



Associated Equipment Distributors
650 E. Algonquin Rd.
Suite 305
Schaumburg, IL 60173

March 19, 2020

Governor Larry Hogan
Chairman
National Governors Association
444 North Capitol Street, Suite 267
Washington, DC 20001

Dear Governor Hogan:

On behalf of Associated Equipment Dealers (AED), I'm writing to urge you to encourage you and your colleagues in the National Governors Association, as the frontline leaders fighting the Coronavirus (COVID-19) in communities across the United States, to allow construction projects to continue in your states during these trying times.

AED is the trade association representing companies that sell, rent, service and manufacture construction, mining, farm, energy, forestry, industrial equipment and related supplies. Its 500 distributor members, which are predominantly small-medium-sized, family-owned businesses, have over 3,500 locations, employ 150,000 workers and account for more than \$60 billion of annual sales revenue.

I want to thank you and your fellow governors for your efforts to protect residents and businesses during these unprecedented times. Like you, equipment distributors, manufacturers and our contractor customers take the health and safety of cities very seriously.

As you deal with the ongoing and unpredictable circumstances surrounding COVID-19, please consider the essential nature of the construction industry and the health and safety precautions inherent in the sector. Construction is a social distancing profession and workers commonly wear personal protective equipment, including gloves, face shields and masks, which helps protect them and their co-workers from many health hazards. In response to COVID-19, the industry has only gotten more diligent to safeguard the health of its workers.

Any order to halt construction will do more harm than good for construction workers, residents, the local economy and construction equipment manufacturers and distributors that make, supply and maintain the equipment used on projects.

Economic harm is inevitable as we navigate the uncharted waters of a global pandemic. However, shutting down construction projects across states, will only exacerbate an already dire situation with little safety or health benefit.

Thank you for your time and consideration.

Sincerely,

Brian McGuire
President & CEO