



**Eric Hoplin**  
*President & CEO*

March 9, 2021

Mr. Andy Slavitt  
Senior Advisor for COVID Response  
The White House  
Washington, DC 20500

Dear Mr. Slavitt:

The National Association of Wholesaler-Distributors (NAW) remains focused on assisting the Biden administration and the country as we all work to tackle the unprecedented challenges associated with the COVID-19 pandemic. As you recently stated, the government is committed to pulling every lever at its disposal to ensure adequate vaccine distribution into every corner of the country, especially to underserved communities. Accomplishing this mission will continue to require tremendous efforts of those in both the public and private sectors.

I urge the Administration to recognize and engage the full capabilities of the wholesale distribution industry as another lever to speed vaccine distribution, get more shots in arms, and help move our country past these challenging times. Most of the country's medical and pharmaceutical distributors—who typically move vaccines every day—are not being fully utilized in COVID-19 vaccine distribution.

While the current distribution system has capably moved the still-limited supply of vaccines, that supply will soon increase dramatically. Deploying the broad distribution network available to the government would ensure that no unforeseen events, i.e., extreme weather like that which crippled Texas last month, will disrupt the delivery and administration of the vaccine. While couriers and manufacturers are playing impressive, important roles in this effort, providing and moving large quantities of goods and services to every corner of the country is what distributors do every day. In just the medical sector of the economy, our national network distributes medicine and other vaccines to 500,000 pharmacies, hospitals, clinics, physicians' and dental offices, first responders, and nursing homes – often making multiple deliveries to the same locations in a single day. Not only do distributors have the capabilities and relationships to scale vaccine distribution to meet your goals, engaging them provides redundancies in the system that offer the additional security and safety needed in these unprecedented efforts, guarding against manmade and natural disasters.

Over decades, the distribution industry has developed the world's leading network, knowledge, technology and logistics expertise to efficiently and safely move products across the country. With our assistance, the government can create a much larger and efficient network of vaccinators, quickly reaching more people in all areas of the United States. NAW and its member companies are also proud to be involved in setting up vaccination sites and providing the personal protective equipment, sanitizer, and medical waste products needed to operate safely, but we can do more and stand ready to assist.

When heightened attention was placed on the supply chain one year ago, NAW stated there is a reason that six trillion dollars of goods and commodities move through wholesale distribution channels each year. It is because we provide the most efficient way of moving product from where it is made to where it is needed. This remains true today and equally applies to vaccine distribution.

On behalf of the wholesale distribution industry, I thank you for your efforts to combat COVID-19 and hope we can work together to move our country forward.

Sincerely,

A handwritten signature in black ink, appearing to read 'Eric Hoplin', written in a cursive style.

Eric Hoplin  
President & CEO

**NATIONAL ASSOCIATION OF WHOLESALER-DISTRIBUTORS**

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