



DOWN TO EARTH DISTRIBUTORS, INC.

Practical Goods for Natural Living

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Dear Friends and Customers,

September 3, 2020

“Products for Natural Living” is one of the tag-lines that has helped express the type of products we look to invest. This is because of the value our products provide and how it fits the needs of our varied customers. If you have bought from us in the last few months then you are surviving or better yet, your products are popular in the Covid economy. If your customer demographic is anything like ours you may be experiencing strong sales in home cooking tools, garden supplies and canning products which bridge these two categories.

Down To Earth Distributors is having unprecedented demand as are many of the other manufacturers and distribution channels that you source product through. As you certainly know, being in business these days has been difficult. Down To Earth put its employees first by adapting the current Covid behavioral workplace requirements back in early March which helped keep us safe. This disruption has impacted our inventory levels to the point where we are experiencing significant out-of-stocks. Both our manufacturing and distribution divisions are struggling to keep up because of shortages of materials and finished product. If these constraints are affecting your business you have our sympathy, we have limited control over this.

I can say that things are improving and we appreciate your patience as things take longer than they used to. We have recently implemented a software enhancement for our pick & pack routines which will ultimately help us better allocate inventories. We all have had to reinvent our business processes in order to better serve our customers and the safety of our employees. The challenge is to be responsible and pragmatic in our expectations of the future.

Despite the air of uncertainty and supply constraints, this last spring garden season presented us with a huge demand for our “Products for a Natural Living”. We had a crash course in pivoting from shut down to managing for peak season. Realizing that planning is more important than ever, we have been busy securing existing supplies and sourcing new products. Some of these new products are available now for 4th quarter and some great ones are in the pipeline for 2021.

On behalf of the staff of Down To Earth we want to thank you for your business.

Zeph Van Allen
President
Down To Earth Distributors, Inc.