

Submitter: Rick Mauro

On Behalf Of:

Committee: House Committee On Behavioral Health and Health Care

Measure: HB3090

Good Evening,

My Name is Rick Mauro. My family and I have been in the tobacco business for 43 years here in Klamath Falls.

I am here tonight to ask you to oppose House Bill 3090. In crunching some numbers yesterday, this bill will affect 517 of the 976 products that we have sold in the first 3 months of 2023, equaling 53 percent. In terms of gross profit, it equates to 35 percent of our income. I have spreadsheets on hand for your review if you'd like. This will definitely have a large impact on the Department of Revenue.

Banning these products will not only most certainly create a black market where criminals will take advantage of this new law, but many legal age tobacco and nicotine users will also cross our borders to states like Idaho and Nevada to buy their products or have relatives and friends ship to them from legal states.

Many of the flavored non tobacco products have not been approved by the FDA as alternatives to tobacco, but I can attest to the hundreds of our customers who have used herbal cigarettes or nicotine pouches like Zyn & Rogue to quit. I myself chewed Copenhagen for over 30 years and was able to quit with God's grace and products like Zyn. Tobacco sales are already in decline in the United States. The CDC reports that between the years 2000-2020, cigarette packs consumed are down by over 41 percent per capita.

[https://www.cdc.gov/pcd/issues/2022/21\\_0435.htm](https://www.cdc.gov/pcd/issues/2022/21_0435.htm)

Most retailers abide by the law and do not sell to underage minors, but they will always be able to get their hands on nicotine, whether by sneaking them from their parents or by having a friend or sibling of legal age buy it for them.

Thank you for your time.