



Daryl L. Vojtush – Testimony  
Senate Bill 224  
Senate Finance Committee  
February 6, 2018

Good afternoon, I would like to thank the members of the Senate Finance Committee in allowing me to give my testimony on behalf of Senate Bill 224. My name is Daryl Vojtush, I am the General Manager of WS One Investment USA, located in Aurora, Ohio. I am testifying today as a proponent of Senate Bill 224.

WS One Investment is a package consolidation and freight forwarding company. We receive approximately nine thousand incoming packages during a normal workweek and upwards of thirty thousand packages during our peak seasons. These packages are purchased online and used by our customers who are located outside of the United States. The customer will order multiple packages over a period of time. We will store their packages for up to 45 days to give the customer a period of time to order multiple items. At the customer's request or at the end of the storage period we will consolidate their packages and send their consumer goods to them. The consolidation saves the customer money on shipping costs. At no time does the customer take possession of the package in the state of Ohio.

We recently have noticed a decline in customer orders. We attribute this decline to our customers leaving us for our competitors that are located outside of the state of Ohio. One of our largest competitors is MyUS.com which is located in the state of Florida. MyUS is able to better compete by informing the customer there is no state sales tax added to their purchase.

Customer purchases can range anywhere from a \$2.00 pencil to a \$800 iphone to a \$2,500 piece of jewelry or automobile part/accessory. If they send the product to WS One for consolidation they are charged a state sales tax which can add up to a significant amount of the purchase price. As an alternative, our customers can simply purchase their items online and have their items sent to a state with no state sales tax or to a company that has a state sales tax exemption such as in the case of MyUS.com in Florida.

The profit margins are very low in this industry. In order to remain competitive we would like to request consideration of Senate Bill 224. We employ between 60 and 300 employees at any given time. We have been researching other geographic locations such as Florida and the state of Delaware to relocate our company. We would like to keep the jobs in Ohio but also understand that we must remain competitive in this low margin business. We believe Senate Bill 224 can help us remain competitive.

Once again, I thank you for the opportunity to provide testimony on Senate Bill 224. I will be happy to answer any questions you may have.

**WS One Investment USA, LLC.**