

**Hi my name is Andrew Haripaul, I represent several retail convenience store/ liquor stores. I am opposing the SB367.**

Banning the sale of flavored vapor products could shift sales of these products from law-abiding retailers to potentially illegal sources who do not check IDs.

If traditional flavored options like menthol are not removed from the proposed sales ban, adult customers will simply drive to a neighboring state to buy their preferred products, and will also purchase gasoline, grocery items, and beverages while there. The result would be losses far greater than the current and significant declines in gasoline and other product sales and an overall reduction in tax revenue for our state.

The state should have small business' backs, but instead, it is kicking us while we are down due to the above challenges. We remained open as an essential business during the pandemic, but if we truly are an essential business, we need to stay open. This bill would harm our business and therefore prevent us from fulfilling our "essential" duties to serve our community.

We are navigating through very difficult times, and the state trying to take away yet another item in our mix that we sell, will yet again knock us small business owners down. We take ID'ing very seriously, and do not want to risk selling to a minor, that is our soul job to make sure these age restrictive items don't reach our children. As a parent this topic hits home even more so now than before. Taking away these products from our control, will lead to illicit markets, people driving to different bordering states, buying the product and selling it to our minors and anyone else who maybe of age so they can get what they want. (Once they leave this state to make their purchase that will no longer be legal in this state, they will make all other purchases out of state- gas, convenience items, and other products)This SB is almost no different than the menthol ban that was trying to take place earlier, and all the reasons against it, basically falls into this exact bill.

Feel free to call me to discuss my stance on opposing this SB367. I will happily entertain any conversation to help you understand my point of view as well as many other retailers.

Regards,  
Andrew Haripaul