

**Jenn Lauder PDX Aromatics**  
**House Committee on Economic Development**  
**HB 4013 Testimony**

February 3, 2020

Good afternoon, Honorable Chair Lively, Vice Chairs Fahey and Wilson, and Members of the House Committee on Economic Development.

My name is Jenn Lauder, and I am the Director of Marketing and Advocacy for PDX Aromatics, a small, family-owned botanicals company based in Portland. We sell natural products such as coffee, teas, and essential oils online. We're also the largest kratom vendor in the state and the first in the nation to earn GMP Qualified Vendor status from the American Kratom Association for demonstrating our adherence to Good Manufacturing Practices as defined by the FDA.

On behalf of our company, I'd like to thank you for considering reasonable regulations for the kratom industry that would prioritize the health and safety of Oregon's citizens.

Kratom is a plant in the same family as coffee, and it grows primarily in Southeast Asia. Its leaves have been consumed for centuries by native populations in those areas, usually chewed or brewed into tea. A recent survey estimates that approximately 15 million people in the United States use kratom regularly, typically by making tea with ground or powdered plant leaves. For the most part, kratom consumers are professional adults who use this botanical as a part of their daily routines to promote general wellness.

These consumers deserve access to safe and pure kratom products that enhance their lives, as well as protection from contaminated or improperly labeled products, or overblown and inaccurate claims.

I want to assure you that the health and safety of our customers is our primary concern, a concern that is shared by all legitimate, responsible kratom vendors. We strongly believe, based on abundant historical and scientific evidence, that kratom is a safe botanical. But we also know that proper processes must be in place to ensure the safety and purity of these products for all consumers.

Since its founding in 2010, PDX Aromatics has been committed to quality assurance and consumer safety. Over the past four years we have become an industry leader in compliance, investing hundreds of thousands of dollars in physical plant upgrades, staff training, and enhanced lab testing procedures. Our warehouse is an OHA-registered dry foods facility, and we are regularly third-party audited for current Good Manufacturing Practices.

This means that, among other things, we implement:

- Environmental controls and rigorous sanitation and handling procedures,

- Comprehensive lab testing to guarantee purity and identify any possible contamination before products are introduced to the market,
- Proper labeling that accurately displays the identity of the product and its ingredients,
- Responsible marketing that avoids any therapeutic or medical claims,
- Age restrictions that prevent the sale of our products to minors.

PDX Aromatics applauds the American Kratom Association's efforts to promote GMP compliance, and we are encouraged to see the kratom industry move toward adopting these standards on a large scale. The majority of kratom companies take their customers' safety seriously and are committed to responsible practices such as the ones I described.

Our company would like to see the few bad actors who endanger public health put out of business as much as you would. We support reasonable regulation in our industry and welcome the standards and safeguards that the proposed Kratom Consumer Protection Act would require of kratom vendors.

Thank you again for your time and your consideration of kratom and its place in the lives of Oregonians. I urge you to vote in favor of HB 4013 during this short session so that kratom consumers in our state can be protected from contaminated and misbranded products, and so that responsible and compliant businesses such as ours can continue to provide our customers with safe, pure products.

I'm happy to answer any questions about kratom, its consumers, or our company's efforts to become compliant with Good Manufacturing Practices.

Respectfully,

**Jenn Lauder**

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