

To our Preston Feather Team,

OK, so now we know.

Governor Whitmer's executive order closes non-essential businesses until midnight April 14th. We fall under the federal "essential businesses" category because building/home repairs are critical infrastructure needs in an emergency. We also have the ability to source and sell cleaning & disinfectant products plus protective equipment (masks, nitrile gloves, etc.) needed in emergencies. Yesterday we donated 2,000 nitrile (latex free) gloves from our Harbor Springs store to McLaren hospital, for example. Supplies of key products will likely be available soon as American companies respond.

A quick poll indicates 90%+ of our suppliers are operating and categorized as "essential businesses" in states with stay-at-home orders. BFS, Northern Lumber, Bernards, Home Depot, Lowes, etc. all plan to be open.

However, there is very little guidance for our contractor customers on whether they all fit the "essential business" category. New construction is a grey zone not addressed directly by the guidelines. Other states have included construction as an "essential business". By end of day Monday I received notice that some of our contractor customers have elected to close their operations for 3 weeks. I will ask Troy Bamberg, Garrett Urman and Brent Vizina to work together to publish a daily flash report for all of us status of each customer. We will have a slowdown. We also are still under road frost laws and usually still have rough Spring weather days, so the timing coincides with our usual slower business cycle.

Now, we need to work as a team. Check your email and posted messages in common areas frequently. Ask your team members how you can help at work or cope with life's new challenges under the stay-at-home order. Solve problems for customers. Act like you have the virus and you will be safe and protect others – at work and at home.

Kirk