

March 31, 2015

Dear Chairman Ostmeyer and Honorable Members of the Federal and State Affairs Committee,

I'm a third generation owner with my parents of Kraus Foods, founded by my grandfather and located in Colwich, Kansas, a community of 1,300 people. My life's work has been dedicated to serving the people of this area. It's a full-time job and I'm here each day we're open.

Business is getting increasingly harder. Any time we have the chance to put products on our shelves that our customers want to buy, we do it. However, throughout the lifetime of our business, we've been restricted to selling only cereal malt beverages ... but my customers want to purchase full strength beer and wine at Kraus Foods.

As a businessman, I'm always looking for ways to improve services, cut costs, and ultimately, increase sales. The more we can offer our customers, the more sales we generate. In a business where the profit margins are continually shrinking, expanding to include alcohol products in our store will undoubtedly strengthen our bottom line.

With your support of SB 298, I can fulfill my customers' requests and better position my store for the future.

I appreciate your consideration of my view and welcome you to our store any time.

Respectfully,

Jeff Kraus
Manager and Co-owner