



December 19, 2012

***To All Members of the U.S. House of Representatives:***

We are writing on behalf of the National Association of Wholesaler-Distributors in response to the expected House consideration this week of the Speaker's "Plan B" proposal to deal with the "fiscal cliff." NAW is a national trade association representing approximately 40,000 enterprises with 150,000 places of business in the United States. NAW's members are job creators in every Congressional District in the country, with aggregate sales of \$4.7 trillion and total employment of 5.5 million. For information on wholesale distribution's contribution to the economy of your district, please go to:

<http://www.naw.org/institute/impact.php>.

NAW has consistently opposed raising taxes, especially tax rates, because of the negative impact of tax increases on our members – job creators – and the economy in general. We remain opposed to tax rate increases in the context of the current debate on how to address the fiscal crisis we face. Further, the President's insistence on raising tax rates while adamantly resisting any meaningful spending restraint or entitlement reform is particularly damaging to the prospect for sustained economic growth and job creation.

We believe the Speaker's and Ways and Means Chairman Camp's consistent calls for comprehensive reform of the tax code for corporations and individuals, coupled with significant spending restraint and structural entitlement reform, is a much more sound approach to dealing with our fiscal crisis.

But unfortunately, the President is clearly determined to raise rates, including the rates on hundreds of thousands of pass-through businesses and job creators; and equally determined not to seriously cut spending or address the looming fiscal collapse of the entitlement programs.

We regret that the President's actions have left the House Majority with no good options, and that the Speaker has been forced to propose extending current tax rates only on those earning under \$1 million. While we remain firmly opposed to tax rate increases, we support the Speaker's Plan B as a viable option to ensure the taxes do not automatically rise on everyone, providing a \$4 trillion windfall to a President clearly willing to spend us into bankruptcy.

Sincerely,

A handwritten signature in black ink, appearing to read 'Dirk Van Dongen'.

Dirk Van Dongen  
President

A handwritten signature in black ink, appearing to read 'Jade West'.

Jade C. West  
Senior Vice President-Government Relations

**NATIONAL ASSOCIATION OF WHOLESALER-DISTRIBUTORS**

1325 G Street N.W., Suite 1000, Washington, DC 20005 • 202-872-0885 • FAX: 202-785-0586 • [www.naw.org](http://www.naw.org)