



Retailer Newsletter & Promos

February 2026 News and Promotions

01.27.26

News and updates February 2026

- **New Exaco Website** we've launched our newly redesigned site at www.exaco.com this week. We may be working out some kinks in the days/weeks to come but we are very excited for this updated look. Check it out!
- **New Dealer Portal Password** - The dealer portal button on the new site is in the very upper right hand corner of the website. The new pricelist and other resources will be available there. Please reach out to us to obtain this password.
- **2026 Pricelist will be effective 2/15/26 - please find the newest version on our dealer portal at www.exaco.com**
 - Good news! Most prices will remain the same for now. There are a few adjustments to the greenhouse prices to even a few things out – many we were even able to bring down a little! Any price changes are highlighted in pink boxes. Any sale/closeout prices are in red text.
 - **Fly screen updates:**
 - **All flyscreens (roof, pushout, louvered vents) will now be only available in black.** We will ship the green ones with green frame houses until we run out – then we will sub in black screens. White frame flyscreens will be an option for light colored greenhouses.
 - **Janssens has introduced a new style fly screen door for their greenhouses:**
 - Currently, out of the box, they are designed to only fit single or double sliding doors with low thresholds. We are currently developing a hinged door adaptation kit and I will let you know when this is available.
 - This is a plisse/accordion style flyscreen that is inset into the frame and slides compactly away when not in use. It will not interfere with shelving/shadecloth/supports as the older style did.
 - The new VI FSD is in the new pricelist under the Janssens accessories.
 - Added bonus is it can ship via UPS/FedEx in a box that is about 76”x6”x6” making it much easier and less expensive to ship separately vs. the old fly screen door option.

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- **New items are highlighted with green cells. These include the following:**
 - Two sizes of the larger Gigant greenhouses that we are endeavoring to keep at least 1 in stock or on the way at all times. Remember, you can always order custom sizes of these. We have seen sales rising on these larger custom models.
 - A few new Alton accessories
 - New Janssens accessories such as door centering kits, supports and reinforcements for greenhouses in high load areas, eye rings, extra-long roller shades for Gigant greenhouses, wood slat shades, rainbarrels, and some new fountain styles
- **Please look carefully over the fountains as the fountain pricing structure has changed.** The drop ship price AND the retail price now include freight costs for curbside delivery so that you can confidently list them without fear of a surprising freight cost. Please note if additional freight services beyond curbside delivery are needed there will be additional fees. See all the fountains on [our website here](#).

Promotions for February 2026 – please advertise and pass these savings to your customers!

These take effect today so please begin advertising for the weekend if you can!

- **Nelke 4 PRO** – free set of Nelke shelves (1 top/1 bottom) with greenhouse purchase*
- **Riga 2s, 3s, 3, 4s, 4 and 5** – 15% off wholesale and free foundation frame when shipped/ordered with greenhouse*
- **Cathedral Greenhouses are 15% off wholesale*** (in stock models only, while supplies last)
- **Riga XL 5 Greenhouse 30% off wholesale* plus FREE foundation frame when ordered/shipped with the greenhouse!** We have more (6 more to be exact!) of these left to sell at a great price.
- **Livingten:** 10% off* wholesale price of Livingten 6 and 7 (greenhouses only, current stock only).

**ALL PROMO PRICE/DEALS must be mentioned when submitting your PO. Current in-stock only. Orders must be submitted by 3/2/26 and ship by 3/20/26.*

SPECIAL CLOSEOUT DEALS!

- **Arcadia Plus 4x4 (config code NPJ400) now \$6000 wholesale!* (was \$9499).** In stock model only - Custom orders are still regular price.
- **Grill House** – Special wholesale price for in stock model only of \$13,999* plus freight– this is a 30% discount from wholesale! Freight is additional. If they would like the grill to go with it, it will be \$1500. This promotion is ongoing until we sell it!

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