

February 5, 2025

Senate Judiciary Committee  
North Dakota Senate

Re: OPPOSE SB 2384

Chairwoman Larson and Members of the Committee

My name is Robert Harms, I am speaking for myself and ask you to OPPOSE SB 2384. I'm a partner in Western Distributing. We have 20 employees, 9 of whom are service techs who serve dozens of charities we do business with. The bill is bad for our state. Here's why:

**It's bad for ND BUSINESSES.** Distributors are ND companies. They've been in business for decades. They help grow the business and employ ND people. They support ND communities; live in and pay ND taxes. This bill hurts them in favor of an Ohio company.

**The bill hurts competition.** It consolidates gaming to a few large companies. It stifles competition from new, small manufacturers who won't have ND distributors to help introduce new products (competition) to ND charities. The result will be a few multi-national manufacturers dominating charitable gaming in ND.

**SB2384 is brought by ONE manufacturer** Arrow International Inc., in Cleveland Ohio, and is owned by Platinum Equity, with headquarters in LA, and offices in London and Singapore. Platinum has been consolidating gaming nationwide. The bill is an attempt to acquire market share and dominate the market through Legislation. That's wrong.

**The current model serves the state well.** Distributors, whether located in Fargo, Bismarck, Devils Lake or Williston provide close contact with charities, to meet their needs and provide prompt service. This relationship has produced millions of dollars to local communities for public radio, the arts, local sports organizations, economic development, and fraternal and veterans' organizations. This model produced \$74 million to charities and \$20 million in state taxes in 2022. It works.

The current model provides effective regulatory authority (Attorney General) through close contact with distributors who work in the industry daily, rather than dealing with multi-national organizations located in Cleveland, Ohio (or LA).

There is NO legitimate policy reason to disrupt the current model that serves well, our State's charitable gaming. Please vote DO NOT PASS on SB 2384.



Robert W. Harms,  
Williston, North Dakota