

Dear Chairwoman Reynolds and Committee,

My name is Ryan Younger, and I am the Pricebook and C-Store Manager for Carson Oil in Oregon and Idaho. Here at Carson, we are in opposition of SB 702 as we feel it would be removing a major piece in preventing age verification and product restrictions that are already in place.

We heard testimony on Juul in specific about their marketing towards youth. However, Juul was the first brand to offer retailers incentives to activate and require scanning IDs to prevent sales to minors, and fake IDs.

Many retailers have already made steps in preventing tobacco sales to minors including limiting registers that sell products, scanning IDs to avoid any mathematical mistakes, fake IDs, or invalid IDs, and participating in manufacture programs, incentives, and training programs that prevent the sale of tobacco to minors.

Many of the flavors that were testified to be enticing for youth are coming outside of the U.S. such as China, where they can get a temporary USDA/ FDA approval and be able to sell for a limited time while the product is reviewed, and often declined, but after products have been on sale for over a year. With minor changes to product name or formula they can apply for another temporary permit hitting the market with a similar product. Because the FDA and USDA are allowing sales, even temporarily, people often think they are safe or safer for use. The limited time market they are allowed; spike sales and are being made more enticing by the U.S. government.

Since flavor bans have been discussed across the United States, aftermarket products such as modifiers and flavor drops have been gaining popularity. Because of how they attach or work, they are not regulated or tested and are more harmful than the intended target of this bill.

Having stores in multiple states, we notice sales do not decline when new taxes and regulations are introduced. Consumers just switch where they are bought from. Many people start crossing into Idaho and other states to be able to get products or pricing they want. There has also been an increase in companies outside of the U.S. finding ways to ship products direct to consumer which avoid taxes, and ID checks altogether.

From the FDA website, [Tobacco 21 | FDA](#), you'll notice the law restricts the sale of tobacco products to persons under the age of 21. Unlike alcohol or drugs, there are not any repercussions for being under 21 and having or consuming the product. We feel that rather than affecting the retailers who do their part in preventing sales to minors, there should be more laws and regulations against the minors who are getting the products, and going after the people they're getting them from. If someone is caught with illegal drugs, law enforcement will often setup operations to trace back to dealers, and suppliers and stop the problem at the

source. Instead of the removal of flavored tobacco from responsible sellers, the problem will increase on the black market with no repercussions to them.

Please vote No on **Senate Bill 702**. Thank you,



**Ryan Younger**

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Stores

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