

Dear Members of the Kansas Senate Federal and State Affairs Committee,

My name is Dayle Stewart, and I serve as the Director of Sales at Saint Joe Distributing, a distributor servicing retailers and communities across Kansas. Our business supplies over 150 retail locations across the state, and I appreciate the opportunity to submit written testimony in support of Senate Bill 355.

As a licensed distributor, we already operate under the state's established licensing and compliance framework for cigarettes and other tobacco products. Senate Bill 355 takes a practical and consistent approach by extending this same licensing framework to evapor products. This is not a new or burdensome concept for our industry — it is simply applying existing, proven standards across all product categories.

Distributors play a critical role in ensuring products move through the marketplace legally, responsibly, and in compliance with state law. By including evapor products in the current licensing system, SB 355 helps ensure that all distributors are held to the same expectations, regardless of product type. This consistency supports legitimate businesses and helps prevent bad actors from gaining an unfair advantage.

The bill also strengthens enforcement related to tax compliance, helping ensure that evapor products sold in Kansas meet state tax requirements. This protects state revenues and reinforces the integrity of Kansas's regulated marketplace.

We also believe that Senate Bill 355 will promote a level playing field. When all distributors are subject to the same licensing and enforcement standards, responsible businesses can compete fairly, retailers are better protected, and consumers benefit from a more transparent system.

I respectfully urge the committee to advance this legislation and continue Kansas's commitment to fair, consistent, and responsible regulation.

Thank you for your time and consideration.

Dayle Stewart

Director of Sales

Saint Joe Distributing

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