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# TAYLOR OIL, INC.

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504 Main, PO Box 581, Wellsville, KS 66092 – Phone: (785) 883-2072

Mr. Chairman,

Thank you for allowing me to submit testimony to you and your committee concerning House Bill 2206.

My name is Curt Wright, I am the Vice President of Operations for Taylor Oil, Inc. based in Wellsville, KS. We operate convenience stores in Lyndon, Ottawa, Emporia and Spring Hill. Our business was started by my father-in-law in 1970 as a petroleum product distributor primarily delivering to the farm community and a few full service gas stations in eastern Kansas. During the last 40 years our business has evolved as competition and new marketing strategies have developed. We have adjusted our business model as we have seen the advent of self-service gasoline, convenience stores, and the latest trend of large retailers selling gas. Each of these changes has made us a better business.

In regards to the specific issue of adult beverages we have also worked through the changes in drinking age in the 80's and more currently the Kansas Supreme Court and Wyandotte county home rule ruling about 10 years ago. The home rule ruling caused great damage to one of my stores. At the time of the ruling Franklin County was a dry county and my store in Ottawa sold between 350 to 400 cases of beer per week, and 2 of our beer distributors told us we were the largest cereal malt beverage outlet in their territory. Within months of the Kansas Supreme Court ruling the town of Princeton voted to allow liquor stores and one was opened 6 miles south of my store. A year later I was selling between 100 and 125 cases per week. The City of Ottawa voted to allow liquor stores a year or so later and that continued to take beer sales from me. Along with the loss of beer sales were significant losses in sales of chips, ice and other products.

The message I would like the committee to take from my testimony is that when you are in business, rules and competition change all the time for almost all of us. Good business owners adjust their model, get better at what they do and move forward. The Kansas liquor laws have shielded the industry from what every other business deals with every day, a changing and evolving marketplace. Competition makes good business people better.

Thank you for allowing me the opportunity to present testimony and I ask you to support the bill.

Sincerely,



Curt Wright  
Vice President - Operations