



Dirk Van Dongen
President & CEO

March 22, 2020

The Honorable Lawrence J. Hogan, Jr.
Governor, State of Maryland
Chair, National Governors Association
444 North Capitol Street NW #267
Washington, DC 20001

The Honorable Andrew Cuomo
Governor, State of New York
Vice Chair, National Governors Association
444 North Capitol Street NW #267
Washington, DC 20001

Dear Governors Hogan and Cuomo:

As state and local governments continue to navigate this unprecedented global crisis, wholesaler-distributors in America are doing everything possible to ensure the health and safety for all Americans. The maintenance of the nation's essential economic infrastructure is highly dependent on the supplies and materials that our members distribute. These items are critical to providing safety, comfort and survival during these uncertain times.

The National Association of Wholesaler-Distributors (NAW) is composed of wholesaler-distributors and a federation of international, national, regional, state and local associations and their member firms, which total more than 30,000 employers that have locations in all 50 states and the District of Columbia. NAW's constituency is at the core of our economy—a vital link in the supply chain between manufacturers, retailers, and commercial, institutional and governmental end users.

NAW recognizes that state, local, tribal, and territorial governments are ultimately in charge of implementing and executing response activities in communities under their jurisdiction, while the Federal Government is in a supporting role. As Governors across the nation consider implementing stay at home orders or other actions to restrict the spread of COVID-19, we request that you encourage the nation's governors to adopt the Cybersecurity and Infrastructure Security Agency's (CISA) *Guidance on the Essential Critical Infrastructure Workforce: Ensuring Community and National Resilience in COVID-19 Response*.

We are encouraged that several states have already referenced the CISA guidance in their respective actions to stop the spread of the COVID-19 virus. By adopting the CISA guidelines, states would assure clear, consistent, and more uniformly aligned guidance to businesses as our nation responds to the COVID-19 pandemic. There have been many well-intentioned actions to shutter all businesses in certain localities, and the result has adversely impacted operations to the nation's supply chain. NAW members have 150,000 locations across the nation and deliver in multiple states. By adopting the CISA guidance, businesses who operate in multiple states will have uniform guidelines across the nation. This would eliminate confusion as these critical businesses work to support the nation during this crisis.

We are ready and willing to work together to support this effort. We appreciate your urgent attention in order to keep wholesaler-distributors open and operating safely throughout this national crisis.

Sincerely,

A handwritten signature in black ink, appearing to read 'Dirk Van Dongen', with a stylized flourish at the end.

Dirk Van Dongen
President & CEO

cc: *State Governors*