



MEMORANDUM

TO: Standlee Premium Western Forage® Customers
FROM: Standlee Premium Western Forage®
DATE: October 31, 2016
SUBJECT: Alfalfa/Grass Compressed and Grab & Go® Bales Are Now 'Alfalfa/Orchard Grass'

Valued Customer,

Our Standlee® Alfalfa/Grass Compressed and Grab & Go® bales are now made with Premium Alfalfa and Premium Orchard Grass forages only. In seasons past, the Standlee® Premium Alfalfa/Grass compressed and Grab & Go® bales were a combination of Premium Alfalfa and a mix of Timothy, Orchard and native Idaho grasses grown on our farms. The guaranteed analysis for these products remains the same, however, the alfalfa and orchard grass mixture is a more desirable combination of forages among consumers.

Product description changes are as follows:

- Standlee® Premium Alfalfa/Grass Compressed Bales (Standlee Item #1500-20025-0-0) will now be: Standlee® Premium Alfalfa/**Orchard** Grass Compressed Bales (Standlee Item #1500-20025-0-0)
- Standlee® Premium Alfalfa/Grass Grab & Go® Compressed Bales (Standlee Item #1500-20021-0-0) will now be: Standlee® Premium Alfalfa/**Orchard** Grass Grab & Go® Compressed Bales (Standlee Item #1500-20021-0-0)

Item numbers will remain the same. Standlee recommends changing the product description in your systems to reflect this name change to avoid confusion.

To reflect this change, we will be adjusting the following packaging elements to change from Alfalfa/Grass to Alfalfa/Orchard Grass over the next 12 months to match our new name for these products:

- **Alfalfa/Orchard Grass Grab & Go® Compressed Bale** - Sticker, handle & bale bands
- **Alfalfa/Orchard Grass Compressed Bale** - Bale bands only

In summary, there is no Standlee item number change, just the name of the product to Alfalfa/Orchard Grass.

If you have any questions or comments on this change, please contact Standlee Customer Service at 800-398-0819 or your Standlee Sales Representative.

Thank you for your continued support.