



# 2024-2025 Dealer Pricing

| Premium Organic Plant Foods |        |               |              |                |               |                 |              |         |              |
|-----------------------------|--------|---------------|--------------|----------------|---------------|-----------------|--------------|---------|--------------|
| BRAND                       | SIZE   | UPC<br>050197 | CASE<br>PACK | PALLET<br>PACK | UNIT<br>VALUE | SUGG.<br>RETAIL | DROP<br>SHIP | MFG #   | ORDER<br>QTY |
| Holly-tone                  | 50     | 001502        | 1            | 50             | 1             | \$42.99         | \$24.59      | HT50    |              |
|                             | 36     | 001366        | 1            | 60             | 1             | \$34.99         | \$19.54      | HT36    |              |
|                             | 18     | 001182        | 1            | 105            | 0.5           | \$22.99         | \$12.41      | HT18    |              |
|                             | 8      | 001083        | 6            | 36             | 1.5           | \$12.99         | \$6.40       | HT8     |              |
|                             | 4      | 001045        | 12           | 42             | 2             | \$8.99          | \$4.46       | HT4     |              |
| Plant-tone                  | 50     | 002509        | 1            | 50             | 1             | \$42.99         | \$24.59      | PT50    |              |
|                             | 36     | 002363        | 1            | 60             | 1             | \$34.99         | \$19.54      | PT36    |              |
|                             | 18     | 002189        | 1            | 105            | 0.5           | \$22.99         | \$12.41      | PT18    |              |
|                             | 8      | 002080        | 6            | 36             | 1.5           | \$12.99         | \$6.40       | PT8     |              |
|                             | 4      | 002042        | 12           | 42             | 2             | \$8.99          | \$4.46       | PT4     |              |
| Flower-tone                 | 18     | 029186        | 1            | 105            | 0.5           | \$22.99         | \$12.41      | FT18    |              |
|                             | 4      | 029049        | 12           | 42             | 2             | \$8.99          | \$4.46       | FT4     |              |
| Rose-tone                   | 18     | 004183        | 1            | 105            | 0.5           | \$22.99         | \$12.41      | RT18    |              |
|                             | 8      | 004084        | 6            | 36             | 1.5           | \$12.99         | \$6.40       | RT8     |              |
|                             | 4      | 004046        | 12           | 42             | 2             | \$8.99          | \$4.46       | RT4     |              |
| Bulb-tone                   | 18     | 006187        | 1            | 105            | 0.5           | \$22.99         | \$12.41      | BT18    |              |
|                             | 4      | 006040        | 12           | 42             | 2             | \$8.99          | \$4.46       | BT4     |              |
| Azalea-tone                 | 18     | 065184        | 1            | 105            | 0.5           | \$22.99         | \$12.41      | AT18    |              |
|                             | 8      | 065085        | 6            | 36             | 1.5           | \$12.99         | \$6.40       | AT8     |              |
|                             | 4      | 065047        | 12           | 42             | 2             | \$8.99          | \$4.46       | AT4     |              |
| Berry-tone                  | 18     | 066181        | 1            | 105            | 0.5           | \$22.99         | \$12.41      | BR18    |              |
|                             | 4      | 066044        | 12           | 42             | 2             | \$8.99          | \$4.46       | BR4     |              |
| Evergreen-tone              | 18     | 067188        | 1            | 105            | 0.5           | \$22.99         | \$12.41      | ET18    |              |
|                             | 8      | 067089        | 6            | 36             | 1.5           | \$12.99         | \$6.40       | ET8     |              |
| Garden-tone                 | 36     | 003360        | 1            | 60             | 1             | \$34.99         | \$19.54      | GT36    |              |
|                             | 18     | 003186        | 1            | 105            | 0.5           | \$22.99         | \$12.41      | GT18    |              |
|                             | 8      | 003087        | 6            | 36             | 1.5           | \$12.99         | \$6.40       | GT8     |              |
|                             | 4      | 003049        | 12           | 42             | 2             | \$8.99          | \$4.46       | GT4     |              |
| Tomato-tone                 | 18     | 009188        | 1            | 105            | 0.5           | \$22.99         | \$12.41      | TO18    |              |
|                             | 8      | 009089        | 6            | 36             | 1.5           | \$12.99         | \$6.40       | TO8     |              |
|                             | 4      | 009041        | 12           | 42             | 2             | \$8.99          | \$4.46       | TO4     |              |
| Tree-tone                   | 36     | 007368        | 1            | 60             | 1             | \$34.99         | \$19.54      | TR36    |              |
|                             | 18     | 007184        | 1            | 105            | 0.5           | \$22.99         | \$12.41      | TR18    |              |
|                             | 4      | 007047        | 12           | 42             | 2             | \$8.99          | \$4.46       | TR4     |              |
| Citrus-tone                 | 18     | 050180        | 1            | 105            | 0.5           | \$22.99         | \$12.41      | CT18    |              |
|                             | 8      | 050081        | 6            | 36             | 1.5           | \$12.99         | \$6.40       | CT8     |              |
|                             | 4      | 050043        | 12           | 42             | 2             | \$8.99          | \$4.46       | CT4     |              |
| Palm-tone                   | 4      | 039048        | 12           | 42             | 2             | \$8.99          | \$4.46       | PM4     |              |
| Bio-tone Starter Plus       | 25     | 038256        | 1            | 91             | 1             | \$46.99         | \$24.51      | BTSP25  |              |
|                             | 18     | 038188        | 1            | 105            | 1             | \$35.99         | \$18.82      | BTSP18  |              |
|                             | 8      | 038089        | 6            | 36             | 2             | \$17.99         | \$8.77       | BTSP8   |              |
|                             | 4      | 038041        | 12           | 42             | 2.5           | \$9.99          | \$4.98       | BTSP4   |              |
|                             | 5 oz.  | 038027        | 80           | 40             | 3.5           | \$2.49          | \$1.06       | BTSP5OZ |              |
| Bio-tone Starter            | 25     | 035255        | 1            | 91             | 0.5           | \$26.99         | \$13.89      | BTSG25  |              |
| Iron-tone                   | 20     | 054201        | 1            | 105            | 0.5           | \$28.99         | \$15.90      | IT20    |              |
|                             | 5      | 054058        | 12           | 36             | 2.5           | \$10.49         | \$5.26       | IT5     |              |
| Plant Food Display Bins     |        |               |              |                |               |                 |              |         |              |
| Holly-tone                  | 4      | 001045        | 1            | 90             | 15            | \$8.99          | \$4.59       | HT4MP   |              |
| Tomato-tone                 | 4      | 009041        | 1            | 90             | 15            | \$8.99          | \$4.59       | TO4MP   |              |
| Garden-tone                 | 4      | 003049        | 1            | 90             | 15            | \$8.99          | \$4.59       | GT4MP   |              |
| Bio-tone Starter Plus       | 4      | 038041        | 1            | 90             | 18            | \$9.99          | \$5.13       | BTSP4MP |              |
| Liquid Plant Foods          |        |               |              |                |               |                 |              |         |              |
| Bloom!                      | 16 oz. | 304160        | 6            | 200            | 1.5           | \$10.99         | \$5.54       | BL16    |              |
|                             | 16 oz. | 303163        | 6            | 200            | 1.5           | \$10.99         | \$5.54       | GR16    |              |
| Tomato!                     | 16 oz. | 313162        | 6            | 200            | 1.5           | \$10.99         | \$5.54       | TOPF16  |              |
|                             | 8 oz.  | 313087        | 6            | 280            | 1             | \$6.99          | \$3.67       | TOPF8   |              |
| Indoor!                     | 8 oz.  | 305082        | 6            | 280            | 1             | \$6.99          | \$3.67       | INPF8   |              |
| Cactus!                     | 8 oz.  | 306089        | 6            | 280            | 1             | \$6.99          | \$3.67       | CAPF8   |              |
| Violet!                     | 8 oz.  | 307086        | 6            | 280            | 1             | \$6.99          | \$3.67       | VIPF8   |              |
| Orchid!                     | 8 oz.  | 308083        | 6            | 280            | 1             | \$6.99          | \$3.67       | ORPF8   |              |

| Lawn Products  |       |        |              |                |               |                 |        |              |            |              |
|--|-------|--------|--------------|----------------|---------------|-----------------|--------|--------------|------------|--------------|
| BRAND  | SIZE  | UPC    | CASE<br>PACK | PALLET<br>PACK | UNIT<br>VALUE | SUGG.<br>RETAIL | DEALER | DROP<br>SHIP | MFG #      | ORDER<br>QTY |
| Espoma Lawn Food 15-0-5  | 40    | 053402 | 1            | 60             | 1             | \$51.99         |        | \$32.17      | ELF40      |              |
|  | 20    | 053204 | 1            | 105            | 1             | \$31.99         |        | \$19.84      | ELF20      |              |
| Weed Preventer   | 25    | 052252 | 1            | 70             | 1             | \$48.99         |        | \$30.06      | CGP25      |              |
| Lightning Lime   | 30    | 060301 | 1            | 70             | 0.5           | \$23.99         |        | \$14.38      | LL30       |              |
| Spring Lawn Booster  | 30    | 055307 | 1            | 60             | 1             | \$41.99         |        | \$25.67      | EOLB30     |              |
| All Season Lawn Food   | 28    | 056281 | 1            | 60             | 1             | \$41.99         |        | \$25.67      | EOLF28     |              |
| Summer Revitalizer   | 30    | 057301 | 1            | 60             | 1             | \$41.99         |        | \$25.67      | EOSR30     |              |
| Fall Winterizer  | 30    | 058308 | 1            | 60             | 1             | \$41.99         |        | \$25.67      | EOFW30     |              |
| Organic Supplements  |       |        |              |                |               |                 |        |              |            |              |
| Chicken Manure   | 25    | 018258 | 1            | 91             | 0.5           | \$17.99         |        | \$9.63       | GM25       |              |
|  | 3.75  | 018036 | 12           | 42             | 1.5           | \$6.99          |        | \$3.36       | GM3        |              |
| Bone Meal<br>(New Size)  | 24    | 010245 | 1            | 105            | 1             | \$38.99         |        | \$22.07      | BM24       |              |
|  | 8     | 010085 | 6            | 36             | 2.5           | \$17.99         |        | \$8.92       | BM8        |              |
|  | 4     | 010092 | 12           | 42             | 2             | \$9.49          |        | \$4.72       | BM04       |              |
| Cottonseed Meal  | 3.5   | 014038 | 12           | 42             | 2             | \$11.99         |        | \$5.78       | CM3        |              |
| Kelp Meal  | 4     | 027045 | 12           | 42             | 7             | \$25.49         |        | \$14.44      | KM4        |              |
| Blood Meal   | 17    | 013178 | 1            | 105            | 1             | \$54.99         |        | \$32.70      | DB17       |              |
|  | 3     | 013093 | 12           | 42             | 3             | \$11.99         |        | \$6.73       | DB03       |              |
| Alfalfa Meal   | 3     | 062039 | 12           | 42             | 2             | \$9.49          |        | \$4.72       | AL3        |              |
| Rock Phosphate   | 28    | 012287 | 1            | 70             | 0.5           | \$27.99         |        | \$15.06      | RP28       |              |
|  | 7.25  | 012072 | 6            | 48             | 1             | \$16.99         |        | \$8.40       | RP7        |              |
| Soil Acidifier   | 30    | 030304 | 1            | 70             | 0.5           | \$32.99         |        | \$18.07      | GSUL30     |              |
|  | 6     | 030069 | 6            | 60             | 1             | \$11.99         |        | \$5.78       | GSUL6      |              |
| Garden Lime  | 5     | 020053 | 12           | 36             | 1.5           | \$6.99          |        | \$3.30       | GL5        |              |
| Garden Gypsum  | 36    | 022361 | 1            | 70             | 0.5           | \$28.99         |        | \$17.80      | GG36       |              |
|  | 6     | 022064 | 6            | 60             | 1             | \$10.49         |        | \$5.26       | GG6        |              |
| Compost Starter  | 4     | 023047 | 12           | 42             | 2             | \$8.99          |        | \$4.46       | CS4        |              |
| Inorganic Plant Foods  |       |        |              |                |               |                 |        |              |            |              |
| Garden Food 10-10-10   | 6.75  | 028066 | 6            | 60             | 2             | \$14.99         |        | \$7.36       | GF101010/6 |              |
| Garden Food 5-10-5   | 6.75  | 019064 | 6            | 60             | 1.5           | \$11.99         |        | \$5.78       | GF5105/6   |              |
| Triple Phosphate   | 6.5   | 016063 | 6            | 60             | 2.5           | \$17.99         |        | \$9.97       | TP6        |              |
| Urea   | 4     | 015042 | 12           | 42             | 2             | \$10.49         |        | \$5.26       | UR4        |              |
| Potash   | 6     | 017060 | 6            | 60             | 1             | \$13.99         |        | \$7.36       | PO6        |              |
| Potting Mixes & Amendments   |       |        |              |                |               |                 |        |              |            |              |
| Potting Mix  | 8 qt. | 701082 | 6            | 36             | 1             | \$8.99          |        | \$4.49       | AP8        |              |
|  | 4 qt. | 701044 | 12           | 36             | 1.5           | \$5.49          |        | \$3.00       | AP4        |              |
| Moisture Mix   | 8 qt. | 712088 | 6            | 36             | 1             | \$9.99          |        | \$5.06       | MM8        |              |
| African Violet Mix   | 4 qt. | 702041 | 12           | 36             | 1.5           | \$5.49          |        | \$3.00       | AV4        |              |
| Orchid Mix   | 4 qt. | 704045 | 12           | 36             | 1.5           | \$6.49          |        | \$3.18       | OR4        |              |
| Cactus Mix   | 8 qt. | 703086 | 6            | 36             | 1             | \$8.99          |        | \$4.49       | CA8        |              |
|  | 4 qt. | 703048 | 12           | 36             | 1.5           | \$5.49          |        | \$3.00       | CA4        |              |
| Seed Starter   | 8 qt. | 705080 | 6            | 36             | 1             | \$9.99          |        | \$5.23       | SS8        |              |
| Peat Moss  | 8 qt. | 706087 | 6            | 36             | 1             | \$9.99          |        | \$5.17       | PTM8       |              |
| Perlite  | 8 qt. | 707084 | 6            | 36             | 1.5           | \$12.49         |        | \$6.28       | PR8        |              |
| Earthworm Castings   | 4 qt. | 713047 | 12           | 36             | 3             | \$12.49         |        | \$6.36       | EC4        |              |
| Bonsai Mix   | 4 qt. | 718042 | 12           | 24             | 3             | \$13.99         |        | \$6.96       | BO4        |              |
| Horticultural Charcoal   | 4 qt. | 719049 | 12           | 36             | 3             | \$14.99         |        | \$7.70       | HC4        |              |
| Freight Charges  |       |        |              |                |               |                 |        |              |            |              |
| Stop Charge  |       |        |              |                |               |                 |        | \$75         | SC         |              |
| Liftgate Fee   |       |        |              |                |               |                 |        | \$250        | LG         |              |
| <p><b>Drop Shipments:</b> Minimum 300 Units. Normally available in: CT, DE, DC, GA, FL (320-323, 326-328, 344, 347), IL, IN, KY, MA, MD, ME, MI (480-495), MN (550, 551, 553, 554), MO, NC, NH, NJ, NY, OH, PA, RI, SC, TN, VA, VT, WI (530-537, 539-544, 546-549), &amp; WV. For availability outside these areas contact your Espoma Sales Manager. Distributor credit approval is required before any order can be scheduled for delivery. LTL orders require matching for delivery. \$75 stop charge for LTL. Liftgate charge \$250</p> <p><b>Prices:</b> All prices in effect 9/1/2024 and are subject to change without notice. Earn up to 5% Early Order Discounts. See distributor for terms.</p> <p><b>Damaged Goods:</b> The Espoma Company cannot be responsible for the storage and display of goods in a distributor facility or retail store. Adjustments for damaged goods should be made at time of delivery and noted on the shipping document(s) with photo.</p> |       |        |              |                |               |                 |        |              |            |              |