

Name: Mr. Naresh Kumar

Name of Store: Waterloo Shell Address:

7894 Washington Blvd.

Elkridge, Maryland 21075

Years in Business: 24 Years Number of Employees: 6

Respected Sir/Madam: I oppose SB 1056 for many reasons. First, we're responsible retailers, We Card anyone who buys tobacco products at our store, we do not sell tobacco products to minors. I make good revenue from selling electronic cigarette devices or e-cigarettes in my store, the revenue that I make is around \$24,000 a year. I'm a small retailer, and this Bill will devastate my business. I attract lots of transient customers, because my store is next to Interstate 95. Also, my e-cigarette customers buy other products as well when they come into my store, and I will lose that revenue as well.

As we all know, combustible cigarettes i.e., cigarettes are declining each and every year, due to societal pressures, high prices, and government restrictions where people can smoke and not smoke. Customers are looking for alternative items that can satisfy their everyday craving when it comes to nicotine. E-cigs and nicotine pouches are a growing industry, and we sell these items responsibly in our store to satisfy their daily use. If you take that away from us, we're only left with cigarettes and cigars, and as I had mentioned my cigarette sales are declining each and every year by more than 10-20%.

In closing, we're responsible retailers, we scan IDs every time somebody buys tobacco. We train our cashiers to look out for customers who might carry fake IDs as well. Please oppose voting for this bill, there are better sensible alternatives.

Regards,

Mr. Naresh Kuma