

2023 SEASON ORDER FORM

Botanical INTERESTS®
660 Compton St., Broomfield, CO 80020
www.botanicalinterests.com

Fax to Email: 303-951-1961
Fax: 303-464-6468
Ph: 303-464-6464 or 800-486-2647
general.sales@botanicalinterests.com

CONTACT

Customer ID: _____ Ship Date: _____ Order Date: _____
 Business Name: _____ PO#: _____ Sales Rep: _____
 Shipping Address: _____ Store Contact: _____
 Phone: _____ Email: _____

DISPLAY ORDERING INSTRUCTIONS:

1 Choose quantity of packets per pocket
Sm=Average 7; Reg=Average 10; Lrg=Average 12

2 Indicate the quantity of displays to FILL and/or ADD

3 Choose seed assortment to fill display(s).
Indicate quantity in corresponding box.

This order will not be processed without a signed 2023 Season PAYMENT TERMS AND CONDITIONS FORM.

PRIMARY DISPLAYS

SPINNER SEED DISPLAYS

Spinner	1 Qty of packets per pocket			2 Qty of existing displays to FILL	2 Qty of displays to ADD	3 REGIONAL BEST ASSORTMENTS										
	Sm	Reg	Lrg			Balanced	Veg/Herb	Flowers	Organic Balanced	Organic Veg/Herb						
Colorado Spinner (216 regular pockets)	Sm	Reg	Lrg			1-2	1									
Trinidad (162 regular pockets + 28 large pockets)	Sm	Reg	Lrg			1-2	1		1		1					
Aspen Spinner (144 regular pockets)	Sm	Reg	Lrg			1-2	1		1		1				1	
Cottage Spinner (108 regular + 14 large pockets)	Sm	Reg	Lrg			1-2	1		1		1				1	
Large Packet Spinner (36 pockets)	Sm	Reg	Lrg			1	1									

PREPACKED SEED DISPLAYS

Display	Sm	Reg	Lrg	1-6	1-2	1-2	1-2	1-2	1-2
Floorstand (48 regular pockets)	Sm	Reg	Lrg						
Golden (96 regular pockets)	Sm	Reg	Lrg		1-2	1		1	1
Denver Spinner (192 regular pockets)	Sm	Reg	Lrg		1				

PANEL AND FRAME DISPLAYS

Select PANELS to Fill and/or Add and FRAMES for a complete display. See FRAMES for number of panels to choose (OR ✓ no frame needed).

SEED PANELS	PRODUCT PANELS	MATERIAL FRAMES	3 Indicates the number of displays you can order without duplication.																													
			Sm	Reg	Lrg	1-8	1-4	1-3	1-2	1-2	1-2																					
60 regular pockets (cannot be combined with 54+5 pkt panel)			Sm	Reg	Lrg				1-8	1-4	1-3	1-2	1-2	1-2																		
54 regular + 5 large (top row) pockets (cannot be combined with 60 pkt panel)			Sm	Reg	Lrg				1-8	1-4	1-3	1-3	1-2	1-2																		
35 large pockets			Sm	Reg	Lrg				1																							
NOTES:																																
*Holds 12 sprouters; order separately			Organic Sprouts 1																													
*Holds 12 trays; order separately			Baby Greens & Microgreens 1																													
*Holds 6 sprouters and 6 trays; order separately			Sprouts & Baby Greens/Microgreens 1																													
Garden Products (Includes: garden stakes and paper pots)			See page 2 for quantity & cost detail 1																													
Vail			Holds 1 OR 2 panels			Qty to ADD			Boulder			Holds 2 OR 4 panels			Qty to ADD			Durango			Holds 4, 6 OR 8 panels			Qty to ADD			NO FRAME needed			✓ Here		

DISPLAY ENHANCEMENTS

ATTACHMENTS/COUNTER DISPLAYS

Average 5 packets per pocket

Attachment/Counter	Qty to FILL	Qty to ADD	Sunflowers	Culinary Herbs	Cut Flowers	Flower Mixes	Balanced	Veg/Herb	Baby Greens & Microgreens	Organic Baby & Microgreens	Organic Sprouts	Organic Balanced	Organic Veg/Herb	3 Indicates the number of displays you can order without duplication.			
														White	Yellow	Orange	Red
Lrg Pkt Attachment for Spinners (7 large pockets)						1-2	1-4	1-2	1-2	1-2	1-2	1-2	1-2	1-2	1-2	1-2	
Lrg Pkt Attachment for Spinners (14 large pockets)						1	1-2	1	1	1	1	1	1	1	1	1	
Regular Pkt Attachment for Spinners (18 pockets)			1	1	1	1											
Regular Pkt Counter Display (15 pockets)			1	1	1	1	1	1	1	1	1	1	1	1	1	1	

LARGE PACKET CADDIES

(6 pockets - Avg 6 packets per pocket)

Baby Greens: CA Color: Frost Tolerant: Songbirds & Hummingbirds:
 Bees & Butterflies: Cover Crops: Microgreens: Sprouts:
 Cat Grass: Fabulous Flower Mixes: Pollinators: Sunflowers:
 Cat Grass Organic:

OFFICE USE ONLY	
%	LY
2021	
2022	<input type="checkbox"/> HOLD FOR REP

HARDGOODS

PREPACKED DISPLAYS

Product	Qty
Garden Products-Variety (26 ea.)	
Paper Pots-1½" (12 ea.)	
Paper Pots-3" (42 ea.)	
Paper Pots-4" (24 ea.)	
Garden Stakes (39 ea.)	

REFILL CASES

Product	Qty
Paper Pots-1½" (Case of 24)	
Paper Pots-3" (Case of 24)	
Paper Pots-4" (Case of 24)	
Growing Tray (Case of 6)	
BPA Free Sprouter (Case of 6)	

CADDIES

Caddy	Qty
Butterfly Garden-Eastern Breeze (18 ea.)	
Butterfly Garden-Midwest Flutter (18 ea.)	
Butterfly Garden-Western Glide (18 ea.)	

GIFT CADDIES/CASES

Gift Caddy/Case	Qty
Notecard Caddy (14 ea.)	
Calendar Caddy (20 ea.)	
BPA Free Sprouter Gift Set (Case of 4)	

CUSTOM SEED ORDERING

Qty: Sm Reg Lrg
 Custom order is for my Botanical Interests display.
 Display Name : _____
 Custom order is for my non-Botanical Interests display.

2023 SEASON WHOLESALE ORDERING GUIDE

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INDIVIDUAL SEED PACKETS

WHOLESALE PACKET PRICES

We round up from .002 to the full cent

TERMS	REGULAR PACKETS				LARGE PACKETS				
	Con 40%	BB 50%	Out 55%	Out 65%	Con 40%	BB 50%	Out 55%	Out 65%	
1.99	1.20	1.00	0.90	0.70	4.59	2.76	2.30	2.07	1.61
2.29	1.38	1.15	1.03	0.81	5.59	3.36	2.80	2.52	1.96
2.49	1.50	1.25	1.12	0.88	6.29	3.78	3.15	2.83	2.21
2.69	1.62	1.35	1.21	0.95					
2.99	1.80	1.50	1.35	1.05					
3.49	2.10	1.75	1.57	1.23					
4.29	2.58	2.15	1.93	1.51					

UPC by Variety

All seed packets are barcoded by individual variety. Contact Botanical Interests to obtain our UPC codes or visit biorders.com

SEED ASSORTMENTS AVERAGE WHOLESALE COSTS

Actual cost varies by region & assortment type.
Call for exact amounts.

Terms	SMALL average 7 packets/pocket				REGULAR average 10 packets/pocket				LARGE average 12 packets/pocket			
	Con 40%	BB 50%	Out 55%	Out 65%	Con 40%	BB 50%	Out 55%	Out 65%	Con 40%	BB 50%	Out 55%	Out 65%
SPINNERS												
Colorado	\$2,353	\$1,961	\$1,759	\$1,379	\$3,463	\$2,886	\$2,589	\$2,029	\$4,256	\$3,546	\$3,181	\$2,493
Aspen	\$1,594	\$1,329	\$1,192	\$934	\$2,346	\$1,955	\$1,754	\$1,375	\$2,876	\$2,396	\$2,149	\$1,685
Trinidad	\$2,315	\$1,929	\$1,732	\$1,355	\$3,442	\$2,868	\$2,574	\$2,015	\$4,246	\$3,539	\$3,176	\$2,485
Cottage	\$1,574	\$1,311	\$1,177	\$921	\$2,336	\$1,947	\$1,747	\$1,368	\$2,866	\$2,389	\$2,144	\$1,678
Large Packet	\$694	\$579	\$520	\$405	\$1,087	\$906	\$815	\$634	\$1,363	\$1,136	\$1,021	\$796
PREPACKED												
Floorstand	\$608	\$507	\$454	\$356	\$892	\$743	\$666	\$523	\$1,084	\$903	\$810	\$635
Golden Spinner	\$1,142	\$951	\$853	\$669	\$1,683	\$1,403	\$1,258	\$986	\$2,058	\$1,715	\$1,538	\$1,206
Denver Spinner	\$2,066	\$1,722	\$1,544	\$1,210	\$3,040	\$2,533	\$2,272	\$1,781	\$3,740	\$3,116	\$2,795	\$2,191
PANELS												
60 Regular Pockets	\$734	\$612	\$548	\$430	\$1,081	\$900	\$807	\$633	\$1,316	\$1,097	\$984	\$772
54 Regular + 5 Large Pockets	\$755	\$630	\$565	\$443	\$1,114	\$928	\$833	\$652	\$1,358	\$1,131	\$1,015	\$795
35 Large Pockets	\$680	\$567	\$510	\$397	\$1,063	\$886	\$797	\$621	\$1,334	\$1,112	\$1,000	\$779
average 5 packets/pocket												
Sprouts					Con \$318	BB \$265	Out 55% \$239	Out 65% \$186				
Microgreens & Baby Greens					Con \$318	BB \$265	Out 55% \$239	Out 65% \$186				
Sprouts/Microgreens & Baby Greens					Con \$317	BB \$264	Out 55% \$238	Out 65% \$185				
ENHANCEMENTS												
Large Packet Attachment for Spinners (7 pockets)					Con \$111	BB \$92	Out 55% \$83	Out 65% \$65				
Large Packet Attachment for Spinners (14 pockets)					Con \$215	BB \$180	Out 55% \$162	Out 65% \$126				
Regular Packet Attachment for Spinners (18 pockets)					Con \$178	BB \$148	Out 55% \$133	Out 65% \$104				
Regular Packet Counter Display									average 10 packets/pocket			
					Con \$236	BB \$197	Out 55% \$86	Out 65% \$138				

HARDGOODS (Non-returnable)

	Units/Display	MSR/Unit	Cost/Unit
BPA Free Sprouters	6 per case	\$47.99	\$24.00
Total			\$144.00
BPA Free Sprouter Gift Set	4 per case	\$64.99	\$32.50
Total			\$130.00
Growing Trays	6 per case	\$19.99	\$10.00
Total			\$60.00
Butterfly Caddy (3 regions available)	18	\$9.99	\$5.00
Total			\$90.00
Notecard Caddy	14	\$13.99	\$7.00
Total			\$98.00
Calendar Caddy	20	\$9.99	\$5.00
Total			\$100.00
Garden Products Panel			
Garden Stakes	30	\$7.99	\$4.00
1.5" Paper Pots and Tray Set	12	\$5.99	\$3.00
3" Paper Pots	12	\$3.49	\$1.75
4" Paper Pots	12	\$4.20	\$2.10
Total			\$202.20
Miscellaneous (not for resale)			
Vinyl Banner Horizontal 60"x 24"	-	-	\$40.00
Vinyl Banner Vertical 24"x 60"	-	-	\$40.00
Rolling Base for Spinner Displays	-	-	\$80.00

Shipping/Handling & Replacement Charges

- Displays replaced before 3 years of use will be charged the display replacement charge.
- If you have used your display for the required 3 year minimum and need to replace it, you will only be charged the shipping/handling fee.
- Additional charges will apply on orders to Alaska and Hawaii.

	S/H Sm	S/H Reg or Lrg	Replacement
SEED ONLY			
Initial/Reorders ≥150 Regular or Mixed packets	FREE	FREE	-
Initial/Reorders ≥75 Large packets only	FREE	FREE	-
Reorders <150 Regular or Mixed packets	\$8	\$8	-
Reorders <75 Regular or Mixed packets	\$11	\$11	-
Reorders <75 Large packets only	\$8	\$8	-
Reorders <50 Large packets only	\$11	\$11	-

WIRE DISPLAYS

SPINNERS

Colorado (216 pockets)	\$126	\$114	\$252
Trinidad (162 Regular pockets, 28 Large pockets)	\$126	\$114	\$252
Aspen (144 pockets)	\$120	\$102	\$240
Cottage (108 Regular pockets, 14 Large pockets)	\$120	\$102	\$240
Large Packet (36 pockets)	\$102	\$96	\$168

PANELS

60 pocket	\$75	\$60	\$127
54+5 pocket	\$75	\$60	\$127
35 Large pocket	\$75	\$60	\$127
20 Large pocket w/ shelves (Sprouts/Baby/Microgreens)	\$75	\$60	\$127
Garden Products	\$75	\$60	\$127

FRAMES FOR PANELS

Boulder (holds 2 or 4 panels)	\$75	\$75	\$127
Vail (holds 1 or 2 panels)	\$60	\$60	\$100
Durango (holds 4, 6, or 8 panels)	\$168	\$168	\$350

ENHANCEMENTS

Large Packet Attachment for Spinners (7 pockets)	\$50	\$48	\$56
Large Packet Attachment for Spinners (14 pockets)	\$75	\$72	\$85
Regular Packet Attachment for Spinners (18 pockets)	\$50	\$38	\$74
Regular Packet Counter Display (15 pockets)	\$50	\$38	\$74

CORRUGATED PREPACKED DISPLAYS

PREPACKED PANEL

Denver/Golden/Floorstand Panel (48 Regular pockets)	\$40	\$34	\$80
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BASE

Denver Spinner (holds 4 panels)	\$85	\$85	\$158
Golden Spinner (holds 2 panels)	\$38	\$38	\$95

HARDGOODS PREPACKED DISPLAYS

Garden Products-Variety (26 ea.)	N/A	\$18	-
Garden Stakes (39 ea.)	N/A	\$18	-
Paper Pots-1 1/2" (12 ea.)	N/A	\$18	-
Paper Pots-3" (42 ea.)	N/A	\$18	-
Paper Pots-4" (24 ea.)	N/A	\$18	-

CADDIES

Large Packet (36 packets)	FREE	FREE	FREE
Butterfly Collections (3 regions available)	FREE	FREE	FREE
Notecard Caddy	FREE	FREE	FREE

HARDGOODS

Any hardgoods items with a qualifying seed packet order	N/A	FREE	-
Full cases	N/A	FREE	-
Less than a full case	N/A	\$12.50	-

	Units/Display	MSR/Unit	Cost/Unit
Garden Products-Variety Prepacked Display			
Garden Stakes	7	\$7.99	\$4.00
1.5" Paper Pots and Tray Set	6	\$5.99	\$3.00
3" Paper Pots	7	\$3.49	\$1.75
4" Paper Pots	6	\$4.20	\$2.10
Total			\$70.85
Paper Pots Caddy-1.5" Prepacked Display	12	\$5.99	\$3.00
Total			\$36.00
Paper Pots Caddy-3" Prepacked Display	42	\$3.49	\$1.75
Total			\$73.50
Paper Pots-4" Prepacked Display	24	\$4.20	\$2.10
Total			\$50.40
Garden Stakes Prepacked Display	39	\$7.99	\$4.00
Total			\$156.00

2023 SEASON PAYMENT TERMS AND CONDITIONS FORM

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SHIP TO ▶ Business Name: _____
Address: _____
City: _____ State: _____ Zip: _____
Phone: _____ Fax: _____
Email: _____
Store Contact: _____
Website: _____
 Email invoices to: _____
 Email Excel files of all UPCs to: _____
Ship Date for Order _____

BILL TO ▶ Business Name: _____
Address: _____
City: _____ State: _____ Zip: _____
Contact (Accounts Payable): _____
Phone: _____ Fax: _____
Email: _____
Resale# (Required): _____
 This is the first time I have purchased from Botanical Interests.
 I am interested in the Online Partnership Program.
 I want to receive Marketing Content emails.

Send to email: _____

Terms Options (select one)

Buyback and Consignment terms are only available to brick and mortar retail stores. Resale number is required. Stores CANNOT sell outdated seed per USDA regulations. We do not allow the sale of Botanical Interests products on the internet without a signed online retailer agreement. Prospective and current online retailers should contact Botanical Interests for further details.

SEED TERMS CONSIGNMENT:
40% discount off preprinted retail.
50% minimum sell-through required.
\$600 minimum initial seed order required.

Consignment terms are not available for initial orders that ship after March 3, 2023.
A mid-season bill will be issued in April 2023 (net 15 days) for 50% of total dollars shipped plus any shipping and handling charges as of April 1, 2023. The end-of-season checkout will occur August through October of 2023. A final bill will then be issued for all purchases minus seed not sold and mid-season payment. This amount will equal no less than 50% of total invoiced during the season plus shipping/handling charges. Due 15 days from invoice. End of season checkout information must be received by October 27, 2023 or your account will be processed at 100% sell-through. **All seed is removed from store at checkout.**

SEED TERMS BUY BACK:
50% discount off preprinted retail.
50% minimum sell-through required.
\$600 minimum initial seed order required.

Buy-Back terms are not available for initial orders that ship after March 3, 2023.
Initial orders & reorders are on net 30 terms from invoice date. The end-of-season checkout will occur August through October of 2023. A credit—equaling no more than 50% of the total packets invoiced during the season—will be issued for unsold packets. End of season checkout information must be received by October 27, 2023 or your account will be processed at 100% sell-through. **Credit can only be applied to seed shipped for the next season.** Unused credits, issued at the end of the 2022 season, expire at the end of the 2023 season. NO CASH or CHECKS will be issued in lieu of credit for product.

SEED TERMS OUTRIGHT:
65% discount off preprinted retail.
For initial orders shipping after March 3, 2023, only Outright terms are available.
When purchasing on outright terms please note that there are **no end of season returns.** Net 45 days from invoice.

SEED TERMS OUTRIGHT (S/H charges waived on displays):
55% discount off preprinted retail.
For initial orders shipping after March 3, 2023, only Outright terms are available.
When purchasing on outright terms please note that there are **no end of season returns.** Net 45 days from invoice.

HARDGOOD TERMS:
Items available at list cost only.
No end-of-season returns. Net 30 days from invoice.
Includes: Sprouters, Sprouter Gift Set, Growing Trays, Paper Pots, Garden Stakes, Butterfly Collections, Notecard Sets, Calendars, Specialty Seed Promotions.

Terms and billing group cannot be changed after initial shipment.

Sign here if terms have changed from previous season. _____

Conditions

A signature on the order form constitutes a personal guarantee by the owner(s) of the business.

- Visa and MasterCard are accepted for payment - please call for information.
- Past due accounts will be billed a finance charge of 2% per month.
- Accounts sent to collection: The dollar amount sent to collection is the total delivered to the customer, plus any applicable charges for displays, shipping, accrued interest, and collection/attorney fees. Any credit for unsold seed will be voided. For accounts that have gone to collection, future purchases will be at outright terms, and require prepayment by credit card.
- Payment terms may not be changed after initial shipment.
- Billing group may not be changed after initial shipment.
- No cash or checks will be issued in lieu of credit for product. In order for a credit to be given for unsold seed packets, seed must have been available for sale in the display from the date received to the date of checkout. It is the responsibility of the retailer to stock reorders promptly upon receipt. Credit will not be given for any damaged or altered packets. Final 2023 reorders must be received before noon (MST) Friday, June 23, 2023. We will be closed for inventory for one week, June 26-30, 2023.
- Displays replaced before 3 years of use will be charged the display replacement charge.
- If you have used your display for the required 3 year minimum and need to replace it, you will be charged only the shipping/handling fee.
- Replacement parts will be charged a shipping/handling fee.
- Additional charges will apply on orders to Alaska and Hawaii.
- Orders refused or returned to Botanical Interests will be charged a 20% restocking fee.
- Charges for orders shipped other than FedEx Ground will be the responsibility of the customer.
- Initial orders require a 4 day approval process prior to shipment.

SIGNATURE INDICATES YOU HAVE READ AND AGREE TO THE TERMS AND CHARGES AS STATED IN THE 2023 "TERMS AND CONDITIONS". YOU ARE CONFIRMING THAT YOU ARE A RETAIL STOREFRONT.

Signature: _____ Print Name: _____

Order will not be processed without a signature!

Customer ID _____