



DOWN TO EARTH DISTRIBUTORS, INC.

Practical Goods for Natural Living

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Dear Friends and Customers,

May 1, 2021

Many of us are experiencing unprecedented demand for things we previously took for granted. Many businesses are re-opening, this coupled with the Spring season and the pent-up demand for product is shaping this season to be great for the natural products industry.

Meeting this increase in demand is challenging. There is a labor shortage which includes finding qualified drivers. Supply channels are very constrained. Ocean and domestic freight costs have hit levels unimaginable a year ago. Other significant impacts are product and packaging shortages. The result is a general disruption and an unfortunate but necessary rise in prices.

Our warehouse and manufacturing employees don't have the option of working from home until the pandemic ends. We thank you for using our website to help make your buying decisions. This helps alleviate some of the strain and facilitates quicker order fulfillment. Hopefully you are finding the goods that you need.

We are analyzing and automating our internal processes to improve our efficiencies to be able to get you the great product that your customers want.

Thank you for your continuing patience and for being a Down to Earth customer.

Zeph Van Allen
President
Down To Earth Distributors, Inc.