



2019 Holiday Sales Guide

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T&H Professionalism Expectations

Each employee is a professional and is expected to show up for work on time as scheduled. On-time means ready to begin working when you clock in. Putting away belongings, restroom trips, refilling coffee, etc. needs to be completed prior to clocking in.

Break Periods

We have no designated break periods. Reasonable accommodations as necessary will be given. Excessive personal time is unacceptable as a professional and will be dealt with by your manager or supervisor. If a business allows it, your supervisor may allow one 10 minute break period in the AM, and one 10 minute break period in the PM. An unpaid mealtime period of at least 30 minutes where you clock out is allowed if business dictates and your supervisor approves. If it is a working lunch (performing regular duties while eating) you will be paid - if approved by your manager. Our business is unpredictable so we'll base these decisions on what's needed to provide the best service for our customers.

Overtime

Every employee is expected to keep track of their weekly hours worked and must inform their manager when they reach 32 hours. Overtime is paid at 1.5 times the regular rate of pay and must be approved by your manager before being performed.

Employee Conduct and Work Rules

Employees are expected to be professional at all times. That includes a strong work ethic, considerate of others, courteous and helpful to both customers and fellow employees, positive professional attitude. Conversations with customers are limited to topics that are professional by nature. Personal problems are to be left at the door. In short, everyone is expected to behave as ladies and gentlemen. Yes ma'am and yes sir to every customer. Treat each other with mutual respect and admiration.

Personal Appearance

Professional attire at all times. Tipton & Hurst apparel when conducting business on the main floor or when in contact with customers. This could be a name tag, apron, shirt, jacket, etc. Please wear something with T&H on it when working with customers. No large logos on apparel. Dress conservatively and ready to work in either a green shirt or khakis.

Use of Personal Smart Phones

Professionalism is expected and required of all employees at all times. Excessive smartphone use while on duty is not permitted. Employees may use breaks and meal periods to conduct personal business. Many of the managers and personnel use their personal cell phones for business purposes. However, if you have not been authorized to use your phone as such, refrain from using your personal phone during company time. You are a paid professional. Excessive personal time during work hours is a problem and may lead to disciplinary action.

Company Communication

Company emails and texts are always professional communication to facilitate our business. Never put anything in an email or text that cannot be shared with the public.

Food and Drink

No food and drink on the sales floor or in front of customers. At times, food may be provided, but you must conduct yourself as a professional while eating. Use your manners.

Smoking

Because we recognize the hazards caused by exposure to environmental tobacco smoke, as well as the life-threatening diseases linked to the use of all forms of tobacco, we provide a tobacco-free environment for all employees and visitors. This policy covers the smoking of any tobacco product and the use of oral tobacco products or "spit" tobacco, and it applies to both employees and non-employee visitors of Tipton & Hurst.

1. No use of tobacco products will be allowed within the facilities of T&H
2. The designated smoking areas are behind the building and 15 feet from any door, as well as out of the sight of any customer.
3. No tobacco use in any T&H vehicle.
4. No smoking is allowed at any time at any on-site job for a client.

Smoking Cessation Policy

United Healthcare, our current insurance company, offers a FREE Quit For Life smoking Cessation program. You are encouraged to contact your manager for more information regarding this program. Currently, full-time smokers cost themselves on average \$5,000 per year and the added expense to your employer through health insurance is also over \$5,000 - for a grand total of over \$10,000! Our goal is to have a smoke-free environment at Tipton & Hurst to

save both lives and money. The health insurance premiums for smokers are anticipated to be higher next year.

Working on Job Sites

Please practice professionalism at all times. No bathroom breaks in client's homes, any conversation is kept to a minimum and always to G rated topics. Cell phone usage is limited to that which is required for the job. As noted above, smoking is *never* permitted at any on-site job. Typically, we report to the Heights store to check in before being dispatched to job sites. There may be instances where you are asked to drive directly to the job site. Come prepared to withstand the elements, as you may be working outside on job sites. When you commit to a job, it may take longer than scheduled. Please be prepared to make arrangements to complete the job to Tipton & Hurst standards. Your day is not done until the job is finished and the client is satisfied.

Customer Service

Guaranteed Satisfaction Since 1886.

Our number one job is to seek and secure customers. In order to do so, remember the following:

- The customer is always right.
- The answer is always, "Yes we can." It is only a matter of timing and cost.

Before you step on the sales floor/answer a phone Know the following:

- A** - Availability
- S** - Supply
- K** - Keep-ability

Greeting

At Tipton & Hurst, we practice good southern hospitality and etiquette.

- **Smile**
- Yes Ma'am / Sir
- Act as though every customer is your grandparent
- Put every customer on a pedestal
- Be genuinely happy and listen
- Acknowledge every person that enters the store

Seek To Understand

Seek first to understand the customer's needs and occasion, i.e. delivery or pick-up? Higher average orders have the highest customer satisfaction because the recipient is overwhelmed (when the order is a gift). **\$125** is our goal average order.

Taking An Order

1. Get their name and repeat it often.
2. Introduce yourself.
3. Exchange formal pleasantries.
4. Find out the occasion/event.
5. Determine the relationship of the sender & recipient.
6. Determine the timeline.
7. Offer higher-end suggestions.
8. Suggest an add-on to make the order special.
9. Inform them of their confirmation email.
10. Ask them to review the confirmation email.
11. Give the customer your contact information.
12. Make sure to say, "Thank you Mr. /Mrs. _____. My name is _____ and I will take special care of you."

Tipton & Hurst Cash

Get a \$10 voucher for every \$50 you spend. This promotion is valid only on full-priced merchandise IN STORE.

- Any other full-priced merchandise in store
- Fresh carry-out flowers
- Orders placed in store

Not valid on the following items:

- Madison Monograms
- Parties & Events
- Rentals
- Labor & Deliveries
- Funerals
- Special Order Items

How To Distribute:

1. Get a final total of all full-priced merchandise.
2. Divide that total by 50 to determine the number of vouchers the customer should receive. Ex:
a. \$50 - \$99.99 = 1 voucher
b. \$100 - \$149.99 = 2 vouchers
c. \$150 - \$199.99 = 3 vouchers
3. Write in the applicable dates on the voucher - November 10, 2019 - December 15, 2019
4. Staple the vouchers to the customer's receipt. **The vouchers are not valid if they are not attached to the receipt.** Let the customer know.

How To Redeem:

1. The customer MUST redeem in-store.
2. Use the code THCR
3. On the discount section of your row, discount the total at a \$10 flat rate for every THC the customer turns in.

Outgoing Wire Orders

- Always sell a second choice: SOMETHING SIMILAR

- Never send more than one (1) product or multiple cards on the same outgoing wire-order

- Delivery charges should NOT be included with the product, Quickflora will add the delivery fee into the total. It's better to get more than enough money and overwhelm the recipient than disappoint the sender and recipient for trying to get by on too small of a budget. Larger cities have larger product and delivery prices.

- Avoid selling Tipton & Hurst products (wire-out).

- For outgoing orders, please give the outgoing florist an adequate amount of details, but keep in mind that the more specific you get, the less likely they are to be able to fill/ accept the order especially in small towns. For the arrangement price, give the customer's sales price.

- Properly use fields for entry. First names, last names, etc. This is critical for all orders, but especially for outgoing orders.

- **Always** get a phone number for a recipient! If customers don't have this when they place their order, emphasize the importance that they get a good contact number and update the order.

Minimum Amounts For Outgoing Orders

Recipient Address	Item Price	Wire Fee
North America	\$35	\$8.99
Overseas	\$65	\$14.95

*Most overseas floral orders do not come arranged in vases. Add \$20.00 for a vase arrangement. When filling wired-in orders, substitutions are proper only in emergency situations. You must notify the sending florist of any substitution.

Christmas Decorating

Personel	Labor Charges
Chris Norwood	\$135/hr
Lead Designer	\$80/hr
Designer	\$65/hr
Assistant	\$45/hr

*Christmas decorating appointments must be made by Christina, a sales manager or store manager. Take-down services are billed at the same rate as the installation (not included in the set-up fee).

Tipton & Hurst Social Media Guidelines

Tipton & Hurst (T&H) has set a company-wide goal to grow its presence on social media. But we need your help! Please use the following guide when sharing photos, both from your personal accounts and on the official T&H pages:

Handles

If posting T&H-related content from your personal accounts, include the @tiptonhurst handle.

Hashtags

For wedding and arrangement-related content, use no more than 5-10 hashtags per post.

We also recommend adding your location (e.g., #LR #LittleRock #littlerockarkansas #HotSprings #Conway #PineBluff #Arkansas).

- **Every post:** #MoreThanFlowers
- **Shipped items:** #HappinessDelivered
- **Wedding posts:** #customflorist #LRflorist #wedding #weddingflorist #weddingreception #weddingdecor #weddinginspiration #fullserviceflorist #weddingflowers #floraldesigner #floral #flowers #wedding #arkansaswedding #eventflorist #weddingday #arkansasbride #arbride #weddingsinarkansas #arkansas #classicweddingstyle #weddingreception #weddingdetails #southernbride
- **Arrangement posts:** #floraldesign #florist #florals #flowers #flowerarrangement #floralstyling #fallstyle #partyflowers #fallflowers #ArkansasFlorist

Captions

1. **Keep it brief:** Instagram recommends 125 characters or less. That being said, if there is a story worth telling (e.g., wedding proposal, testimonial) share it.
2. **Use quotes and puns, as appropriate:** When used correctly, well-known quotes or puns can invoke nostalgia or humor.
3. **Say it with emojis:** Don't overdo it, but a relevant emoji here or there helps enhance standard posts.
4. **Utilize hashtags:** Add hashtags after three lines of vertical periods or as a separate comment.
5. **Give partners a shout out:** If working with another vendor, mention them in the copy or tag them. And, whenever possible, include the location.

Photos

Instagram is a visual medium. Your photos should be sharp, well-lit, composed and in focus.

1. **Allow for negative space:** Avoid photos with busy backgrounds. Position arrangements in front of a blank wall or take from above on a table.



2. **Diversify your shots:** Take a combination of wide and close-up shots and at different angles.



3. **Play with the focus:** If you're using your iPhone, tap on the area of the photo you want to focus on. When you see the sun icon, drag your finger up or down to make the scene lighter or darker.



4. **Switch up the content:** Behind-the-scenes photos are always fan favorites. We recommend short videos, boomerangs and time-lapses of arrangements being made.



Holly Ball
Saturday, December 7, 2019

Item Code	Item Title	Price
195	Standard Hand-Tied Carnation Nosegay <ul style="list-style-type: none">● Choice of Carnation Color● Choice of Ribbon Color	\$30
195	Premium Hand-Tied Carnation Nosegay <ul style="list-style-type: none">● Choice of Carnation Color● Choice of Ribbon Color● Choice of Christmas Ornament Accessories	\$40
195	Standard Hand-Tied Rose Nosegay <ul style="list-style-type: none">● Choice of Rose Color● Choice of Ribbon Color	\$40
195	Premium Hand-Tied Rose Nosegay <ul style="list-style-type: none">● Choice of Rose Color● Choice of Ribbon Color● Choice of Christmas Ornament Accessories	\$50
197	Nosegay In Holder	\$60
690	Lifelike Flower Nosegay	\$50
280	Premium Pin-On Rose Boutonnieres	\$8
280	Premium Pin-On Carnation Boutonnieres	\$8

Reminders

1. A nosegay is a victorian clutch in a holder, used in holly balls or cotillion dances.
2. Do Not promote baby's breath due to wilting and the fact that they cannot be made ahead of time.
3. Ribbon should coordinate with the flower color not the dress color. This gives a more coordinated look rather than a choppy appearance.
4. Metallic accents should only be used if the dress includes metallic as well.
5. Do not promote a certain flower; instead promote a color.
6. White is always a safe option as it will coordinate well with any color.
7. Pick-ups should always be after 3:00pm. Orders taken for the same day should be after 4:00 pm.
8. Boutonnieres should be a single flower with no bows (as this is considered bad etiquette). If requested, the stem can be wrapped in ribbon.
9. ALWAYS CONFIRM THE PICK-UP LOCATION.

2019 Holiday Collection Fresh Arrangements

Item Code	Item Title	Standard	Deluxe	Premium
1702	T&H Cornucopia	\$75	\$90	\$100
1701	Thankful	\$100	\$135	\$160
218C11	Let It Snow	\$45.00	\$55.00	\$65.00
256C05	Silver Elegance	\$75.00	\$85.00	\$95.00
256C04	Merry Wishes	\$50.00	\$60.00	\$70.00
255C10	Winter White Bouquet	\$100.00	\$125.00	\$150.00
256C10	Holiday Splendor	\$140.00	\$160.00	\$180.00
298C10	Home For The Holidays	\$100.00	\$125.00	\$150.00
220C10	Christmas Traditions Centerpiece	\$80.00	\$100.00	\$120.00
715	Merry & Bright	\$120.00	\$140.00	\$160.00
267C04	The Yule	\$150.00	\$175.00	\$200.00
227C10	Christmas Candle Centerpiece	\$125.00	\$150.00	\$175.00
216C11	Holiday Celebration	\$125.00	\$140.00	\$155.00
267	Woodland Christmas	\$80.00	\$95.00	\$110.00
222C10	Country Christmas	\$65.00	\$85.00	\$100.00
198C10	Berries & Blossoms	\$45.00	\$55.00	\$70.00
174C10	Pretty As A Package	\$35.00	\$45.00	\$55.00
299C10	Noel Bouquet	\$55.00	\$65.00	\$75.00

2019 Holiday Collection Fresh Arrangements



T&H Cornucopia - 1702		
\$75	\$90	\$100

T&H Cornucopia features sunflowers, millet, daisy poms, yarrow, and much more for a gorgeous centerpiece.



Thankful - 1701		
\$100	\$135	\$160

Thankful combines free spirit roses, millet, bunny tail, yarrow, daisy poms, sunflowers, and safari sunset for this stunning long & low arrangement.



Let it Snow - 218C11		
\$45	\$55	\$65

Let it Snow combines pine, hydrangea, carnations, dusty miller in a mercury glass vase for the perfect accent arrangement or gift!



Silver Elegance - 256C05		
\$75	\$85	\$95

Silver Elegance includes carnations, salal, and winter greens in a lovely silver container. Great for a centerpiece!

2019 Holiday Collection Fresh Arrangements



Merry Wishes - 256C04		
\$50	\$60	\$70

Merry Wishes is crafted with hydrangea, roses, winter greenery and pinecones.



Home for the Holidays - 298C10		
\$100	\$125	\$150

Home for the Holidays combines roses, gerbera daisies, button poms, china berries, aralia leaves, and winter greenery to make a bright and cheery offering for a winter tablescape or simply as a gift!



Winter White Bouquet - 255C10		
\$100	\$125	\$150

Winter White bouquet includes white lilies, dendrobium orchids, stock, roses, coffeeberry, and winter greens in a bubble bowl. A great gift!



Holiday Splendor - 256C10		
\$140	\$160	\$180

Holiday Splendor includes stock, roses, snapdragons, winter greenery and cymbidium orchids in a cube. Great for the office!

2019 Holiday Collection Fresh Arrangements



Christmas Traditions Centerpiece - 220C10		
\$80	\$100	\$120

Christmas Traditions Centerpiece is a lovely addition to your holiday table! It combines carnations, mini carnations, salal, and winter greenery with three red candles for a classic look.



Christmas Candle Centerpiece - 227C10		
\$125	\$150	\$175

This traditional centerpiece combines roses, salal, pine, and apples with ribbon and pinecones to create this Old World look - perfect for traditionalists!



Merry & Bright - 715		
\$120	\$140	\$160

Merry & Bright is a stunning take on a classic Christmas centerpiece. Crafted with carnations, cymbidium orchids, and winter greenery, this elegant arrangement is sure to please.



The Yule - 267C04		
\$150	\$175	\$200

The Yule will wow your guests and family alike. Roses, succulents, James Storie orchids, salal, chinaberry, and winter greenery make for a modern, merry Christmas table.

2019 Holiday Collection Fresh Arrangements



Holiday Celebration - 216C11		
\$125	\$140	\$155

Holiday Celebration is a lovely statement piece that includes roses, pine cones, coffeeberry, winter greenery, and James Storie orchids. Small enough to fit on a desk, but not without leaving a lasting impression!



Berries & Blossoms - 198C10		
\$45	\$55	\$70

Berries & Blossoms is a great size to show someone you're thinking of them, while still showing Christmas spirit! It includes roses, mini carnations, and chinaberry. So sweet!



Woodland Christmas - 267		
\$80	\$90	\$110

Woodland Christmas is perfect for anyone who likes a rustic feel. This arrangement, which includes chinaberry, pinecones, and cypress greenery, brings the components together in a size that's great as an accent, or a showstopper.



Country Christmas - 222C10		
\$65	\$85	\$100

Country Christmas will bring the warmth of the holiday season home. Apples, cinnamon sticks, winter greenery, pinecones, and chinaberry make the perfect hostess gift!

2019 Holiday Collection Fresh Arrangements



Pretty as a Package - 174C10		
\$35	\$45	\$55

Pretty as a Package combines simple ingredients (carnations, winter greenery, and ribbon) to create a great hostess gift for the holiday season!

Budget-Friendly

Let it Snow
Merry Wishes
Country Christmas
Berries & Blossoms
Pretty as a Package
Noel Bouquet

Great for the Office

Let it Snow
Merry Wishes
Winter White Bouquet
Holiday Splendor
Holiday Celebration
Woodland Christmas
Berries & Blossoms
Pretty as a Package
Noel Bouquet

Perfect Hostess Gift

Silver Elegance
Winter White Bouquet



Noel Bouquet - 299C10		
\$55	\$65	\$75

Noel Bouquet brings together carnations, coffeeberry, winter greenery, and pine cones to create this sweet look.

Holiday Splendor
Home for the Holidays
Holiday Celebration
Country Christmas
Pretty as a Package
Noel Bouquet

Centerpieces

Silver Elegance
Winter White Bouquet
Home for the Holidays
Christmas Traditions Centerpiece
Merry & Bright
The Yule
Christmas Candle Centerpiece
Holiday Celebration

Traditional Looks

Christmas Traditions Centerpiece
Christmas Candle Centerpiece
Country Christmas
Pretty as a Package

2019 Teleflora Holiday Collection



Teleflora's Enchanted Harvest Bouquet T19H200		
\$45.00	\$55.00	\$65.00

Bursting from an enchanting white ceramic pumpkin, this fabulous fall mix of roses and mums is a magical addition to your autumnal gatherings!



Teleflora's Fields of Fall T19T200		
\$50.00	\$60.00	\$70.00

Pour on the autumnal charm! A magnificent fall rose bouquet bursts beautifully from this hand-glazed ceramic pitcher, a food-safe gift in classic crimson that's sure to be a favorite vase and serving piece!



Teleflora's Merry Mercury Centerpiece (48) T19X100		
\$45.00	\$60.00	\$110.00

Brimming with festive Christmas red roses and lit by two glowing tapers, this gorgeous crosscut mercury glass bowl is a magical centerpiece and keepsake gift they'll enjoy year after year!



Thomas Kinkade's Festive Fire Station Bouquet (48) T19X200		
\$70.00	\$80.00	\$90.00

An instant holiday classic! Capture the vintage charm of small-town Christmas with this festive Thomas Kinkadee fire station sculpture. Set atop an arrangement of red roses and fresh winter

2019 Teleflora Holiday Collection



Teleflora's Flurry of Elegance Bouquet (48) T19X300		
\$55.00	\$65.00	\$75.00

Celebrate winter's natural beauty with a fresh, festive rose bouquet, arranged in this snow-white porcelain vase with a punched snowflake on both sides. Add a candle and it becomes an elegant votive! greens, the hand-painted keepsake lights up for years of fun!



Teleflora's Deck the Holly (96) T19X400		
\$50.00	\$60.00	\$70.00

Hand-glazed with a shimmering finish and jolly holly details, this keepsake ornament jar is a festive vase for a lush Christmas bouquet, then becomes a beloved home for holiday treats!



Teleflora's Send a Hug Snowman Mug Bouquet (48) T19X500		
\$40.00	\$50.00	\$60.00

Welcome winter home with a mug of Christmas cocoa served in this sweet ceramic snowman gift! But first, the hand-decorated design is delivered with festive holiday blooms that brighten any room.

2019 Holiday Collection Poinsettias

Item Code	Item Title	Bare	Standard	Deluxe	Premium
341	6" Canada Grown	\$20.00	\$30.00	\$40.00	\$50.00
341AR	6.5" Arkansas Grown	\$27.00	\$35.00	\$45.00	\$55.00
357	7" Canada Grown	\$35.00	\$45.00	\$55.00	\$65.00
357AR	7.5" Arkansas Grown	\$40.00	\$50.00	\$60.00	\$70.00
358	8" Canada Grown	\$50.00	\$60.00	\$70.00	\$80.00
358AR	8" Arkansas Grown	\$50.00	\$65.00	\$75.00	\$85.00
362	10" Canada Grown	\$65.00	\$75.00	\$90.00	\$105.00
362AR	10" Arkansas Grown	\$80.00	\$95.00	\$110.00	\$125.00
340D	6" Double Basket Canada Grown	n/a	\$50.00	\$60.00	\$70.00
362PT	8" Topiary Tree	\$75.00	\$85.00	\$95.00	\$105.00

Reminders:

1. "Bare" refers to the plant by itself.
2. "Standard" means an inexpensive basket with a basic bow.
3. "Deluxe" means a nicer tin container with a higher-end bow.
4. "Premium" means an upgraded keepsake ceramic container, accessorized trim, and a higher-end bow.

This year, we're sourcing the best poinsettias from Arkansas and Canada, so every poinsettia that leaves our stores will be a premium plant!

Note: Poinsettias are a desert plant; they do not like a wet environment. They should only be watered when the soil feels dry to the touch.

Church/Bulk Pricing:

- Bare - \$12.95
- With Sleeve - \$13.95
- With Sleeve & Bow - \$14.95

When taking church order for poinsettias with sleeves, please ask what color sleeve they want!

Additionally, the church code will be the same item number with CH added at the end. For instance, 358CH.

Orders of 20 or more plants - 10% discount

2019 Holiday Collection Plants

Bare Prices

Code	Item Title	4"	5"	6"	7"	8"	10"
355	Amaryllis	n/a	n/a	\$25.00	n/a	n/a	\$60.00
347D	Paperwhite	n/a	\$12.00	\$17.50	\$30.00	\$40.00	n/a
3592	Cypress	\$20.00	n/a	\$30.00	n/a	n/a	n/a
322	Christmas Cactus	n/a	n/a	\$20.00	n/a	\$35.00	n/a
332	Gardenia	n/a	n/a	\$45.00	n/a	n/a	n/a
4133	Rosemary Tree	\$20.00	n/a	\$35.00	n/a	n/a	n/a
404E	Goldcrest or Lemon Cypress	\$15.00	n/a	\$30.00	n/a	n/a	n/a
	Helleborus	n/a	n/a	\$40.00	n/a	n/a	n/a
3594	Holiday European Garden	No Bare Price, See Below					
304	Orchid	No Bare Price, See Below					

Reminders:

1. *"Bare"* refers to the plant by itself.
2. *"Standard"* means an inexpensive basket with a basic bow.
3. *"Deluxe"* means a nicer tin container with a higher-end bow.
4. *"Premium"* means an upgraded keepsake ceramic container, accessorized trim, and a higher-end bow.

Please remember ASK (Availability, Supply, and Keepability) when selling plants! Before you promise a plant, or any product, make sure that product is available and is something you'd be proud to put your name on!



AMARYLLIS
Code: 355

Size	Standard	Deluxe	Premium
6"	\$35	\$40	\$50
10"	\$70	\$80	\$90



PAPERWHITE
Code: 347D

Size	Standard	Deluxe	Premium
5"	\$22	\$32	\$42
6"	\$25	\$35	\$45
7"	\$40	\$50	\$60
8"	\$50	\$60	\$70



CYPRESS
Code: 3592

Size	Standard	Deluxe	Premium
4"	\$30	\$35	\$40
6"	\$40	\$45	\$50



CHRISTMAS CACTUS
Code: 322

Size	Standard	Deluxe	Premium
6"	\$30	\$40	\$50
8" Hanging Basket	\$45	\$50	n/a



GARDENIA
Code: 332

Size	Standard	Deluxe	Premium
6"	\$55	\$65	\$75



ROSEMARY TREE
Code: 4133

Size	Standard	Deluxe	Premium
4"	n/a	n/a	\$40
6"	\$45	\$55	\$65



LEMON CYPRESS
Code: 404E

Size	Standard	Deluxe	Premium
4"	n/a	n/a	\$25.75
6"	\$40	\$50	\$60



HELLEBORUS
Code: 386

Size	Standard	Deluxe	Premium
6"	\$50	\$60	\$70



HOLIDAY EUROPEAN GARDEN

Code: 3594

Standard	Deluxe	Premium
\$40	\$55	\$65 & Up



ORCHID

Code: See Below

Single Stem (304)	Double Stem (304B10)	Upgraded
\$75	\$85	\$100 & Up

Item Code	Qty.	Item Title	Item Description	Standard	Deluxe	Premium
532B10	n/a	Just Junk Basket	Snacks, 6 pack of soda, etc.	\$40	\$50	\$60
5/ 37	n/a	Arkansas Made	Arkansas Made Assortment	\$65	\$80	\$100
570T	n/a	Thymes Frasier Fir	Thymes Frasier Fir Assortment	\$75	\$100	\$125
535B10	n/a	Chocoholic Basket	All Chocolate Everything!	\$55	\$65	\$75
537B08	n/a	Health Basket	Healthy Snacks, Fruit, 6 waters	\$35	\$45	\$55
560B10	n/a	Fruit Basket	Fruit Assortment	\$30	\$40	\$50
522WC	n/a	What's Cookin' Basket	What's Cookin' Assortment	\$60	n/a	n/a
534B08	n/a	Hot n' Spicy Basket	Hot n' Spicy Assortment	\$60	\$75	\$90



Just Junk Basket		
\$40	\$50	\$60

The Just Junk Basket is one of our best sellers. Each one includes a 6 pack of the customer's choice of drink from our selection (will vary by store, Coca Cola is standard), and a variety of snacks including anything from candy bars, chips, and granola bars, to some of our other more gourmet offerings.



Arkansas Made Basket		
\$65	\$80	\$100

Our Arkansas Made Basket is filled with all kinds of sweet and savory offerings from all over the state! Some of our favorite brands include J&M cookies and cheese straws, My Brother's Salsa, House of Webster jams and pickles, Juanita's peanut brittle, and Moonlight Mixes Wicked Mix.



Thymes Frasier Fir Basket		
\$75	\$100	\$125

Frasier Fir is a fan favorite scent, and now it's a great gift basket! The basket could include, candles, soap, lotion, diffuser, etc.



Health Basket		
\$35	\$45	\$55

Another best-seller, the Health Basket is great for dietary restrictions and anyone who just likes being healthy! It includes a 6 pack of water, fruit, and a few healthy snacks.



Chocoholic Basket		
\$55	\$65	\$75

Our Chocoholic Basket is every chocolate lover's dream! If it's chocolate, it goes in this basket!



Fruit Basket		
\$30	\$40	\$50

The Fruit Basket is all fruit with no filler! Apples, oranges, grapes, grapefruit, and bananas upon request



What's Cookin' Basket		
	\$60	

This basket makes a great gift for anyone who loves to cook. It could include a What's Cookin' soup mix, side, dessert, and a bread accented with a jar of one of our House of Webster products (also Arkansas Made).

Hot n' Spicy Basket		
\$60	\$75	\$90

This basket has all things Hot n' Spicy. If you like heat, you're in the right place. Could include chips and salsa, cheese straws, Wicked Mix, among others!

Herend China & Figurines

Hand painted in Hungary, Herend China is some of the most coveted in the world. It's the perfect compliment to any tablescape - beloved by queens and everyday people alike, and we've brought it to Little Rock just for you.



Tipton & Hurst Signature Crunch

Try our private label chocolate covered popcorn! It's available in lots of flavors and several sizes. Be careful though - once you start eating it, its hard to stop!

D Stevens Ribbon

D Stevens Ribbon is crafted with the finest fabrics and embroidery. It's opulent finish makes it the perfect upgrade for your trees and holiday gifts alike!





Holiday Picks & Floral Accents

We have lifelike floral stems, berries, and whimsical holiday picks in all colors and styles ready for their debut on your holiday decorating project!



Lux Gift Boxes

Arkansas's own Lux candles have a variety of delicious scents in hand decorated boxes. They make a great, simple hostess gift for any Holiday occasion!



Juliska North Pole

Juliska's Berry and Thread is a fan favorite pattern and their newest iteration - North Pole - is sure to be no different. It combines the classic Berry and Thread shape and feel with a gorgeous North Pole scene.

Trees, Wreaths, & Garlands

As always, we'll have a huge selection of lifelike trees, wreaths, and garlands that make perfect bases for any holiday decorating project.



Voluspa Crushed Candy Cane

Voluspa's Crushed Candy Cane features notes of crisp peppermint, warm buttery scent of fresh baked cookies and is a great option if you prefer gourmet scents over botanical scents!

Mark Roberts Figurines

Mark Roberts limited edition figurines each come with a certificate of authenticity and enough Christmas cheer to fill the whole house!



Vietri's Old St. Nick

Vietri's Old St. Nick pattern adds such a fun touch to any Christmas table. Plus, it's made of durable stoneware so it'll be gorgeous for years to come!



Hester & Cook

Hester & Cook creates beautiful die-cut placemats and table accessories that will take your Christmas tablescape to the next level. Gingerbread Placemat is available in store now.

Cody Foster Ornaments

Cody Foster Co creates stunning, whimsical handcrafted ornaments that are perfect for any ornament exchange or Christmas party!





Shishi Decor

Shishi is a Norwegian-Estonian decor brand that's sold in all the best stores across Copenhagen, Paris, London, & Rome. We've brought their unique European Holiday collection to Arkansas.

Thymes Frasier Fir

Thymes Frasier Fir is a classic Holiday scent that's fresh enough to burn all year long. Tipton & Hurst is your Frasier Fir headquarters for candles, diffusers, soaps, lotions, and so much more!



Simon Pearce Trees

Simon Pearce Trees are a beloved collectible for a reason. Their timeless elegance coordinates with almost any style, and adds that special something to sideboards, Christmas villages, and centerpieces alike.

Aromatique

Smell of Christmas
Smell Of the Tree
Pumpkin Spice
Cinnamon Cider
Bourbon & Bergamot
Smell of Winter
Orange & Evergreen

Urban Garden

Blood Orange & Sake

Agraria

Bitter Orange
Balsam

Capri Blue

Pumpkin Dulce
Volcano
Alpine Juniper
Crystal Pine

Gilded Muse

Smoked Clove & Tabac
Exotic Blossom & Basil

Christian Tortu

Forets

Kendra Scott

Signature
Rose Quartz
Amythest

Lux

Nutcracker
Noel
Della Robbia
Sleigh Ride
Frankincense & Myrrh
Noble Fir
Home for the Holidays

Michael Aram

Signature
Butterfly Gingko
Pomegranate

Musee

Blood Orange & Spice
Amber & Vanilla
Smoke & Pine
Sage & Tobacco

Nest

Birchwood Pine
Holiday
Moroccan Amber

Thymes

Frasier Fir
Goldleaf Gardenia
Goldleaf
Fresh Cut Basil
Mandarin Coriander
Washed Cilantro
Passionfruit Neroli
Simmered Cider
Eucalyptus
Lavender

Two's Company

Peppermint Twist

Voluspa

Goji & Tarocco
Makassar Peach & Ebony

Votivo

Red Current
Pink Mimosa
Grey Vetiver

2019 Lifelike Christmas Trees

CODE: 640 - Please note which tree you sell in the description field so we can keep track of inventory!

Qty	Size	Item Name	Light Count	Retail Price	% Off	Sale Price
12	3'	Princess Pine	70 Clear	\$91	25%	\$68.25
18	3'	Apache	100 Clear	\$120	25%	\$90
6	4' x 24"	Canyon Potted	Unlit	\$313	25%	\$234.75
	4'	Slim Apache	150 Clear	\$434	25%	\$325.50
1	5'	Flocked Norway Spruce	1000 Multi Meteor LED	\$1162	25%	\$871.50
1	5'	Balsam Fir Tree	1200 Multi Meteor LED	\$575	25%	\$431.25
1	5'	Flocked Stafford Spruce	1000 Multi Meteor LED	\$630	25%	\$472.50
2	6'	Charley Brown	Unlit	\$268	25%	\$201
2	7.5'	Icy Tree	1200 Micro Warm LED	\$951	25%	\$713.50
2	7.5'	Flocked Stafford Spruce	3200 Multi Meteor LED	\$1485	25%	\$1113.75
10	7.5'	Slim Apache	400 Warm White Incandescent	\$795	25%	\$596.25
12	7.5'	Full Apache	1100 Clear Incandescent	\$1227	25%	\$920.50
1	7.5'	Full Apache - Old	700 Clear Incandescent	\$995	25%	\$746.25
7	7.5' x54	Flocked Balsam Pine	550 Warm White LED	\$1097	25%	\$822.75
6	7.5'x57	Brighton Spruce Flocked	700 Clear LED	\$1227	25%	\$920.50
3	7.5'x66	Scarlett Red	600 Red	\$1406	25%	\$1054.50
2	8'	Charley Brown	Unlit	\$388	25%	\$291
2	9'	Icy Tree	1740 Warm White LED	\$1947	25%	\$1460.25
2	9'	Flocked Stafford	4600 Multi Meteor LED	\$2345	25%	\$1758.75

		Spruce				
2	9'	Flocked Norway Spruce	4600 Multi Meteor LED	\$2177	25%	\$1632.75
2	9'	Overton	LED	\$1029	25%	\$771.75
1	9'	Woody Creek	LED	\$1494	25%	\$1120.5
1	9'	Slim Apache	650 Warm White Incandescent	\$1025	25%	\$768.75
6	9'x61	Flocked Balsam Pine	800 Warm White LED	\$1421	25%	\$1065.75
5	9'	Brighton Spruce Flocked	1000 Clear LED	\$1685	25%	\$1263.75
1	10'	Slim Apache	1350 Clear Incandescent	\$1344	25%	\$1008
1	10'	Full Apache	2300 Clear Incandescent	\$1976	25%	\$1482
2	10' x 62"	Charleston	950 Clear	\$1594	25%	\$1195.50
3	12'	Slim Apache	2100 Clear Incandescent	\$2540	25%	\$1905
1	12'	Full Apache	3000 Clear Incandescent	\$3250	25%	\$2437.50

2019 Lifelike Christmas Wreaths

Code 641 - Please note the type you've sold in the description field so we can keep track of inventory!

Qty	Item Title	Retail Price	% Off	Sale Price
12	Belgium Wreath 24"	\$29.95	25%	\$22.46
12	Apache Pine Wreath 24"	\$49.95	25%	\$24.97
6	Apache Pine Wreath 30"	\$69.95	25%	\$52.46
6	Apache Pine Wreath-Lit 30" LIT -243430-	\$109.95	25%	\$82.46
8	Apache Pine Wreath 36" -2429	\$119.95	25%	\$89.96
6	Apache Pine Wreath 48"	\$220.00	25%	\$165.00
1	Norway Pine Wreath 60"	\$291.95	25%	\$202.46
1	Apache Pine Wreath 72"	\$334.95	25%	\$251.21
3	Valley View Wreath 72"	\$325.95	25%	\$244.46
1	Norway Pine Wreath 72"	\$325.95	25%	\$244.46

2019 Lifelike Christmas Garlands

Code 639 - Please note the type you've sold in the description field so we can keep track of inventory!

Qty	Item Title	Retail Price	Discount	Sale Price
36	2446 - Apache Pine Garland 9' long x 12" wide	\$55.00	25% OFF	\$41.25
144	245530 - Apache Pine Garland 9' long x 14" wide	\$74.95	25% OFF	\$56.21
60	Apache Pine Garland 9' long x 18" wide	\$98.00	25% OFF	\$73.50
44	Apache Pine Garland 9' long x 24" wide	\$144.00	25% OFF	\$108.00
17	170496 - Princess Pine Garland 9' long x 12" wide	\$32.00	25% OFF	\$24.00
6	209784 - Princess Pine Garland 9' long x 14" wide, w/ LED Lights	\$122.00	25% OFF	\$91.50
7	140555 - Princess Pine Garland 9' long x 18" wide, w/ Incandescent Lights	\$99.00	25% OFF	\$74.25
36	Mixed Pine Garland 9' long x 14" wide	\$71.00	25% OFF	\$53.25

2019 Holiday Fresh Greenery: By The Bunch

Item Code	Qty.	Item Title	Retail Price
145	80	Port Oxford Cedar 2 lb Bunches	\$12.95
145	40	Douglas 2 pounds	\$12.95
145	80	Sleeved Evergreen Bouquets	\$12.95
145	8	Green Holly	\$12.95
145	8	Variegated Holly	\$12.95
145	25	Princess Pine 10 stem bouquet	\$39.95
145	10	Princess Pine 1.5 pounds	\$12.95
145	32	Mixed Bouquets 2 pounds	\$12.95
145	20	Candle Ring	\$19.95

Fresh Greenery: Garland By The Foot

Item Code	Qty.	Item Title	Retail Price
147	3075 ft	Mixed Garland	2.99/ft
147	75 ft	Cedar Garland	2.99/ft

Fresh Greenery: By The Pound

Item Code	Qty.	Item Title	Retail Price
145	380 lbs	Port Oxford Cedar	\$4.99 per lb
145	350 lbs	Douglas Fir Bale	\$3.99 per lb
145	175 lbs	Noble Fir Bale	\$4.99 per lb
145	500 lbs	Princess Pine Bough	\$3.99 per lb
145	275 lbs	Noble Tip	\$4.49 per lb
145	125 lbs	Princess Tip	\$4.99 per lb

2019 Holiday Fresh Greenery: Wreaths

Item Code	Qty.	Item Title	Retail Price
146	30	16" Mixed Greenery Wreath	\$28.95
146	24	20" Mixed Greenery Wreath	\$37.95
146	54	24" Mixed Greenery Wreath	\$41.95
146	12	26" Mixed Greenery Wreath	\$49.95
146	24	28" Mixed Greenery Wreath	\$54.95
146	28	34" Mixed Greenery Wreath	\$76.95
146	30	40" Mixed Greenery Wreath	\$117.95
146		48" Mixed Greenery Wreath	\$173.95