

March 7, 2013

Dear Chairman Kleeb and Honorable Members of the Commerce Committee,

I'm a third generation owner with my parents of Kraus Foods, founded by my grandfather. It's truly a family business, as even my son and daughter are employed by our store. It's richly rewarding to see my children working alongside their grandparents.

Kraus Foods is located in Colwich, Kansas, a bedroom community outside of Wichita. 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.

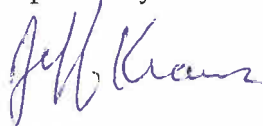
Business is getting increasingly harder. We used to operate a location in Andale but had to close it a few years back. Any time we have the chance to put products on our shelves that our customers want to buy, we do it. However, throughout the lifetime of our business, we've been restricted to selling 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, adding beer and wine sales to our store will undoubtedly strengthen our bottom line.

With your support of HB 2206, 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,

A handwritten signature in blue ink that reads "Jeff Kraus". The signature is written in a cursive, flowing style.

Jeff Kraus
Manager and Co-owner