



January 10, 2024

Dear Member of Congress:

We are writing to ask you to support S. 1838/H.R. 3881, the Credit Card Competition Act, sponsored in the Senate by Senators Richard Durbin and Roger Marshall, and in the House by Representatives Lance Gooden and Zoe Lofgren. This is landmark legislation that would help fix a broken market that has allowed Wall Street megabanks and global card networks to block competition and unfairly profit at the expense of Main Street merchants and American families for far too long. Passing this bill is one of the most important things Congress can do to provide relief for small businesses and consumers struggling amid near-record inflation in every state and congressional district.

Most consumers don't know it, but big banks and card networks like Visa and Mastercard charge merchants more than 2 percent of the customer's total bill every time a credit card is used to make a purchase. Credit and debit card swipe fees have more than doubled over the past decade and soared 16.7 percent in 2022 alone to a record \$160.7 billion. They are most merchants' highest cost after labor – far too much to simply absorb – and drive-up consumer prices by more than \$1000 a year for the average family. With few people using cash today, merchants have no choice but to accept cards for payment.

U.S. swipe fees are the highest in the industrialized world while banks and card networks in Canada, the United Kingdom and Europe charge a fraction of the amount while still providing generous rewards programs and other consumer perks.

Swipe fees have been able to rise so much because of lack of competition. Visa and Mastercard control more than 80 percent of the credit card market. And, unlike with debit cards, they block their competitors from handling many credit transactions. They restrict processing to their own networks, prohibiting competition from innovative independent payment networks that offer both lower fees and better security.

The Credit Card Competition Act would address this by requiring that credit cards issued by the nation's largest banks be enabled to be processed over at least two unaffiliated networks – Visa or Mastercard plus an independent network such as NYCE, Star or Shazam. Domestic credit card networks like American Express or Discover could also be the second network, but not networks supported by foreign governments like China's Union Pay. Merchants would be allowed to choose which network to use,

meaning payment networks would have to compete to offer the best pricing, security and service.

This carefully crafted bill would apply only to financial institutions with \$100 billion or more in assets – fewer than three dozen institutions nationwide but 90 percent of Visa and Mastercard credit card volume – and would have no impact whatsoever on small community banks or small credit unions.

Furthermore, this measure would provide redundancy that is essential in a world dependent on credit cards. Currently, there is no backup if Visa or Mastercard's networks are hacked or suffer an outage, leaving millions of consumers with empty pockets and unusable cards. The availability of a second network would protect against such a cataclysmic breakdown of consumers' ability to pay.

While this legislation would benefit all merchants, it is small retailers who are calling for swipe fee reform more than any segment of our industry. Small retailers have the narrowest profit margins and fewest resources and are hit hardest by continuing unjustified increases in swipe fees.

We call on you to choose Main Street merchants and American consumers over Wall Street megabanks and global card networks by cosponsoring the Credit Card Competition Act. Your constituents are counting on you.

Sincerely,

American Association of Collegiate Registrars and Admissions Officers
American Beverage Licensees
American Booksellers Association
American Craft Spirits Association
American Council on Education
American Dental Association
American Optometric Association
American Petroleum and Convenience Store Association
Asian American Hotel Owners Association
Asian American Retailers Association
BP Amoco Marketers Association
Brewers Association
Coalition of Franchisee Associations
Energy Marketers of America
FMI - The Food Industry Association
Franchise Business Associations
Independent Restaurant Coalition
International Franchise Association (IFA)

Kiosk Manufacturer Association
Merchant Advisory Group
National Association of College and University Business Officers
National Association of College Stores
National Association of Concessionaires
National Association of Convenience Stores
National Association of Theater Owners (NATO)
National Federation of Independent Business (NFIB)
National Franchisee Association
National Golf Course Owners Association
National Grocers Association
National Lumber & Building Material Dealers Association
National Restaurant Association
National Retail Federation
National Small Business Association
National Sporting Goods Association
National Wildlife Refuge Association
NATSO - Representing America's Travel Plazas and Truckstops
NAW - National Association of Wholesaler Distributors
North American Veterinary Community (NAVC)
Retail Industry Leaders Association (RILA)
SIGMA - America's Leading Fuel Marketers
Strategic Alliance of Affiliated Store Owners of America - SAASOA
WineAmerica
Workplace Solutions Association
Heartland NATO (KY, OH, TN, WV)
Mid-Atlantic NATO (DE, MD, VA)
Mid-Atlantic Petroleum Distributors Association (DC, DE, MD)
Middle Atlantic College Stores (DC, DE, MD, NJ, PA, WV)
Mid-States Association of College Stores (IA, KS, MO, NE)
NATO of California & Nevada
New England Convenience Store & Energy Marketers Association
New England Service Station & Auto Repair Association
North Central NATO (IA, MN, ND, SD)
Pacific NW Theatre Owners (OR, WA)
Restaurant Association of Metropolitan Washington
Rocky Mountain Food Industry Association (CO, WY)
Rocky Mountain NATO (CO, MT, NM, UT, WY)
Rocky Mountain Skyline Bookstore Association (CO, KS, NE, NM, SD, WY)
Service Station Dealers of America and Allied Trades
Southwest College Bookstore Association (AR, LA, NM, OK, TX)
Theatre Owners of Mid-America (KS, MO, AR, OK, LA, TX)
Theatre Owners of New England (MA, NH, ME, RI, VT)

Tire Industry Association
Tri State Jewelers Association (DC, DE, MD)
Tri-State Bookstores Association (MN, ND, SD)
Washington, Maryland, & Delaware Service Station and Automotive Repair Association
Alabama Beverage Licensees Association
Alabama Grocers Association
Alabama Restaurant & Hospitality Association
Petroleum & Convenience Marketers of Alabama
Alabama Retail Association
Asian American Store Owners Association of Alabama
Alaska Cabaret, Hotel, Restaurant & Retailers Association
Arizona Food Marketing Alliance
Arizona Petroleum Marketers Association
Arizona Restaurant Association
Arizona Retailers Association
Arkansas Restaurant Association
Arkansas Grocers and Retail Merchants Association
United Beverage Retailers of Arkansas
Arkansas Oil Marketers Association, Inc.
California Fuels & Convenience Alliance
California Grocers Association
California Restaurant Association
California Retailers Association
Colorado Petroleum Marketers and Convenience Store Association
Colorado Restaurant Association
Colorado Retail Council
Coloradoan's for S.A.F.E.T.Y.
Connecticut Association of Theatre Owners
Connecticut Energy Marketers Association
Connecticut Food Association
Connecticut Restaurant Association
Connecticut Retail Network
Delaware Association of Chain Drug Stores
Delaware Food Industry Council
Delaware Restaurant Association
Delaware Small Beverage License Council
Asian American Store Owners Association of Florida
Florida Independent Spirits Association
Florida Petroleum Marketers Association, Inc.
Florida Restaurant & Lodging Association
Florida Retail Federation
Georgia Alcohol Dealers Association

Georgia Association of College Stores
Georgia Association of Convenience Stores
Georgia Food Industry Association
Georgia Oilmen's Association
Georgia Restaurant Association
Georgia Retail Association
Hawaii Energy Marketers Association
Hawaii Food Industry Association
Retail Merchants Association of Hawaii
Hawaii Restaurant Association
Idaho Lodging & Restaurant Association
Idaho Petroleum Marketers & Convenience Store Association
Idaho Retailers Association
Asian American Store Owners Association of Illinois
Illinois Association of College Stores
Illinois Fuel & Retail Association
Illinois Licensed Beverage Association
NATO of Illinois
Illinois Restaurant Association
Illinois Retail Merchants Association
Indiana Association of Beverage Retailers
Indiana Food & Fuel Association
Indiana Restaurant & Lodging Association
Indiana Retail Council
Theatre Owners of Indiana
Iowa Grocery Industry Association
FUEllowa
Iowa Restaurant Association
Iowa Retail Federation
Kansas Association of Beverage Retailers
Retail Grocers Association Kansas and Missouri
Kansas Licensed Beverage Association
Fuel True: Independent Energy and Convenience of Kansas
Kansas Restaurant & Hospitality Association
Kentucky Association of Beverage Retailers
Kentucky Grocers and Convenience Store Association
Kentucky Petroleum Marketers Association
Kentucky Restaurant Association
Kentucky Retail Federation
Louisiana Oil Marketers and Convenience Store Association
Louisiana Restaurant Association
Louisiana Retailers Association
Maine Energy Marketers Association

Hospitality Maine
Retail Association of Maine
Maine Grocers & Food Producers Association
Maryland Association of Chain Drug stores
Restaurant Association of Maryland
Maryland Retailers Association
The Maryland Food Industry Council
Maryland State Licensed Beverage Association
Massachusetts Food Association
Massachusetts Package Stores Association
Retailers Association of Massachusetts
Massachusetts Restaurant Association
Michigan Association of College Stores
Michigan Petroleum Association / Michigan Association of Convenience
Stores
NATO of Michigan
Michigan Restaurant & Lodging Association
Michigan Retailers Association
Minnesota Grocers Association
Hospitality Minnesota
Minnesota Petroleum Marketers Association
Minnesota Retailers Association
Minnesota Service Station & Convenience Store Association
Mississippi Hospitality and Restaurant Association
Mississippi Petroleum Marketers & Convenience Stores Association
Missouri Grocers Association
Missouri Petroleum & Convenience Association
Missouri Restaurant Association
Missouri Retailers Association
Missouri Tire Industry Association
Montana Petroleum Marketers & Convenience Store Association
Montana Restaurant Association
Montana Retail Association
Montana Tavern Association
Nebraska Grocery Industry Association
Nebraska Hospitality Association
Nebraska Petroleum Marketers & Convenience Store Association
Nebraska Retail Federation
Nevada Petroleum Marketers & Convenience Store Association
Retail Association of Nevada
Nevada Restaurant Association
New Hampshire Grocers Association
New Hampshire Lodging & Restaurant Association

New Hampshire Retail Association
New Jersey Food Council
NATO of New Jersey
New Jersey Gasoline, C-Store, Automotive Association
New Jersey Liquor Stores Alliance
Fuel Merchants Association of New Jersey
New Jersey Restaurant & Hospitality Association
New Mexico Petroleum Marketers Association
New Mexico Restaurant Association
New Mexico Retail Association
New York Association of Convenience Stores
Empire State Energy Association, Inc.
Food Industry Association of New York State
Retail Council of New York State
New York Retailers Alliance
New York State Liquor Store Association
NATO of New York State
New York State Restaurant Association
Carolinas Food Industry Council
Asian American Store Owners Association of North Carolina
North Carolina Petroleum & Convenience Marketers
North Carolina Restaurant & Lodging Association
North Carolina Retail Merchants Association
North Dakota Grocers Association
North Dakota Hospitality Association
North Dakota Petroleum Marketers Association
North Dakota Retail Association
Northeast Campus Stores Association
Ohio Association of College Stores
Ohio Council of Retail Merchants
Ohio Energy & Convenience Association
Ohio Grocers Association
Ohio Wholesale Marketers Association
Ohio Restaurant Association
The Ohio Energy & Convenience Association
Ohio Tire & Automotive Association
Ohio Vapor Trade Association
Oklahoma Grocers Association
Oklahoma Petroleum Marketers & Convenience Store Association
Retail Liquor Association of Oklahoma
Oklahoma Retail Merchants Association
Oklahoma Restaurant Association
Oregon Fuels Association

Oregon Neighborhood Store Association
Oregon Restaurant & Lodging Association
Pennsylvania Food Merchants Association
Malt Beverage Distributors Association of Pennsylvania
Pennsylvania Petroleum Association
NATO of Pennsylvania
Pennsylvania Restaurant & Lodging Association
Puerto Rico Restaurant Association (ASORE)
Rhode Island Hospitality Association
ABC Stores of South Carolina
Asian American Store Owners Association of South Carolina
South Carolina Association of College Stores
South Carolina Convenience & Petroleum Marketers Association
South Carolina Restaurant & Lodging Association
South Carolina Retail Association
South Dakota Licensed Beverage Dealers & Gaming Association
South Dakota Petroleum and Propane Marketers Association
South Dakota Retailers
South Dakota Retailers Association - Restaurant Division
Tennessee Fuel & Convenience Store Association
Tennessee Grocery & Convenience Store Association
Tennessee Retail Association
Hospitality Tennessee
Tennessee Wine & Spirits Retailers Association
Texas Food & Fuel Association
Texas Package Stores Association
Texas Restaurant Association
Texas Retailers Association
Utah Food Industry Association
Utah Petroleum Marketers & Retailers Association
Utah Restaurant Association
Utah Retail Merchants Association
Vermont Chamber of Commerce
Vermont Fuel Dealers Association
Vermont Retail & Grocers Association
Vermont Specialty Food Association
Virginia Asian-American Store Owners Association - VAASOA
Virginia Food Industry Association
Virginia Petroleum & Convenience Marketers Association
Virginia Restaurant, Lodging & Travel Association
Virginia Retail Federation
Virginia Small Business Partnership
Washington Food Industry Association

Washington Hospitality Association
Washington Independent Energy Distributors
Washington Retail Association
West Virginia Hospitality & Travel
West Virginia Retailers Association
West Virginia Oil Marketers & Grocers Association
Western Petroleum Marketers Association
Wisconsin Association of College Stores
Tavern League of Wisconsin
Wisconsin Grocers Association
Wisconsin Fuel & Retail Association
NATO of Wisconsin
Wisconsin Restaurant Association
Wyoming Hospitality & Travel Coalition
Wyoming Petroleum Marketers and Convenience Store Association
Wyoming State Liquor Association