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March 7, 2017

Mr. Chairman and The House Federal and State Affairs Committee:

On behalf of QuikTrip, we would like to add our name as a supporter of the House Bill 2313. In states where the law has been changed and allowed for self-distribution machines, our sales have increased substantially.

Our Georgia stores have seen increased sales of over 40%. In Arizona, our sales have increased over 50%. QuikTrip has a sizeable market share in both states. Recently, the state of Oklahoma began supplying our stores with the self-service lottery machines and we can already see an increase of sales.

Lottery sales are the most expensive transaction we have as a company. Full service lottery is time consuming and requires an enormous requirement of labor by our staff. The transaction backs up customer flow, and yields very little net income per transaction. QuikTrip is always working on improving customer service and increasing our profitability. Self-distribution machines will allow us the opportunity to be more efficient and increase our sales, while providing more revenue for the state of Kansas, without raising taxes.

Sincerely,

A handwritten signature in black ink, appearing to read 'C. Michael Thornbrugh', written over a horizontal line.

C. Michael Thornbrugh  
Manager/Public & Government Affairs

CMT/blw  
Enclosure