



April 25, 2011

To Whom It May Concern:

When Hurricane Ike blew through Galveston in Sep 08 the Del Papa Distributing warehouse and offices were caught in the flooding and devastation a storm of that magnitude can deliver. Because of the storm the business could not operate out of its Galveston location and with no way to change locations, had to develop ways to operate on the fly. We had to come up with a way of supporting and supplying our customers, getting our employees back to work and continue business without violating the TABC regulations.

We were lucky in that we have 3 operations that cover our 17 county territory. Early on we realized that we would have to support the affected areas out of our other operations. We immediately started working with our brewery to change shipment routing to bring beer to either the Beaumont or Victoria warehouse vice Galveston. Then we used borrowed equipment to run delivery routes that originated each morning in either Beaumont or Galveston- transfer the truck to one of our Galveston delivery drivers to service the customers that were lucky enough to be open and then return the truck to its point of origination to be loaded for the next day's deliveries.

While this was our delivery routine for several weeks, our sales force was meeting in a parking lot in north Galveston County (because access to Galveston Island was restricted)- mapping out the days sales routes which were adjusted daily and then running those routes and submitting the orders for delivery. Once the orders were compiled for the next day they were printed and driven to Beaumont or Victoria so the orders could be built, loaded on trucks and prepared for the next day. Once completed the whole process started over.

We continued this routine for about 12 days until our location in Galveston had been cleaned to a point that we could start operating from that location again. If the TABC regulations had allowed us to temporarily relocate to another warehouse that was closer to the damaged Galveston site much of the ordeal we went through could have been made easier and not have put such a large amount of stress on our people. HB2035 will make the necessary changes to allow for such relocation.

Along with our business concerns we were also part of the humanitarian effort, delivering much needed canned water to the relief sites across Galveston and the Bolivar Peninsula. Not having a business site to work from added difficulty to this effort and caused us to have to time the shipments to arrive at the precise moment the sites needed water or to move the deliveries to our other locations and then re-ship the water loads when they could be taken at the relief sites. Not an impossible mission but one that added difficulty to our daily business efforts.

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