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SENATOR CROSBY: One minute.

SENATOR LANDIS: ...Institute, which is a smoking institute, and it's their body of statistics. In 19...in 1994, there was an increase in the District of Columbia and they went from, like, 17 cents to 65 cents. Right next door was Virginia at 2.5. In the District of Columbia, consumption went down. Price goes up; consumption goes down. In Virginia, sales stayed the same. Now, look, if the price went up and the sales went down in Washington, DC, every place around Washington is in Virginia. All you got to do is cross the border and drop from about 60 cents of tax to 2.5 cents of tax, and there was no consequential increase in sales in Virginia.

SENATOR CROSBY: Time.

SENATOR LANDIS: In other words, you cannot find, at least in a number of cases, hard evidence of border bleeding and blackmail from...not blackmail but the black market. I'll renew my light and finish my thought.

SENATOR CROSBY: Thank you, Senator Landis. Senator Suttle.

SENATOR SUTTLE: I yield my time to Senator Landis. Thank you.

SENATOR CROSBY: Senator Landis.

SENATOR LANDIS: Thank you, Senator Suttle. We were on the topic of the black market and on cross-border sales. Arizona, as I said, increased their tax substantially; did not find a shift to lower-cost places. Why? Because those cost differentials exist already. If people are going to go across the border to buy cartons of cigarettes, there's already a price differential. We're losing those sales now. If Senator Wickersham is right, and he's living out there and there is a price differential to Wyoming and Colorado and it...it is already cost effective to go there and we've lost those sales already. But for the people who buy by packs, they will stay here. What about...what about border bleeding and kids, border bleeding and kids? Kids start smoking when? Thirteen and fourteen. Border bleeding, how do you do border bleeding? You