



EXACO®

May Retailer Updates

May 2026 News and Promotions

04.28.26

Thank you for all your hard work. With world events, it has been tough on greenhouse sales - let's see what May can offer!

News and updates:

- **Milkhouse Heater:** Our cost has risen steeply on this item, the new wholesale price is \$130, with suggested retail at \$159.99
- **Wood Slat Shades from Indonesia:** We are extending our promotion on these shade sets - **35% off wholesale/retail**. If you need a new pricelist, you can find this on the [dealer portal](#). Please note to the customer that there are occasional spots of oxidation, but this will not affect usage.
- **DISCONTINUED! LED grow lights** - we are currently out of stock of the Astrica brand and will no longer be offering any LED grow lights. Additionally, we have removed them from the Riga XL PRO Kits on our pricelist - but added the solar light (not a grow light) and adjusted the pricing. Please see updated pricelist on the [dealer portal](#) for details and update your site.
- **Change in upgrades to Hinged Doors on stock units:** We are no longer offering a credit for the sliding doors when a stocked kit is upgraded to hinged doors. Please continue to note on all orders

we are unable to order them without the doors. With the popularity of the hinged doors, we have ended up with an overabundance of sliding doors in our warehouse. - way more that we would ever need.

- **Sale on sliding doors! 50% off Victorian sliding doors during May (applies to VI SD BLACK, VI SDD BLACK and VI SDD GREEN only).** These work well in warm climates if someone is looking to add ventilation during the warmer months. They can be used more as a large window than a door (this applies to greenhouses on a knee wall as well - as long as they do not “drop” the sliding door to ground level). They can also be added later on and will ship via UPS/FED Ex because it is only the framing - the glass used for the sliding door is the sidewall glass size (with the exception of the JVICS). I have these on my greenhouse and love it - I left the middle stud in place and added my own screen to the opening so I get a lot of ventilation. As always, if high winds are approaching, they should always “close up” the greenhouse in any open area.

PROMOTIONS for May:

Please advertise and pass these savings to your customers! Note these apply to in- stock units while supplies last.

- **Royal Victorian VI 34 Glass, VI 36 Glass, and VI46 Glass** greenhouses in black or green frame (in-stock) are 10% off wholesale* in May!
- **Vic sliding door sale 50% off!*** See above...applies only to VI SD BLACK, VI SDD BLACK, & VI SDD GREEN
- **In-stock Cathedral 15 x 20 greenhouses** in black or bronze are 10% off* wholesale!
- **Riga 2s, 3s, 3, 4s, 4 and 5 – 15% off wholesale and free foundation frame** when shipped/ordered with greenhouse*

**ALL PROMO PRICE/DEALS must be mentioned when submitting your PO. Current in-stock only. Orders must be submitted by 6/1/26 and ship by 6/19/26.*

ALTON CEDAR Greenhouse Promotion – 15% off* orders on existing stock and pre-orders. We will have a container load in May and we'd love to get a few additional greenhouses on it! This means the lead time on any Alton orders will be less than usual – they should arrive in June.

Pre-Order Specials on new Linea II, Santini II, Riga 4 or 5 Black, and Berlin

Solarveranda:

We are offering **15% off*** the wholesale price of these brand new units for any pre-order to help you sell and generate interest. We are expecting to load a container in June – so current estimate on arrival time to us is July. Pre-orders will be accepted until end of May - possibly into June depending on the model.

Resources for these new models can be found on the partner portal for you to use as well as [the information on this link with key points of each new greenhouse and pricing.](#)

- **Linea II** from KGT/Hoklartherm – A sleek modern unit that fits urban backyards with it's clean design and lower peak height. Great as a greenhouse, sitting area, or even bike or equipment storage. Wide, lockable split front dutch door, upper vent windows are rear window adds

[See on KGT site here.](#)

- **Santini II** from KGT/Hoklartherm – similar to the Linea II, but with 16mm triple wall polycarbonate for improved insulation. See spec sheet for more details. [See on KGT site here.](#)
- **Riga 4 Black/Riga 5 Black** from Hoklartherm – Same rugged Riga build in a new upscale model - black powder-coated frame, cast metal roof decoration and a clear plexiglass front gable creates a “jewelbox” for your garden! Other features remain the same: strong framing, 8mm and 10mm twin wall poly on remaining walls, roof vents with auto openers, rear back window vent, and lockable split dutch door with high-quality door hardware.
- **Berlin Solarveranda “Lean To”** from Hoklartherm – This is an excellent option for people that want a lean to but are trying to clear a lower eave height. Push up side panels allow for full ventilation making it perfect for any season for growing or sitting and enjoying the outdoors. The factory recommends the plexiglass glazing option, but tempered glass is also available. Pricing and additional information can be found on the dealer portal. Let me know if you have a customer that is interested! Made in Germany. See this on the [Hoklartherm website here \(switch to English at the top of the page!\)](#)

SPECIAL CLOSEOUT DEALS!

- **Arcadia Plus 4x4** (config code NPJ400) now \$6000 wholesale!* (was \$9499). In stock model only - Custom orders are still regular price.
- **Victorian Retro 23 Greenhouse** with black frame, narrow glass, and floral deco panels. Includes 1 hinged double door, 2 roof vents (1 manual/1 auto), 2 push out side vents. \$11,999 wholesale/ \$18,500 retail.
- **VI 23 Full Poly with black frame 40% off wholesale*** (this will be \$3479!!) while stock supplies last for February only. This is the old style semi-transparent polycarbonate – great for cold or warm climates. Note: suggested retail was normally \$8899 – so with 40% off, you could sell it for \$5340!!)

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Let me know if you have any questions!

Thank you!

Claudia Hausken

Customer Service Manager & Greenhouse Inventory Manager

Glass/Poly



Modern shape with glass walls and poly roof for urban yards!

with clear front



An updated Riga for a more refined look!

Solarveranda



Great new lean to option from Germany!

EXACO®

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Our mailing address is:

16001 Impact Way

Pflugerville, TX 78660

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