

QUEEN'S HEADQUARTERS



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Dear Members of the Commerce, Labor, and Economic Development Committee

Price Chopper is a family-owned business that, like every one of our many competitors, never stops thinking about what's next or how we can improve or where we might need to make a capital investment. Change happens continually in our business and it's what's enabled us to succeed as an independent grocery store chain.

Queen's Price Choppers are located in urban and rural areas. We wouldn't be able to open a store today in Paola, Kansas, and expect it to thrive. In fact, our stores in smaller markets are making it only because we're able to offset costs through our larger operations. That's why the Uncork Kansas bill is so important to independent grocers.

Our ability to sell beer and wine matters to our survival. For every item we can't sell, we risk our customers going elsewhere to buy, eventually leading to the death of small town grocery stores. What's most frustrating as an independent owner is the knowledge that the government has prohibited our industry from selling these products and thus puts at risk every small grocer's business.

And this happens while our competitors across the river gladly cash Kansas checks for alcohol and grocery purchases.

This is not a marginal concern, but a real plight for small grocers and something this legislative body has the opportunity to address by passing Uncork Kansas legislation. We must stop border leakage and we cannot continue to protect liquor stores at the expense of other small business owners and their customers.

Our customers appreciate our efforts to continually evolve to meet their demands. We don't like telling our patrons we can't accommodate their shopping needs because the government won't let us. Few people besides liquor store owners find the government's restriction of alcohol sales in grocery and convenience stores a reasonable law. The model doesn't fit with the lifestyle of today's Kansan.

Service, convenience, competitive pricing, and choice are the expectation of today's consumer. It's time we enact reasonable legislation that accommodates those needs, provides equal footing to all players in the market, and helps ensure the viability of our small grocers.

A handwritten signature in blue ink, appearing to read "Bryce" followed by a surname.