



January 26, 2026

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

My name is Andrew C. Plummer, President and Chief Operating Officer of AMCON Distributing Company, a wholesale distributor of consumer products, serving 34 states and supplying over 200 retail businesses throughout Kansas. We support Senate Bill 355 and ask for your consideration in advancing this bill to further support a fair and responsible regulated marketplace.

Since our founding in 1981, AMCON has always remained customer focused and committed to delivering excellence at every step of the distribution process. Our mission is to redefine convenience retail by delivering world-class products, customized solutions, and forward-thinking strategies that maximize our customer experience. We believe that a responsibly regulated marketplace is a key pillar to ensuring a more sustainable industry.

Today in Kansas, the market lacks licensing within the most critical elements of the supply chain- at the manufacturing and distributor levels. SB 355 will close these loopholes and align with all other tobacco categories legitimate licensed distributors are already carrying and hold a license for. This loophole has allowed a wave of illegal Chinese manufactured vaping products to flood the market without any oversight in Kansas. These are products that are prohibited for sale in China but have been illegally dumped into the United States and are sold in vast quantities in the market today.

Senate Bill 355 is a good proposal as it aligns with current regulations for other tobacco products, creates a mechanism for a more equitable marketplace, and gives the state the necessary tools to keep Kansans safe by promoting and fostering a regulated supply chain.

We appreciate the consideration of our perspective and look forward to continuing our collaboration to ensure the success and compliance of all stakeholders involved.

Sincerely,

A handwritten signature in black ink that reads "Andrew C. Plummer". The signature is written in a cursive, flowing style.

Andrew C Plummer  
President and Chief Operating Officer  
AMCON Distributing Company  
aplummer@amcon.com