

Finance Committee,

My name is Mark Onheiser Jr., and I write this testimony in support of SB918 on behalf of High's of Baltimore, LLC. Highs operates 49 of our 52 stores in Maryland employing more than 800 employees in the state.

I applaud Attorney General's Office for taking the lead with this bill and I believe there are three main reasons why it is vital to implement an e-vapor product directory in Maryland:

- It will help ensure that retailers, like me, know what products can be sold.
- It will give the state the structure and support to enforce the e-vapor category.
- It will help support underage tobacco prevention efforts.

An e-vapor product directory would help me know what products can be sold. As a retailer, I have many tools at my disposal to help me be successful and support me with my strong desire to comply with federal, state, and local laws. However, when it comes to e-vapor, I lack a simple but necessary list of what can and can't be sold in the state. Maryland has a directory for cigarettes that requires manufacturers to register products with the state. As I understand, this bill would mimic the cigarette directory structure making it clear what can be sold.

At Highs, we are extremely selective in what products we offer to our customers and only partner with the most reputable distributors and manufacturers. However, I will caution you that there are retailers in Maryland that sell e-vapor products that come in elaborate flavors, some even have games, that may be attractive to the underaged. My hope is that this bill will provide the necessary structure and support to enforce against products that should not be in the market.

Please support SB918 and I thank you for your consideration.

Regards,

Mark T. Onheiser Jr.
Vice President of Retail Strategy & Execution
Carroll Motor Fuels | High's Stores
18 Loveton Circle
Sparks Glencoe, MD 21152
C 443.615.3374