



Century Distributors, Inc.
 15710 Crabbs Branch Way
 Rockville, MD 20855-2620
 www.centurydist.com
 Tel: 301-212-9100 • Fax 301-212-9681

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Delage Rosenberg and Committee

House Bill 1011 if passed will put Century Distributors, family owned, puts a great deal of strain on Century Distributors being the tax collector. Back in April of 2020 I thought Covid -19 would decimate our business, but Century Distributors was able to navigate and pivoted to remain a sustainable business in Montgomery County and the State of Maryland. If all the tobacco bills continue to pass, and price tobacco to be driven out of the state, this will not allow me to pivot or navigate-it will leave 100 square feet of industrial warehouse empty and the exit of 200 jobs in Montgomery County. Plus, thousands of retailers facing the same challenge, how to remain open and in business.

Please see MSA data below that represents sales into the State of Maryland.

Cigars			Moist			Nicotine pouches		
State	Maryland	.T	State	Maryland	.T	State	Maryland	.T
Year	2020	.T	Year	2020	.T	Year	2020	.T
Row Labels	Net Units		Row Labels	Net Units		Row Labels	Net Units	
Cigars (Excluding Littles)			Moist Snuff			Nicotine Pouches		
Flavored	58,341,444		Flavored	9,997,990		Flavored	1,192,459	
Sweet	17,580,323		Unflavored	1,558,786		Unflavored	28,788	
Unflavored	20,404,856		Grand Total	11,556,776		Grand Total	1,221,247	
With Sweet								
Unflavored	37,885,179	39.4%						
Flavored	58,341,444	60.6%						
Without Sweet								
Unflavored	20,404,856	21.2%	Unflavored	1,558,786	13.5%	Unflavored	28,788	2.4%
Flavored	75,921,766	78.8%	Flavored	9,997,990	86.5%	Flavored	1,192,459	97.6%

Enforcement Officer Neil Franklin testified before Senate Bill 177, and was right on point with his testimony about the sale of illicit menthol cigarettes and flavored cigars if this bill passes. Young youths will be the runners to our neighboring states and will be the sellers on every corner in the neighborhoods we want to protect the most. There is no law to possess the product nor enforcement to sell the product on the streets. The bill needs to target to focus on items that target youths and not adults. I believe a field trip to your local convenience store is in order, for all delegates that support Bill 134 to have a better understanding what is happening at the point of purchase and the items that are for sale to adult smokers. I applaud Senator Hershey for questioning the law and if this bill even has merit during his comments on Bill 177.

All sectors of businesses have suffered greatly these past 11 months navigating Covid-19 pandemic. A flavor ban on cigarettes, tobacco, moist snuff and nicotine pouches will cause irreversible consequences to the convenience store industry and will decimate the three family wholesalers that still exist in the State of Maryland, one being Century Distributors.

Having local laws is a huge tax burden on wholesale to collect the money-where as one tax at the state level allowing the Comptroller's office to remain in control of receiving the money. As the Late Senator Mike Miller said, do not lose control of all the tobacco tax -there is a law in place just for that reason..

Debbie Robins
President
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Certified Women-Owned - Since 1999