



Fall Equinox 2018

Dear Esteemed Grower,

In May, Vermont Compost Company passed the twenty-fifth anniversary of its incorporation! This Spring on our farm, we also enjoyed welcoming two new arrivals to our little herd of asses, Rose and Omar. They are sporting their first little harnesses as they prepare for lives of love and usefulness.

Ruminating on photosynthesis, seemingly first practiced almost 4 billion years ago by cyanobacteria which produced the oxygen in the atmosphere that enabled our evolution, we are aware that we participate directly in the continuity of life on this earth. All of you together, our customers, partners in planned photosynthesis, are the primary asset that enables our business to be. In a world with many large and intractable problems, we share with you that great gift of fortune, to have daily work that furthers life and hope.

Thinking about our journey over that quarter century of turning the compost, we are reminded of the many people who have bought our composts and paid our way to do this work. For this support we are very grateful.

Sincerely,

Karl, Jane, Jennifer, Jay, Jordan, Rocio, Sid, Shawn, Noah, John, Kurt, Kaleigh, Greg, Mary Beth, Justin, Cate, Matt, Brendan & Dakota

2018/2019 PREBUY PROGRAM NOTES: Trucking availability continues to be a challenge as new federal electronic logging reduces the hours that drivers can drive. Trucking costs are increasing steeply. We have made some changes to our prebuy offerings to respond to the new trucking landscape. We encourage you to get together with others and order full truckloads. It's the best way to save. See attached information for terms and conditions.

we speak organic

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— 2018-2019 —

Vermont Compost Company Fall Prebuy Program

— All discounts taken off 2018-2019 Wholesale Price list —

Your order is a good faith estimate of your yearly potting soil needs. All payments must be postmarked by December 21, 2018. Any payments postmarked after that date will be re-invoiced without prebuy discounts applied.

All products must be paid for before they ship. Shipping costs will be charged at the time of delivery. Prebuy discounts apply to product purchases only. Not to be combined with other discounts. Discounts do not apply to bulk compost. Please call or email us your order. We will call or email you to confirm.

FALL DISCOUNT: SAVE 14%

Bagged compost and potting soil by the pallet or 2-yard sling—shipped or picked up.

Formerly the “**Shared Truckload Discount.**” If looking to ship with others to save on shipping please see our “**Full Truckload**” discount option on the next page.

- Order, prepay, and take delivery **between September 21, 2018 & December 21, 2018.**
 - All Fall Discount orders will be shipped first come, first served.
 - This discount option *does not* include any bulk orders.
- All Fall Discount orders must be paid for before shipping, or before—or at—time of pick up.

WINTER DISCOUNT: SAVE 12%

Bagged compost and potting soil by the pallet or 2-yard sling, and bulk potting soil by the cubic yard—shipped or picked up.

- Order, prepay and take delivery **between December 21, 2018 & January 30, 2019.**
 - All Winter Discount orders will be shipped first come, first served.
 - This discount option *does* include bulk orders.
- All Winter Discount orders must be paid for **before December 21, 2018.**

BASE PREBUY DISCOUNT: SAVE 10%

Bagged compost and potting soil by the pallet or 2-yard sling bag, and bulk potting soil by the cubic yard—shipped or picked up.

- Order and prepay **by December 21, 2018.**
- Take delivery or pick up **after February 1, 2019 and before June 30, 2019.**
- All Base Prebuy Discounts must be paid for **before December 21, 2018.**
 - All Base Prebuy Discounts will be shipped first come, first served.

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— 2018-2019 —

Vermont Compost Company Fall Prebuy Program

— All discounts taken off 2018-2019 Wholesale Price list —

FULL TRUCKLOAD DISCOUNT: SAVE 16%

Bagged compost and potting soil by the pallet or 2-yard sling bag

- Order a full truckload: 20–24 pallets or sling bags.
- Schedule and take delivery **between September 21, 2018 & June 30, 2019.**
- Prepay before ship date or **by December 21, 2018.**
- All Full Truckload discount orders must be ordered by ONE contact person and delivered to ONE location.
- All Full Truckload ship-to locations must be properly and safely equipped to accept and unload a full truckload (see below for more details).
- All Full Truckload orders will be scheduled to ship first come first served.
- All Full Truckload discount orders must be paid **before by December 21, 2018.**

We always need more full truckload hosts! If you would like to host a full truckload please fill out this form and send it back to us. Or call us and we can set you up over the phone.

HOST FARM / BUSINESS NAME _____

HOST CONTACT NAME _____

HOST ADDRESS (very important for quoting shipping rates) _____

TOWN _____ STATE _____ ZIP _____

EMAIL _____ CELL _____ LANDLINE _____

Preferred method of communication: Email Cell phone text Cell phone voice call Land line voice call

Would it be ok for other growers to contact you to add their orders to your Full Truckload order? Yes No

FULL TRUCKLOAD HOSTS MUST:

- Be patient and flexible. Shipping is not an exact science and there are many variables impacting deliveries. We try our best to work with the brokers and drivers to schedule loads for days and times that work best for the host farm—but because of the increased trucking limitations, the pressure to keep fees as affordable as possible—we sometimes, unfortunately, have to take options that may be less than ideal. Delivery times cannot be guaranteed.
- Be a business and/or farm location with easy access (close to major roads is very helpful).
- Have a driveway or entrance that can accommodate a 53-foot tractor trailer (with cabs some trucks are 80 feet long). Trucks must be able to pull safely off the main road. And have room to exit and turn around (if needed).
- Have a tractor or skid steer with forks, or a forklift that can lift 1,500 lbs from the height of the back of a tractor trailer (approximately 4 feet). (Fort Light slings weigh 1,300 lbs. Fort Vee slings weigh 1,500 lbs.). If ordering compost slings or pallets the forked equipment must be able to lift 2400 lbs.
- Have a pallet jack. All full truckloads will be “dry van” enclosed tractor trailers. NO FLATBEDS.
- Understand that it is the host’s responsibility to unload all of the pallets or slings from the truck (drivers do not assist). LIFTGATES are not available for full truckload shipments.
- Provide a phone number (that is answered!) for directions and scheduling. In most states drivers cannot talk on phone while driving. They cannot play phone tag.