



Proponent Testimony on Sub.HB 189

Before the

**House Government Accountability and Oversight
Committee**

By

Dub and Lisa Nelson

On

February 27, 2018

Chairman Blessing, Vice Chair Reineke, Ranking Member Clyde and members of the House Government Accountability and Oversight Committee thank you for the opportunity to provide proponent testimony on the cosmetology reforms contained in Sub.HB 189, jointly sponsored by Rep. Kristina Roegner (R-Hudson) and Rep. Alicia Reece (D-Cincinnati).

Thank you for allowing us to comment on HB 189. We own three Roosters Men's Grooming Centers in the Cincinnati area that employ 16 cosmetologists and 3 barbers. Only our barbers are allowed to use a straight razor on any customer, and that is a rare occurrence.

The arguments we continue to hear against the proposed bill are: 1. Safety, 2. Training, and 3. Lack of Demand.

Shaving the face with a safety razor that can be purchased at any major retail outlet in the state with no age or training restrictions, is primarily manufactured by a company (P&G) based in the state, and is used daily by millions of individuals with no training whatsoever, makes sense for Ohio and our customers that have come to expect and demand the service. The US Patent for safety razors is very clear on the matter. A safety razor is designed to minimize the risk of injury and reduce the dependency on a professional. However, a professionally delivered face shave is a luxury service that is in demand in Ohio and other states across America.

Cosmetology and Barber schools across Ohio require extensive training on face structure, handling of blood and blood borne illnesses, sterilization, and proper hygiene. As stated above, the average consumer, likely yourself, uses a safety razor with no training whatsoever.

Across our National Brand, the average location does better than 10% of it volume on shaving of the face. That means that by providing 15,000 services a year, 1,500 are asking for shaves. That seems to speak to the demand of the service.

We have operated a clean and reliable business in Ohio since 2010. We not only pay Ohio taxes, but we collect and pay taxes on behalf of our employees. We focus on a great customer experience while

providing our employees an environment that exceeds the norm, allows them to make above average compensation, and is a family first environment.

Withholding support of HB 189 does not make sense for Ohio consumers nor does it make sense for Ohio cosmetologists. Several states have already memorialized the use of safety razors for cosmetologists due to customer demand and the opportunity for cosmetologists to provide a service their clients want. Why would Ohio want to be different and deprive cosmetologists and their customers of this service?

We respectfully submit our support of Sub.HB 189 and trust that you will support Ohio cosmetologist's right to be competitive and offer competitive services, their customers who demand the services, and the proprietors of salons and shops that want to provide these services.