

Dear Chairman Carpenter and members of the House Committee on Federal and State Affairs,

On behalf of Core-Mark, I urge you to support HB 2801, a product directory in Kansas. Core-Mark has a sales office in Kansas City, a cross dock in Topeka, employees over 60 Kansans, and distributes nearly 10k products to more than 400 retail locations in the state of Kansas.

Although vape and e-cigarette products have been shown to be substantially less harmful than traditional combustible cigarettes, consumers continue to face unnecessary risk due to the confusing landscape of approved products. In addition, the complexity and lack of enforcement has created a competitive disadvantage to law abiding corporate citizens-allowing demand to funnel into noncompliant products serviced by smaller distributors who lack the resources to validate legality.

Currently, many vapor and alternative nicotine products in the Kansas market are in violation of FDA law. These products are hard to discern for retailers and consumers due to the sheer number that have been rejected and still remain under review by the FDA.

The adoption of a product directory in Kansas will allow responsible distributors and retailers to know what's compliant and what's not. In addition to protecting consumers, a product directory would facilitate an equal playing field for all distributors in the state and protect Kansas businesses from federal enforcement for unknowingly distributing or selling non-compliant products.

This proposal is good for Kansas because most distributors in the state want to abide by the rules, we just need a mechanism to understand what products are legal for distribution and sale. The product directory will provide wholesalers with the information we need to ensure they are distributing compliant products and avoid penalties for unknowingly selling non-compliant ones.

The proposed product directory will also help fund equitable enforcement across the state. Registry fees and violation fines will help support the enforcement efforts needed to ensure that all distributors are compliant-the only way to ensure consumers are buying approved products. An organized and regulated market will facilitate the long-term sustainability of a growing category that as mentioned before, has been shown to be substantially less harmful than traditional combustible cigarettes.

In conclusion, I urge you to support of HB 2801, a product directory in Kansas. It will create an equal playing field for all distributors and retailers, provide industry members with the information they need to distribute and sell only compliant products, and help fund equitable enforcement efforts. Thank you for your time and consideration.

Kathy Gunlock
Core-Mark