

ASSOCIATIVE CONTRACT

Advantages: Discount up to 20% Plus Free Consultation Due January 31st, Final Deadline March 31st

To structure the economic activity of JPI as producer/distributor and its "consumers" along more conscious, associative lines, we offer an alternative to the usual sales arrangement. This alternative borrows from the economic concepts of Community Supported Agriculture. That is, any biodynamic practitioner may contract to support the yearly work of JPI at an acreage level appropriate to his or her situation or wishes. In return, JPI agrees to furnish the biodynamic preparations needed to bring health to that acreage for the period of the contract.

For example, a backyard gardener contracts to support the work of JPI at the level of one acre or less. For the contract fee of \$85 per year (one acre level), JPI will provide free consultation service, and send the biodynamic preparations in two Priority Mail shipments as follows:

Spring: 1 set BD Compost Preps (#502-507); 1 unit each of BD #500 (Horn Manure), BD #508 (Equisetum) and BC (Biodynamic Compound Preparation); and 2 units of BD #501 (Horn Silica) plus shipping and handling. Value: \$59.00

Fall: 1 set (BD #502-507); and 1 unit each of BD #500, BD #508 and BC plus shipping and handling. Value: \$53.00

JPI will gladly customize the SPRING and FALL shipments to meet the specific needs of the individual BD practitioner, and will negotiate a contract fee that is agreeable to both JPI and the practitioner. Please note: The Pfeiffer BD Compost Starter or BD Field and Garden Spray may be substituted for other preparations in an Associative Contract, subject to negotiation.

The biodynamic preparations should be used within 1-3 weeks of receipt. If you are unable to use them within this time frame then they MUST be properly stored. Storage instructions are available. JPI provides a NO STORAGE arrangement whereby you provide us with the date you will need to use the preparations and JPI will ship the preparations as close to that date as possible. You pay extra handling and shipping charges on the NO STORAGE arrangement if more than two shipments are required during the contract term.

SUGGESTED CONTRACT FEES (includes the biodynamic preparations necessary for the contracted acreage, plus free consultation service):

Acreage Level:	1	2	3	4	5-100 acres +
Fee:	\$85	\$120	\$160	\$190	Preparations at the 5 acre level and beyond will be calculated
(Value:)	(\$112)	(\$160)	(\$208)	(\$256)	at 20% off retail price plus actual shipping costs.

Larger farm operations, market gardeners, or growers with special needs can anticipate a contract with JPI that will meet both their preparation and financial requirements. Contact JPI for an Associative Contract plan to meet acreage needs exceeding 100 acres. Growers making some of their own preparations can expect commensurate reductions in their contract fee. Unless prior arrangements are made, contract fee is due and payable on or before March 31st. Your pre-payment allows us to extend the discount for an Associative Contract.

APPLIED BIODYNAMICS Newsletter of the Josephine Porter Institute

After further consideration, we have concluded that any electronic or website publication must still be deferred, and we will continue to publish and mail subscriptions for the foreseeable future. The publishing schedule is four issues per year at \$30.00. However, if you have an Associative Contract we will offer your subscription for only \$20.00 per year. The newsletter features articles on topics such as research, nutrition, compost, the making and using of the biodynamic preparations; interviews with biodynamic farmers and gardeners, and book reviews. Back issues are available at \$7.50 per issue.

TELEPHONE CONSULTATION SERVICE

Because of the impact on staff time for other duties, we must charge for telephone consultations at the rate of \$60/hour (after the first five minutes of telephone time). So that we may make the best use of your time, you are asked to call our office to schedule an appointment. (Please note that we are in the Eastern time zone.)

MAKING YOUR OWN PREPARATIONS?

Contact us for cow horns (BD #500 and BD #501) of superior quality, or any other assistance/advice in helping you make your own preparations. Courses in preparation making can also be arranged.



ASSOCIATIVE CONTRACT BETWEEN JPI AND CONTRACTEE:
Due January 31st, Final Deadline March 31st

(Name)

(Telephone Number)

(Address)

I/We, the undersigned, agree to support the Josephine Porter Institute for Applied Bio-Dynamics, Inc., (JPI), at the level of _____ acres (customized) for an annual fee of \$_____ (plus / includes shipping) for the calendar year _____. Unless prior arrangements are made, the fee is due and payable on or before March 31st. Every effort will be made to accommodate the grower's needs regarding payment of fee. Associative Contract fee for up to five acres includes USPS postage and handling for two shipments. Most orders are shipped Priority Mail, unless we are advised otherwise. Shipments valued over \$500.00 are shipped via FedEx with additional shipping charges billed separately. Supplemental and no storage orders beyond first two shipments will also be charged extra.

In accepting this contract, I/We affirm that all preparations received shall be properly stored to preserve effectiveness. (Does not apply under NO STORAGE option.)

In fulfillment of its part of the contract, JPI agrees to supply preparations at the acreage level specified in this contract. In addition, JPI will provide consultation service without charge.

Signature

Date

Accepted for JPI by

Date

PREPARATIONS SUPPLIED IN FULFILLMENT OF CONTRACT

Normal rate of preparations supplied would be as follows:

SPRING: (Indicate date needed): _____
1 SET Compost Preps (BD #502-507) for each 4 acres or less
1 Unit each: BD #500, BD #508, BC, per each acre contracted
2 Units of BD #501 per each acre contracted

FALL: (Indicate date needed): _____
1 SET Compost Preps (BD #502-507) for each 4 acres or less
1 Unit each: BD #500, BD #508, BC, per each acre contracted
_____ NS - Check here if NO STORAGE option is desired.

If your needs differ, please use the space below for customizing your order.

SPRING

FALL

