



1 March 2019

Greetings Hay Clients,

We spoke with many of you last year about our new “Hay Price Lock” program. This is how the program will work. Our clients will put 40% down on their hay order before 30 April to lock in 2018 pricing for 2019. Even if hay prices drop below 2018 levels, our clients will get the lower amount. However, the Northeast WA Hay Growers Association is projecting \$20-50/ton over 2018 numbers based on continued hay storages. Below is last year’s numbers and this year’s projections:

Hay Type	Stellar Meadows Farm, 2018	Market, 2018	Market, 2019*
50/50 Grass/Alfalfa	\$180/ton	\$200/ton	\$225-250/ton
1 <sup>st</sup> Cutting Alfalfa	\$160/ton	\$160+/ton	\$180+/ton
2 <sup>nd</sup> Cutting Alfalfa	\$200/ton	\$200-250/ton	\$250/ton

\*Market price will be set at the time of the cutting.

In addition to the “Hay Price Lock”, our clients will continue to get the 5%/ton discount on 5-9 ton purchases and 10%/ton discount on 10+ ton purchases over the entire season. Yes, we back apply the discounts when clients pass the 5-9 or 10+ thresholds. If you decide you don’t need part or all of your hay, we will refund 20% of your deposit within the week, and the remaining 20% is refunded after we sold your reservation to someone else. Keep in mind, we also pay our clients \$10/ton when they refer new clients to us.

As hay comes off the field, we will set aside hay based upon the hay deposits, and we will fulfill them in the order the deposits were made. If you reserved a particular type of hay (like 50/50) and we unfortunately ran out early, we will contact you to determine if we can fulfill your order with other hay inventory or refund your deposit.

Throughout the summer we will work with our clients to either pick up or have their hay delivered by 31 October. After that date, we will store for free all paid-in-full hay orders. The remaining hay inventory will be sold until gone. Once that occurs, all remaining open deposits will be refunded.

We wanted our “delivery clients” to know hay delivery fees will go from go from \$30/ton to \$40/ton within 25 miles. During the hay grower’s conference, two hay growers stated they charge \$45-50/ton to break even, so we’re going to remain competitive with \$40/ton. The remaining delivery rates will be \$45/ton for 26-30 miles, \$50/ton for 30-39 miles, and \$75/ton for 40-50 miles.

If interested in the “Hay Price Lock” program, please sign and mail the enclosed form to reserve your hay for the 2019 season along with either a check or indicate if you want to pay via credit card or PayPal (no processing fee). If you indicate use of credit card or PayPal, we will call to make arrangements to process your deposit. We will reach out to everyone as your indicated hay is being cut so you have some time to prepare for pickup or delivery.

Gerry & LaCinda Ashby  
Stellar Meadows Farms



**HAY ORDER FORM**

Mail to: 6508 W Dahl Rd. Deer Park, WA 99006

Call 509-821-1148 with questions

Name: \_\_\_\_\_

Address: \_\_\_\_\_

City: \_\_\_\_\_ State: \_\_WA\_/\_\_ID\_(circle one) Zip: \_\_\_\_\_

Phone (required): \_\_\_\_\_ Email (optional): \_\_\_\_\_

**Payment Options:**

Check enclosed

Credit Card

PayPal

**Hay Delivery Options:**

I would like my hay delivered.

NOTE: Delivery will be \$40/ton within 25 miles, \$45/ton for 26-30 miles, \$50/ton for 30-39 miles, and \$75/ton for 40-50 miles.

We will pick up our hay++.

Hay Type	# of Tons	Price/ton	Total	Multiply by 0.4	Deposit amount
50/50 Grass-Alfalfa		\$180.00			
1 <sup>st</sup> Cut Alfalfa		\$160.00			
2 <sup>nd</sup> Cut Alfalfa		\$200.00			
				Overall Total	

By signing this form, you understand the conditions of the deposit and refunds. For those wanting delivery, you understand the rates based on distance from Stellar Meadows Farms. We will mail you a receipt once we process your deposit.

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Signature & Date