

# LEISZLER OIL COMPANY, INC.

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March 11, 2016

Memorandum:

To: The Commerce, Labor and Economic Development Committee  
From: Alison Leiszler Bridges, Executive Vice President Leiszler Oil Company, Inc.  
Re: Written Testimony Supporting HB 2718

Mr. Chairman and Members of the Commerce, Labor and Economic Development Committee:

My name is Alison Leiszler Bridges. I currently serve as the President of the Petroleum Marketers and Convenience Store Association of Kansas as well as being the Executive Vice President of Leiszler Oil Company, which operates 16 convenience stores, several quick serve restaurants and wholesales fuel throughout the state of Kansas. We currently employ 375 people and remitted close to 2 million in sales tax dollars last year.

I want to thank you for the opportunity to speak in support of HB 2718 and want to thank the Beer Wholesalers Association for introducing this bill to the Kansas Legislature.

The reason I am here today is because beer sales are important to our convenience stores and the small communities we are part of. The beer category amounts to as much as 11 percent of our inside sales. The stores with the great percentage of beer sales are the stores in smaller communities where we have a more significant impact on sales tax dollars. For me this bill simply ensures that a product our customers want continues to be available to them. The convenience store market is extremely competitive with new threats every day. To take products off of our shelves when consumers are used to purchasing them from us is bad for business.

Because beer sales are important to us, we have a thorough program to help ensure we don't sell to minors. Upon hire all employees sign documentation that they will not sell such products to people not of age to purchase them. Our employees know the laws and regulations. Also, our employees are very aware that they could be fined if they break these laws and regulations. We offer a thorough training program, "We Card", to all new employees and do a refresher for all employees each year. Our register systems allow employees to enter the birthdate off of the customers ID. Employees who sell to minors are immediately terminated. Violations of age-related sales reflect negatively on all upper level management bonuses. Leiszler Oil takes all age-related sales seriously.

HB 2718 simply allows Leiszler Oil to continue selling beer products to our customers if there is a change in the market whereby CMB could possibly go away (based on information coming out of Oklahoma and Colorado).

Thank you.