

Dear Special Committee on Coronavirus Response,

Thank you all for all your careful attention and leadership during this unprecedented modern public health crisis. As always, we appreciate the responsibility you all shoulder as legislators, especially in this time of uncertainty.

As owners and employees of Forrest Technical Coatings, a second-generation, family-owned manufacturing company that employs over 100 Oregonians in west Eugene, my family and our employees want to ask you to consider the impact on manufacturing businesses like ours should a statewide shelter in place order, particularly one that would include shuttering “non-essential” businesses, be enacted.

Our business generates revenue via daily production of largely made-to-order coatings that are shipped direct to industrial customers (B2B) throughout the US. Our products are typically not sitting ready on the shelf, but instead are mixed, tinted, canned, labeled and shipped based on customer demand. Since the beginning of the outbreak, we have taken dramatic steps to reduce the risk of spread in the workplace, including having all employees not directly involved in manufacturing work from home, plus social distancing, disinfection, and other protocols for manufacturing and operations employees who cannot do their jobs remotely.

As a traded-sector company, with 80% of our revenue coming from outside the state, even the suggestion of a mandated shutdown creates fear among our employees and customers. So far, demand for our products remains steady and our people who are healthy are fully employed. Stopping manufacturing and distribution disrupts a complicated supply chain based on smooth flow of goods.

Our key customers are manufacturing companies out of state, and when we aren't able to deliver product, they face production shut downs, which threatens their livelihoods. To those customers we are an essential business, and even the suggestion that they might not be able to get our product could drive them to other suppliers, which would have disastrous effects on our business in the long run.

In looking at the next few months, we see that slowing the spread of this virus is going to be a marathon. We urge you to carefully consider how to ensure our manufacturing sector (especially producers of B2B products sent across state lines) is able to stay economically healthy during this difficult time. We cannot support our 100+ working families through even a temporary shutdown without cash flow from out of state orders.

If you have any questions or I can help in any way, please contact us by email or call Mark Forrest (President) on his cell phone at: 541-915-3994.

Thank you again for your careful consideration of how to navigate our state through this challenging time.

Thank you,
Kim Forrest, Marketing Director

Mark Forrest, President

Nick Forrest, New Business Development and Sales

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