



September 12, 2014

The Honorable Kelly Ayotte
144 Russell Senate Office Building
Washington, D.C. 20510-2907

Re: The Restoration of America's Wire Act (S. 2159)

Dear Senator Ayotte:

On behalf of Cumberland Farms, Inc. and its subsidiary, Gulf Oil Limited Partnership, I am writing to thank you for your co-sponsorship of S. 2159, the Restoration of America's Wire Act. This bill is needed to prevent a rush of states selling lottery tickets online – and a rush of other gambling businesses offering online games of every kind. The potential for this onslaught of internet gaming can create problems for children, increase addiction issues, and hurt Main Street businesses like ours. Your leadership on this issue is truly appreciated.

As you know, Cumberland Farms has been serving customers in New England since 1939. Today, we have 46 company-operated Cumberland Farms stores in New Hampshire, plus an additional 80 outlets in the state through which Gulf sells our branded fuels. We directly employ 475 people in New Hampshire, remit \$28 million in federal and state taxes annually from our New Hampshire operations, and have invested millions more in the state toward renovations and new construction in recent years.

One of the reasons for our success in New Hampshire and throughout the United States is our adherence to a simple philosophy: in an on-the-go world, we provide the products that our customers demand. This includes everything from food and beverages to gasoline. We try to make our customers' lives easier and respond to the fast pace of their daily routines.

Among the items that we offer in our stores are lottery tickets. While we don't make much money selling the tickets, we depend upon the customers they bring into our stores. Those customers buy other items and help keep us going. Many stores in our industry throughout New Hampshire and across the country depend on these sales just like we do. Indeed, industry data shows that customers that purchase lottery games in a store will also purchase at least one non-lottery product 95% of the time. Almost by definition, convenience stores strive to offer one-stop shopping, and the competition to do so is fierce. Therefore, if a customer purchases lottery tickets elsewhere, we stand an increased chance of losing their business for food, beverages, motor fuels, and other items as well.

Your support for S. 2159 will go a long way toward allowing our stores in New Hampshire to continue to thrive. We remain concerned, however, that some will try to create carve-outs to allow the sale of lottery tickets online. We urge you to do whatever you can, working with the cosponsors of S. 2159 and Senate leadership, to prevent that from happening. We need the bill to pass and we need it to pass without carve-outs.

Thank you for your efforts to-date championing New Hampshire businesses like ours. We hope these efforts will be successful and that you will be able to get S. 2159 passed this year.

Sincerely,

A handwritten signature in black ink, appearing to read "Ari N. Hascotes".

Ari N. Hascotes
Chief Executive Officer