



February 19, 2016

To Our Valued Standard Beverage Customers,

I want to thank each of you for your continuing business, and alert you to a proposed “strong beer bill” that has just been introduced in the Kansas legislature this week by the Kansas Beer Wholesalers Association.

If passed, Senate Bill 458 (SB458) would create a new strong beer retailers license. As proposed, it will provide a path for grocery and convenience stores to sell strong beer in the state of Kansas.

As you know, Standard Beverage has been in the beer distribution business for a very long time, although we are not a member of the Kansas Beer Wholesalers Association. Standard Beverage has consistently (and continues to support) strong beer sales in Kansas retail liquor stores only.

In fact, Standard Beverage strongly opposes SB 458. We are prepared, along with the Kansas Wine & Spirits Wholesalers Association, to testify against this bill.

SB458 clearly provides a mechanism for the sale of strong beer – the beer that each of you currently sell – in grocery and convenience stores. We believe that, unfortunately the end result would be the same as the legislation proposed the past several years by the “Uncork” lobby, **with resulting significant, negative economic and social consequences on small businesses, the communities in which we reside, and the state of Kansas overall.**

Please note that most beer distributors in Kansas are supporting this bill. You can find a list of the specific distributors on the Kansas Beer Wholesalers website: www.ksbeer.com/directory-of-members.

I encourage you to communicate with your appropriate beer distributor(s) as well as your legislative representatives (www.kslegislature.org), and let them know you are strongly against this proposed bill!

We thank you for your continued support of the beer and other brands that we carry, and please know that we are fighting with you to keep strong beer out of grocery and convenience stores in Kansas!

Sincerely,

A handwritten signature in blue ink, appearing to read "Darrell Swank".

Darrell Swank
President
Standard Beverage