



March 20, 2020

National Governors Association  
444 North Capitol Street, NW, Suite 267  
Washington, DC 20001

Dear National Governors Association,

As the nation's leaders consider emergency measures to protect the American people from the spread of the COVID – 19 coronavirus, our organization respectfully urges your members to ensure that the state and local policies safeguard the ability of essential businesses to continue operations.

As our nation continues to confront the coronavirus's challenges, we want to underscore the importance of powered industrial trucks, often called forklifts, in the nation's supply chain that enables restocking of every grocery store, pharmacy, convenience store, big box store and hardware store in the country. In addition, powered industrial trucks play an indispensable role in virtually every production facility, warehouse and distribution facility used to get products to the market for sale. Powered industrial trucks, both new and old, are essential to ensure that the public can get food, hospitals their medical supplies and other necessities of life continue to move through the supply chain. The continued production, sale, rental, replacement parts distribution and servicing of powered industrial trucks is essential to enabling the nation's economy to continue to meet the demand for products and services that the public relies on in their day-to-day life.

The use of forklifts is integral to virtually every supply chain in every industry. Forklifts operate in all 50 states and work in over 300 different industries. The top industries include warehousing, grocery wholesalers and general freight trucking\*. We are hard pressed to find any critically needed supply, (medical devices, personal protective equipment, food & beverage) that is not moved by a forklift in the supply chain.

The Department of Homeland Security (DHS) has identified several "Critical Infrastructure Sectors," including the Critical Manufacturing Sector, of which Machinery Manufacture is a sub-sector, Food and Agriculture Sector, Healthcare and Public Health. As DHS notes, the sectors are often interdependent for "continuity of operations and service delivery." For example, aspects of the Food and Agriculture, Defense Industrial Base, Government Facilities, Healthcare and Transportation sectors are dependent on products in the Critical Manufacturing Sector, specifically powered industrial trucks.

To that end, it is vital that forklift manufacturers, dealers, sales, repair, replacement parts distribution, rental and service facilities be considered essential operations when federal, state and local officials impose certain requirements due to the coronavirus outbreak.

We recognize your organizations are doing everything possible to support the nation's state and local leaders in this important time. We respectfully urge you to help coordinate state and local policies that take into account the important role forklift manufacturers, dealers, sales, repair,



replacement parts distribution, rental and service facilities and ensure these essential businesses remain available to support the work of other crucial businesses.

Sincerely,

*Brian J. Feehan*

Brian J. Feehan  
President

*\*Oxford Economics – Lifting America, The Economic Impact of Industrial Truck Manufactures, Distributors and Dealers*