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March 24, 2014

The Honorable Peter E. Shumlin  
Office of the Governor  
109 State Street, Fifth Floor  
Montpelier, VT 05609-0101

RE: Vermont Senate Bill 239 – Oppose / Amend

Dear Governor Shumlin,

On behalf of Avon Products, Inc. and the many Avon Independent Sales Representatives in the State of Vermont, we wish to voice our opposition to Senate Bill 239 as currently written. This legislation would impose a new chemical regulatory system in the State of Vermont inconsistent with the regulatory framework at the Federal level and in other states.

Avon Products, Inc. is the world's largest direct seller of beauty products. Avon was established 128 years ago and, as such has a long history of satisfactorily serving its customers. Avon's independent Sales Representatives are micro-entrepreneurs who earn extra income for their families by establishing their own businesses of buying and selling Avon products. Avon is proud of its heritage and proud of being a beneficial factor to the economies in which our products are sold and to the independent Sales Representatives who sell Avon products.

It goes without saying that consumer safety is Avon's top priority. Every ingredient in every product is put through a thorough and formal review, and the safety of every product is substantiated - prior to product introduction - by a multi-disciplinary team of scientists including toxicologists, microbiologists and chemists, each of whom are experts in their field. Only ingredients which meet our rigorous safety standards are allowed to be used in our products. Equally important, our scientists continually evaluate any new information relevant to the safe use of our existing ingredients.

If enacted, S. 239 would unnecessarily impose a burdensome regulatory system in the state without added benefit to Vermont consumers. S. 239 is duplicative and burdensome for the following reasons:

- In the United States, it is a crime to market unsafe cosmetic products. The U.S. Food and Drug Administration (FDA) has the legal jurisdiction to regulate the safety of cosmetic products and to ban or restrict ingredients for safety reasons.
- Under the Food, Drug and Cosmetics Act, many cosmetic products are also classified as OTC drugs and are subject to FDA pre-market approval. These include cosmetics products which contain active ingredients such as sunscreens, toothpaste, and antiperspirants.

- The U.S. Environmental Protection Agency regulates chemicals that are harmful to the environment.
- Federal law already requires cosmetic ingredients to be listed on the product label, making additional disclosure requirements unnecessary.

Added state regulations would be costly, unnecessary and ultimately confusing to consumers who are looking for certainties from government regulators. By introducing inconsistent regulatory programs across jurisdictions, the result will be a patchwork of different standards throughout the country which could affect interstate commerce. Regulations that provide no benefit to constituents, but instead are harmful to the local economy and the local job market should not be considered.

In summary, Avon is opposed to S. 239 as it is currently written. We respectfully suggest that the legislation be amended to include an exemption for products already regulated by the FDA. We ask that you take the time necessary to understand the true ramifications of S. 239 and to consider potential unintended consequences.

Thank you for your consideration of our concerns.

Sincerely,

A handwritten signature in black ink, appearing to read "Susan Eerdman", with a stylized, flowing script.

Susan Eerdmans