

Chairman Thompson and Members of the Senate Committee on Federal and State Affairs,

On behalf of Core-Mark, I ask for your support for Senate Bill 355, a wholesale distributor licensing bill. My name is Kathy Gunlock, and I represent Core-Mark, a wholesale distributor, supporting over 50,000+ retail locations nationwide and supplying more than 400 retail businesses in Kansas. We believe that a responsibly regulated marketplace is a key pillar to ensuring a more sustainable industry.

Kansas is seeing an influx of non-compliant vapor products, making it difficult for retailers and consumers to identify legal options. SB 355 would address this by requiring vapor distributors to be licensed—just as they are for cigarettes, cigars, and liquor. Implementing licensing to this category would provide clarity to retailers on who are legal suppliers, protect consumers, and level the playing field for all distributors.

We take our responsibilities as a wholesale distributor very seriously. Licensed wholesale distributors like us collect taxes, follow federal regulations, and work to ensure that only compliant products reach Kansas retailers. To do this effectively, we need a system that allows the state to identify who is operating in the market and ensure all participants follow the law.

I urge you to require manufacturers and distributors to register with the state so Kansas officials have a way to know who is in the market and can ensure all players are complying with state law.

Please support Senate Bill 355.

Respectfully,

Kathy Gunlock

Tobacco Category Manager, Iowa Division

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