

Senate Finance Committee,

My name is Kyle Feldman, and I am the Executive Vice President of Government Affairs for Century Distributors, located in Rockville, Maryland. We employ over 200 Marylanders and distribute over 10,000 products to more than 500 retail customers across the state. As a long-standing business in Maryland, I urge you to support SB819, a bill that would bring order to the e-vapor category and strengthen enforcement measures against the growing problem of illicit disposable vapor products.

SB918 is crucial for several reasons: A state e-vapor directory, much like we have with cigarettes in Maryland, would help clarify which e-vapor products are authorized for sale, enabling both wholesalers and retailers to easily confirm the legality of each item before selling it. Currently, there is significant confusion for many regarding the sale of vapor products, which is evident with the hundreds of illicit disposable products being sold across Maryland today. Despite this, FDA enforcement on these products continues to be sluggish. The state of Maryland already maintains a directory for cigarettes that are lawful for sale, so creating a similar system for e-vapor products is a very logical and necessary step.

The current lack of federal oversight and enforcement of vapor products puts Maryland consumers at risk and creates a competitive disadvantage for law-abiding corporate citizens. Not only will SB918, create a vapor product directory, but it will also enhance enforcement of bad actors selling illicit products. This ensures compliance among distributors and retailers and guarantees consumer access to authorized products. A structured, regulated, and secure market will promote the long-term viability of a product category that is less harmful than combustible cigarettes.

I strongly urge your support for SB918. It will create an equal playing field, provide industry members with the necessary information, enhance enforcement efforts, and protect Maryland consumers.

Thank you for your time and consideration.
Kyle Feldman
Century Distributors