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NAW Calls for Trade Certainty as Tariffs Add Pressure to U.S. Supply Chains

*Statement from **Eric Hoplin**, President and CEO of the **National Association of Wholesaler-Distributors (NAW)**:*

"As new tariffs go into effect today, distributors, who already manage one of the most complex and dynamic supply chains in the global economy, are being forced to navigate even greater uncertainty. Our industry, which represents one-third of U.S. GDP, keeps the economy running by moving essential goods like health care supplies, food, construction materials, and technology. New tariffs coupled with the uncertainty of further or higher tariffs in the coming weeks or months makes it difficult for businesses to make any long-term planning or investment. If we want the Big Beautiful Bill to fulfill its potential to drive investment, job growth, and economic strength, we must pair tax certainty with trade certainty.

We appreciate the administration's efforts to secure new trade agreements and applaud recent progress with several key allies. However, many businesses had paused purchasing earlier this year, hoping for relief with new trade agreements. Now, with new tariffs in place and no clear timeline for further deals, those orders are returning but with higher prices and tighter supply. Distributors are required to pay tariff duties within ten days, yet often do not sell the product or receive payment until months later, creating significant cash flow challenges that hinder investment, innovation, and job growth. We urge the administration and trading partners to act swiftly to finalize outstanding trade agreements so businesses can plan ahead, invest with confidence, and help drive the next era of American prosperity."

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About NAW: The [National Association of Wholesaler-Distributors](#) (NAW) is one of America's leading trade associations, representing the \$8.2 trillion wholesale distribution industry. Founded in 1946, NAW comprises national, regional, and state employers of all sizes, industry trade associations, partners, and stakeholders spanning all distribution sectors. Our industry employs more than 6 million workers throughout the United States, accounting for 1/3 of the U.S. GDP. 250,000 wholesale distribution companies operate in nearly 150,000 places of business across North America, including all 50 states. Learn more: www.naw.org.