



March 19, 2020

Honorable Ralph Northam
Governor of Virginia
State Capitol
3rd Floor
Richmond, VA 23219
Via email: ralph.northam@governor.virginia.gov

Dear Governor Northam:

The Association of Equipment Manufacturers, Associated Equipment Distributors, and Equipment Dealers Association represent the companies that manufacture, and the dealerships that distribute, service, and maintain, off-highway equipment for the agriculture, construction, forestry, mining, and utility sectors. Together we represent 15 equipment manufacturers and 188 dealer locations in Virginia that support more than 26,100 jobs and contribute \$2.7 billion annually to the state's economy.

We thank you for your administration's efforts to protect Virginia residents and businesses during these unprecedented times. Like you, we take very seriously the health and safety of our country, as well as safeguarding the country's equipment production, distribution, and maintenance capability.

As our nation continues to confront the ongoing and evolving challenges caused by the COVID-19 pandemic, we urge you to consider the essential role that equipment manufacturers, suppliers, distributors, and service technicians play in guaranteeing a steady supply of U.S.-produced food, fiber, feed, and fuel, maintaining our nation's roads and bridges and other important infrastructure assets, and keeping the nation's energy infrastructure secure and resilient. At a time when farmers are preparing for a new planting season, contractors are looking to build and maintain critical infrastructure assets, and utilities are working to keep homes and hospitals powered, we have an obligation to ensure that they have access to the equipment and parts, as well as the repair and maintenance services, they need to perform these functions.

To that end, it is vital that equipment manufacturers, suppliers, dealers, and service technicians are considered essential to the economic continuity of the state of Virginia as you continue to respond to the COVID-19 pandemic and take steps to protect the health and safety of all Virginia's workers and residents.

Accordingly, we hereby request that, as you consider further initiatives to contain the severity and duration of the spread of COVID-19, including potential Executive Orders, you ensure that Virginia's farmers, contractors and utility workers continue to have access to the equipment, parts and maintenance services they need during this time of crisis.

Thank you for your prompt attention to this crucial matter.

Dennis Slater
President
AEM

Brian McGuire
President & CEO
AED

Kim Rominger
President & CEO
EDA