

SENATOR HIGGINS: Thank you, Mr. President. I'm not going to be talking about liquor at all but a natural experience that happened to my husband and I, back in the sixties when we moved to a little town called Bonner Springs, Kansas, and we had an appliance store and as the interstate went through, well, our business went down, down, down. So we decided to switch and go into the furniture business and the insurance agent that wrote my insurance told me, he said, Marge, you've got a problem. You've got to get the city council's approval to change this to a furniture store. I said, well, what's the problem? Well, he said, Charlie Brown has a furniture store and Charlie is on the city council and he said I don't think Charlie is going to want you there as competition. So I went around and I talked to some of the councilmen. They said, yeah, we've got to have a city council hearing on this and, you know, Charlie has been here for a long, long time and you and your husband have only lived here about a year and you come to the council meeting and you make your arguments. Well, I knew that Charlie Brown wasn't that smart a businessman, but his wife ran the Dairy Queen, and I knew I didn't have the money to hire an attorney to go to court to say that I didn't have the right to run a furniture store just because I hadn't lived in that little town all my life. So I talked to his wife and I said, look, Shirley, if I opened a furniture store and you have a furniture store, I said, when you've got something to sell you advertise it. And I said, people come in and they buy from you or maybe what they see they don't like. Then they come down and they look in my store and they see something and they buy it or they don't buy it. But by the same token, I told her, when I run an ad and they don't like what I've got to sell they will say, well, let's go up and see what Charlie has got. So I said, you see how the two of us will benefit. We'll both bring more people to town to shop. We could cut our advertising budgets in half almost if we agreed one week for him to advertise and the next week me. But at any rate, it would bring more people to town and it would bring more competition and Charlie has been in the business a lot longer than I have so he will probably benefit more from my advertising than I will his because he is a better salesman. So thank God Charlie's wife had some brains. Otherwise, I would have never gotten the license to open my little furniture store. All it was was a transition from an appliance store to furniture. But, that was local control in action, the City Council saying, the Higgins' have only lived in this town a year, Charlie has been here all of his life. But, Charlie's wife talked to him, then he came down and talked to me and we got to be friends and he