



**Eric Hoplin**  
*President & CEO*

January 22, 2021

The President  
The White House  
1600 Pennsylvania Avenue, N.W.  
Washington, D.C. 20500

Dear Mr. President:

On behalf of the National Association of Wholesaler-Distributors, I write to congratulate you on your election and inauguration. We listened carefully to your inaugural address and stand ready to answer the call to help the nation overcome the pandemic.

The National Association of Wholesaler-Distributors and our affiliated trade associations represent nearly 30,000 companies across the country that are integral parts of the supply chain that keeps goods and services moving across America. When the pandemic struck, we immediately mobilized to provide PPE, lifesaving medical equipment, medicine, and supplies to nearly every county in America. When hospitals reached capacity, we supplied the tents, plastic shields, furniture, and equipment to set up temporary facilities. When businesses and schools sought to reopen, we provided the cleaning products, state of the art HVAC and plumbing needed for cleaner air and water, barriers, furniture, and supplies of all kinds to keep the employees, customers, students, and staff safe.

We fully support your goal of vaccinating 100 million people in the next 100 days. NAW and its members recommend that the federal government engage the entire distribution sector and bring to bear the full logistics expertise and customer reach of our industry to ensure Americans across the country gain access to critical vaccines and other interventions. As such we urge your Administration to engage distributors in connectivity conversations with CDC now, to ensure the system is activated and ready to scale distribution in partnership with pharmacies and hospitals around the country as soon as possible.

Many of the companies we represent have been involved with the development, production, and distribution of the vaccine and have been working day and night to help save lives. As you prepare to launch your vaccine distribution plans and additional efforts to combat COVID-19, please know NAW and the distribution industry has the network, knowledge, and many of the goods needed to effectively distribute and help administer the vaccine and other lifesaving treatments and equipment.

We stand ready to assist your Administration in any way in this necessary effort to save lives and get our country back to work.

Most respectfully,

A handwritten signature in black ink, appearing to read 'Eric Hoplin', is written over a light blue horizontal line.

Eric Hoplin  
President & CEO

**NATIONAL ASSOCIATION OF WHOLESALER-DISTRIBUTORS**

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