



November 18, 2020

Jake Silverstein  
Editor in Chief  
New York Times Magazine  
[magazine@nytimes.com](mailto:magazine@nytimes.com)

Dear Mr. Silverstein:

Thank you for highlighting how opportunistic and unreliable brokers disrupted hospitals and the supply chain for PPE in the early days of the COVID-19 pandemic. [\*Inside the Chaotic, Cutthroat Gray Market for N95 Masks\*](#) (Doug Bock Clark, 11/22/20).

It is important for your readers to know that medical products distributors are not brokers. In the first half of 2020, U.S. distributors delivered 60 billion units of pandemic-related supplies, including 26 billion units of PPE to the nation's healthcare providers. This is 24% more PPE than in the same time period in 2019.

As trusted partners, distributors vetted the thousands of offers from brokers described in the article to ensure that their healthcare customers received safe, FDA-approved products to protect their frontline staff.

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