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February 14, 2017

Mr. Chairman and Members of the Senate Federal and State Committee:

On behalf of QuikTrip, we would like to add our name as a supporter of the Senate Bill 168. 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,

C. Michael Thornbrugh
Manager/Public & Government Affairs

CMT/blw
Enclosure

Senate Fed and State Committee
Date 2-14-2017
Attachment # 12