

Department of Legislative Services  
Maryland General Assembly

FISCAL NOTE

Senate Bill 689 (Senator Neall)  
Economic and Environmental Affairs

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**Alcoholic Beverages - Sales by Manufacturers and Wholesalers - Discounting**

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This bill allows a person licensed as a manufacturer or wholesaler to provide a discount to a dispensary, another wholesaler, or a retailer based solely on the percentage or volume of alcoholic beverages purchased. Current law prohibits a licensed manufacturer or wholesaler from discounting the sale of alcoholic beverages.

The bill is effective July 1, 1998.

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**Fiscal Summary**

**State Effect:** The bill would not affect State revenues or expenditures.

**Local Effect:** None.

**Small Business Effect:** Potential meaningful impact on small businesses.

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**Fiscal Analysis**

**Small Business Effect:** Allowing manufacturers or wholesalers to give a discount based on the percentage or volume of alcoholic beverages purchased could have a negative impact on some small businesses and a positive impact on others. Establishments which do not have a high volume of business would not be eligible for discounts from manufacturers or wholesalers. Thus, it would be difficult for these businesses to stay competitive with the prices charged by businesses which do receive a discount. However, businesses which do a high volume of business and receive a discount would benefit by being able to charge lower prices, while increasing their market share.

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**Information Source(s):** Comptroller's Office (Alcohol and Tobacco Tax Unit),  
Department of Legislative Services

**Fiscal Note History:** First Reader - March 10, 1998

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