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Dear Chairman Ostmeyer and Members of the Federal and State Affairs Committee:

As a former Marine and proud Kansan who believes in the free market principles we've long touted as the best economic policy, I'm here today to offer my support for SB 298 and Uncork Kansas.

Your role as elected officials impels you to vote on behalf of the greater benefit of Kansans, not special classes. This bill is definitely in the best interest of the state as a whole and the very people you represent.

Competition in business benefits the consumer.

- A. Benefits the consumer by giving incentive to keep prices lower. If grocery stores and convenience stores also sell full-strength beer, wine and liquor, price will matter to the consumer.
- B. Benefits the consumer by giving incentive to give a greater and more diverse selection. Stores will compete to see who can provide the best selection as it will attract customers.
- C. Benefits the consumer by giving incentive to give better customer service. Price is not always the determining factor in the consumer's choice of stores. Often the store with the best customer service prevails.
- D. Benefits the consumer by increasing convenience. Customers making a simple purchase of beer, wine or liquor don't have to drive from location to location simply to buy their drink, mixers, snacks or food.

Competition in business benefits the business.

- A. Local businesses can be responsive to the wishes of their customers.
- B. Most grocery stores will carry limited supplies of beer, wine and liquor to supply the very basic needs and desires of consumers. Whereas liquor stores will have a much wider selection and higher quality of product to entice customers.
- C. Competition may have the effect of lowering supplier costs.
- D. Competition will spur local businesses to be more innovative and creative in stocking and marketing their products.

Competition in the free market is good for the local and state economy.

- A. Lower prices will leave more money in the hands of consumers for other purchases.
- B. Kansans will no longer have to leave the state to buy products on the MO side. Many attest to doing this and wanting to spend their money in Kansas, but the government has forced them across the border by continuing to support liquor store interests over consumer choice.
- C. Convenience to consumers will entice more people to come to Kansas as current liquor laws deter new citizens and businesses to locate here.
- D. Capitalism, or the "free market system", is a desirable goal for the Kansas economy where the laws of supply and demand are best met by free trade and not by a controlled, protected group of retailers.
- E. Current liquor laws and restrictions make Kansas appear "behind the times" compared to neighboring states, and therefore less attractive for the relocation of business or personal relocation.