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**May 14, 2003**

**Mr. Chairman and Members of the Commerce and Labor  
Committee,**

**My name is Manjit Narwal, and I own G&S Mini Mart &  
Smoke Shop at 3111 S. Valley View, Suite I-105, Las  
Vegas, Nevada 89102, which is located in Chairman  
Goldwater's district. I have a pricing and promotions  
contract with several tobacco companies, but the  
company that I have the worst time dealing with is  
Philip Morris.**

**My Philip Morris Rep is always complaining about  
space, display, sign and visibility issues. They have  
constantly threatened to cancel my contract with them.**

**Even though they represent the largest percentage of  
my sales, not all of my customers smoke their brands.  
Their attitude is that they are the number one company,  
and that no other company matters in their opinion. I  
am a small business owner, and I have to be able to  
cater to 100 percent of my customers with competitive  
prices.**

**Philip Morris demands more shelf space than they  
actually need in my store, which prevents me from  
being able to advertise all of the brands that I have  
available. I have to keep some brands underneath my  
counter because I have to waste so much space on  
Philip Morris's brands. Unfortunately, I have no other  
choice but to go along with their demands because they  
are the number one company. I need their discounts to  
stay competitive.**

ASSEMBLY COMMERCE & LABOR 102  
DATE: 5/14/03 ROOM: 4100 EXHIBIT F  
SUBMITTED BY: Manjit Narwal

**Philip Morris refuses to work with small business owners like me. They are more concerned with out doing their competition than they are about the retailers' bottom line.**

**I just want to be able to run my store in most efficient manner that I see fit without being dictated to. I want to be able to contract with several companies without their contracts interfering with other companies' contracts.**

**Thank you Mr. Chairman and other Committee Members for supporting small business owners. I am very appreciative from the bottom of my heart to your committee for helping me on this important manner.**

**God Bless you all. Thank you**