



February 17, 2017

Application Request Letter for the transfer of ABC 21 to 7272 West Lane

Quik Stop was fortunate to locate an existing ABC Type 21 license for San Joaquin County and we like to transfer it to our franchised store located at 7272 West Lane in Stockton. If Quik Stop is granted an ABC Type 21 license for liquor, Quik Stop **will surrender** its ABC Type 20 license.

In Quik Stop's search for home for the ABC Type 21 license, we choose 7272 West Lane for several reasons. Quik Stop first opened business at this location in 1988. The building is 2,569 square feet with a sales floor of 2,318 square feet. On January 20, 2006, Balwinder Somal and Surinder Kuar became our franchisee. Balwinder Somal and Surinder Kuar are excellent businessmen who are responsible community business owner, who train their employees well as they received 100% from BARS*, give excellent customer service with a 93% approval rate from IntelliShop and who work the store every day to ensure a well-run and safe business. In addition, Balwinder Somal and Surinder Kuar operate the Quik Stop at 6709 Plymouth Road in Stockton which has an ABC Type 21 License and maintain a 100% from BARS. We feel Balwinder Somal and Surinder Kuar have an eventual ABC record and have proven to be responsible community business owners in Stockton.

Balwinder and Surinder purchased the store at 7272 West Lane in 2006 and are in good standing with the ABC with an excellent BARS rating of 100%. Being customer focused, they want to be able to give their customers what they desire. Because they are constantly asked when they will sell liquor, we feel Balwinder and Surinder have earned the right to sell liquor at 7272 West Lane. Being responsible community members, they would like to offer their customers a small selection of liquor as shown in the photo below. The insignificant liquor cabinet will be located next to the Cashier in a 24 hour locked cabinet. In the name of safety, there will be 3 video cameras positioned on the Cashier and liquor cabinet and the front doors will be locked at 2:00 AM on opened at 5:00. However per the law, all alcohol cannot be sold until after 6:00 AM. Based on Balwinder and Surinder's ABC Type 20 track record at 7272 West Lane, they and Quik Stop feel a security guard is not needed at this time.

There was a Police incident in late 2015 for Arm Robbery. The police were called and no one was injured. The employees performed as they were trained. Quik Stop and Balwinder and Surinder are constantly training and being surveyed by Ecolab, BARS and IntelliShop to insure customer service, safety and compliance. In regard to ABC training each employee is over 21, have signed an ABC affidavit, trained on how to handle customers, checking identifications and safety.

Quik Stop Market, Inc.

4567 Enterprise Street, Fremont, CA 94538 Phone: 510-657-8500 Fax: 510-657-1544



There are a total of 7 cashiers in a 24 hour day. The Franchisees, his wife and one other cashier work the morning shift; two cashiers in the evening and one cashier after the front doors are locked at 2:00 AM until 4:30.

Based on Quik Stop's long experience with ABC Type 21 and 20 licenses, we feel a small, locked, liquor cabinet with well-trained employees will be an asset to Balwinder and Surinder's customers and not negatively impact the community. We see the ABC Type 21 license as a convenience item to our existing customers only. We will not be a discount liquor destination for a new customer.

Please feel free to contact me with questions or comment at 510 445 2252 or at Richard.bertero@quikstop.com.

Best wishes,

Richard Bertero

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* BARS, "Be A Responsible Seller" is a third party independent company who surveys retail store for Alcohol and Tabaco compliance. This store has 100% compliance. BARS' web site is: <http://www.barsprogram.com/>



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