

# QUEEN'S HEADQUARTERS

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March 9, 2016

Dear Members of the Commerce, Labor, and Economic Development Committee:

We are very concerned proposed legislation in Colorado and Oklahoma will impact the availability of 3.2 beer products in Kansas. I've advocated before you in the past for the opportunity to sell wine, spirits, and strong beer, because those sales would help us remain competitive. This is still true, and no less important, but I can't stress enough how taking existing law and basically going backward of the direction Kansas should be moving will have even further detrimental effects on small grocery stores. The loss of beer sales in our stores would be a crippling blow to our operations and would ignite fierce criticism from our customers.

For every item we can't sell, we risk our customers going elsewhere to buy, eventually leading to the death of small town grocery stores, like my operation in Paola. Failure to pass the trigger bill prohibits our industry from selling strong beer in the absence of 3.2 and effectively puts every small grocer's business in jeopardy.

This is not a marginal concern, but a real plight for small grocers and something this legislative body has the opportunity to address by passing the KBWA trigger bill.

Our customers appreciate our efforts to continually evolve to meet their expectations. Please don't put us in a position to tell our customers they can no longer buy beer in the grocery store because the legislature wouldn't take action to make sure grocers could sell beer in the absence of 3.2 product availability.

Our family owns and operates stores in Paola, Springhill, Overland Park, Bonner Sprints, and Pleasanton. We certainly appreciate your support to help us survive in our very competitive environment.

We implore your support for HB 2718.

Barry Queen  
Queen's Price Chopper