



Autumnal Equinox 2011

Dear Grower,

It seems that during every growing season there is a major threat to the farms of our friends, neighbors, and customers; this year, in our area, it was the heavy rains. Many of our customers battled two "One Hundred Year" floods in one growing season. The floodwaters caused by tropical storm Irene devastated field crops, greenhouses, and farm equipment. The raging waters swept away livestock, outbuildings, and acres of vegetable producing bottomlands, forever altering the lives and landscapes of many in the Northeast. Further frustrating growers who had crops in the field, the US Department of Agriculture ruled that no crops touched by the floodwaters may be sold for human consumption. Please visit [www.nofavt.org](http://www.nofavt.org) and/or [www.agmkt.state.ny.us](http://www.agmkt.state.ny.us) for more information about farm flood damage and ways to help.

We are fortunate to farm on higher ground, and while we have sometimes suffered from bottomland envy, in these events we were spared the distress of crop or soil loss. That said, looking back on this past year, we had a winter of record-breaking snow fall, followed by record-breaking spring rains, followed by six weeks when it just would not rain, followed by floods ... the weather of the world is angry.

In addition to the woes visited on farmers by the very wet spring and late summer, these same events have severely curtailed the harvest of the Canadian sphagnum that is a key component of our potting soils. This means that the availability of sphagnum will be very tight. It also means that the price, already under pressure from the slide of the US dollar, is increasing. We will be hard pressed to buy enough good sphagnum to increase our production over last season. This makes it imperative that we get your order sooner rather than later to assure your supply of potting soil.

Prebuy season officially starts for us September 23, 2011. The Prebuy discounts can be deducted from our 2011-2012 Wholesale Price. See reverse for discount details. Prebuy customers, whose flood-altered autumn cash flow makes the prepay part of the prebuy impossible, should call us to arrange terms.

One of the most important tools on the farm is morale. We at Vermont Compost take great comfort and inspiration from the collaboration we enjoy with the community of growers with whom we work. Each year the challenges on the farms remind us of our individual fragility and our communal resilience. The state of the world reminds us of the essential importance of the work we are all engaged in. Farmers live on hope. We have no choice; if we plant the garlic in the fall, we are hoping for spring. But this we know; without our work, there is no hope. So we hope that you can muster the grit it takes to keep on farming. We also hope that your farming allows opportunity for joy. We are very fortunate that our customers have diverse and endlessly interesting stories of lives being ethically lived. Thank you. We could not ask for a better crowd to hang with.

Sincerely, Karl, Jane, Jennifer, Joseph, Jay, Ed, Alex, Sid, and Nick

**we speak organic**

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# Vermont Compost Prebuy 2011/2012

## BASE PRE-BUY DISCOUNT:

### SAVE 12% OFF 2011–2012 WHOLESALE PRICE LIST

Order and prepay by December 16, 2011. All orders must be delivered or picked up by June 30, 2012. Receive the same “best price” 12% discount on all re-orders placed and received by September 21, 2012.

- All products must be paid for before they ship
- Shipping costs will be charged at the time of delivery
- Any pre-buy discounts apply to product purchases only

## EARLY SHIP DISCOUNT:

### SAVE AN ADDITIONAL 2% FOR A TOTAL OF 14% OFF 2011–2012 WHOLESALE PRICE LIST

Order, prepay, and *take delivery* by December 16, 2011

- Take delivery before December 16, 2011
- All products must be paid for before they ship
- Shipping costs will be charged at the time of delivery
- Any pre-buy discounts apply to product purchases only

## SHARED TRUCKLOAD DISCOUNT:

### SAVE AN ADDITIONAL 2% FOR A TOTAL OF 16% OFF 2011–2012 WHOLESALE PRICE LIST

Order, pre-pay, schedule and *take delivery during your state's week* in November and December (see ship dates below).

- Schedule your delivery during your state's week
- All products must be paid for before they ship
- Shipping costs will be charged at the time of delivery
- Any pre-buy discounts apply to product purchases only
- This discount option does not include any bulk or pick-up orders

## TRUCKLOAD SHIP DATES \*

(the day the truck will leave Vermont Compost Company)

Ship Date	Destination State
Tuesday, November 1, 2011	MI & MN, IL & WI
Tuesday, November 8, 2011	PA & OH, IN & TN
Tuesday, November 15, 2011	NY & NJ, MD & DE
Tuesday, November 29, 2011	RI & CT
Tuesday, December 6, 2011	MA & NH
Tuesday, December 13, 2011	ME & VT

\* If your state is not on the list, please call Vermont Compost at 802-223-6049 for details.



## Preseason Buying Agreement 2011/2012

Your order is a good faith estimate of your yearly compost and potting soil needs. All payments must be postmarked by December 16, 2011. Any payments postmarked after that date will be re-invoiced at 2012 wholesale prices. All products must be paid for before they ship. Refer to enclosed letter for savings details. Trucking will be charged at the time of delivery.

Please call us with your order, or mail in this form. We will call or email you to confirm the details of your order. Thank you.

### VERMONT COMPOST COMPANY PRE-BUY ORDER

BUSINESS NAME: \_\_\_\_\_ CONTACT PERSON: \_\_\_\_\_

TELEPHONE: \_\_\_\_\_ EMAIL: \_\_\_\_\_

DATE WANTED: (please be as specific as possible, as it will be first-come, first-served): \_\_\_\_\_

Check one:  Pickup  Delivery      I want to participate in the Shared Truckload:  Yes  No

QUANTITY	SIZE	PRODUCT	PRICE	TOTAL

SIGNED: \_\_\_\_\_

DATE: \_\_\_\_\_

We accept all major credit cards. We do not keep credit card information on file. Please call with your credit card information.

**we speak organic**



# Vermont Compost Company

## 2011-2012 WHOLESALE PRICE LIST

Prices are FOB from our Montpelier site. Please call 802/223-6049 with questions. Prices subject to change.

9/11

**Manure Compost**—This compost blend is the basis of all the soil mixes we make. Raw materials are assembled in windrows, monitored for temperature and air supply, and turned as needed. Composts are tested for maturity before blending and vending. Free of live weed seed. Never any sewer sludge. A fully mature composted blend of: cow, hen, horse, mule and donkey manure, bark, clean leaves, straw, hay, food and crop residuals, spoiled forage, and mature compost.

### Fort Vee—All Purpose Compost Based Potting Mix

This is a complete germinating and growing-on mix designed for soil blocks. Excellent for trays, pots, and containers. Usually no additional fertility required until the roots fill the soil mix. When roots have filled container, top dress with Compost Plus and water in. Blended from: blonde horticultural grade sphagnum peat; composted manure and plant materials; crushed, washed, and screened granite; vermiculite; herbs; organic and mineral amendments.

### Fort Light—Compost Based Potting Soil

Developed for growers who want a compost-based soil mix with the handling and watering characteristics of a peat-perlite mix. A complete germinating mix, it is particularly desirable for growers using smaller celled plastic flats or where light weight is preferred. Usually no additional fertility required until the roots fill the soil mix. When roots have filled container, top dress with Compost Plus and water in. Blended from: blonde horticultural grade sphagnum peat; composted manure and plant materials; perlite; vermiculite; herbs; organic and mineral amendments.

### Perennial Blend—Large Container Mix

This blend is formulated for large pot, container and bed culture where coarse texture is preferred. Particularly suited for woody plants, shrubs, herbs, perennials, and the mulching of vegetables. Usually no additional fertility required until the roots fill the soil mix. When roots have filled container, top dress with Compost Plus and water in. Blended from: blonde horticultural grade sphagnum peat; composted manure and plant materials; composted maple/yellow birch bark; crushed, washed and screened granite; organic and mineral amendments.

### Compost Plus—Container And Transplant Booster Mix

**WILL NOT BURN ROOTS OR FOLIAGE.** This organic supplement can be added to rejuvenate tired soil mix in containers or garden beds. Provides a blend of minerals and organic matter that improves texture and feeds the soil to nourish your plants. Works wonders on last year's soil in your plant containers. Add 4 to 8 tablespoons of "Booster" per quart of planting medium or 1 to 2 cups per 4 quarts of planting medium. Also, excellent for top dress or side dress. Ideal for "topping up" house plants. Blended from: blonde horticultural grade sphagnum peat; composted manure and plant materials; crushed, washed, and screened granite; blood meal; black rock phosphate; gypsum; vermiculite; kelp; langbenite rock.

**PLEASE CALL FOR TRUCKLOAD PRICING**  
Other bulk products and custom blends available

### Screened Manure Compost

Contractors per yard	59.00	Bagged/6 qt	pallet—per bag	4.30
			pallet of 270 bags	1161.00
Bulk per yard	70.00	Bagged/20 qt	pallet—per bag	5.30
10+ yds, per yard	62.00		pallet of 80 bags	\$424.00
20+ yds, per yard	54.00		6+ pallets—per bag	\$4.80
100+ yds, per yard	52.00		pallet of 80 bags	\$384.00
			2 yd sling bag	270.00
			3+ sling bags	258.00
			10+ sling bags	242.00

### Fort Vee

Bulk per yard	184.00	Bagged/6 qt	pallet—per bag	5.40
10+ yds, per yard	172.00		pallet of 270 bags	1458.00
20+ yds, per yard	167.00	Bagged/20 qt	pallet—per bag	9.60
			pallet of 80 bags	768.00
2 yard sling bag	494.00		6+ pallets—per bag	9.05
3+ sling bags	474.00		pallet of 80 bags	724.00
10+ sling bags	451.00	Bagged/60 qt	pallet—per bag	24.40
			pallet of 35 bags	854.00
			6+ pallets—per bag	23.40
			pallet of 35 bags	819.00

### Fort Light

Bulk per yard	172.00	Bagged/6 qt	pallet—per bag	5.05
10+ yds, per yard	161.00		pallet of 270 bags	1363.50
20+ yds, per yard	156.00	Bagged/20 qt	pallet—per bag	8.75
			pallet of 80 bags	700.00
2 yard sling bag	461.00		6+ pallets—per bag	8.50
3+ sling bags	443.00		pallet of 80 bags	680.00
10+ sling bags	422.00	Bagged/60 qt	pallet—per bag	22.80
			pallet of 35 bags	798.00
			6+ pallets—per bag	22.05
			pallet of 35 bags	771.75

### Perennial Blend

Bulk per yard	130.00	Bagged/6 qt	pallet—per bag	5.05
10+ yds, per yard	126.00		pallet of 270 bags	1363.50
20+ yds, per yard	112.00	Bagged/20 qt	pallet—per bag	7.50
			pallet of 80 bags	600.00
2 yard sling bag	369.00		6+ pallets—per bag	6.65
3+ sling bags	352.00		pallet of 80 bags	532.00
10+ sling bags	348.00	Bagged/40 qt	pallet—per bag	12.75
			pallet of 40 bags	510.00

### Compost Plus

Bulk per yard	218.00	Bagged/6 qt	pallet—per bag	5.30
			pallet of 270 bags	1431.00
2 yard sling bag	515.00	Bagged/20 qt	pallet—per bag	9.85
3+ sling bags	500.00		pallet of 80 bags	788.00
10+ sling bags	486.00		6+ pallets—per bag	9.05
			pallet of 80 bags	724.00
		Bagged/60 qt	pallet—per bag	24.65
			pallet of 35 bags	862.75
			6+ pallets—per bag	22.80
			pallet of 35 bags	798.00