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March 19, 2020

The Honorable Larry Hogan  
National Governors Association  
444 North Capitol Street  
Suite 267  
Washington, D.C. 20001

Dear Governor Hogan:

The Independent Lubricant Manufacturers Association (ILMA) supports the States' efforts to mitigate the spread of COVID-19, including the use of emergency declarations, such as "shelter-in-place" orders, that require, in part, "non-essential businesses" to close, in many cases for at least 14 days. However, for the reasons set forth below, ILMA recommends (a) uniformity across the States in such emergency declarations in the definitions of "non-essential businesses" and "essential businesses," and (b) that "manufacturing" be included in the defined list of "essential businesses."

### **Introduction of ILMA**

ILMA's 353 member companies are located across the United States, typically near industrial areas. Our Manufacturing Members blend, compound and sell over 25 percent of the United States' automotive lubricants needs and nearly 75 percent of the metalworking fluids utilized in the country.

It is critical for policymakers to understand that our economy cannot function without the lubricants manufactured by ILMA's members. In the current public emergency, any necessary vehicles – whether automobiles to transport healthcare workers, emergency response vehicles to tend to people, or trucks to deliver foods to grocery stores – depend on lubricants to operate. Further, agricultural equipment to produce foods and machines to make emergency healthcare items all need lubricants for their operations.

### **Uniformity in Definitions**

In most issued emergency declarations ILMA has reviewed, the list of public-facing businesses deemed "non-essential businesses" is relatively consistent. However, the list of "essential businesses" that are allowed to stay open while employing social distancing practices does not show the same level of consistency across jurisdictions.

**President, Chuck Decker**, American Oil & Supply International LLC  
**Vice President, Scott Schwindaman**, Lubrication Engineers Inc.  
**Treasurer, Michael Damiani**, Radco Industries Inc.  
**Secretary, Ann Ball**, CIMCOOL® Fluid Technology

**Immediate Past President, Barbara Kudis**,  
Allegheny Petroleum Products Company  
**Chief Executive Officer, Holly Alfano**  
**General Counsel, Jeffrey L. Leiter**

Hon. Larry Hogan

March 19, 2020

Page 2 of 2

ILMA recognizes that it is too exhaustive to list every type of business or industrial sector as either “non-essential” or “essential,” so the phrase, “including but not limited to,” is used and leaves many businesses’ status subject to local interpretation

ILMA’s recommendation to the National Governors Association (“NGA”) is to encourage its members to promote uniformity in the definitions in any shelter-in-place or similar order to minimize or mitigate any long-term adverse effects from such emergency declarations.

**Manufacturing Should Be an “Essential Business”**

ILMA members’ products are critical to help keep our communities safe and to flatten the COVID-19 disease outbreak “curve.” For example, Federal and State governments have ramped up the purchase of up-to-date healthcare equipment. The machines needed to make face masks, respirators, ventilators, heart stents and other healthcare equipment and products all rely on lubricants to function. To the extent that the manufacturers of these lifesaving equipment and products are increasing their output to meet demand, they will need increased volumes of lubricants.

Similarly, gas stations, auto repair shops, trash collection, emergency response, agriculture, food processing, electric and plumbing services and public transportation are among the essential sectors that rely on a steady supply of lubricant products. Lubricants need to be made and delivered to these businesses and service providers to enable them to remain accessible to the public for the length of the current public health emergency.

For the reasons discussed, ILMA recommends that “manufacturing” be included in the defined list of “essential businesses” in any shelter-in-place or similar emergency declaration.

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The safety, health and wellness of our communities is paramount. ILMA and its members want to partner with government to help battle the COVID-19 disease outbreak, and one path forward is to ensure that manufacturing, including the production of needed lubricant products, can continue so as to shorten the duration of the current public health emergency.

Sincerely,



Holly Alfano  
Chief Executive Officer

cc: The White House  
Jay Timmons, NAM  
ILMA Board of Directors