



April 13, 2010

Mr. Christopher Howes
President
Colorado Retail Council
1580 Lincoln Street, Suite 1125
Denver, CO 80202

Re: SB 188

Dear Chris:

You should know S.B. 188 is another Trojan Horse bill designed to hide the credit card companies' fee practices from scrutiny. They are trying to disguise it as protection.

The card companies and their banks charge a "swipe fee" every time a customer uses plastic. So far the fees for using debit cards, especially debit cards with a PIN, have been relatively modest. But Visa, for example, recently announced that this month they are going to raise PIN fees more than 20 percent!

The card companies want to make certain that these new fees (and future increases) will get permanently buried in the prices all consumers pay for goods and services. That is why S.B. 188 is being offered. We have learned that they are running similar bills in California, Louisiana, Maine, Kansas, Oklahoma, and New York. The card companies don't want merchants, contractors, doctor's offices, gas stations or any other local business to be able to offer a discount to customers who pay with cash or checks. They want everyone to pay the higher credit card company prices.

As I said, S.B. 188 is a Trojan Horse bill: bad for local businesses; bad for their customers – but great for the card companies - it should be rejected. That is why we, on behalf of our members and our customers, are so opposed to this insidious effort.

Please let me know if can provide any additional information.

Sincerely,

A handwritten signature in black ink, appearing to read "Mallory B. Duncan", with a stylized flourish extending to the right.

Mallory B. Duncan
Senior Vice President, General Counsel

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