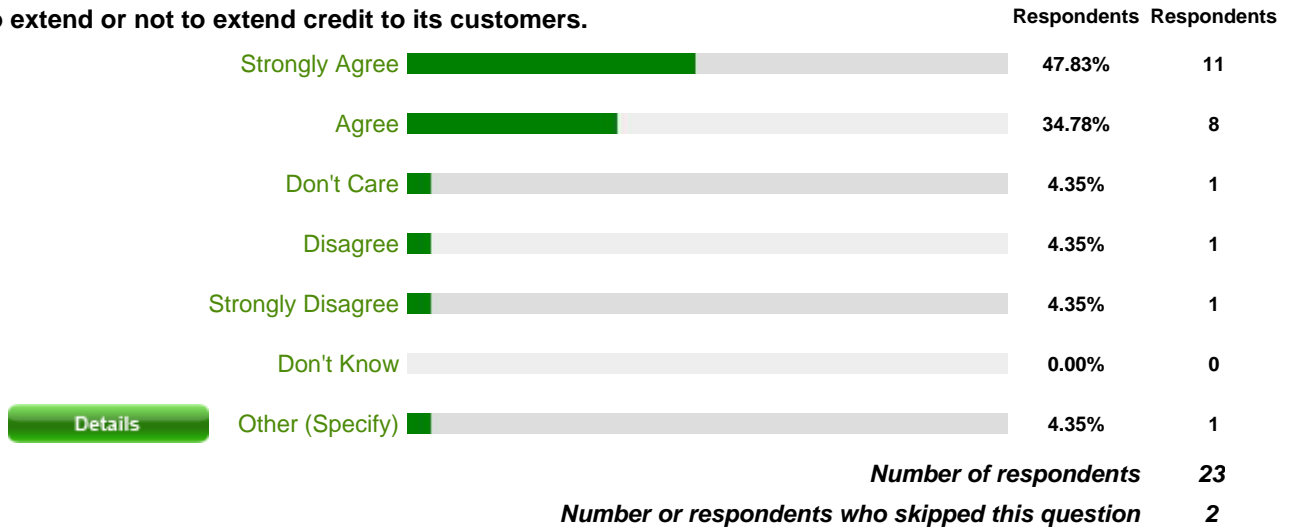
Number of respondents **23**

Number of respondents who skipped this question **2**

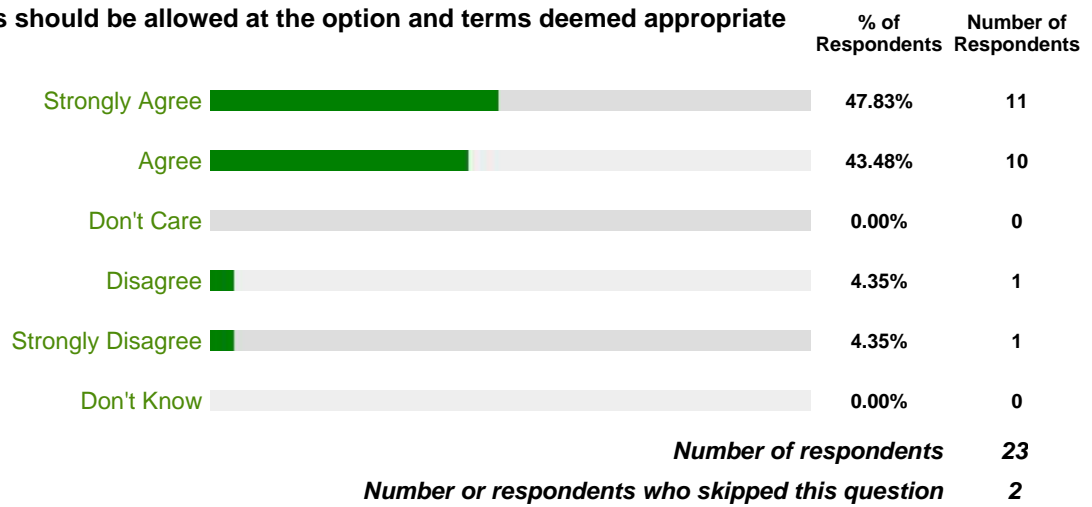
56. The State has no compelling reason to be involved in the winery's decision

% of **Number of**

to extend or not to extend credit to its customers.

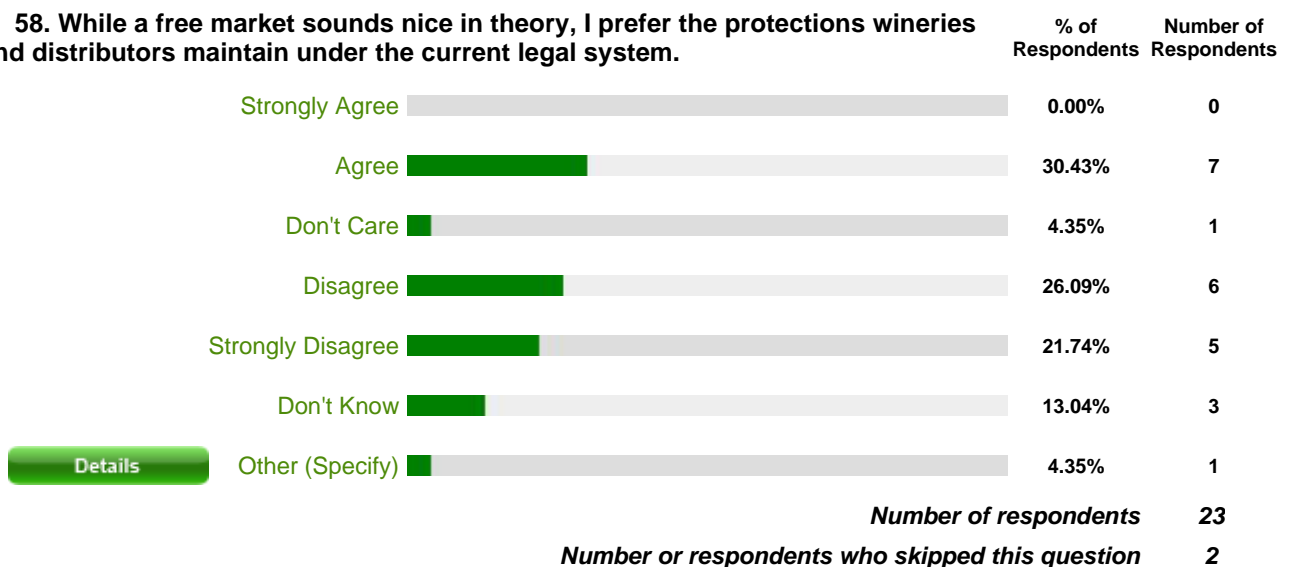


57. Credit sales should be allowed at the option and terms deemed appropriate by the winery.

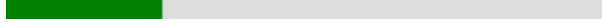
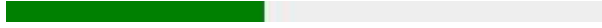

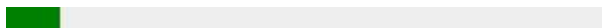

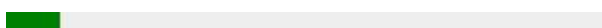



Page 12. Free Market


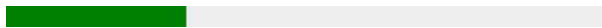

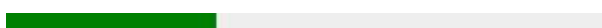

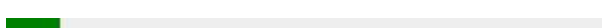
58. While a free market sounds nice in theory, I prefer the protections wineries and distributors maintain under the current legal system.




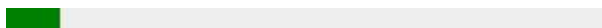

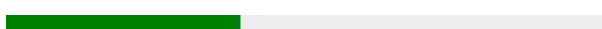

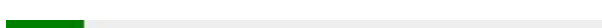

59. If distributors and retailers are asked to give up their protections to promote a free market, wineries should be willing to do so also.

	% of Respondents	Number of Respondents
Strongly Agree 	26.09%	6
Agree 	43.48%	10
Don't Care 	8.70%	2
Disagree 	8.70%	2
Strongly Disagree 	0.00%	0
Don't Know 	8.70%	2
Details Other (Specify) 	4.35%	1
Number of respondents		23
Number of respondents who skipped this question		2

60. The lack of a free market in Washington increases the price of our wine.

	% of Respondents	Number of Respondents
Strongly Agree 	21.74%	5
Agree 	30.43%	7
Don't Care 	0.00%	0
Disagree 	34.78%	8
Strongly Disagree 	4.35%	1
Don't Know 	8.70%	2
Number of respondents		23
Number of respondents who skipped this question		2

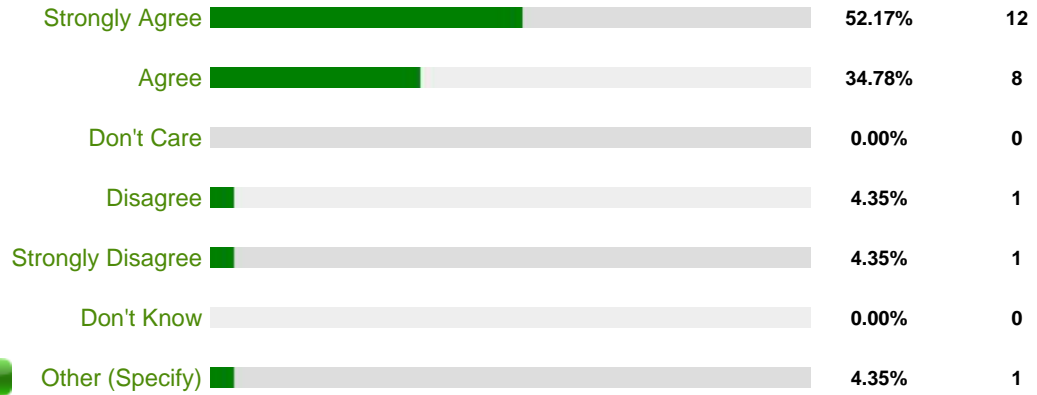
61. I am worried that our winery won't be able to compete in a free market.

	% of Respondents	Number of Respondents
Strongly Agree 	0.00%	0
Agree 	8.70%	2
Don't Care 	4.35%	1
Disagree 	39.13%	9
Strongly Disagree 	30.43%	7
Don't Know 	13.04%	3
Details Other (Specify) 	4.35%	1
Number of respondents		23
Number of respondents who skipped this question		2

62. Washington wine is excellent and can compete head-to-head with any other

	% of Respondents	Number of Respondents
--	------------------	-----------------------

wine in the world.

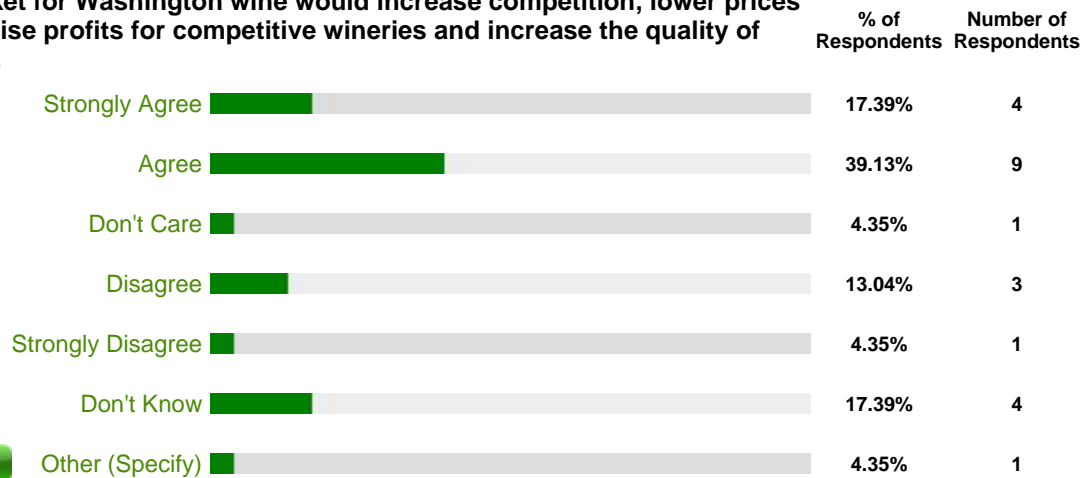


[Details](#)

Number of respondents 23

Number or respondents who skipped this question 2

63. A free market for Washington wine would increase competition, lower prices for consumers, raise profits for competitive wineries and increase the quality of Washington wine.

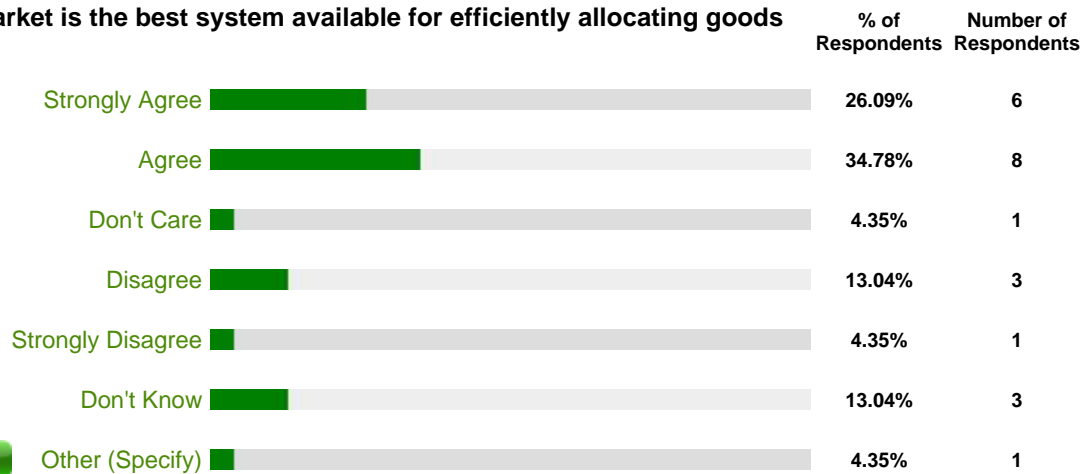


[Details](#)

Number of respondents 23

Number or respondents who skipped this question 2

64. The free market is the best system available for efficiently allocating goods and services.

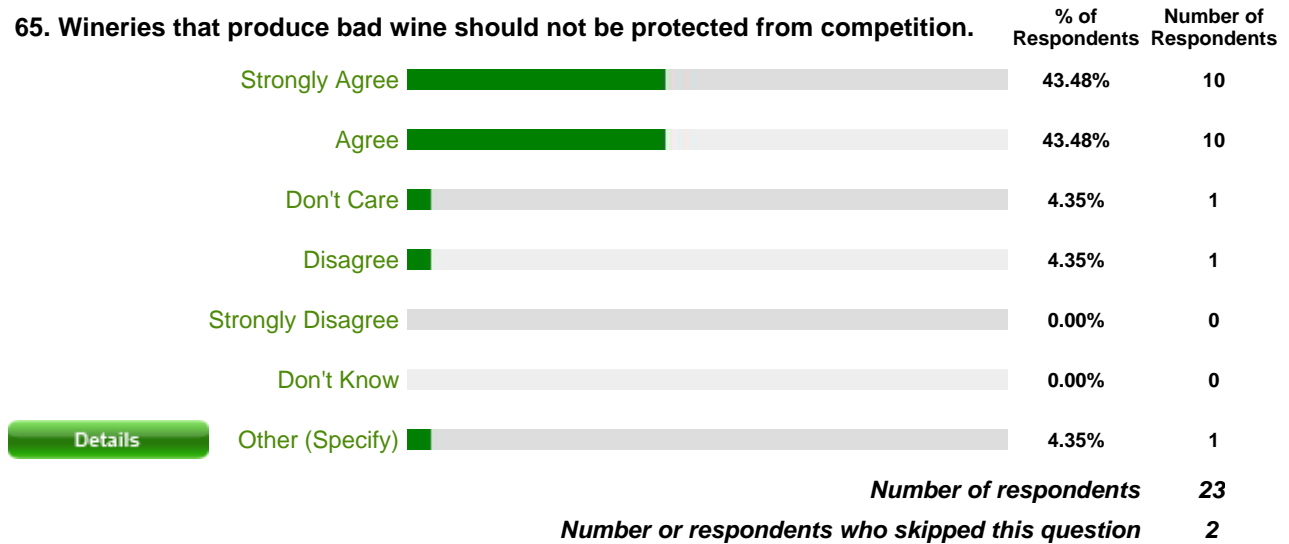


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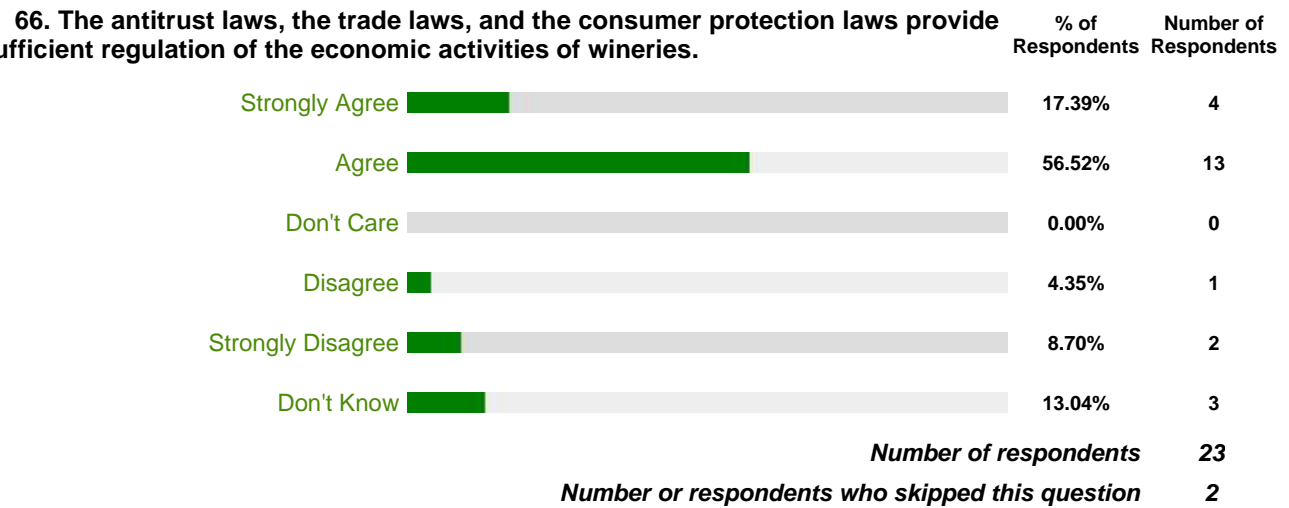
Number of respondents 23

Number or respondents who skipped this question 2

65. Wineries that produce bad wine should not be protected from competition.

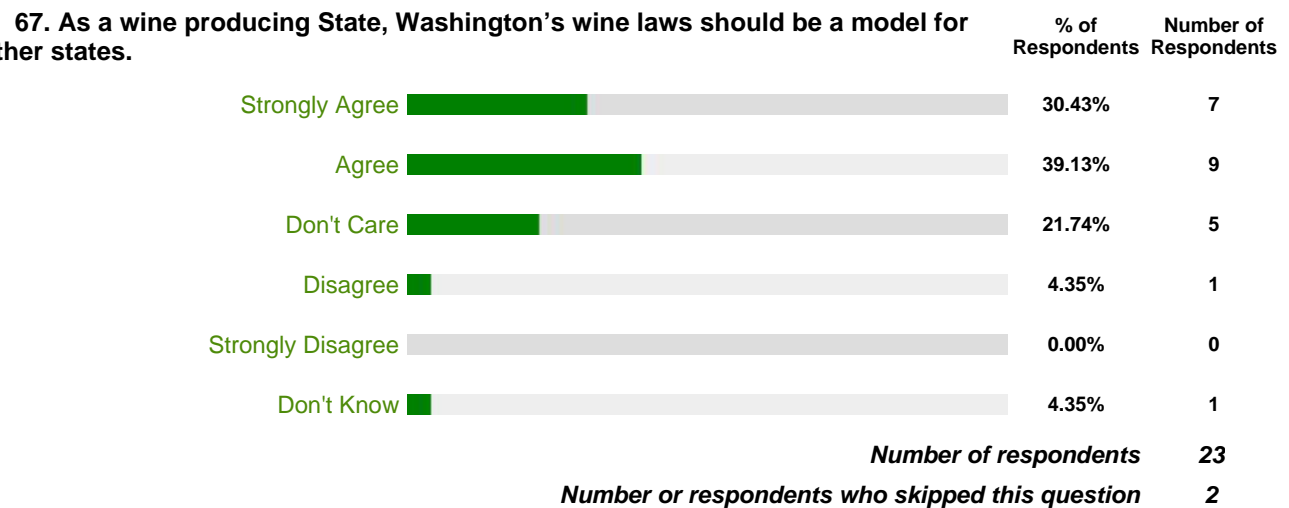


66. The antitrust laws, the trade laws, and the consumer protection laws provide sufficient regulation of the economic activities of wineries.

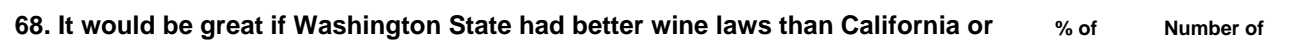


Page 22. The State of Washington Wine

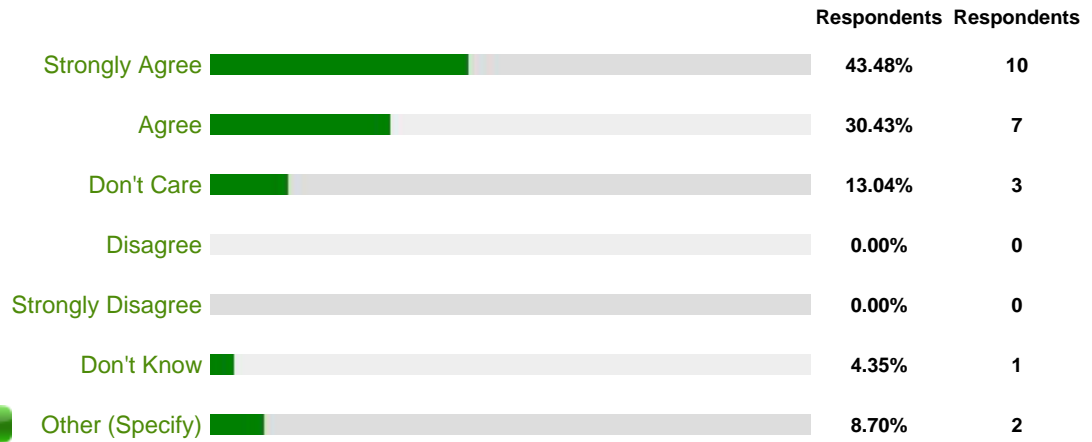
67. As a wine producing State, Washington's wine laws should be a model for other states.



68. It would be great if Washington State had better wine laws than California or



Oregon.

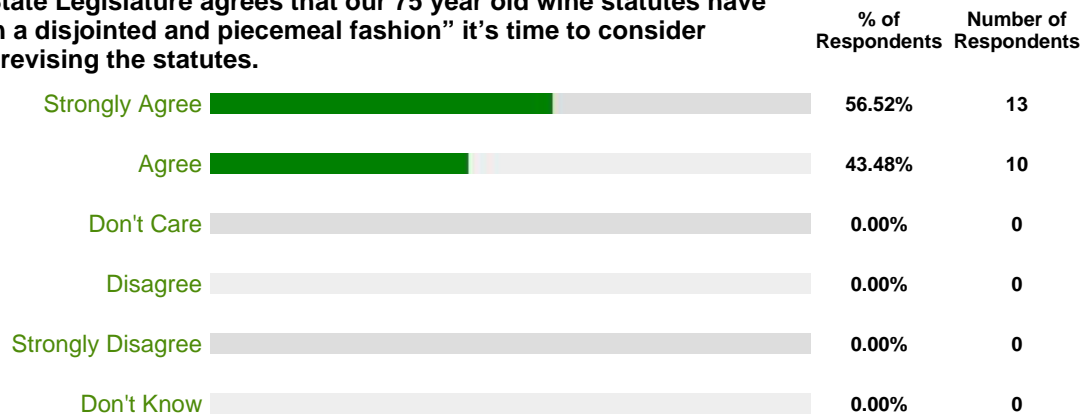


[Details](#)

Number of respondents 23

Number or respondents who skipped this question 2

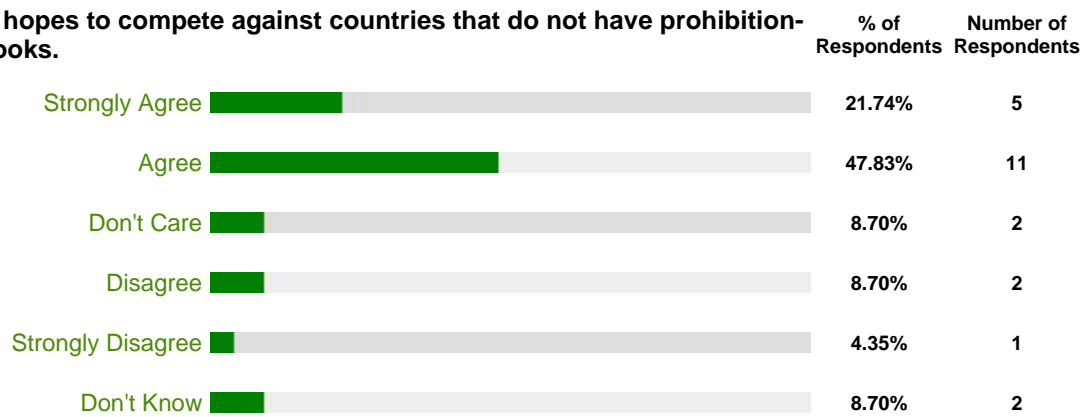
69. When the State Legislature agrees that our 75 year old wine statutes have "been amended in a disjointed and piecemeal fashion" it's time to consider comprehensively revising the statutes.



Number of respondents 23

Number or respondents who skipped this question 2

70. Our winery hopes to compete against countries that do not have prohibition-era laws on the books.

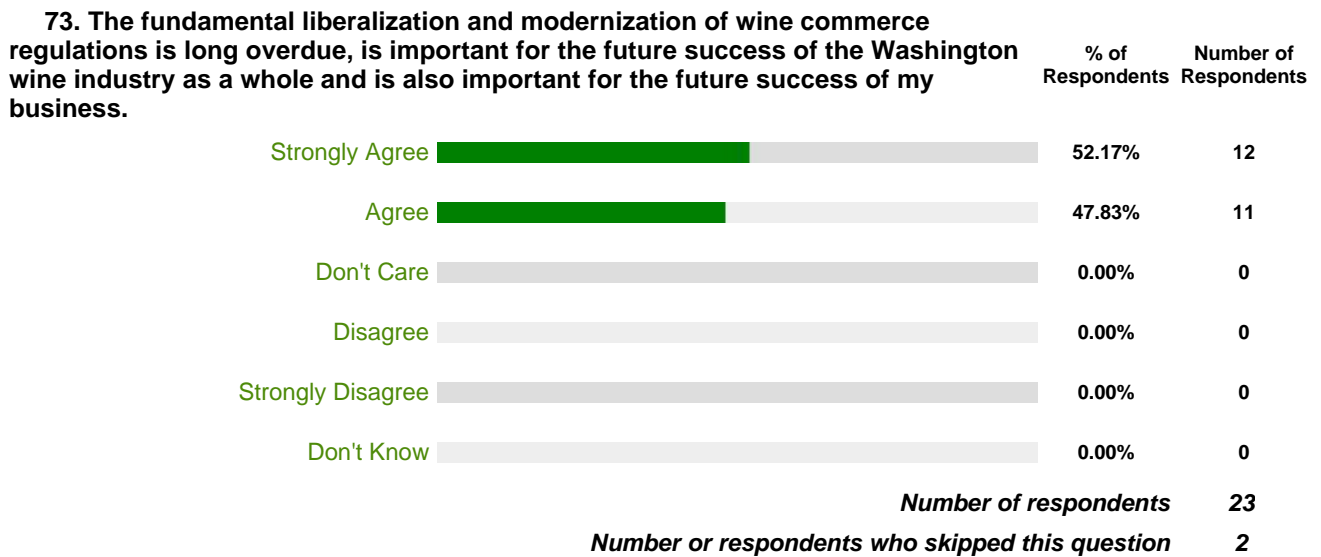
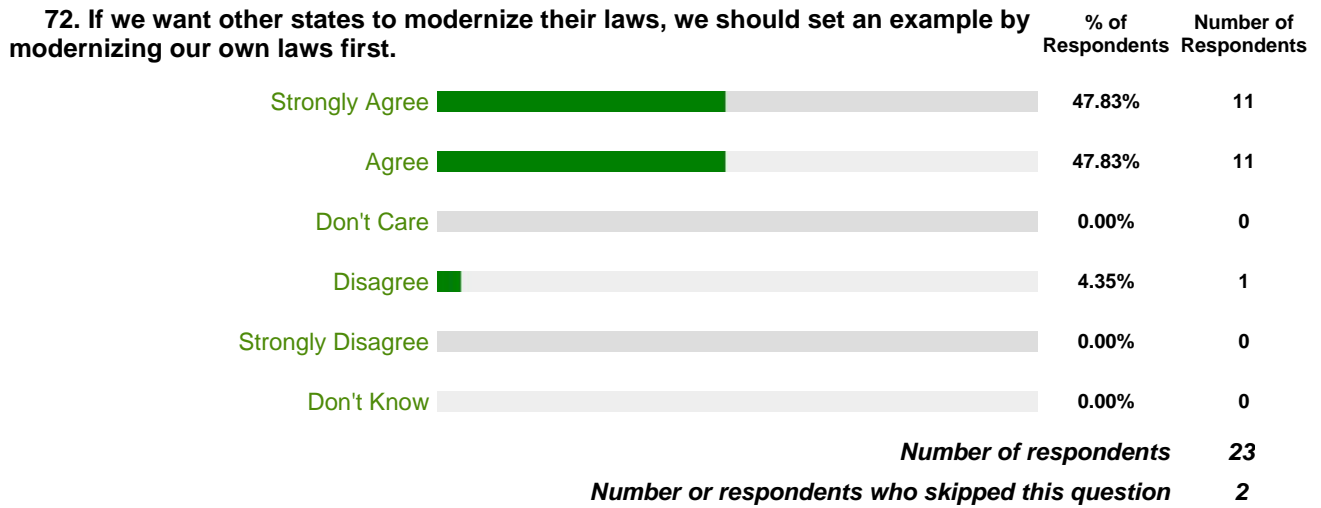
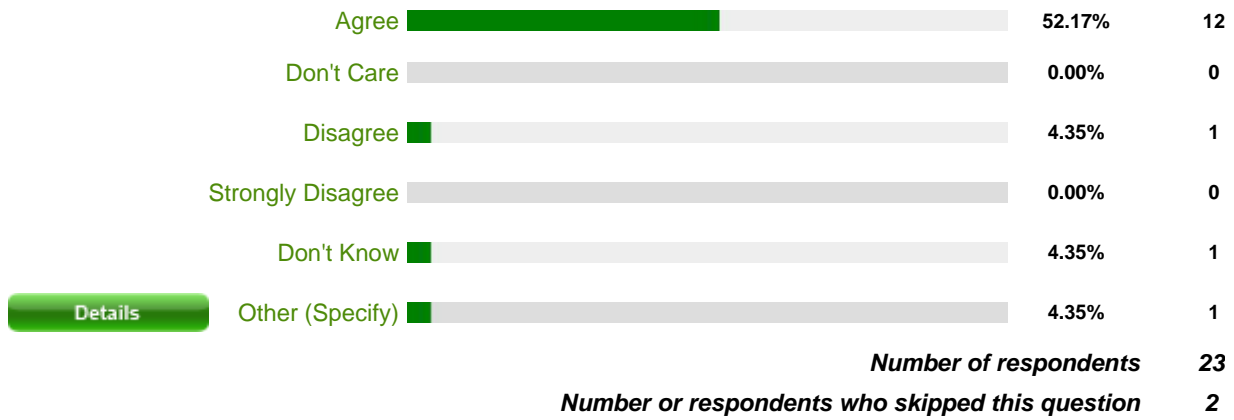


Number of respondents 23

Number or respondents who skipped this question 2

71. Washington State's prohibition-era laws need to change if the over 500 wineries in Washington are going to be successful.





Page 23. General Feedback

74. Let us know what you think! Any comments, suggestions, feedback?

Details

Number of Respondents

Number or respondents who skipped this question 14

Page 24. Thank You