



*NATIONAL ASSOCIATION OF WHOLESALER-DISTRIBUTORS
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April 4, 2003

The Honorable Sam Johnson, Chairman
Subcommittee on Employer-Employee Relations
U.S. House of Representatives
2181 Rayburn House Office Building
Washington, DC 20515

Dear Mr. Chairman:

It is my understanding that on Tuesday, April 8th, the Subcommittee on Employer-Employee Relations will consider H.R. 660, the Small Business Fairness Act of 2003. I write on behalf of the National Association of Wholesaler-Distributors (NAW) to express our strong support for H.R. 660 and to urge the subcommittee's favorable consideration of this important legislation.

NAW is comprised of direct member companies and a federation of 131 national, regional, state and local associations (see lists enclosed) and their member firms which, collectively, total approximately 40,000 companies operating at some 150,000 locations across the country. Wholesaler-distributors provide the link in the marketing chain between manufacturers and retailers as well as commercial, institutional and governmental end-users. While industry firms vary widely in size, wholesaler-distributors generally are small to medium-size, closely held businesses which provide jobs to 6.8 million people and account for approximately \$2.7 trillion in annual economic activity.

As you know, employers are struggling in the current health insurance marketplace. The trend of rapidly rising premiums shows no signs of abating, and in response, employers are finding it necessary to share more of the economic burden this poses with their employees.

This problem is particularly acute in the smaller employer community. Data NAW compiled in a recent survey of wholesaler-distributors revealed an average industry-wide premium increase of 19 percent for the second consecutive year, and 23 percent for employers of 50 and fewer employees.

H.R. 660 is aimed at the heart of this problem. Enactment will enable smaller employers to realize cost-saving marketplace clout and economies of scale similar to that currently enjoyed by health plans sponsored by large corporations and labor unions. The cost of providing health insurance as an employee benefit will be brought within the reach of many smaller employers who are today unable to offer health insurance benefits, and the ultimate beneficiaries will be small business employees and their dependents that comprise a substantial portion of America's 41 million medically uninsured persons.

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Page Two

Mr. Chairman, thank you for the leadership you continue to exercise on this matter of urgent, priority concern. We urge all members of the subcommittee to vote to favorably report H.R. 660 to the Committee on Education and the Workforce, and to reject any amendments that may be offered that do not enjoy the support of the Chairman.

Sincerely,

A handwritten signature in black ink, appearing to read "James A. Anderson, Jr.", with a stylized flourish at the end.

James A. Anderson, Jr.

Vice President-Government Relations

Enclosures

cc: Members of the Subcommittee on Employer-Employee Relations

National Wholesaler-Distributor Organizations Affiliated with the National Association of Wholesaler-Distributors

American Machine Tool Distributors' Association.....	AMTDA	National Appliance Parts Suppliers Association	NAPSA
American Nursery & Landscape Association.....	ANLA	National Association for the Specialty Food Trade, Inc.	NASFT
American Supply Association.....	ASA	National Association of Chemical Distributors	NACD
American Veterinary Distributors Association.....	AVDA	National Association of Container Distributors	NACD
American Wholesale Marketers Association.....	AWMA	National Association of Electrical Distributors.....	NAED
Appliance Parts Distributors Association, Inc.....	APDA	National Association of Floor Covering Distributors	NAFCD
Associated Equipment Distributors	AED	National Association of Flour Distributors, Inc.	NAFD
Association for High Technology Distribution	AHTD	National Association of Marine Services, Inc.	NAMS
Association for Hose & Accessories Distribution	NAHD	National Association of Sign Supply Distributors	NASSD
Association of Woodworking & Furnishings Suppliers..	AWFS	National Association of Sporting Goods Wholesalers	NASGW
Aviation Distributors & Manufacturers Association.....	ADMA	National Association of Video Distributors	NAVD
		National Beer Wholesalers Association	NBWA
Bearing Specialists Association.....	BSA	National Fastener Distributors Association.....	NFDA
Beauty & Barber Supply Institute, Inc.....	BBSI	National Grocers Association	NGA
Bicycle Product Suppliers Association.....	BPSA	National Insulation Association.....	NIA
		National Marine Distributors Association	NMDA
Ceramic Tile Distributors Association.....	CTDA	National Paper Trade Association, Inc.	NPTA
Cleaning Equipment Trade Association	CETA	National Sash & Door Jobbers Association	NSDJA
Copper & Brass Servicenter Association.....	CBSA	National School Supply & Equipment Association	NSSEA
Council of Fleet Specialists.....	CFS	National Spa and Pool Institute	NSPI
		National Wheel & Rim Association	NWRA
Door & Hardware Institute.....	DHI	National Wood Flooring Association	NWFA
		North American Association of Utility Distributors	NAAUD
Electrical Apparatus Service Association, Inc.....	EASA	North American Building Material Distribution Association.....	NBMDA
Farm Equipment Wholesalers Association.....	FEWA	North American Graphic Arts Suppliers Association	NAGASA
Fluid Power Distributors Association, Inc.....	FPDA	North American Horticultural Supply Association	NAHSA
Food Industry Suppliers Association.....	FISA	North American Karting Association, LLC.....	NAKA
Food Marketing Institute.....	FMI	North American Meat Processors Association	NAMP
Foodservice Equipment Distributors Association	FEDA	North American Wholesale Lumber Association, Inc.....	NAWLA
		NPES The Association for Suppliers of Printing, Publishing & Converting Technologies.....	NPES
Gases and Welding Distributors Association	GAWDA	Office Products Wholesalers Association	OPWA
General Merchandise Distributors Council	GMDC	Optical Laboratories Association.....	OLA
		Outdoor Power Equipment Aftermarket Association.....	OPEAA
Health Industry Distributors Association	HIDA	Outdoor Power Equipment & Engine Service Association Inc.....	OPEESA
Healthcare Distribution Management Association.....	HDMA		
Heating, Airconditioning & Refrigeration Distributors International	HARDI	Pet Industry Distributors Association.....	PIDA
Hobby Industries of America.....	HIA	Petroleum Equipment Institute	PEI
		Post Card & Souvenir Distributors Association	PCSDA
Independent Distributor Association	IDA	Power Transmission Distributors Association, Inc.	PTDA
Independent Medical Distributors Association	IMDA		
Independent Sealing Distributors.....	ISD	Recreational Vehicle Aftermarket Association	RVAA
Industrial Distribution Association	IDA		
International Association of Plastics Distributors	IAPD	Safety Equipment Distributors Association, Inc.	SEDA
International Association of Used Equipment Dealers.....	IAUED	Security Hardware Distributors Association	SHDA
International Foodservice Distributors Association	IFDA	Service Specialists Association	SSA
International Sanitary Supply Association	ISSA		
International Truck Parts Association.....	ITPA	Textile Care Allied Trades Association.....	TCATA
International Wholesale Furniture Association	IWFA		
Irrigation Association (The).....	IA	United Products Formulators & Distributors Association	UPFDA
Jewelry Industry Distributors Association.....	JIDA	Waste Equipment Technology Association.....	WASTEC
		Water and Sewer Distributors of America.....	WASDA
Lawn & Garden Marketing & Distribution Association	LGMDA	Wholesale Florist & Florist Supplier Association	WF&FSA
		Wine & Spirits Wholesalers of America, Inc.	WSWA
Machinery Dealers National Association	MDNA	Woodworking Machinery Industry Association.....	WMIA
Material Handling Equipment Distributors Association	MHEDA		
Metals Service Center Institute	MSCI		
Motorcycle Industry Council	MIC		
Music Distributors Association.....	MDA		

Regional Organizations Affiliated with the National Association of Wholesaler-Distributors

Advertising Specialty Institute.....	ASI	Michigan Beer & Wine Wholesalers Association.....	MBWWA
Associated Beer Distributors of Illinois.....	ABDI	Michigan Distributors & Vendors Association	MDVA
Association of Ingersoll-Rand Distributors	AIRD	Midwest Distributors Association	MDA
Association of Service & Computer Dealers International	ASCD	Mississippi Malt Beverage Association.....	MMBA
Beer Industry League of Louisiana.....	BILL	Motorcycle & Moped Industry Council	MMIC
Beer Industry of Florida, Inc.....	BIFI	National Convenience Store Distributors Association.....	NACDA
California Beer & Beverage Distributors	CBBD	New York State Beer Wholesalers Association.....	NYSBW
Canadian Association for Pharmacy Distribution Management.....	CAPDM	North-American Association of Telecommunications Dealers.....	NATD
Canadian Institute of Plumbing & Heating.....	CIPH	North Carolina Beer Wholesalers Association.....	NCBWA
Central Wholesalers Association	CWA	Pacific Southwest Distributors Association	PSDA
Electro-Federation Canada, Inc.....	EFC	Southern Wholesalers Association	SWA
Florida Internet Service Providers Association	FISPA	Western Association of Fastener Distributors	WAFD
Greater North Dakota Association/ Wholesalers Division	GNDA	Western Suppliers Association	WSA
Industrial Supply Manufacturers Association	ISMA	Wholesale Beer Distributors of Texas.....	WBDT
Los Angeles Fastener Association.....	LAFA	Wholesale Beer & Wine Association of Ohio.....	WBWAO
Maryland Association of Wholesaler- Distributors, Inc.....	MAW	Wholesalers Association of the Northeast.....	WANE
Michigan Association of Distributors.....	MAD		