



Greetings Fellow Plant Stewards,

Late summer, 2020

Another season is unfolding. The turbulent confluence of momentous events in our world this year demanded an immediate global consideration of the essentiality of human activities (food production, medical services, firefighting: essential. Casino gambling, beauty pageants, war: not).

We at Vermont Compost qualified under our governor's emergency order as "essential" for three of our enterprises: "waste management" (food rescue), egg production, and farm supply. This enabled us to continue working, focusing on worker and customer safety, as we met what turned out to be a tremendous surge in demand for eggs, compost, and blended soils.

We know that you all faced enormous disruption and uncertainty in sales channels as restaurants closed and farmers' markets were burdened with restrictions that impeded commerce. We have heard from many of our customers that although changes and contortions were required, paths to sales emerged and have been robust. We also understand this may not have been the case for everyone and that your business may have been negatively impacted. Sadly, these additional compulsory protocols may prove to even further disrupt farm viability.

In the eight weeks following the early March pandemic lockdown, the United States of America used one-tenth of the gasoline used in the prior eight weeks. Ninety percent of the gasoline burned before the virus lockdown was therefore defined as unessential. We all demonstrated that, if sufficiently motivated, we could stop burning unessential gasoline at a moment's notice. A parallel benefit was that the world's cities experienced a reduction in air pollution that may net less deaths per capita, even when the deaths from Covid 19 are accounted for.

The challenge and opportunity going forward, is to use the lessons of these crises to pivot to the essential works of global salvation, which *must* include: social justice, climate mitigation, and global healthcare collaboration; all of which depend upon the management of soil to optimize photosynthesis to produce sustenance, while drawing down and sequestering atmospheric carbon.

Know that our aspirations are for a world in which there is a place in the sun (and the shade) for each and every one; where the plant beings and fungal beings and all beings are assisted by human beings to manage the climate and soil for our continuation. Our aspirations for that world are furthered by our collective work to grow plants to sustain our communities. May this knowledge and greater recognition of the essentiality of our work give us some comfort as we navigate these times of terrors.

Sincerely, Karl Hammer

Corey, Greg, Jane, Jay, Jennifer, Jesse, John, Jordan, Josh, Justin, Kurt, Matt, Miriam, Mary Beth, Paul, Rocio, Shawn, Sid & Will

**we speak organic**

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# Vermont Compost Company

## 2020–2021 FALL PREBUY PROGRAM TERMS



### All discounts taken off 2020-2021 Wholesale Price list

Your prebuy order is a good faith estimate of your yearly potting soil needs. All products must be paid for before they ship, or before the final December 21, 2020 deadline, whichever comes first.

- Prebuy discounts do not apply to bulk compost or Jolly Roger.
- All prebuy orders ship first come, first served.
- Full truckloads scheduled to ship in January must prepay before December 21, 2020.
- Consider scheduling your order to ship in November or December to avoid shipping delays due to winter weather.

### FULL TRUCKLOAD DISCOUNT: SAVE 16%

**Bagged potting soil by the pallet or 2-yard sling bag.**

- Order and prepay for a **full truckload: 20–24 pallets or slings.**
- Schedule and take delivery **between September 21, 2020 & January 30, 2021.**
- All full truckload discount orders must be **paid before shipping or by December 21, 2020**, whichever comes first.
- 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.

### FALL DISCOUNT: SAVE 14%

**Potting soil bagged 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 September 21, 2020 & December 21, 2020.**
- Order early to schedule a shipdate of your choice

### BASE PREBUY DISCOUNT: SAVE 10%

**Potting soil bagged by the pallet or 2-yard sling, and bulk potting soil by the cubic yard – shipped or picked up.**

- Order and prepay **by December 21, 2020.**
- Take delivery or pick up **after December 21, 2020 and before June 30, 2021**

### 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 our brokers and drivers to schedule loads that work best for the host farm – but because of increased trucking limitations and pressure to keep fees as affordable as possible – we sometimes 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 (some trucks with cabs can be 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 your order from the back of a tractor trailer (approximately 5 feet high).
  - Fort Light slings weigh 1,575 lbs.
  - Fort Vee slings weigh 1,750 lbs.
  - Manure Compost slings or pallets weigh 2,400 lbs.
- HAVE A PALLET JACK. All full truckloads will be delivered in “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, and they cannot play “phone tag.”

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