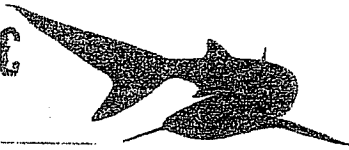


SHARKBITE COCKTAILS, LLC



1150 West 151st Street, Olathe, Kansas 66061 • 913.764.4405 • www.sharkbitecocktails.com

February 7, 2012

To the House Commerce & Economic Development Committee:

Re: HB-2532

My name is Brad Dickson and I am the principal owner of Sharkbite Cocktails, LLC, based in Olathe, KS. We are a company that manufactures a pre-mixed alcoholic beverage for adults to consume. I've kept my business in Olathe and built it on the principals of making sure we do our best to stay loyal to local and domestic based companies and retailers.

My business has spread out to 15 other states and we have another 10 slotted to come on board in the next 60 days. With the spread of our business I've encountered head on the differing nuances of one state regulation as opposed to another. At the same time I've seen the practices of alcohol distributors and retailers in these markets. Although they differ just like state regulations a few key points stay consistent across the board.

Sharkbite Cocktails is, and has been a dream of mine, and I've poured all my time, money and sweat into making it a reality. I'm proud that I employ many people and I'm keenly aware that I'm responsible for more than 7 house payments. If my business fails my employees don't eat, their houses face foreclosure and their futures become bleak. I'm succeeding, with all my employees' efforts, in fighting back from this economic abyss that is plaguing our nation. I'm lucky, my business happens to be based in Kansas, had it been in a state that allowed for the big box corporations to dictate commerce my business would just be an idea I talked about and never realized.

When I began my company our product was sold only in Kansas. Had this bill/law been in force at the time there's absolutely no way on Earth that I'd be here as a business owner in Kansas. A company like mine, and the many more like me around this state, region and country, would have never received the shot to do business because we don't fall under the desired business plan of action that the proponents of this law subscribe to – big, fast and volume. Because this law hasn't seen the light of day I've been able to grow, add employees, increase neighboring businesses in their ability to grow and prosper as well.

In the states that we do business in that allow the practice of what this bill concerns I've witnessed the negative effects it delivers. First off distributors in those said states rarely give companies like mine, small and new to the market, a shot to get to market. Why? Because their biggest clients, the chains, the super centers, the aptly named "big box" stores, don't want to give shelf space to the small guy. Those stores are focused solely on the top 200 or 300 brands and products. How many small business

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owners, such as me or those who own and operate independent stores, will survive against the giant retail powers behind this? How many employees will lose their jobs? How many business owners will have their life's work destroyed? Will these big box stores hire and equivalent number of employees? Will their wages be comparable? Will these big box stores make the former "owners" of destroyed stores ranking employees of their corporations? Will these big box stores rent or buy the real estate left vacant by this action?

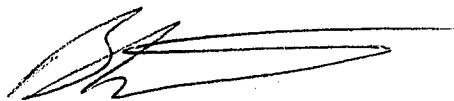
Please consider this last question – who benefits with this bill being passed? I'll tell you who, it will be executives in Cincinnati, Minneapolis and other cities from around our nation. Will folks in Topeka, Wichita, Olathe, Goodland, Chanute and hundreds of other Kansas cities and towns benefit? The answer is clear, no. Sure it may make the time one spends shopping a bit more streamlined and the lines of those shopping will be shorter because there will be more folks at the unemployment line rather than "check-out line #17" at your local supercenter.

On Tuesday, January 31, 2012 I had the pleasure of taking part in a Kansas Dept. of Commerce, Olathe Chamber of Commerce and MAMTC sponsored workshop that dealt specifically with helping manufacturers in the state. Many issues were raised by both public sector and private sector attendees but all stayed focused on one clear set of goals – how do we as Kansans help grow in-state manufacturing and how do we get in-state commerce accelerated. Personally I'm at a loss to see how, if this bill somehow becomes the law of the land, helps us, as Kansans, and keeps Kansans working and prospering.

I am sure that many of you during your recent election campaigns some constituent questioned you about the status of jobs or their local economy. That said I'm sure each of you assured them that you'd look out for their personal plight and their families welfare. Well look closely at this bill and ask yourself, "am I staying true to what I said."

I thank all of you for allowing me this forum to discuss and state my views. I further offer my service and counsel should any member of this legislature feel it is needed.

Sincerely,



Brad Dickson
Principal Owner
Sharkbite Cocktails, LLC

:mab