



2020 Holiday SALES GUIDE

tipton & hurst

For Internal Use Only

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T&H Professionalism Expectations

Each employee is a professional and is expected to show up 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.

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.

COVID Procedures

As you all know, we're taking measures to ensure the safety of both our staff and customers by observing the following safety procedures:

We are testing each employee daily by checking and documenting temperatures, signs of sickness, and travel.

Masks are mandatory when up and about during your shift, except when in your private workspace/office.

Please maintain social distancing of 6ft whenever possible

Each workstation and touchable surface should be disinfected with DCD or similar disinfectant 3 times daily - morning, noon, and night. This includes workstations, doors, counters, equipment, vehicles, etc.

There will be hand sanitizer at all doors and registers.

Workspaces should have 6 feet distances marked with tape on the floor as a visual reminder to social distance.

When possible, at-risk employees are working from home!

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 25 feet from any door, as well as out of the sight of any customer. Please maintain a distance of 12ft apart from other employees when not wearing a mask.
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.

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

Personnel	Labor Charges
Chris Norwood	\$140/hr
Lead Designer	\$90/hr
Designer	\$70/hr
Assistant	\$50/hr

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

Dear Valued Customer,

Due to COVID-19, 2020 has been unpredictable and certainly not business as usual. In order to keep our clients and staff safe this holiday season, Tipton & Hurst will take extra precautions with in-home and event decorating. This outline is tentative and somewhat fluid. Should a staff member be exposed or need to quarantine, we will need to make necessary adjustments. All plans and dates are subject to our staff staying safe and healthy.

Our company protocol in general:

1. All employees are required to wear a mask in our store, company vehicles, client's home and on site at events at all times. Employees are temperature screened each day
2. Social Distancing is required.
3. Sanitization with a fogging machine occurs at all stores and vehicles each morning. Our equipment is sanitized regularly throughout the day.
4. Hand sanitizer stations are available at all of our entry doors, sales counters and vehicles.
5. Doors and counters are wiped down three times a day.

Protocols we are following during in-home decorating:

1. Employees must wear a mask, keep an appropriate social distance and wash hands or use hand sanitizer frequently. Congregating is discouraged.
2. Equipment is sanitized regularly.
3. Due to the limited number of days this season and our limited staffing, there is a minimum of \$500 for install.
4. Our hourly rates have increased by \$5 from last year. 2020 rates are: Creative Head \$140, Lead \$90, Designer \$70, Assistant \$50.

Expectations of our clients:

1. Wear a mask while in the same room as our team members.
2. Within the general area we are working, we ask that interior doors be open and if possible, exterior doors and windows so air is circulating.
3. Have boxes/decorations in the immediate area prior to our team's arrival.
4. If anyone living in the home is sick, has been exposed, in quarantine or has tested positive for COVID-19, please let Christina Day know. We will reschedule to the next available opening. We ask that we come into a COVID-free environment.

We appreciate your understanding and flexibility as we try to serve our valuable customers in a safe manner. If you have any questions or concerns, please do not hesitate to call me or Howard Hurst. Thank you for your business and we look forward to serving you this holiday season.

Thanks,
Christina Day
Wedding and Event Director | Tipton & Hurst
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**FRESH
ARRANGEMENTS**

2020 Fall Collection

Item Code	Item Title	Standard	Deluxe	Premium
292	Tuscan Fields	\$75	\$100	\$125
1709	Cache	\$55	\$65	\$75
1802	Fall Leaves	\$60	\$75	\$90
1805	Tuscany	\$60	\$80	\$95
1196	The Gathering	\$65	\$75	\$85
203	Fall Sunflowers	\$60	\$70	\$80
AUN	Autumn Nights	\$45	\$60	\$75
157	Fall Sunset	\$80	\$100	\$125
236	Sunrise Harvest	\$80	\$100	\$120
204	Festive Fall	\$60	\$90	\$125
1702	T&H Cornucopia	\$75	\$90	\$100
1701	Thankful	\$100	\$135	\$160
199	Autumn Elegance	\$75	\$100	\$125
1704	Autumn Leaves	\$95	\$140	\$160
AOMB	Ombre	\$100	\$135	\$170
1803	Box of Autumn	\$75	\$80	\$100
155	Autumn Awakening	\$100	\$125	\$150



Tuscan Fields - 292		
\$75	\$100	\$125

Visions of Sunflowers, Orange Roses, Millet, and Cattails will create the illusion of a true Tuscan field. This tall arrangement creates the perfect focal point for an island or side table.



Cache - 1709		
\$55	\$65	\$75

Tall and elegant, the Cache is a stunning mix of sunflowers, cattails, millet, and aralia leaves.



Fall Leaves - 1802		
\$60	\$75	\$90

Simple yet festive and straight to the point. Dried autumn leaves, large sunflowers, and various greenery in this arrangement celebrate the best part of fall, the changing leaves.



Tuscany - 1805		
\$60	\$80	\$95

Let this lovely arrangement transport you to the rustic Italian countryside. Sunflowers, Viking poms, solidago, and millet combine to create a perfect mix for a kitchen table or a buffet.



The Gathering - 1196		
\$65	\$75	\$85

Gather your loved ones around this simple mix of sunflowers, millet, bunny tail, and other greenery. Perfect for a centerpiece or a side table, The Gathering is sure to bring some sunshine to any space.



Fall Sunflowers - 203		
\$60	\$70	\$80

This bright arrangement contains sunflowers, pumpkin trees, fall leaves, seeded eucalyptus, daisies, and wheat.



Autumn Nights - AUN		
\$45	\$65	\$75

Autumn Nights reminds us of the view from a back porch in the country, looking out over a field of grass and wildflowers. This arrangement features sunflowers, hydrangea, marigolds, and bunny tail.



Fall Sunset - 157		
\$80	\$100	\$125

This fun mix of roses, sunflowers, gerbera daisies, and broomcorn is sure to bring the colors of a beautiful fall sunset into your home. Perfect for a side table!



Sunrise Harvest - 236		
\$80	\$100	\$120

Brimming with a hearty assortment of Tipton & Hurst's premium fresh flowers, the Sunrise Harvest bouquet is truly a special gift that anyone will love. Substitutions may occur based on inventory.



Festive Fall - 204		
\$60	\$90	\$125

A vase arrangement comprised of sunflowers, roses, gerbera daisies, button poms, coffeeberry, safflower, mini pumpkin branches, yarrow, Asiatic lilies, and rove poms.



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.



Autumn Elegance - 199		
\$75	\$100	\$125

Adorned with Orange Asiatic Lilies, Orange Snapdragons, Orange Roses, and Pepper Stems, this arrangement is sure to exceed your expectations.



Autumn Leaves - 1704		
\$95	\$140	\$160

Autumn Leaves reminds us of the gorgeous hues that the crisp weather brings. It combines Free Spirit roses, kale, dahlias, echinacea, and green hydrangea to create this stunning look.



Ombre - AOMB		
\$100	\$135	\$170

The crisp natural colors of Autumn are brought together to create a lovely bouquet for any fall enthusiast. The stunning combination of blue hydrangea, peach roses, cabbage, protea, and more creates a truly unique arrangement.



Box of Autumn - 1803		
\$70	\$85	\$100

The Box of Autumn features gorgeous red dahlias, free spirit roses, and sultry black lagoon greenery. Perfect for a side table or a low centerpiece, it's sure to bring a pop of Autumn into your home!



Autumn Awakening - 155		
\$100	\$125	\$150

Echinacea pods bring a beautiful brown into this bright Autumn Awakening arrangement. With a large assortment of colors and flowers, this arrangement has something for everyone.

2020 Holiday Collection

Item Code	Item Title	Standard	Deluxe	Premium
218C11	Let It Snow	\$45	\$55	\$65
256C05	Silver Elegance	\$75	\$85	\$95
256C04	Merry Wishes	\$50	\$60	\$70
255C10	Winter White Bouquet	\$100	\$125	\$150
256C10	Holiday Splendor	\$140	\$160	\$180
250B12	Casablanca Celebration	\$140	-	-
1801	Le Blanc			
298C10	Home For The Holidays	\$100	\$125	\$150
220C10	Christmas Traditions Centerpiece	\$80	\$100	\$120
715	Merry & Bright	\$120	\$140	\$160
267C04	The Yule	\$150	\$175	\$200
227C10	Christmas Candle Centerpiece	\$125	\$150	\$175
216C11	Holiday Celebration	\$125	\$140	\$155
267	Woodland Christmas	\$80	\$95	\$110
222C10	Country Christmas	\$65	\$85	\$100
198C10	Berries & Blossoms	\$45	\$50	\$70
174C10	Pretty As A Package	\$35	\$45	\$55
299C10	Noel Bouquet	\$55	\$65	\$75



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!



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

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



Casablanca Celebration - 250B12		
\$140		

Impressive in its simplicity and elegance, this arrangement of Casablanca lilies and baby eucalyptus in a clear glass vase says it all.



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!



Le Blanc - 1801		

A classic beauty! The Le Blanc arrangement is a Tipton & Hurst original design with white roses, seeded eucalyptus, stock, dianthus ball, hydrangeas, and greenery in a beautiful white container.



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

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



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!



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.



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!



Pretty as a Package - 174C10

\$35	\$45	\$55
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Pretty as a Package combines simple ingredients (carnations, winter greenery, and ribbon) to create a great hostess gift for the holiday season!



Noel Bouquet - 299C10

\$55	\$65	\$75
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Noel Bouquet brings together carnations, coffeeberry, winter greenery, and pine cones to create this sweet look.



PLANTS

2020 Holiday Collection Poinsettias

Item Code	Item Title	Bare	Standard	Deluxe	Premium
	4" Canada Grown				
	4" Arkansas Grown				
341	6" Canada Grown	\$20	\$30	\$40	\$50
341AR	6.5" Arkansas Grown	\$27	\$35	\$45	\$55
357	7" Canada Grown	\$35	\$45	\$55	\$65
357AR	7.5" Arkansas Grown	\$40	\$50	\$60	\$70
358	8" Canada Grown	\$50	\$60	\$70	\$80
358AR	8" Arkansas Grown	\$50	\$65	\$75	\$85
362	10" Canada Grown	\$65	\$75	\$90	\$105
362AR	10" Arkansas Grown	\$80	\$95	\$110	\$125
340D	6" Double Basket Canada Grown	-	\$50	\$60	\$70
362PT	8" Topiary Tree	8" Topiary Tree	\$85	\$95	\$105

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



Red Poinsettas - Arkansas			
Size	Standard	Deluxe	Premium
4"	-	-	-
6.5"	\$35	\$45	\$55
7.5"	\$50	\$60	\$70
8"	\$65	\$75	\$85
10"	\$95	\$110	\$125

Red Poinsettas - Canada			
Size	Standard	Deluxe	Premium
4"	-	-	-
6"	\$30	\$40	\$50
7"	\$45	\$55	\$65
8"	\$60	\$70	\$80
10"	\$75	\$90	\$105

Bare Prices

Code	Item Title	4"	5"	6"	7"	8"	10"
355	Amaryllis	-	-	\$25	-	-	-
3470	Paperwhite	-	\$12	\$17.50	\$30	\$40	-
3592	Cypress	\$20	-	\$30	-	-	-
322	Christmas Cactus	\$\$\$	-	\$20	-	\$35	-
332	Gardenia	-	-	\$45	-	-	-
4133	Rosemary Tree	\$20	-	\$35	-	-	-
404E	Goldcrest or Lemon Cypress	\$15	-	\$30	-	-	-
386	Helleborus	-	-	\$40	-	-	-
3594	Holiday European Garden	No Bare Price, See Below					
304	Orchid	\$75					

Reminders:

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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 - 355			
Size	Standard	Deluxe	Premium
6"	\$35	\$40	\$50
10"	\$70	\$80	\$90



Paperwhite - 3470			
Size	Standard	Deluxe	Premium
5"	\$22	\$32	\$42
6"	\$25	\$35	\$45
7"	\$40	\$50	\$60
8"	\$50	\$60	\$70



Cypress - 3592			
Size	Standard	Deluxe	Premium
4"	\$30	\$35	\$40
6"	\$40	\$45	\$50



Christmas Cactus - 322			
Size	Standard	Deluxe	Premium
4"			
6"	\$30	\$40	\$50
8" Hanging Basket	\$45	\$50	-



Gardenia - 332			
Size	Standard	Deluxe	Premium
6"	\$55	\$65	\$75

Rosemary Tree - 4133			
Size	Standard	Deluxe	Premium
4"	-	-	\$40
6"	\$45	\$55	\$65



Lemon Cypress - 404E			
Size	Standard	Deluxe	Premium
4"	-	-	\$25.75
6"	\$40	\$50	\$60

Helleborus - 386			
Size	Standard	Deluxe	Premium
6"	\$50	\$60	\$70



Holiday European Garden 3594		
Standard	Deluxe	Premium
\$40	\$55	\$65 & Up



Single Orchid - 304
\$75



Jean Ann - 304B08		
Standard	Deluxe	Premium
\$85	\$150	\$200



Double Stem Orchid - 304D
\$85



Opulent Orchids - 304B10
\$350



GIFT BASKETS

2020 Holiday Gift Baskets

Code	Item Title	Item Description	Standard	Deluxe	Premium
532B10	Just Junk Basket	Snacks, 6 pack of soda etc.	\$40	\$50	\$60
8332	Arkansas Made	Arkansas Made Assortment	\$65	\$80	\$100
570T	Thymes Frasier Fir	Thymes Frasier Fir Assortment	\$75	\$100	\$125
535B10	Chocoholic Basket	All Chocolate Everything!	\$55	\$65	\$75
537B08	Health Basket	Healthy Snacks, Fruit, 6 waters	\$35	\$45	\$55
560B10	Fruit Basket	Fruit Assortment	\$30	\$40	\$50
522WC	What's Cookin'	Dips, Soups, and Other Mixes	\$60	-	-
534B08	Hot n' Spicy Basket	Hot n' Spicy Assortment	\$60	\$75	\$90
140B20	Nuts About You Basket	Mixture Sweet and Savory Snacks.	\$50	\$65	\$80
424B30	But First, Coffee Basket		\$115	-	-
156B20	Movie Night Basket		\$35	\$50	\$65
141B20	Fiesta Basket		\$35	\$45	\$60
570YTB	You're The Bomb Basket		\$35	\$45	\$55
154B20	The Basics		\$55	\$65	-
150B20	Cheese and Crackers		\$85	-	-



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!



Nuts About You Basket		
\$50	\$65	\$80

This basket is the perfect mixture sweet and savory snacks.



But First, Coffee Basket		
\$115		

Everybody knows that the best part of the day is a nice cup of coffee. For the coffee lover, this is the perfect way to show them how much you care!



Movie Night		
\$35	\$50	\$65

This basket is filled with the best snacks and everything you need to have the best movie night with friends and family.



Arkansas Made		
\$65	\$80	\$100

Whether you call Arkansas home or not this basket is a supreme collection of goodies made right here in Arkansas. Selections include Tipton and Hurst Gourmet, What's Cookin', My Brother's Salsa, J&M, and Lambrecht.



You're the Bomb Basket		
\$35	\$40	\$55

A great gift for the one you appreciate the most! Includes a sweet blooming plant and a Musee bath bomb.

2020 Charcuteries

Code	Item Title	Item Description	Standard	Deluxe	Premium
154B20	The Basics		\$55	\$65	-
150B20	Cheese and Crackers		\$85	-	-
153B20	Party		\$125	-	-
151B20	Cheese Please		\$60	-	-
149B20	All the Fixins		\$215	-	-
152B20	Charcuterie		\$155	-	-
155B20	Fromage		\$75	-	-
148B20	Hostess With the Mostest		\$200	-	-
142B20	A Night In Italy		\$35	\$45	\$55
141B20	Fiesta Basket		\$35	\$45	\$60
145B20	Home Cooking Basket		\$65	\$80	\$95
533B10	Gourmet Specialty Basket With Green Plant		\$80	\$100	\$150



The Basics	
\$55	\$65

Back to the Basics



Cheese and Crackers	
\$85	

This board is filled with cheese, crackers, fruit, and summer sausage.



Party	
\$125	

This charcuterie board has everything you need to party.



Cheese Please	
\$60	

This board takes your taste buds on a journey through tasting different types of cheeses, it is the perfect gift for any foodie.



All the Fixins
\$215

Cheese, crackers, sausage, honey, jelly, you name this board has it! It's perfect for any occasion.



Charcuterie
\$155

This board is full of a variety of cheeses, crackers, summer sausage, nuts, chocolate, honey, and fruit!



Fromage
\$75

This selection of cheese, crackers and sausage is perfect for an evening with friends and family.



Hostess With the Mostest
\$200

This is the charcuterie board of your dreams. It has everything you need to satisfy all your guests.



A Night In Italy		
\$35	\$45	\$55

This basket is perfect for a date night or a house warming gift!



Fiesta Basket		
\$35	\$45	\$60

This basket is full of everything you need for your next dinner party.



Home Cooking Basket		
\$65	\$80	\$95

This basket is filled soups, biscuits, and strawberry white chocolate cobbler! Show someone just how much you love them with this gift basket.



Gourmet Specialty Basket With Green Plant		
\$80	\$100	\$150

Our expert designers will assemble a unique basket brimming with delectables – potentially including chocolates and snacks like cheese, summer sausage, crackers, cheese straws, fruit, and more! family.



**TREES, WREATHS
& GREENERY**

2020 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 Title	Light Count	Retail Price	% Off	Sale Price
12	3'	Princess Pine	70 Clear	\$91	25%	\$68.25
6	4'	Slim Apache	150 Clear	\$434	25%	\$325.50
6	4'x24"	Canyon Potted	Unlit	\$313	25%	\$234.75
3	7.5'x54	Flocked Balsam Pine	550 Warm White LED	\$1097	25%	\$822.75
2	7.5'x54"	Flocked Slim LED		\$981	25%	\$735.75
2	7'x58"	Flocked Long Needle		\$1026	25%	\$769.50
7	7.5'	Slim Apache	400 Warm White Incandescent	\$723	25%	\$542.25
6	7.5'	Full Apache	1100 Clear Incandescent	\$1179	25%	\$884.25
1	7.5'	Full Apache - Old	700 Clear Incandescent	\$995	25%	\$746.25
3	7.5'x61	Brighton Spruce Flocked	700 Clear LED	\$1227	25%	\$920.50
2	9'	Overton Pine	LED	\$1029	25%	\$771.75
1	9'	Slim Apache	650 Warm White Incandescent	\$1025	25%	\$768.75
3	9'	Apache Full		\$1776	25%	\$1332
6	9'x61	Flocked Balsam Pine	800 Warm White LED	\$1421	25%	\$1065.75
2	9'x66"	Flocked Long Needle		\$1443	25%	\$1082.25
2	10'	Apache Full		\$2385	25%	\$1788
1	10'x77"	Flocked Long Needle		\$2169	25%	\$1626.75
1	12'	Slim Apache	2100 Clear Incandescent	\$2571	25%	\$1928.25

2020 Lifelike Christmas Wreaths

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

Qty	Size	Item Title and SKU	Retail Price	% Off	Sale Price
36	24"	Apache Pine Wreath - 2427	\$51	25%	\$38.25
48	24"	Belgium Spruce Wreath - 5450	\$34	25%	\$25.50
	24"	Calgary Pine Wreath - 3347	\$38	25%	\$28.50
18	30"	Belgium Spruce Wreath - 5451	\$53	25%	\$39.75
36	30"	Apache Pine Wreath - 2428	\$71	25%	\$53.25
12	36"	Apache Pine Wreath - 2429	\$122	25%	\$91.50
4	48"	Apache Pine Wreath - 2430	\$220.00	25%	\$165.00

2020 Lifelike Christmas Garlands

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

Qty	Size	Item Title and SKU	Retail Price	% Off	Sale Price
70	9'x12"	Apache Pine Garland - 2446	\$61	25%	\$45.75
42	9'x14"	Apache Pine Garland - 2447	\$79.95	25%	\$59.96
48	9'x18"	Apache Pine Garland - 2449	\$107	25%	\$80.25
20	9'x24"	Apache Pine Garland - 2450	\$144	25%	\$108
48	9'x14"	Apache Pine Garland Lit - 245530	\$123	25%	\$92.25

Greenery - By The Bunch

Item Code	Qty	Item Title	Retail Price
145	60	Port Oxford Clear Bunches 2lb	\$12.95
145	40	Douglas 1.5 lbs	\$9.95
145	80	Sleeved Evergreen Bouquets	\$12.95
145	8	Green Holly	\$12.95
145	8	Variegated Holly	\$12.95
145	20	Princess Pine - 1.5 lbs	\$9.95
145	20	Candle Ring	\$19.95
145	20	Noble Fire 1.5 lbs	\$9.95
145	20	Magnolia	\$12.95

Greenery - By The Pound

Item Code	Qty	Item Title	Retail Price
145	190lbs	Port Oxford Cedar	\$4.99 per lb
145	500lbs	Douglas Fir Bale	\$3.99 per lb
145	375lbs	Noble Fir Bale	\$4.99 per lb
145	120lbs	Princess Pine Bough	\$3.99 per lb
145	150lbs	Noble Tip	\$4.99 per lb
145	125lbs	Princess Tip	\$4.99 per lb
145	25lb	Western Cedar	\$4.99
145	25lb	Silver Fir	\$4.99
145	25lb	Leylandi Cedar	\$6.99

Greenery - Garland By The Foot

Item Code	Qty	Item Title	Retail Price
147	3225ft	Mixed Garland (Roping)	\$2.99/ft or \$197.95 for 75ft
147	25ft	Boxwood Garland	\$12.95/ft
147	100ft	Mixed Garland (Thick)	\$6.79/ft or \$159.95 for 25ft
147	27ft	Magnolia Garland	\$11.95/ft
147	27ft	Magnolia Mixed Garland	\$11.95/ft

Greenery - Wreaths

Item Code	Qty	Item Title	Retail Price
146	6	20" Boxwood Wreath	\$49.95
146	24	20" Mixed Greenery Wreath	\$37.95
146	54	23" Mixed Greenery Wreath	\$49.95
146	6	24" Boxwood Wreath	\$79.95
146	12	26" Mixed Greenery Wreath	\$52.95
146	24	30" Mixed Greenery Wreath	\$74.95
146	30	40" Mixed Greenery Wreath	\$148.95
146	4	24" Magnolia Wreath	\$99.95
146	4	24" Magnolia Mixed	\$99.95



**FEATURED
BRANDS**



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 Gourmet

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!



Lux Dough Bowls

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

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.



Aromatique

Fill your house with the smell of Christmas with this Arkansas Made product! The delicious smells of cinnamon and evergreen will get you in the holiday spirit!



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 Holiday Collection

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 table 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.



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.



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!



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