



440 1st St. NW, Suite 520, Washington, D.C. 20001
(202) 223-0101

March 18, 2020

President Donald Trump
The White House
1600 Pennsylvania Avenue, N.W.
Washington, DC 20500

Dear Mr. President:

The Natural Products Association (NPA) commends your leadership during this great crisis. We write to you today to raise an important issue that impacts the health of millions of Americans and the national economy.

In recent days, states and territories have begun to order the closure of most businesses for an indefinite period of time, except for businesses deemed to be essential, such as supermarkets and pharmacies. For example, in Nevada, a manufacturing and distribution center that provides dietary supplement products for retailers nationwide, that are vital to supporting the health of millions of Americans is under threat of being ordered to close if they are deemed non-essential.

Located in Sparks, Nevada, NOW Foods employs over 500 people and is a modern warehouse with softgel, capsule, tablet, and powder manufacturing lines, as well as an advanced suite of analytical laboratories that allow for rapid and comprehensive testing of both incoming ingredients and outgoing finished products.

We are concerned about situations like this one, as it will not only limit access to vital health products for millions of Americans, but it could also force consumers to seek overseas products. As we navigate this health and economic crisis, we do not believe it is the appropriate action to increase our reliance on products sold outside of the United States.

A reliable and functioning supply chain is imperative for essential businesses – including natural products retailers – to continue operating and providing nutritional supplements and other health and wellness products during this public health emergency. Local businesses are an essential resource for Americans in times like these, especially people at risk, who need access to nutritional supplements.

Three in every four Americans use at least one natural product and the natural products industry is responsible for over 380,000 direct jobs, \$16 billion in direct wages and almost \$15 billion in taxes each and every year. Many of the men and women who make up the natural products industry are the neighborhood small businesses that are vital to all local economies.

As the President and CEO of the Natural Products Association, representing thousands of small businesses and the people who make up the natural products industry, I am calling on you to take action and prevent businesses like NOW Foods from closing.

I appreciate your attention to this important matter.



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A handwritten signature in black ink that reads "Dan Fabricant". The signature is written in a cursive, flowing style.

Dr. Daniel Fabricant
President & CEO
Natural Products Association

CC: Vice President Mike Pence
Governor Steve Sisolak
Senator Jackey Rosen
Senator Catherine Cortez Masto
Marc Short, Chief of Staff to Vice President Mike Pence