



March 1, 2024

Dear Maryland Economic Matters Committee members,

**President**

*Jeff Allen*  
National Convenience  
Distributors  
Farmingdale, NY

I am V.J. Mayor, the Executive Director of the Northeast Wholesalers Association (NEWA), representing wholesale distributors across the region, supporting nearly 24,000 American jobs annually.

**Vice President/  
Comptroller**

*Barry Margolis*  
Cooper-Booth  
Wholesale  
Mountville, PA

Today, I present our opposition to HB 1414, a proposal to increase the sales and use tax on certain electronic smoking devices from 12% to 30%.

Recent analysis indicates 1,600 retailers within 10 miles of the Maryland border, with no resident living more than 35 miles from a border. This bill risks driving electronic smoking device consumers out of state, harming both our state and our members.

**Vice President**

*Mike Kelley*  
Core-Mark  
Gardiner, ME

Advocates argue that this bill aims to protect the health of Maryland citizens, but this outcome is not feasible. Commerce in Maryland extends beyond our borders, and residents will simply purchase products out of state, leaving the state burdened with healthcare costs without the

When consumers seek these out of state, locally owned small businesses, including our members, suffer. These losses impact operating expenditures, jeopardizing contract agreements with union employees, many of whom are employed by our members.

**Vice President/  
Secretary**

*Kyle Feldman*  
National Convenience  
Distributors  
Farmingdale, NY

While I understand the intent of this legislation is to increase state revenue and reduce smoking prevalence, the proposed measures will likely fall short. Maryland may not meet budget expectations, local businesses will bear the brunt, and good-paying union jobs will be at risk.

**Executive Director**

*VJ Mayor, CAE*  
NEWA Office  
Portland, ME

I urge you to vote against HB 1414.

Thank you for your consideration.

Sincerely,

VJ Mayor, CAE