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March 24, 2020

Dear Governor,

The Cleaning Equipment Trade Association (CETA) is an industry wide association that represents companies engaged in manufacturing, distributing, selling, servicing and using powered cleaning equipment, parts, accessories, and chemicals Our industry is focused on cleaning products including:

- Hot and Cold-Water Pressure Washers
- Steam Cleaners
- Automatic Parts Washers
- Waste Water Recovery and Recycling
- Chemicals designed to clean and/or sanitize a variety of surfaces
- Parts and accessories necessary to keep vital cleaning equipment operational

While CETA is an international association, most of its membership is in North America. Our highly specialized industry of powered cleaning equipment and supplies is estimated to generate over one billion USD in annual economic activity in just the United States. Much of what our industry does is business to business in nature.

Suppliers produce some of the components for manufactures, manufactures make whole goods that in some cases are sold directly, but often go through servicing distributors and their warehouses. It is common for a servicing distributor to provide repairs of equipment both in their shop as well as on location. Most users of our products depend on this equipment and supplies as part of their most crucial business processes.

The products that our industry produces are found at most businesses already deemed essential. Examples include:

- Pressure washers used as part of a potato chip manufacturing plant cleaning the potatoes
- Pressure washers, steam cleaners, and chemicals used sanitizing food production facilities
- Hot Pressure washers are commonly used to clean and disinfect meat processing facilities
- From pork to poultry, our products help keep agricultural barns and animals free of disease
- Commercial kitchen exhaust hoods are cleaned to remove the grease that is a fire hazard thus this allows restaurants to keep producing take-out orders and schools and shelters to prepare meals for the less fortunate

- Public and private ambulance companies are cleaned and sanitized using our products
- Sanitation workers use our products to help keep their equipment safe to use and service
- Bakeries use our products to clean and sanitize baking racks and equipment
- Transportation trucks and trailers are kept clean through our equipment

Additionally, our products are routinely a part of: power generation plants, vehicles that do communication and other utility work with water excavation, local waste water operations, military operations, water management tools to remove ice and open drains, reconditioning containers for chemical, cleaning bio-hazard disposal facilities, metal preparation in manufacturing, heating diving suits and in many other places where dirt, grime or contamination needs to be removed.

CETA asserts that our member companies are absolutely essential and should be included on any list of essential business. In addition to advising governors and officials addressed in this letter, we are also providing this letter to our membership as encouragement, rationale, and a recommendation for staying open, with proper adjustments and precautions, as we strive to help win the war against the Coronavirus.

The food supply usage of pressure washers and steam cleaners is enough to justify essential business status. Servicing applications in the food supply chain is universal across our membership. Many companies also provide chemicals and applicators that kill and sanitize against COVID-19.

We should note that larger manufacturer members have already sought and received permission from proper authorities to remain engaged in business. This includes Karcher North America (Denver, Colorado) and Mi-T-M (Peosta, Iowa) but the essential nature of our industry does not stop with those companies.

The COVID-19 CETA Technical Committee is actively working on expanding the application of our industry's equipment with regards to COVID-19 and will be providing educational information to our membership and the public.

CETA, from the rationale presented above, maintains that our members are essential businesses and support critical infrastructure. We respectfully request that you consider our request to classify our membership as essential as you contemplate any business altering orders.

Leadership and action are alive and well (but maybe just a little tired) in the governors of our nation! We want to thank you for all that you are you doing to stop the spread of the novel coronavirus that causes COVID-19. We as citizens we are grateful. CETA as an industry is here to help.

Sincerely,



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