



April 14, 2020

The Honorable Nancy Pelosi  
Speaker of the House  
United States House of Representatives  
Washington, D.C. 20515

The Honorable Mitch McConnell  
Majority Leader  
United States Senate  
Washington, D.C. 20510

The Honorable Kevin McCarthy  
Republican Leader  
United States House of Representatives  
Washington, D.C. 20515

The Honorable Chuck Schumer  
Democratic Leader  
United States Senate  
Washington, D.C. 20510

Dear Speaker Pelosi and Leaders McConnell, Schumer and McCarthy:

We are writing on behalf of the National Association of Wholesaler-Distributors (NAW) to urge your quick action to increase funding for the CARES Act's Paycheck Protection Program.

NAW is the "national voice of wholesale distribution," an association comprised of employers of all sizes, and national, regional, state and local line-of-trade associations spanning the \$5.9 trillion wholesale distribution industry that employs almost 6 million workers in the United States. Approximately 40,000 enterprises with almost 400,000 places of businesses in all 50 states and the District of Columbia are affiliated with NAW.

The wholesale-distribution industry, like the rest of the U.S. economy, has suffered from the impact of Federal and state stay-at-home shutdown orders. The overwhelming majority of companies in wholesale distribution are small businesses with fewer than 500 employees and qualify for the PPP loan program. And most wholesaler-distributors, whether or not they themselves qualify for PPP, serve customers who do.

The PPP program, while it needs changes to correct some inefficiencies in its practical application, is a virtual lifeline for many NAW members, and could well determine whether these companies are able to open their doors for business when this health crisis passes. The completely appropriate mission of PPP – the retention of payroll to ensure as many Americans as possible have jobs when the economy reopens – will be ill served if this program is allowed to grind to a halt.

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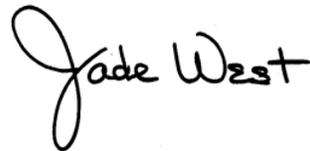
Based on all available data and reports from the Treasury Department and the Small Business Administration, PPP will have run through the \$349 billion allotted to the program by the end of this week. The need for an infusion of new funds into PPP is immediate, and urgent, to prevent many additional thousands of Americans finding themselves unemployed.

We urge you to pass a funding measure before it is too late to save the businesses whose survival may depend on access to PPP loans, and to save the jobs those companies are trying to protect.

Respectfully,

A handwritten signature in black ink, appearing to read 'Dirk Van Dongen', with a stylized flourish at the end.

Dirk Van Dongen  
President & CEO

A handwritten signature in black ink, appearing to read 'Jade West', with a large, elegant loop at the beginning.

Jade West  
Chief Government Relations Officer

*cc: All Members of the U.S. Senate and House of Representatives*