



# 2023-2024 Dealer Pricing

Items in Gray Background Currently Inactive

Premium Organic Plant Foods										
BRAND	SIZE	UPC	CASE PACK	PALLET PACK	UNIT VALUE	SUGG. RETAIL	SUGG. DEALER	DROP SHIP	MFG #	ORDER QTY
Holly-tone	50	001502	1	50	1	\$40.99	\$27.43	\$23.48	HT50	
	36	001366	1	60	1	\$32.99	\$21.80	\$18.66	HT36	
	18	001182	1	105	0.5	\$21.99	\$13.84	\$11.84	HT18	
	8	001083	6	36	1.5	\$11.99	\$7.31	\$6.09	HT8	
	4	001045	12	42	2	\$8.49	\$5.09	\$4.24	HT4	
Plant-tone	50	002509	1	50	1	\$40.99	\$27.43	\$23.48	PT50	
	36	002363	1	60	1	\$32.99	\$21.80	\$18.66	PT36	
	18	002189	1	105	0.5	\$21.99	\$13.84	\$11.84	PT18	
	8	002080	6	36	1.5	\$11.99	\$7.31	\$6.09	PT8	
	4	002042	12	42	2	\$8.49	\$5.09	\$4.24	PT4	
Flower-tone	18	029186	1	105	0.5	\$21.99	\$13.84	\$11.84	FT18	
	4	029049	12	42	2	\$8.49	\$5.09	\$4.24	FT4	
Rose-tone	18	004183	1	105	0.5	\$21.99	\$13.84	\$11.84	RT18	
	8	004084	6	36	1.5	\$11.99	\$7.31	\$6.09	RT8	
	4	004046	12	42	2	\$8.49	\$5.09	\$4.24	RT4	
Bulb-tone	18	006187	1	105	0.5	\$21.99	\$13.84	\$11.84	BT18	
	4	006040	12	42	2	\$8.49	\$5.09	\$4.24	BT4	
Azalea-tone	18	065184	1	105	0.5	\$21.99	\$13.84	\$11.84	AT18	
	8	065085	6	36	1.5	\$11.99	\$7.31	\$6.09	AT8	
	4	065047	12	42	2	\$8.49	\$5.09	\$4.24	AT4	
Berry-tone	4	066044	12	42	2	\$8.49	\$5.09	\$4.24	BR4	
Evergreen-tone	18	067188	1	105	0.5	\$21.99	\$13.84	\$11.84	ET18	
	8	067089	6	36	1.5	\$11.99	\$7.31	\$6.09	ET8	
Garden-tone	36	003360	1	60	1	\$32.99	\$21.80	\$18.66	GT36	
	18	003186	1	105	0.5	\$21.99	\$13.84	\$11.84	GT18	
	8	003087	6	36	1.5	\$11.99	\$7.31	\$6.09	GT8	
	4	003049	12	42	2	\$8.49	\$5.09	\$4.24	GT4	
Tomato-tone	18	009188	1	105	0.5	\$21.99	\$13.84	\$11.84	TO18	
	8	009089	6	36	1.5	\$11.99	\$7.31	\$6.09	TO8	
	4	009041	12	42	2	\$8.49	\$5.09	\$4.24	TO4	
Tree-tone	36	007368	1	60	1	\$32.99	\$21.80	\$18.66	TR36	
	18	007184	1	105	0.5	\$21.99	\$13.84	\$11.84	TR18	
	4	007047	12	42	2	\$8.49	\$5.09	\$4.24	TR4	
Citrus-tone	18	050180	1	105	0.5	\$21.99	\$13.84	\$11.84	CT18	
	8	050081	6	36	1.5	\$11.99	\$7.31	\$6.09	CT8	
	4	050043	12	42	2	\$8.49	\$5.09	\$4.24	CT4	
Palm-tone	4	039048	12	42	2	\$8.49	\$5.09	\$4.24	PM4	
Bio-tone Starter Plus	25	038256	1	91	1	\$44.99	\$27.33	\$23.39	BTSP25	
	18	038188	1	105	1	\$33.99	\$20.99	\$17.97	BTSP18	
	8	038089	6	36	2	\$16.69	\$10.01	\$8.34	BTSP8	
	4	038041	12	42	2.5	\$9.49	\$5.69	\$4.74	BTSP4	
	5 oz.	038027	80	40	3.5	\$1.99	\$1.19	\$1.00	BTSP5OZ	
Bio-tone Starter	25	035255	1	91	0.5	\$24.99	\$15.49	\$13.26	BTSG25	
Iron-tone	20	054201	1	105	0.5	\$27.99	\$17.73	\$15.18	IT20	
	5	054058	12	36	2.5	\$9.99	\$5.99	\$5.00	IT5	
Plant Food Display Bins										
Holly-tone	4	001045	1	90	15	\$8.49	\$5.24	\$4.37	HT4MP	
Tomato-tone	4	009041	1	90	15	\$8.49	\$5.24	\$4.37	TO4MP	
Garden-tone	4	003049	1	90	15	\$8.49	\$5.24	\$4.37	GT4MP	
Bio-tone Starter Plus	4	038041	1	90	18	\$9.49	\$5.86	\$4.89	BTSP4MP	
Liquid Plant Foods										
Bloom!	16 oz.	304160	6	200	1.5	\$10.99	\$6.65	\$5.54	BL16	
Grow!	16 oz.	303163	6	200	1.5	\$10.99	\$6.65	\$5.54	GR16	
Tomato!	16 oz.	313162	6	200	1.5	\$10.99	\$6.65	\$5.54	TOPF16	
	8 oz.	313087	6	280	1	\$6.99	\$4.40	\$3.67	TOPF8	
Indoor!	8 oz.	305082	6	280	1	\$6.99	\$4.40	\$3.67	INPF8	
Cactus!	8 oz.	306089	6	280	1	\$6.99	\$4.40	\$3.67	CAPF8	
Violet!	8 oz.	307086	6	280	1	\$6.99	\$4.40	\$3.67	VIPF8	
Orchid!	8 oz.	308083	6	280	1	\$6.99	\$4.40	\$3.67	ORPF8	



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Lawn Products										
BRAND	SIZE	UPC	CASE PACK	PALLET PACK	UNIT VALUE	SUGG. RETAIL	SUGG. DEALER	DROP SHIP	MFG #	ORDER QTY
Espoma Lawn Food 15-0-5	40	053402	1	60	1	\$49.99	\$34.53	\$30.71	ELF40	
	20	053204	1	105	1	\$30.99	\$21.30	\$18.94	ELF20	
Weed Preventer	25	052252	1	70	1	\$45.99	\$32.19	\$28.62	CGP25	
Lightning Lime	30	060301	1	70	0.5	\$22.99	\$15.42	\$13.72	LL30	
Spring Lawn Booster	30	055307	1	60	1	\$39.99	\$27.55	\$24.50	EOLB30	
All Season Lawn Food	28	056281	1	60	1	\$39.99	\$27.55	\$24.50	EOLF28	
Summer Revitalizer	30	057301	1	60	1	\$39.99	\$27.55	\$24.50	EOSR30	
Fall Winterizer	30	058308	1	60	1	\$39.99	\$27.55	\$24.50	EOFW30	
Organic Supplements										
Chicken Manure	25	018258	1	91	0.5	\$16.99	\$10.74	\$9.19	GM25	
	3.75	018036	12	42	1.5	\$6.39	\$3.83	\$3.20	GM3	
Bone Meal	24	010245	1	105	1	\$34.99	\$23.21	\$19.86	BM24	
	10	010108	6	36	2.5	\$18.99	\$11.39	\$9.50	BM10	
	4	010092	12	42	2	\$8.99	\$5.39	\$4.50	BM04	
Cottonseed Meal	3.5	014038	12	42	2	\$10.99	\$6.59	\$5.50	CM3	
Kelp Meal	4	027045	12	42	7	\$23.99	\$16.07	\$13.76	KM4	
Blood Meal	17	013178	1	105	1	\$48.99	\$34.29	\$29.34	DB17	
	3	013093	12	42	3	\$10.99	\$7.69	\$6.41	DB03	
Greensand	30	011303	1	70	1				GS30	
	6	011068	6	48	1				GS6	
Alfalfa Meal	3	062039	12	42	2	\$8.99	\$5.39	\$4.50	AL3	
Rock Phosphate	28	012287	1	70	0.5				RP28	
Rock Phosphate	7.25	012072	6	48	1	\$15.99	\$9.59	\$8.00	RP7	
Soil Acidifier	30	030304	1	70	0.5	\$31.99	\$20.15	\$17.24	GSUL30	
	6	030069	6	60	1	\$10.99	\$6.59	\$5.50	GSUL6	
Garden Lime - (New Size)	5	20053	12	36	0.5	\$6.49	\$3.77	\$3.16	GL5	
Garden Gypsum	36	022361	1	70	0.5	\$27.99	\$19.10	\$16.99	GG36	
	6	022064	6	60	1	\$9.99	\$5.99	\$5.00	GG6	
Soil Perfector	30	034302	1	84	0.5	\$17.99	\$11.41	\$9.77	SPF30	
Compost Starter	4	023047	12	42	2	\$8.49	\$5.09	\$4.24	CS4	
Inorganic Plant Foods										
Garden Food 10-10-10	6.75	028066	6	60	2	\$13.99	\$8.39	\$7.00	GF101010/6	
Garden Food 5-10-5	6.75	019064	6	60	1.5	\$10.99	\$6.59	\$5.50	GF5105/6	
Triple Phosphate	6.5	016063	6	60	2.5	\$16.99	\$11.38	\$9.49	TP6	
Urea	4	015042	12	42	2	\$9.99	\$5.99	\$5.00	UR4	
Potash	6	017060	6	60	1	\$12.99	\$8.39	\$7.00	PO6	
Potting Mixes & Amendments										
Potting Mix	8 qt.	701082	6	36	1	\$8.49	\$5.13	\$4.28	AP8	
	4 qt.	701044	12	36	1.5	\$5.49	\$3.42	\$2.86	AP4	
Moisture Mix	8 qt.	712088	6	36	1	\$9.49	\$5.79	\$4.83	MM8	
African Violet Mix	4 qt.	702041	12	36	1.5	\$5.49	\$3.42	\$2.86	AV4	
Orchid Mix	4 qt.	704045	12	36	1.5	\$5.99	\$3.63	\$3.03	OR4	
Cactus Mix	8 qt.	703086	6	36	1	\$8.49	\$5.13	\$4.28	CA8	
	4 qt.	703048	12	36	1.5	\$5.49	\$3.42	\$2.86	CA4	
Seed Starter	16 qt.	705165	1	120	0.25	\$12.49	\$8.55	\$7.59	SS16	
	8 qt.	705080	6	36	1	\$9.49	\$5.99	\$4.99	SS8	
Peat Moss	8 qt.	706087	6	36	1	\$9.49	\$5.91	\$4.93	PTM8	
Perlite	8 qt.	707084	6	36	1.5	\$11.99	\$7.19	\$6.00	PR8	
Earthworm Castings	4 qt.	713047	12	36	3	\$11.99	\$7.28	\$6.07	EC4	
Bonsai Mix	4 qt.	718042	12	24	3	\$13.49	\$7.96	\$6.63	BO4	
Horticultural Charcoal	4 qt.	719049	12	36	3	\$14.49	\$8.81	\$7.36	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 9/1/2023 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. When possible, the damaged goods should be returned on the truck making delivery.</p>										



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