

2018

Bulk Load Sizes

Product	Feb	Mar	Apr	May	June	July	Aug	Sept	Oct	Nov	Average Annually
Premium Hardwood Bark Mulch	58.71 CY	61.86 CY	59.87 CY	59.07 CY	57.91 CY	59.69 CY	61.55 CY	61.77 CY	60.59 CY	61.85 CY	58.58 CY
Fresh Premium Hardwood Bark Mulch	66.70 CY	62.01 CY	60.65 CY	59.53 CY	59.43 CY	60.54 CY	62.01 CY	61.88 CY	61.95 CY	59.88 CY	60.32 CY
Hardwood Bark Fines Mulch	51.16 CY	55.02 CY	54.40 CY	53.65 CY	54.70 CY	54.34 CY	55.10 CY	53.91 CY	53.52 CY	52.58 CY	54.25 CY
Blended Hardwood Bark Mulch	57.03 CY	59.60 CY	58.07 CY	57.06 CY	53.37 CY	58.18 CY	59.70 CY	59.48 CY	58.91 CY	55.41 CY	57.99 CY

CONTACTS

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- Data represents average load size on thousands of loads shipped from 2015 through 2017
- Full semi's are loaded to legal weight restrictions
- Our wheel loaders have weight scales assisting in maximizing volumes for each load
- Load sizes will vary with wet weather adding weight to material and decreasing volume



With LoadScan technology, trucks are loaded to maximum weight and volume is verified with laser scan.

Scanned Products:

- Premium Hardwood Bark Mulch
- Blended Hardwood Bark Mulch
- Premium Hardwood Bark Fines
- Premium Plus Hardwood Mulch



BULK EVD PROGRAM

Earned Volume Discount (EVD) is a discretionary discount plan for Garden Centers, Landscape Contractors, Horticultural Rewholesalers, Greenhouses and Nurseries. Current year discount is based equally on payment history and previous year purchases.

- To qualify for the EVD program, terms are 2% 10, net 30 or COD; no extended terms are offered to EVD program customers.
- To maintain an EVD, we require the account to be paid current throughout the year.
- If the account becomes overdue, the EVD is removed.
- Removed EVD's are not automatically reinstated when payment is current.
- Full semi loads only.

Midwest Trading reserves the right to cancel or modify the program at any time.

EVD Program applies strictly to the 2018 Bulk Program for bark mulches and composts picked up or delivered from Midwest Trading locations as stated on the bulk program (see below).

BULK EVD PROGRAM	
2017 Purchase Volume	2018 EVD Discount
\$0.00 - \$9,999	Trade Price
\$10,000 - \$14,999	Level 1: 1% Discount
\$15,000 - \$29,999	Level 2: 2% Discount
\$30,000 - \$44,999	Level 3: 3% Discount
\$45,000 - \$59,999	Level 4: 4% Discount
\$60,000 - \$89,999	Level 5: 5% Discount
\$90,000 - \$219,999	Level 6: 6% Discount
\$220,000 +	Level 7: 7% Discount

OTTAWA FREIGHT ON BOARD (FOB) MATERIAL/PRODUCT	Product Number	Load Size	Trade Price*	Level 1 1% Discount*	Level 2 2% Discount*	Level 3 3% Discount*	Level 4 4% Discount*	Level 5 5% Discount*	Level 6 6% Discount*	Level 7 7% Discount*
Blended Hardwood Mulch 	2644	55-65 CY	\$19.65	\$19.45	\$19.26	\$19.06	\$18.86	\$18.67	\$18.47	\$18.27
Hardwood Bark Fines (Southern Bark) 	1174	50-60 CY	\$23.70	\$23.46	\$23.23	\$22.99	\$22.75	\$22.52	\$22.28	\$22.04
High Organic Soil	2627	35 CY	\$7.35	\$7.28	\$7.20	\$7.13	\$7.06	\$6.98	\$6.91	\$6.84
Pine Bark Fines 1/2" Screened	2463	70-80 CY	\$32.85	\$32.52	\$32.19	\$31.86	\$31.54	\$31.21	\$30.88	\$30.55
Pine Bark Fines 3/8" Screened	1179	70-80 CY	\$32.85	\$32.52	\$32.19	\$31.86	\$31.54	\$31.21	\$30.88	\$30.55
Premium Hardwood Bark Mulch (Southern Bark) 	1173	55-65 CY	\$22.80	\$22.57	\$22.34	\$22.12	\$21.89	\$21.66	\$21.43	\$21.20
Premium Hardwood Bark Mulch (Southern Bark) 	3001	55-65 CY	\$22.80	\$22.57	\$22.34	\$22.12	\$21.89	\$21.66	\$21.43	\$21.20
Premium Plus Hardwood Bark Mulch 	3107	55-65 CY	\$21.05	\$20.84	\$20.63	\$20.42	\$20.21	\$20.00	\$19.79	\$19.58
Screened Mushroom Compost	1230	45 CY	\$12.00	\$11.88	\$11.76	\$11.64	\$11.52	\$11.40	\$11.28	\$11.16
VIRGIL FREIGHT ON BOARD (FOB) MATERIAL/PRODUCT	Product Number	Load Size	Trade Price*	Level 1 1% Discount*	Level 2 2% Discount*	Level 3 3% Discount*	Level 4 4% Discount*	Level 5 5% Discount*	Level 6 6% Discount*	Level 7 7% Discount*
Blended Compost	1224	40 CY	\$15.50	\$15.35	\$15.19	\$15.04	\$14.88	\$14.73	\$14.57	\$14.42
Blended Organic Bark (BOB)	2477	45 CY	\$24.60	\$24.35	\$24.11	\$23.86	\$23.62	\$23.37	\$23.12	\$22.88
Leaf Mulch	2623	50 CY	\$17.00	\$16.83	\$16.66	\$16.49	\$16.32	\$16.15	\$15.98	\$15.81

*Prices do not include freight to your location

