



Canadian Public Affairs
222 Queen Street, Suite 1404
Ottawa, Ontario
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March 20, 2020

The Honourable Stephen McNeil
Premier of Nova Scotia
Nova Scotia Legislature
Halifax, Nova Scotia
B3J 2Y3

Dear Premier McNeil,

I'm writing on behalf of Associated Equipment Distributors (AED) to urge you to designate the construction industry, including companies that sell, rent and service construction equipment and related supplies, as essential businesses that should continue to ensure our nation's roads and bridges and other important infrastructure assets, can be built and maintained while fighting the COVID-19 pandemic.

AED is the international trade association companies that sell, rent, service and manufacture construction, mining, farm, energy, forestry and industrial equipment and related supplies. The Canadian equipment distribution industry, which is dominated by small-medium-sized, family-owned businesses, has more than 420 locations across the country that employ over 27,000 workers and account for at least \$8 billion in annual economic activity.

AED members are already going to great lengths and following the recommended public health guidance to ensure the infrastructure needs of our country continue to be met. Shutting down their ability to do so will not only impact the economic viability of our member companies, but also the entire country.

As your government continues the tireless work to limit the spread of COVID-19 through urging Canadians to work from home and self-isolation measures, it is important that the construction industry and those that support it are able to perform the work necessary to build and maintain our critical infrastructure.

Equipment distribution and maintenance is vital to Canada's ability to continue developing and improving public works projects that are essential for delivering needed medical supplies, food and goods, clean water and energy to households during this pandemic.

The construction sector and its suppliers have always been an economic driver in Canada. During this exceptional situation, it is imperative that the entire construction industry be deemed essential during any current or future mandatory quarantines or shutdowns. The health and safety of workers in our industry continues to be our top priority and will remain so as we continue to operate during these trying times.

Thank you for your time and consideration.

Brian P. McGuire
President & CEO

The association of leaders in the equipment industry.