

# expressions of flowers™

## TRIBUTES

*Heartfelt Celebration of Life*  
BNT39-17PM



*Serenity Memorial*  
BNT7-17PM



*Precious Angel Memorial*  
BNT11-17PM



## We are delighted to welcome you to the 2018 Workroom Manual *expressions of flowers®- Tributes.*

This Workroom Manual contains arrangements for funeral, sympathy, cremation, tributes, memorials and celebrations of life to help build your retail sales and wire order volume through out the BloomNet network.

The *expressions of flowers® – Tributes* collection was created to support today's consumers needs for personalization and customized funeral and remembrance floral arrangements. Each arrangement in the *expressions of flowers® – Tributes* collection can be recreated with ease to assist your designers and ensure customer satisfaction. What's more, our expert design team utilized the most readily available fresh floral varieties and unique keepsake containers, available through either Napco or your local wholesaler, to support the profitability of all BloomNet Florists!

### **Recipes & Pricing**

Each arrangement contains an accurate color image, specific floral arrangement components and quantities in reference to construction materials needed to assist you in recreating each arrangement with ease. Pricing Instructions for calculating Suggested Retail Prices using industry standards & best practices is located on the back inside cover of this Workroom Manual.

### **Hard Goods**

This Workroom Manual contains a detailed Hard Good Gallery with wholesale product information and the arrangement codes that each container is used to fulfill.

All Hard Good purchases may be applied to your BloomNet Clearinghouse statement. To take advantage of product specials & freight incentives, visit [napcoimports.com/BloomNet](http://napcoimports.com/BloomNet) Products, Essentials category or contact BloomNet Product Specialist Team at 904.737.8500 to get started today!

### **Grow your business with Merchandising, Marketing & Educational Tools!**

To get started visit [www.bloomnet.net/tributes](http://www.bloomnet.net/tributes) for the following:

- ✓ **Workroom Manual:** Download an electronic copy or order a printed version.
- ✓ **Brand Your Shop:** Order your FREE custom Selection Guide cover page with your shop logo
- ✓ **Increase Online Sales:** Request access to high resolution images
- ✓ **Merchandising:** Take advantage of Napco product specials & Freight Incentives
- ✓ **Advertising:** Maximize inbound order potential with Directory Online Facility Listings
- ✓ **Education:** 2018 Floriology Institute "Celebrating Life" Course 10/21-10/25/18

From all of us at BloomNet, we hope you enjoy the NEW 2018 *expressions of flowers® – Tributes* collection and wish you continued success in building your retail sales and florist to florist business through the BloomNet Network. Should you have any questions, please contact BloomNet Customer Service at 1-800-BloomNet (1-800-256-6663), email [customerservice@bloomnet.net](mailto:customerservice@bloomnet.net) or via chat at [Bloomnet.net](http://Bloomnet.net).

**Pricing** The floral industry uses many different pricing formulas to determine suggested retail pricing. The following mark-ups for wholesale fresh flowers, foliage, plants and hard goods were used to determine the retail costs and suggested retail pricing shown in this Workroom Manual:

Hard Goods .....	2.5x mark-up
Fresh Flowers, Foliage & Plants.....	3.5x mark-up
Labor .....	35% mark-up

*Each independent professional retail florist has their own unique overhead, operating, and purchasing costs, therefore you should determine mark-ups based on formulas that best support your business practices and expected profit margins. The mark-up formula used in this Workroom Manual is just an example of one common method and is to be used only as a guide. Please be sure to include any additional charges (i.e. freight) where applicable.*

To compute the grand total for each Workroom Manual recipe, simply follow the easy-to-use worksheet steps provided for you on each arrangement page.

**Step A: Retail Hard Good Costs\*** = Total of all Hard Good Costs x 2.5

**Step B: Retail Flower, Foliage & Plant Costs\*\*** = Total of all Flower, Foliage, and Plant Costs x 3.5

**Step C: Retail Subtotal** = Retail Hard Good Costs (A) + Retail Flower, Foliage & Plant Costs (B)

**Labor\*\*\*** = Retail Subtotal (C) x 35%

**GRAND TOTAL** = Add Retail Subtotal (C) + Labor

**Suggested Retail Prices (SRP)** shown in this Workbook Manual have been determined by rounding up the arrangement Grand Total amount to the next logical or “consumer friendly” Suggested Retail Price point (i.e. \$72.49 would be rounded up to \$74.99 SRP). *The Suggested Retail Prices shown are provided as a basic guide only.*

## Important Notes

\* Hard Good Costs may vary based on purchasing quantities and specific supplier purchasing requirements. Therefore, the suggested retail prices are provided as a basic guide only.

\*\* Flower, Foliage and Plant Costs are affected by seasonal demand and regional weather conditions. Therefore, the suggested retail prices are provided as a basic guide only.

\*\*\* Labor percentages may vary based on a number of factors such as market demand, skill set/level of experience, etc. The suggested retail prices in this book are determined by adding a labor charge of 35%. Labor charges can often be higher when a greater level of difficulty is required, such as in some wedding or personal tribute arrangements.

**LOVING  
MOTHER/FATHER  
PLAQUE  
- 2 ASST - RESIN**



**PRODUCT DETAILS:**

Name	Loving Mother/Father Plaque - 2 Asst - Resin
Code	#19019
Unit Measure	11"H
Unit Price	\$12.50, \$11.25, \$9.37
Case Pack	4, 8, 16
Case Price	\$50.00, \$90.00, \$149.92

\*stand not included

**USED TO FULFILL:**

BNT10-17PM  
BNT46-17PM

**LITTLE GIRL  
ANGEL  
- RESIN**



**PRODUCT DETAILS:**

Name	Little Girl Angel - Resin
Code	#17580
Unit Measure	5"L x 4"W x 12.75"H
Unit Price	\$19.50, \$17.55, \$14.62
Case Pack	2, 4, 8
Case Price	\$39.00, \$70.20, \$116.96

**USED TO FULFILL:**

BNT11-17PM

**CROSS  
ON BASE  
- GLASS**



**PRODUCT DETAILS:**

Name	Cross On Base - Glass
Code	#18097
Unit Measure	8.25"H
Unit Price	\$6.75, \$6.25, \$5.21
Case Pack	3, 6, 12
Case Price	\$20.25, \$37.50, \$62.52

**USED TO FULFILL:**

BNT1-17PM

**EAGLE HONOR  
PLAQUE  
- RESIN**



**PRODUCT DETAILS:**

Name	Eagle Honor Plaque - Resin
Code	#18089
Unit Measure	10.25"W x 7"H
Unit Price	\$13.50, \$12.15, \$10.12
Case Pack	3, 9, 18
Case Price	\$40.50, \$109.35, \$182.16

**USED TO FULFILL:**

BNT29-17PM

For additional case pack sizes/pricing available on select items, visit [www.napcoimports.com](http://www.napcoimports.com)

**LARGE  
ANGEL LIGHT  
- 2 ASST  
- PORCELAIN**



**PRODUCT DETAILS:**

Name	Large Angel Light - 2 Asst - Porcelain
Code	#17712
Unit Measure	9.5"H
Unit Price	\$10.00, \$9.00, \$7.50
Case Pack	2, 6, 12
Case Price	\$20.00, \$54.00, \$90.00

**USED TO FULFILL:**

BNT15-17PM

**ANGEL WING  
AND CROSS  
WITH MUSIC BOX**



**PRODUCT DETAILS:**

Name	Angel Wing and Cross with Music Box
Code	#12087
Unit Measure	13"H x 4.25"W x 9"L
Unit Price	\$30.00, \$22.50
Case Pack	2, 4
Case Price	\$60.00, \$90.00

**USED TO FULFILL:**

BNT16-17PM

**CREAM LANTERN  
- 2 ASST**



**PRODUCT DETAILS:**

Name	Cream Lantern - 2 Asst
Code	#17555
Unit Measure	S: 18.25"H x 6.25"W, L: 19"H x 6.25"W
Unit Price	\$17.00, \$15.30, \$12.75
Case Pack	2, 4, 6
Case Price	\$34.00, \$61.20, \$76.50

**USED TO FULFILL:**

BNT17-17PM

**SMALL SLEEPING  
DOG IN WING  
WITH SENTIMENT  
- RESIN**



**PRODUCT DETAILS:**

Name	Small Sleeping Dog in Wing with Sentiment - Resin
Code	#11146
Unit Measure	8"L x 4"H
Unit Price	\$6.00, \$5.40, \$4.50
Case Pack	6, 12, 24
Case Price	\$36.00, \$64.80, \$108.00

**USED TO FULFILL:**

BNT18-17PM

For additional case pack sizes/pricing available on select items, visit [www.napcoimports.com](http://www.napcoimports.com)



**SMALL SLEEPING  
CAT IN WING  
WITH SENTIMENT  
- RESIN**



**PRODUCT DETAILS:**

Name	Small Sleeping Cat in Wing with Sentiment - Resin
Code	#11147
Unit Measure	8"L x 4"H
Unit Price	\$6.00, \$5.40, \$4.50
Case Pack	6, 12, 24
Case Price	\$36.00, \$64.80, \$108.00

**USED TO FULFILL:**

BNT19-17PM

**CROSS  
WITH DOVES  
-RESIN**



**PRODUCT DETAILS:**

Name	Cross with Doves - Resin
Code	#11876
Unit Measure	10.5"L x 14.25"H
Unit Price	\$14.00, \$12.60, \$10.50
Case Pack	2, 4, 8
Case Price	\$28.00, \$50.40, \$84.00

**USED TO FULFILL:**

BNT20-17PM

**DARK WASH  
TERRARIUM BOXES  
- SET OF 3**



**PRODUCT DETAILS:**

Name	Dark Wash Terrarium - Set of 3
Code	#12249
Unit Measure	S: 3"H x 7" Dia OAH 22.75" M: 3.5"H x 9.25" Dia OAH 26.5" L: 4"H x 11" Dia OAH 28.5"
Unit Price	\$37.13 set of 3
Case Pack	2 sets of 3
Case Price	\$74.26

**USED TO FULFILL:**

BNT21-17PM

**12" WHITE  
BUSHEL BOWL  
- WOOD**



**PRODUCT DETAILS:**

Name	12" White Bushel Bowl - Wood
Code	#12165
Unit Measure	3.5"H x 12.75" Dia
Unit Price	\$7.00, \$6.30, \$5.25
Case Pack	5, 10, 20
Case Price	\$35.00, \$63.00, \$105.00

**USED TO FULFILL:**

BNT2-17PM

\*Hard Liners Included

For additional case pack sizes/pricing available on select items, visit [www.napcoimports.com](http://www.napcoimports.com)

## ANGEL FRAME - RESIN



### PRODUCT DETAILS:

Name	Angel Frame - Resin
Code	#11979
Unit Measure	12"L x 9.75"H
Unit Price	\$18.00, \$16.20, \$13.50
Case Pack	2, 4, 8
Case Price	\$36.00, \$64.80, \$108.00

### USED TO FULFILL:

BNT22-17PM

## FISHERMAN FIGURE - RESIN



### PRODUCT DETAILS:

Name	Fisherman Figure - Resin
Code	#18140
Unit Measure	9"H
Unit Price	\$10.50, \$9.45, \$7.87
Case Pack	3, 6, 12
Case Price	\$31.50, \$56.70, \$94.44

### USED TO FULFILL:

BNT26-17PM

## MARBLE FINISH TAPER VASE - CERAMIC



### PRODUCT DETAILS:

Name	Marble Finish Taper Vase - Ceramic
Code	#21897
Unit Measure	5.25"H x 7.5"W x 4" Dia
Unit Price	\$9.25, \$8.32, \$6.93
Case Pack	3, 6, 12
Case Price	\$27.75, \$49.92, \$83.16

### USED TO FULFILL:

BNT24-17PM

## RECTANGLE COPPER VASE - CERAMIC



### PRODUCT DETAILS:

Name	Rectangle Copper Vase - Ceramic
Code	#21731
Unit Measure	7.25"H x 3.5"W x 2.25" Dia
Unit Price	\$5.00, \$4.50, \$3.75
Case Pack	6, 12, 24
Case Price	\$30.00, \$54.00, \$90.00

### USED TO FULFILL:

BNT28-17PM

For additional case pack sizes/pricing available on select items, visit [www.napcoimports.com](http://www.napcoimports.com)

**WHITE HEART  
EASEL  
- METAL**



**PRODUCT DETAILS:**

Name	White Heart Easel - Metal
Code	#64806
Unit Measure	24.25"W x 22"H
Unit Price	\$28
Case Pack	1
Case Price	\$28

**USED TO FULFILL:**

BNT39-17PM

**GOTHIC WINDOW  
PLANTER BOX  
- WOOD/METAL**



**PRODUCT DETAILS:**

Name	Gothic Window Planter Box -Wood/Metal
Code	#12253
Unit Measure	4"H x 13"W x 4.75" Dia
Unit Price	\$24.00, \$21.60, \$18.00
Case Pack	2, 4, 6
Case Price	\$48.00, \$86.40, \$108.00

\*Hard Liners Included

**USED TO FULFILL:**

BNT40-17PM

**AMAZING GRACE  
PLAQUE  
- RESIN**



**PRODUCT DETAILS:**

Name	Amazing Grace Plaque - Resin
Code	#18520
Unit Measure	9"W x 6.5"H
Unit Price	\$12.50, \$11.25, \$9.37
Case Pack	3, 9, 18
Case Price	\$37.50, \$101.25, \$168.66

**USED TO FULFILL:**

BNT5-17PM

**WIND CHIME  
HANGER  
- METAL**



**PRODUCT DETAILS:**

Name	Wind Chime Hanger - Metal
Code	#17743
Unit Measure	40"H
Unit Price	\$3.75
Case Pack	12
Case Price	\$45.00

**USED TO FULFILL:**

BNT6-17PM

For additional case pack sizes/pricing available on select items, visit [www.napcoimports.com](http://www.napcoimports.com)



**ANGEL WING  
WIND CHIME  
- METAL**



**PRODUCT DETAILS:**

Name	Angel Wing Wind Chime - Metal
Code	#12358
Unit Measure	19.5"H
Unit Price	\$7.00, \$ \$6.30, \$5.25
Case Pack	4, 24, 48
Case Price	\$28.00, \$151.20, \$252.00

**USED TO FULFILL:**

BNT6-17PM

**KNEELING  
GOLFER  
- RESIN**



**PRODUCT DETAILS:**

Name	Kneeling Golfer - Resin
Code	#19940
Unit Measure	14"H
Unit Price	\$36.50, \$32.85, \$27.37
Case Pack	1, 2, 4
Case Price	\$36.50, \$65.70, \$109.48

**USED TO FULFILL:**

BNT38-17PM

**PRAYING  
ANGEL BOX  
- RESIN**



**PRODUCT DETAILS:**

Name	Praying Angel Box - Resin
Code	#11982
Unit Measure	5"H x 3.25" Dia
Unit Price	\$29.00, \$26.10, \$21.75
Case Pack	1, 2, 4
Case Price	\$29.00, \$52.50, \$87.00

**USED TO FULFILL:**

BNT9-17PM

**FLORAL  
INSERT DISCS  
- SET OF 3  
- METAL**



**PRODUCT DETAILS:**

Name	Floral Insert Discs - Set of 3 - Metal
Code	#17634
Unit Measure	3", 4", 5" Dia x 3"H
Unit Price	\$5.00, \$4.50, \$3.75
Case Pack	12, 24, 48
Case Price	\$60.00, \$108.00, \$180.00

**USED TO FULFILL:**

BNT2-17PM

BNT8-17PM

BNT9-17PM

BNT11-17PM

BNT15-17PM

BNT16-17PM

BNT26-17PM

For additional case pack sizes/pricing available on select items, visit [www.napcoimports.com](http://www.napcoimports.com)

**DOVE PICK  
- PORCELAIN**



**PRODUCT DETAILS:**

Name	Dove Pick - Porcelain
Code	#12536
Unit Measure	1.5"W x 10.5"H
Unit Price	\$1.15, \$ \$1.03, \$0.86
Case Pack	24, 120, 240
Case Price	\$27.60, \$123.60, \$206.40

**USED TO FULFILL:**

BNT17-17PM

**ANGEL PICK  
- 2 ASST  
- CERAMIC**



**PRODUCT DETAILS:**

Name	Angel Pick - 2 Asst - Ceramic
Code	#17135
Unit Measure	3.75"H
Unit Price	\$1.10, \$0.99, \$0.82
Case Pack	24, 72, 144
Case Price	\$26.40, \$71.28, \$118.08

**USED TO FULFILL:**

BNT43-17PM

For additional case pack sizes/pricing available on select items, visit [www.napcoimports.com](http://www.napcoimports.com)

**BNT1-17PM****Peaceful Memories Cross****SUGGESTED RETAIL PRICE:** \$79.99**A. CONSTRUCTION MATERIALS:**

- 1 Napco 18097 - Cross on Base - Glass \_\_\_\_\_
  - 0.5 Floral Foam \_\_\_\_\_
  - 1 Lomey Design Dish \_\_\_\_\_
  - 0.33 Hyacinth Stake \_\_\_\_\_
  - 1 Oasis Uglu Dash \_\_\_\_\_
- Total Whsle. Cost: \_\_\_\_\_
- A. Retail = Whsle. Cost x 2.5 \_\_\_\_\_

**B. FLOWERS:**

- 3 stems Alstroemeria - White \_\_\_\_\_
- 5 stems Roses - White \_\_\_\_\_
- 5 stems Stock - White \_\_\_\_\_
- 2 stems Waxflower - White \_\_\_\_\_

**B. FOLIAGE:**

- 1 stem Salal \_\_\_\_\_
  - 1 stem Pittosporum - Variegated \_\_\_\_\_
- Total Whsle. Cost: \_\_\_\_\_
- B. Retail = Whsle. Cost x 3.5 \_\_\_\_\_
- C. SUBTOTAL = A + B \_\_\_\_\_

**LABOR CHARGE:** 35% Labor (C x 0.35) \_\_\_\_\_**LABOR TIME:** 15 minutes **GRAND TOTAL (C + Labor)** \_\_\_\_\_**DIMENSIONS:**

Arrangement Height 11", Length 20"

**BNT2-17PM****St. Francis Memorial****SUGGESTED RETAIL PRICE:** \$164.99**A. CONSTRUCTION MATERIALS:**

- 1 Napco 12165 - White Bushel Bowl - Wood \_\_\_\_\_
  - 1 Local Wholesale - White Distressed St. Francis On Base \_\_\_\_\_
  - 1 Napco 17634 - Floral Insert Disc \_\_\_\_\_
  - 1 Oasis Floral Foam \_\_\_\_\_
  - 1 Hyacinth Stake \_\_\_\_\_
  - 1 Oasis Uglu Dash \_\_\_\_\_
- Total Whsle. Cost: \_\_\_\_\_
- A. Retail = Whsle. Cost x 2.5 \_\_\_\_\_

**B. FLOWERS:**

- 3 stems Gladiola - White \_\_\_\_\_
- 3 stems Dendrobium Orchid - White \_\_\_\_\_
- 4 stems Gerbera - White \_\_\_\_\_
- 4 stems Button Pom - White \_\_\_\_\_
- 1 stem Waxflower \_\_\_\_\_

**B. FOLIAGE:**

- 1 stem Myrtle \_\_\_\_\_
  - 4 stems Salal \_\_\_\_\_
- Total Whsle. Cost: \_\_\_\_\_
- B. Retail = Whsle. Cost x 3.5 \_\_\_\_\_
- C. SUBTOTAL = A + B \_\_\_\_\_

**LABOR CHARGE:** 35% Labor (C x 0.35) \_\_\_\_\_**LABOR TIME:** 15 minutes **GRAND TOTAL (C + Labor)** \_\_\_\_\_**DIMENSIONS:**

Arrangement Height 22", Length 20"

**BNT3-17PM****Forever Loved Memorial****SUGGESTED RETAIL PRICE:** \$89.99**A. CONSTRUCTION MATERIALS:**

- 1 Oasis Bio Vase - Cream \_\_\_\_\_
  - 0.5 Floral Foam \_\_\_\_\_
- Total Whsle. Cost: \_\_\_\_\_
- A. Retail = Whsle. Cost x 2.5 \_\_\_\_\_

**B. FLOWERS:**

- 2 stems Asiatic Lily - White \_\_\_\_\_
- 5 stems Cremone - White \_\_\_\_\_
- 4 stems Gladiola - White \_\_\_\_\_
- 3 stems Hypericum - Green \_\_\_\_\_
- 2 stems Monte Casino - White \_\_\_\_\_

**B. FOLIAGE:**

- 4 stems Salal \_\_\_\_\_
- Total Whsle. Cost: \_\_\_\_\_
- B. Retail = Whsle. Cost x 3.5 \_\_\_\_\_
- C. SUBTOTAL = A + B \_\_\_\_\_

**LABOR CHARGE:** 35% Labor (C x 0.35) \_\_\_\_\_**LABOR TIME:** 15 minutes **GRAND TOTAL (C + Labor)** \_\_\_\_\_**DIMENSIONS:**

Arrangement Height 30", Length 12"

**BNT4-17PM****Celebration of Life Tribute****SUGGESTED RETAIL PRICE:** \$99.99**A. CONSTRUCTION MATERIALS:**

- 1 Oasis Bio Vase - Green \_\_\_\_\_
  - 0.5 Floral Foam \_\_\_\_\_
- Total Whsle. Cost: \_\_\_\_\_
- A. Retail = Whsle. Cost x 2.5 \_\_\_\_\_

**B. FLOWERS:**

- 6 stems Roses - Green \_\_\_\_\_
- 5 stems Carnation - Green \_\_\_\_\_
- 2 stems Hydrangea - White \_\_\_\_\_
- 2 stems Asiatic Lily - Yellow \_\_\_\_\_
- 2 stems Tracelium - Green \_\_\_\_\_
- 3 stems Button Pom - Green \_\_\_\_\_

**B. FOLIAGE:**

- 2 stems Salal \_\_\_\_\_
  - 2 stems Magnolia Tips \_\_\_\_\_
- Total Whsle. Cost: \_\_\_\_\_
- B. Retail = Whsle. Cost x 3.5 \_\_\_\_\_
- C. SUBTOTAL = A + B \_\_\_\_\_

**LABOR CHARGE:** 35% Labor (C x 0.35) \_\_\_\_\_**LABOR TIME:** 15 minutes **GRAND TOTAL (C + Labor)** \_\_\_\_\_**DIMENSIONS:**

Arrangement Height 15", Length 15"

**BNT5-17PM**

## Amazing Grace Tribute



**SUGGESTED RETAIL PRICE:** \$114.99

**A. CONSTRUCTION MATERIALS:**

- 1 Napco 18520 - Amazing Grace Plaque - Resin \_\_\_\_\_
- 1 9" Oasis Lomey Dish \_\_\_\_\_
- 2 Hyacinth Stake \_\_\_\_\_
- 1 Oasis Uglu Dash \_\_\_\_\_
- 0.75 Floral Foam \_\_\_\_\_

Total Whsle. Cost: \_\_\_\_\_

A. Retail = Whsle. Cost x 2.5 \_\_\_\_\_

**B. FLOWERS:**

- 3 stems Asiatic Lily - White \_\_\_\_\_
- 5 stems Carnation - Yellow \_\_\_\_\_
- 5 stems Viking Pom \_\_\_\_\_
- 2 stems Solidago \_\_\_\_\_
- 3 stems Roses - White \_\_\_\_\_

**B. FOLIAGE:**

- 2 stems Eucalyptus - Spiral \_\_\_\_\_
- 4 stems Leather Leaf \_\_\_\_\_

Total Whsle. Cost: \_\_\_\_\_

B. Retail = Whsle. Cost x 3.5 \_\_\_\_\_

C. SUBTOTAL = A + B \_\_\_\_\_

**LABOR CHARGE:** 35% Labor (C x 0.35) \_\_\_\_\_

**LABOR TIME:** 15 minutes **GRAND TOTAL (C + Labor)** \_\_\_\_\_

**DIMENSIONS:**

Arrangement Height 11", Length 28"

**BNT6-17PM**

## Angel Wings Wind Chime Tribute



**SUGGESTED RETAIL PRICE:** \$99.99

**A. CONSTRUCTION MATERIALS:**

- 1 Napco 17743 - Wind Chime Hanger - Metal \_\_\_\_\_
- 1 Napco 12358 - Angel Wing Wind Chime - Metal \_\_\_\_\_
- 1 2" Oasis Lomey Dish \_\_\_\_\_
- 1 Oasis Uglu Dash \_\_\_\_\_
- 0.75 Floral Foam \_\_\_\_\_

Total Whsle. Cost: \_\_\_\_\_

A. Retail = Whsle. Cost x 2.5 \_\_\_\_\_

**B. FLOWERS:**

- 3 stems Gladiola - White \_\_\_\_\_
- 2 stems Hydrangea - Miniature Green \_\_\_\_\_
- 3 stems Roses - Green Tea \_\_\_\_\_
- 2 stems Lisianthus - White \_\_\_\_\_
- 2 stems Bells of Ireland \_\_\_\_\_

**B. FOLIAGE:**

- 3 stems Salal Tips \_\_\_\_\_
- 2 stems Willow Tips \_\_\_\_\_

Total Whsle. Cost: \_\_\_\_\_

B. Retail = Whsle. Cost x 3.5 \_\_\_\_\_

C. SUBTOTAL = A + B \_\_\_\_\_

**LABOR CHARGE:** 35% Labor (C x 0.35) \_\_\_\_\_

**LABOR TIME:** 15 minutes **GRAND TOTAL (C + Labor)** \_\_\_\_\_

**DIMENSIONS:**

Arrangement Height 40", Length 15"



**BNT7-17PM****Serenity Memorial****SUGGESTED RETAIL PRICE:** \$194.99**A. CONSTRUCTION MATERIALS:**

- 1 Floral Foam \_\_\_\_\_
  - 1 Lomey Design Dish 9" \_\_\_\_\_
  - 1 Pillar Candle 3" \_\_\_\_\_
  - 1 Pillar Candle 6" \_\_\_\_\_
  - 1 Pillar Candle 8" \_\_\_\_\_
  - 1 Cylinder 6" \_\_\_\_\_
  - 1 Cylinder 9" \_\_\_\_\_
  - 1 Cylinder 10 3/4" \_\_\_\_\_
- Total Whsle. Cost: \_\_\_\_\_  
A. Retail = Whsle. Cost x 2.5 \_\_\_\_\_

**B. FLOWERS:**

- 2 stems Hydrangea - Blue \_\_\_\_\_
- 2 stems Button Pom - Green \_\_\_\_\_
- 3 stems Stargazer Lily - White \_\_\_\_\_
- 8 stems Roses - Green Tea \_\_\_\_\_
- 3 stems Dendrobian Orchid - Green \_\_\_\_\_
- 3 stems Delphinium - Bella Donna \_\_\_\_\_

**B. FOLIAGE:**

- 1 stem Eucalyptus - Seeded \_\_\_\_\_
  - 3 stems Italian Ruscus \_\_\_\_\_
  - 2 stems Salal \_\_\_\_\_
- Total Whsle. Cost: \_\_\_\_\_  
B. Retail = Whsle. Cost x 3.5 \_\_\_\_\_  
C. SUBTOTAL = A + B \_\_\_\_\_

**LABOR CHARGE:** 35% Labor (C x 0.35) \_\_\_\_\_**LABOR TIME:** 15 minutes **GRAND TOTAL (C + Labor)** \_\_\_\_\_**DIMENSIONS:**

Arrangement Height 12", Length 32"

**BNT8-17PM****A Mother's Love Memorial****SUGGESTED RETAIL PRICE:** \$119.99**A. CONSTRUCTION MATERIALS:**

- 1 Local Wholesale - Pink Angel with Metal Wings - Ceramic/Metal \_\_\_\_\_
  - 1 Napco 17634 - Floral Insert Disc \_\_\_\_\_
  - 1 Floral Foam \_\_\_\_\_
  - 1 Lomey Design Dish 9" \_\_\_\_\_
  - 1 Oasis Uglu Dash \_\_\_\_\_
- Total Whsle. Cost: \_\_\_\_\_  
A. Retail = Whsle. Cost x 2.5 \_\_\_\_\_

**B. FLOWERS:**

- 1 stem Hydrangea - Pink \_\_\_\_\_
- 8 stems Carnation - Pink \_\_\_\_\_
- 3 stems Monte Casino - White \_\_\_\_\_
- 2 stems Asiatic Lily - Pink \_\_\_\_\_

**B. FOLIAGE:**

- 2 stems Eucalyptus - Seeded \_\_\_\_\_
  - 2 stems Salal \_\_\_\_\_
- Total Whsle. Cost: \_\_\_\_\_  
B. Retail = Whsle. Cost x 3.5 \_\_\_\_\_  
C. SUBTOTAL = A + B \_\_\_\_\_

**LABOR CHARGE:** 35% Labor (C x 0.35) \_\_\_\_\_**LABOR TIME:** 15 minutes **GRAND TOTAL (C + Labor)** \_\_\_\_\_**DIMENSIONS:**

Arrangement Height 17", Length 15"

**DESIGN TIP:**

Use the Napco Floral Insert Disc PC#17634 under keepsakes

**BNT9-17PM**

## Angel Prayers with Box Memorial



**SUGGESTED RETAIL PRICE:** \$214.99

**A. CONSTRUCTION MATERIALS:**

- 1 Napco 11982- Praying Angel Box - Resin \_\_\_\_\_
- 1 Napco 17634 - Floral Insert Disc \_\_\_\_\_
- 1 15" Oasis Wreath \_\_\_\_\_
- Total Whsle. Cost: \_\_\_\_\_
- A. Retail = Whsle. Cost x 2.5 \_\_\_\_\_

**B. FLOWERS:**

- 1 stem Hydrangea - Antique Green \_\_\_\_\_
- 6 stems Carnation - Pink \_\_\_\_\_
- 3 stems Spray Roses - Hot Pink \_\_\_\_\_
- 4 stems Alstroemeria - Hot Pink \_\_\_\_\_

**B. FOLIAGE:**

- 1 piece Moss \_\_\_\_\_
- 2 stems Ivy \_\_\_\_\_
- Total Whsle. Cost: \_\_\_\_\_
- B. Retail = Whsle. Cost x 3.5 \_\_\_\_\_
- C. SUBTOTAL = A + B \_\_\_\_\_

**LABOR CHARGE:** 35% Labor (C x 0.35) \_\_\_\_\_

**LABOR TIME:** 15 minutes **GRAND TOTAL (C + Labor)** \_\_\_\_\_

**DIMENSIONS:**

Arrangement Height 19", Length 15"

**BNT10-17PM**

## Loving Father Casket Spray



**SUGGESTED RETAIL PRICE:** \$244.99

**A. CONSTRUCTION MATERIALS:**

- 1 Napco 19019- A Loving Father Plaque \_\_\_\_\_
- 1 Casket Saddle - Large \_\_\_\_\_
- 1 Hyacinth Stake \_\_\_\_\_
- 2 Oasis Uglu Dash \_\_\_\_\_
- 3 Lotus Pods \_\_\_\_\_
- Total Whsle. Cost: \_\_\_\_\_
- A. Retail = Whsle. Cost x 2.5 \_\_\_\_\_

**B. FLOWERS:**

- 3 stems Orchids - Cymbidium - Chocolate \_\_\_\_\_
- 3 stems Spray Roses - Red \_\_\_\_\_
- 6 stem Roses - Red \_\_\_\_\_

**B. FOLIAGE:**

- 2 stems Magnolia Leaves \_\_\_\_\_
- 5 stems Leucadendron \_\_\_\_\_
- 3 stems Fatsia \_\_\_\_\_
- 6 stems Ti Leaf - Red \_\_\_\_\_
- 4 stems Aspidistra - Variegated \_\_\_\_\_
- 4 stems Salal \_\_\_\_\_
- 6 stems Leather Leaf \_\_\_\_\_
- Total Whsle. Cost: \_\_\_\_\_
- B. Retail = Whsle. Cost x 3.5 \_\_\_\_\_
- C. SUBTOTAL = A + B \_\_\_\_\_

**LABOR CHARGE:** 35% Labor (C x 0.35) \_\_\_\_\_

**LABOR TIME:** 15 minutes **GRAND TOTAL (C + Labor)** \_\_\_\_\_

**DIMENSIONS:**

Arrangement Height 16", Length 42"

**BNT11-17PM**

## Precious Angel Memorial



**SUGGESTED RETAIL PRICE:** \$114.99

**A. CONSTRUCTION MATERIALS:**

- 1 Napco 17580- Little Angel Girl - Resin \_\_\_\_\_
  - 1 Napco 17634 - Floral Insert Disc \_\_\_\_\_
  - 1 9" Oasis Lomey Dish \_\_\_\_\_
  - 1 Oasis Uglu Dash \_\_\_\_\_
  - 0.75 Floral Foam \_\_\_\_\_
- Total Whsle. Cost: \_\_\_\_\_
- A. Retail = Whsle. Cost x 2.5 \_\_\_\_\_

**B. FLOWERS:**

- 4 stems Gerbera - Medium Pink \_\_\_\_\_
- 3 stems Button Pom - Green \_\_\_\_\_
- 1 stem Waxflower - Pink \_\_\_\_\_
- 3 stems Alstroemeria - Pink \_\_\_\_\_

**B. FOLIAGE:**

- 4 stems Leather Leaf \_\_\_\_\_
- Total Whsle. Cost: \_\_\_\_\_
- B. Retail = Whsle. Cost x 3.5 \_\_\_\_\_
- C. SUBTOTAL = A + B \_\_\_\_\_

**LABOR CHARGE:** 35% Labor (C x 0.35) \_\_\_\_\_

**LABOR TIME:** 15 minutes **GRAND TOTAL (C + Labor)** \_\_\_\_\_

**DIMENSIONS:**

Arrangement Height 16", Length 16"

**BNT12-17PM**

## Nature's Blessings Arch Memorial



**SUGGESTED RETAIL PRICE:** \$134.99

**A. CONSTRUCTION MATERIALS:**

- 1 Local Wholesale- Large Rectangle Planter - Wood \_\_\_\_\_
  - 2 Oasis Foam \_\_\_\_\_
- Total Whsle. Cost: \_\_\_\_\_
- A. Retail = Whsle. Cost x 2.5 \_\_\_\_\_

**B. FLOWERS:**

- 8 stems Carnation - White \_\_\_\_\_
- 1 stem Hydrangea - White \_\_\_\_\_
- 2 stem Cushion Pom - White \_\_\_\_\_
- 5 stems Snapdragon - White \_\_\_\_\_
- 4 stems Lisianthus - White \_\_\_\_\_
- 8 stem Rose - White \_\_\_\_\_

**B. FOLIAGE:**

- 4 stems Italian Ruscus \_\_\_\_\_
- Total Whsle. Cost: \_\_\_\_\_
- B. Retail = Whsle. Cost x 3.5 \_\_\_\_\_
- C. SUBTOTAL = A + B \_\_\_\_\_

**LABOR CHARGE:** 35% Labor (C x 0.35) \_\_\_\_\_

**LABOR TIME:** 15 minutes **GRAND TOTAL (C + Labor)** \_\_\_\_\_

**DIMENSIONS:**

Arrangement Height 26", Length 28"

**DESIGN TIP:**

Place urn on clear riser.

**BNT15-17PM****An Angels Light Memorial****SUGGESTED RETAIL PRICE:** \$119.99**A. CONSTRUCTION MATERIALS:**

- 1 Napco 17712- Large Angel Light - Porcelain \_\_\_\_\_
- 1 Napco 17634 - Floral Insert Disc \_\_\_\_\_
- 2 Oasis Uglu Dash \_\_\_\_\_
- 1 Oasis Lomey Dish 9" \_\_\_\_\_
- Total Whsle. Cost: \_\_\_\_\_
- A. Retail = Whsle. Cost x 2.5 \_\_\_\_\_

**B. FLOWERS:**

- 3 stems Alstromeria - Pink \_\_\_\_\_
- 3 stems Stock - Pink \_\_\_\_\_
- 2 stems Mini Carnation - Pink \_\_\_\_\_
- 5 stems Daisy Pom - Lavender \_\_\_\_\_
- 1 stem Hydrangea - White \_\_\_\_\_
- 3 stems Roses - Lavender \_\_\_\_\_
- 2 stems Waxflower - Lavender \_\_\_\_\_
- 3 stems Lisianthus - Pink \_\_\_\_\_

**B. FOLIAGE:**

- 2 stem Leather Leaf \_\_\_\_\_
- 2 stems Eucalyptus - Seeded \_\_\_\_\_
- Total Whsle. Cost: \_\_\_\_\_
- B. Retail = Whsle. Cost x 3.5 \_\_\_\_\_
- C. SUBTOTAL = A + B \_\_\_\_\_

**LABOR CHARGE:** 35% Labor (C x 0.35) \_\_\_\_\_**LABOR TIME:** 15 minutes **GRAND TOTAL (C + Labor)** \_\_\_\_\_**DIMENSIONS:**

Arrangement Height 12", Length 22"

**BNT16-17PM****In The Arms of an Angel Memorial****SUGGESTED RETAIL PRICE:** \$179.99**A. CONSTRUCTION MATERIALS:**

- 1 Napco 12087 - Angel Wing and Cross with Music Box \_\_\_\_\_
- 1 Napco -17634 - Floral Insert Disc \_\_\_\_\_
- 1 Floral Foam \_\_\_\_\_
- 1 Lomey Design Dish 9" \_\_\_\_\_
- 1 Uglu Dash \_\_\_\_\_
- Total Whsle. Cost: \_\_\_\_\_
- A. Retail = Whsle. Cost x 2.5 \_\_\_\_\_

**B. FLOWERS:**

- 2 stems Hydrangea - White \_\_\_\_\_
- 5 stems Roses - Peach \_\_\_\_\_
- 4 stems Stock - Ruby \_\_\_\_\_
- 3 stems Lisianthus - White \_\_\_\_\_
- 2 stems Hypericum - Peach \_\_\_\_\_
- 2 stem Bulplurem \_\_\_\_\_
- 2 stems Bells of Ireland \_\_\_\_\_

**B. FOLIAGE:**

- 3 stems Leather Leaf \_\_\_\_\_
- Total Whsle. Cost: \_\_\_\_\_
- B. Retail = Whsle. Cost x 3.5 \_\_\_\_\_
- C. SUBTOTAL = A + B \_\_\_\_\_

**LABOR CHARGE:** 35% Labor (C x 0.35) \_\_\_\_\_**LABOR TIME:** 15 minutes **GRAND TOTAL (C + Labor)** \_\_\_\_\_**DIMENSIONS:**

Arrangement Height 20", Length 22"

**BNT17-17PM**  
**Eternal Light Tribute**



**SUGGESTED RETAIL PRICE:** \$134.99 (both)

**A. CONSTRUCTION MATERIALS:**

S	L		
■ 1	1	Napco 17555 - Cream Lantern - 2 Asst	_____
■ .25	.25	Floral Foam	_____
■ 1	0	Napco 12536 - Dove Pick	_____
■ 0	1	6" Glass Cylinder	_____
■ 0	1	3" Pillar Candle - Ivory	_____
		Total Whsle. Cost:	_____
		A. Retail = Whsle. Cost x 2.5	_____

**B. FLOWERS:**

S	L		
■ 1	2	stem Hydrangea - Miniature Green	_____
■ 1	1	stem Blupleurum	_____
■ 1	1	stem Mini Carnation - White	_____
■ 1	2	stems Roses - Peach	_____
■ 1	1	stem Stock - Ruby	_____

**FOLIAGE:**

S	L		
■ 0	1	stems Pittosporum - Variegated	_____
■ 1	2	stem Ivy	_____
		Total Whsle. Cost:	_____
		B. Retail = Whsle. Cost x 3.5	_____
		C. SUBTOTAL = A + B	_____

**LABOR CHARGE:** 35% Labor (C x 0.35) \_\_\_\_\_

**LABOR TIME:** 15 minutes **GRAND TOTAL (C + Labor)** \_\_\_\_\_

**DIMENSIONS:**

Small: Arrangement Height 19", Length 9"  
 Large: Arrangement Height 19", Length 14"

**BNT18-17PM**  
**Eternal Best Friend Pet Tribute**



**SUGGESTED RETAIL PRICE:** \$79.99

**A. CONSTRUCTION MATERIALS:**

■ 1 Napco 11146- Small Sleeping Dog in Wing with Sentiment - Resin	_____
■ 0.75 Floral Foam	_____
■ 1 Lomey Design Dish 9"	_____
■ 1 blm_92981 - A Dog-able Basket	_____
■ 1 Oasis Uglu Dash	_____
Total Whsle. Cost:	_____
A. Retail = Whsle. Cost x 2.5	_____

**B. FLOWERS:**

■ 3 stems Carnation - Medium Purple	_____
■ 3 stem Athos Pom - Green	_____
■ 2 stems Limonium	_____
■ 3 stems Daisy Pom - White	_____
■ 4 stem Roses - Lavender	_____

**B. FOLIAGE:**

■ 1 piece Moss	_____
■ 3 stems Leather Leaf	_____
Total Whsle. Cost:	_____
B. Retail = Whsle. Cost x 3.5	_____
C. SUBTOTAL = A + B	_____

**LABOR CHARGE:** 35% Labor (C x 0.35) \_\_\_\_\_

**LABOR TIME:** 15 minutes **GRAND TOTAL (C + Labor)** \_\_\_\_\_

**DIMENSIONS:**

Arrangement Height 10", Length 16"



**BNT19-17PM****Peaceful Wishes - Feline Tribute****SUGGESTED RETAIL PRICE:** \$69.99**A. CONSTRUCTION MATERIALS:**

- 1 Napco 11147- Small Sleeping Cat in Wing with Sentiment - Resin \_\_\_\_\_
- 0.33 Floral Foam \_\_\_\_\_
- 1 Lomey Design Dish \_\_\_\_\_
- 1 Hyacinth Stake \_\_\_\_\_
- 1 Oasis Uglu Dash \_\_\_\_\_
- Total Whsle. Cost: \_\_\_\_\_
- A. Retail = Whsle. Cost x 2.5 \_\_\_\_\_

**B. FLOWERS:**

- 6 stems Alstromeria - Yellow \_\_\_\_\_
- 3 stems Mini Carnation - Yellow \_\_\_\_\_
- 2 stems Daisy Pom - White \_\_\_\_\_
- 2 stems Solidago \_\_\_\_\_
- 4 stems Roses - Yellow \_\_\_\_\_

**B. FOLIAGE:**

- 2 stems Leather Leaf \_\_\_\_\_
- Total Whsle. Cost: \_\_\_\_\_
- B. Retail = Whsle. Cost x 3.5 \_\_\_\_\_
- C. SUBTOTAL = A + B \_\_\_\_\_

**LABOR CHARGE:** 35% Labor (C x 0.35) \_\_\_\_\_**LABOR TIME:** 15 minutes **GRAND TOTAL (C + Labor)** \_\_\_\_\_**DIMENSIONS:**

Arrangement Height 16", Length 12"

**BNT20-17PM****Eternal Peace Memorial****SUGGESTED RETAIL PRICE:** \$99.99**A. CONSTRUCTION MATERIALS:**

- 1 Napco 11876 - Cross with Doves - Resin \_\_\_\_\_
- 1 Floral Foam \_\_\_\_\_
- 1 Lomey Design Dish \_\_\_\_\_
- 1 Hyacinth Stake \_\_\_\_\_
- 1 Oasis Uglu Dash \_\_\_\_\_
- Total Whsle. Cost: \_\_\_\_\_
- A. Retail = Whsle. Cost x 2.5 \_\_\_\_\_

**B. FLOWERS:**

- 1 stem Hydrangea - White \_\_\_\_\_

**B. FOLIAGE:**

- 3 stems Foxtail \_\_\_\_\_
- 5 stems Variegated Aspidistra \_\_\_\_\_
- 2 stems Salal \_\_\_\_\_

Total Whsle. Cost: \_\_\_\_\_

B. Retail = Whsle. Cost x 3.5 \_\_\_\_\_

C. SUBTOTAL = A + B \_\_\_\_\_

**LABOR CHARGE:** 35% Labor (C x 0.35) \_\_\_\_\_**LABOR TIME:** 15 minutes **GRAND TOTAL (C + Labor)** \_\_\_\_\_**DIMENSIONS:**

Arrangement Height 16", Length 18"

**BNT21-17PM****Garden Terrarium Tribute****SUGGESTED RETAIL PRICE:** \$94.99**A. CONSTRUCTION MATERIALS:**

- 1 Napco 12249- Terrarium Box - Dark Wash \_\_\_\_\_
  - 0.33 Floral Foam \_\_\_\_\_
- Total Whsle. Cost: \_\_\_\_\_
- A. Retail = Whsle. Cost x 2.5 \_\_\_\_\_

**B. FLOWERS:**

- 3 stems Roses - Yellow \_\_\_\_\_
- 3 stems Gerbera - Yellow \_\_\_\_\_
- 5 stems Liatrus - Purple \_\_\_\_\_
- 2 stems Statice - Purple \_\_\_\_\_
- 3 stems Alstroemeria - Purple \_\_\_\_\_
- 3 stems Hypericum - Green \_\_\_\_\_

**B. FOLIAGE:**

- 2 stems Salal \_\_\_\_\_
- Total Whsle. Cost: \_\_\_\_\_
- B. Retail = Whsle. Cost x 3.5 \_\_\_\_\_
- C. SUBTOTAL = A + B \_\_\_\_\_

**LABOR CHARGE:** 35% Labor (C x 0.35) \_\_\_\_\_**LABOR TIME:** 15 minutes **GRAND TOTAL (C + Labor)** \_\_\_\_\_**DIMENSIONS:**

Arrangement Height 26", Length 12"

**BNT22-17PM****Angel Frame Memorial****SUGGESTED RETAIL PRICE:** \$164.99**A. CONSTRUCTION MATERIALS:**

- 1 Napco 11979 - Angel Frame - Resin \_\_\_\_\_
  - 1 Oasis 15" Circular Wreath \_\_\_\_\_
  - 1 Pillar Candle 3" \_\_\_\_\_
  - 1 Pillar Candle 6" \_\_\_\_\_
  - 1 Pillar Candle 8" \_\_\_\_\_
  - 1 Cylinder 6" \_\_\_\_\_
  - 1 Cylinder 9" \_\_\_\_\_
  - 1 Cylinder 10 3/4" \_\_\_\_\_
- Total Whsle. Cost: \_\_\_\_\_
- A. Retail = Whsle. Cost x 2.5 \_\_\_\_\_

**B. FLOWERS:**

- 1 stem Hydrangea - Antique Green \_\_\_\_\_
- 3 stems Statice - Raspberry \_\_\_\_\_
- 4 stem Snapdragon- Burgundy \_\_\_\_\_
- 4 stems Button Pom - Green \_\_\_\_\_
- 4 stems Lisianthus - Purple \_\_\_\_\_
- 3 stems Liatrice - Purple \_\_\_\_\_

**B. FOLIAGE:**

- 1 stem Moss \_\_\_\_\_
  - 1 stem Myrtle \_\_\_\_\_
  - 1 stem Eucalyptus - Seeded \_\_\_\_\_
- Total Whsle. Cost: \_\_\_\_\_
- B. Retail = Whsle. Cost x 3.5 \_\_\_\_\_
- C. SUBTOTAL = A + B \_\_\_\_\_

**LABOR CHARGE:** 35% Labor (C x 0.35) \_\_\_\_\_**LABOR TIME:** 15 minutes **GRAND TOTAL (C + Labor)** \_\_\_\_\_**DIMENSIONS:**

Arrangement Height 16", Length 18"

**BNT23-17PM****Fondest Memories Tribute****SUGGESTED RETAIL PRICE:** \$64.99**A. CONSTRUCTION MATERIALS:**

- 1 Local Wholesale - Gold Flower Round Vase - Ceramic \_\_\_\_\_
- Total Whsle. Cost: \_\_\_\_\_
- A. Retail = Whsle. Cost x 2.5 \_\_\_\_\_

**B. FLOWERS:**

- 2 stems Hydrangea - Miniature Green \_\_\_\_\_
- 3 stems Roses - Hot Pink \_\_\_\_\_
- 3 stems Snapdragon - Burgundy \_\_\_\_\_
- 3 stems Gerbera - Hot Pink \_\_\_\_\_
- 1 stem Lily - Stargazer \_\_\_\_\_

**B. FOLIAGE:**

- 1 stem Salal \_\_\_\_\_
- Total Whsle. Cost: \_\_\_\_\_
- B. Retail = Whsle. Cost x 3.5 \_\_\_\_\_
- C. SUBTOTAL = A + B \_\_\_\_\_

**LABOR CHARGE:** 35% Labor (C x 0.35) \_\_\_\_\_**LABOR TIME:** 15 minutes **GRAND TOTAL (C + Labor)** \_\_\_\_\_**DIMENSIONS:**

Arrangement Height 16", Length 11"

**BNT24-17PM****Eternal Joy Bouquet****SUGGESTED RETAIL PRICE:** \$84.99**A. CONSTRUCTION MATERIALS:**

- 1 Napco 21897 - Marble Finish Taper Vase - Ceramic \_\_\_\_\_
- 0.33 Floral Foam \_\_\_\_\_
- Total Whsle. Cost: \_\_\_\_\_
- A. Retail = Whsle. Cost x 2.5 \_\_\_\_\_

**B. FLOWERS:**

- 3 stems Pincushion Protege - Orange \_\_\_\_\_
- 3 stem Gerbera - Red \_\_\_\_\_
- 2 stems Asiatic Lily - Orange \_\_\_\_\_
- 1 stem Button Pom - Yellow \_\_\_\_\_
- 1 stem Statice - Purple \_\_\_\_\_

**B. FOLIAGE:**

- 1 stem Salal \_\_\_\_\_
- Total Whsle. Cost: \_\_\_\_\_
- B. Retail = Whsle. Cost x 3.5 \_\_\_\_\_
- C. SUBTOTAL = A + B \_\_\_\_\_

**LABOR CHARGE:** 35% Labor (C x 0.35) \_\_\_\_\_**LABOR TIME:** 15 minutes **GRAND TOTAL (C + Labor)** \_\_\_\_\_**DIMENSIONS:**

Arrangement Height 13", Length 13"

**BNT25-17PM****Bronze Cross Tribute****SUGGESTED RETAIL PRICE:** \$149.99**A. CONSTRUCTION MATERIALS:**

- 1 Local Wholesale - Large Cross on Easel - Metal \_\_\_\_\_
  - 1 Oasis Small Flora Cage \_\_\_\_\_
  - 2 Chenille Stems \_\_\_\_\_
- Total Whsle. Cost: \_\_\_\_\_
- A. Retail = Whsle. Cost x 2.5 \_\_\_\_\_

**B. FLOWERS:**

- 2 stems Asiatic Lily - Orange \_\_\_\_\_
- 3 stems Gerbera - Red \_\_\_\_\_
- 5 stems Roses - Orange \_\_\_\_\_
- 5 stems Hypericum - Red \_\_\_\_\_

**B. FOLIAGE:**

- 2 stems Italian Ruscus \_\_\_\_\_
- Total Whsle. Cost: \_\_\_\_\_
- B. Retail = Whsle. Cost x 3.5 \_\_\_\_\_
- C. SUBTOTAL = A + B \_\_\_\_\_

**LABOR CHARGE:** 35% Labor (C x 0.35) \_\_\_\_\_**LABOR TIME:** 15 minutes **GRAND TOTAL (C + Labor)** \_\_\_\_\_**DIMENSIONS:**

Arrangement Height 42", Length 24"

**BNT26-17PM****Fisherman Tribute****SUGGESTED RETAIL PRICE:** \$84.99**A. CONSTRUCTION MATERIALS:**

- 1 Napco 18140 - Fisherman Figurine - Resin \_\_\_\_\_
  - 1 Napco 17634 - Floral Insert Disc \_\_\_\_\_
  - 3 Cattails \_\_\_\_\_
  - 0.33 Floral Foam \_\_\_\_\_
  - 1 6" Lomey Design Dish \_\_\_\_\_
  - 1 Oasis Uglu Dash \_\_\_\_\_
- Total Whsle. Cost: \_\_\_\_\_
- A. Retail = Whsle. Cost x 2.5 \_\_\_\_\_

**B. FLOWERS:**

- 3 stems Carnation - Orange \_\_\_\_\_
- 2 stems Mini Carnation - Red \_\_\_\_\_
- 3 stems Hypericum - Red \_\_\_\_\_
- 4 stems Gerbera - Red \_\_\_\_\_
- 2 stem Sunflower \_\_\_\_\_

**B. FOLIAGE:**

- 2 stems Magnolia Tips \_\_\_\_\_
  - 1 stem Salal \_\_\_\_\_
  - 1 stem Leather Leaf \_\_\_\_\_
- Total Whsle. Cost: \_\_\_\_\_
- B. Retail = Whsle. Cost x 3.5 \_\_\_\_\_
- C. SUBTOTAL = A + B \_\_\_\_\_

**LABOR CHARGE:** 35% Labor (C x 0.35) \_\_\_\_\_**LABOR TIME:** 15 minutes **GRAND TOTAL (C + Labor)** \_\_\_\_\_**DIMENSIONS:**

Arrangement Height 16", Length 12"

**BNT28-17PM****Loving Memories Tribute****SUGGESTED RETAIL PRICE:** \$124.99 L (shown)**A. CONSTRUCTION MATERIALS:**

S	L		
■ 1	0	Local Wholesale - Square Copper Planter - Ceramic	_____
■ 0	2	Napco 21731 - Rectangle Copper Vase - Ceramic	_____
■ 0.33	1	Floral Foam	_____
■ 0	1	Chicken Wire	_____
		Total Whsle. Cost:	_____
		A. Retail = Whsle. Cost x 2.5	_____

**B. FLOWERS:**

S	L		
■ 3	3	stems Hydrangea - Miniature Green	_____
■ 6	6	stems Roses - Orange	_____

**FOLIAGE:**

S	L		
■ 7	7	stems Magnolia Tips	_____
		Total Whsle. Cost:	_____
		B. Retail = Whsle. Cost x 3.5	_____
		C. SUBTOTAL = A + B	_____

**LABOR CHARGE:** 35% Labor (C x 0.35) \_\_\_\_\_**LABOR TIME:** 15 minutes **GRAND TOTAL (C + Labor)** \_\_\_\_\_**DIMENSIONS:**

Small: Arrangement Height 9", Length 10"  
 Large: Arrangement Height 16", Length 12"

**BNT29-17PM****A Hero's Tribute****SUGGESTED RETAIL PRICE:** \$129.99 L (shown)**A. CONSTRUCTION MATERIALS:**

■	1 Napco 18089 - Eagle Honor Plaque - Resin	_____
■	1 Floral Foam	_____
■	1 Lomey Design Dish 9"	_____
■	1 Hyacinth Stake	_____
■	1 Oasis Uglu Dash	_____
Total Whsle. Cost:		_____
A. Retail = Whsle. Cost x 2.5		_____

**B. FLOWERS:**

■ 2	stems Hydrangea - White	_____
■ 5	stems Roses - Red	_____
■ 5	stems Delphinium - Bella Donna	_____
■ 5	Carnation - Red	_____
■ 2	stems Eryngium	_____
■ 4	stems Monte Casino - White	_____

**FOLIAGE:**

■ 3 stems Italian Ruscus	_____
Total Whsle. Cost:	_____
B. Retail = Whsle. Cost x 3.5	_____
C. SUBTOTAL = A + B	_____

**LABOR CHARGE:** 35% Labor (C x 0.35) \_\_\_\_\_**LABOR TIME:** 15 minutes **GRAND TOTAL (C + Labor)** \_\_\_\_\_**DIMENSIONS:**

Arrangement Height 14", Length 30"



**BNT30-17PM****Circle of Life Rainbow Wreath****SUGGESTED RETAIL PRICE:** \$249.99**A. CONSTRUCTION MATERIALS:**

- 1 Oasis 15" Circular Wreath \_\_\_\_\_
- 1 48" Easel - Metal \_\_\_\_\_
- Total Whsle. Cost: \_\_\_\_\_
- A. Retail = Whsle. Cost x 2.5 \_\_\_\_\_

**B. FLOWERS:**

- 4 stems Gerbera - Red \_\_\_\_\_
- 4 stems Carnation - Red \_\_\_\_\_
- 2 stems Alstromeria - Red \_\_\_\_\_
- 2 stems Spray Roses - Red \_\_\_\_\_
- 4 stems Gerbera - Orange \_\_\_\_\_
- 4 stems Carnation - Orange \_\_\_\_\_
- 2 stems Alstromeria - Orange \_\_\_\_\_
- 2 stems Spray Roses - Orange \_\_\_\_\_
- 4 stems Gerbera - Yellow \_\_\_\_\_
- 4 stems Yarrow - Yellow \_\_\_\_\_
- 2 stems Alstromeria - Yellow \_\_\_\_\_
- 2 stems Button Pom - Yellow \_\_\_\_\_
- 4 stems Tracelium - Green \_\_\_\_\_
- 3 stems Mini Hydrangea - Green \_\_\_\_\_
- 4 stems Carnation - Green \_\_\_\_\_
- 2 stems Button Pom - Green \_\_\_\_\_
- 2 stems Erygium - Blue \_\_\_\_\_
- 4 stems Delphinium - Bella Donna \_\_\_\_\_
- 5 stems Carnation - Medium Lavender \_\_\_\_\_
- 3 stems Alstromeria - Purple \_\_\_\_\_
- 3 stems Lisianthus - Purple \_\_\_\_\_

**B. FOLIAGE:**

- 6 stems Salal \_\_\_\_\_
- 3 stems Spring Rei \_\_\_\_\_
- Total Whsle. Cost: \_\_\_\_\_
- B. Retail = Whsle. Cost x 3.5 \_\_\_\_\_
- C. SUBTOTAL = A + B \_\_\_\_\_

**LABOR CHARGE:** 35% Labor (C x 0.35) \_\_\_\_\_**LABOR TIME:** 15 minutes **GRAND TOTAL (C + Labor)** \_\_\_\_\_**DIMENSIONS:**

Arrangement Height 21", Length 21"

**BNT31-17PM****Praying Cherub Tribute****SUGGESTED RETAIL PRICE:** \$89.99**A. CONSTRUCTION MATERIALS:**

- 1 Local Wholesale - Cherub Vase - Ceramic \_\_\_\_\_
- Total Whsle. Cost: \_\_\_\_\_
- A. Retail = Whsle. Cost x 2.5 \_\_\_\_\_

**B. FLOWERS:**

- 4 stems Delphinium - Bella Donna \_\_\_\_\_
- 1 stem Asiatic Lily - White \_\_\_\_\_
- 3 stems Roses - White \_\_\_\_\_
- 1 stem Hydrangea - Blue \_\_\_\_\_
- 1 stem Erygium \_\_\_\_\_
- 2 stems Limonium \_\_\_\_\_

**B. FOLIAGE:**

- 2 stems Foxtail \_\_\_\_\_
- 1 stem Salal \_\_\_\_\_
- Total Whsle. Cost: \_\_\_\_\_
- B. Retail = Whsle. Cost x 3.5 \_\_\_\_\_
- C. SUBTOTAL = A + B \_\_\_\_\_

**LABOR CHARGE:** 35% Labor (C x 0.35) \_\_\_\_\_**LABOR TIME:** 15 minutes **GRAND TOTAL (C + Labor)** \_\_\_\_\_**DIMENSIONS:**

Arrangement Height 26", Length 12"

**BNT33-17PM**

## Tropical Breeze Memorial



**SUGGESTED RETAIL PRICE:** \$124.99

**A. CONSTRUCTION MATERIALS:**

- 1 Oasis Essential Rectangle - Gold \_\_\_\_\_
  - 1 Floral Foam \_\_\_\_\_
- Total Whsle. Cost: \_\_\_\_\_
- A. Retail = Whsle. Cost x 2.5 \_\_\_\_\_

**B. FLOWERS:**

- 3 stems Birds of Paradise \_\_\_\_\_
- 3 blooms Cymbidium Orchid - Yellow \_\_\_\_\_
- 3 stems Miniature Hydrangea - Green \_\_\_\_\_
- 2 stems Safari Sunset \_\_\_\_\_
- 2 stems Hypericum - Red \_\_\_\_\_

**B. FOLIAGE:**

- 2 stems Ti Leaf - Red \_\_\_\_\_
  - 2 stems Fatsia \_\_\_\_\_
- Total Whsle. Cost: \_\_\_\_\_
- B. Retail = Whsle. Cost x 3.5 \_\_\_\_\_
- C. SUBTOTAL = A + B \_\_\_\_\_

**LABOR CHARGE:** 35% Labor (C x 0.35) \_\_\_\_\_

**LABOR TIME:** 15 minutes **GRAND TOTAL (C + Labor)** \_\_\_\_\_

**DIMENSIONS:**

Arrangement Height 14", Length 30"

**BNT34-17PM**

## Celebration of Life Wreath Memorial



**SUGGESTED RETAIL PRICE:** \$195.99

**A. CONSTRUCTION MATERIALS:**

- 1 Oasis 18" Square Wreath \_\_\_\_\_
  - 6 Uglu Dashes \_\_\_\_\_
- Total Whsle. Cost: \_\_\_\_\_
- A. Retail = Whsle. Cost x 2.5 \_\_\_\_\_

**B. FLOWERS:**

- 1 stem Hydrangea - Antique Green \_\_\_\_\_
- 2 stems Button Pom - Green \_\_\_\_\_
- 3 blooms Cymbidium Orchid - Chocolate \_\_\_\_\_
- 6 stems Ti Leaf - Red \_\_\_\_\_
- 5 stems Snapdragon - Burgundy \_\_\_\_\_
- 3 stems Statice - Red \_\_\_\_\_
- 2 stems Hypericum - Green \_\_\_\_\_
- 3 stems Liatras - Purple \_\_\_\_\_

**B. FOLIAGE:**

- 2 stems Myrtle \_\_\_\_\_
- 2 stems Eucalyptus - Seeded \_\_\_\_\_
- 1 piece Moss \_\_\_\_\_

Total Whsle. Cost: \_\_\_\_\_

B. Retail = Whsle. Cost x 3.5 \_\_\_\_\_

C. SUBTOTAL = A + B \_\_\_\_\_

**LABOR CHARGE:** 35% Labor (C x 0.35) \_\_\_\_\_

**LABOR TIME:** 15 minutes **GRAND TOTAL (C + Labor)** \_\_\_\_\_

**DIMENSIONS:**

Arrangement Height 14", Length 21"

**BNT35-17PM**  
Patriots Cross



**SUGGESTED RETAIL PRICE:** \$239.99

**A. CONSTRUCTION MATERIALS:**

- 1 Oasis 20" Cross \_\_\_\_\_
- 1 Oasis Bamboo Easel \_\_\_\_\_
- Total Whsle. Cost: \_\_\_\_\_
- A. Retail = Whsle. Cost x 2.5 \_\_\_\_\_

**B. FLOWERS:**

- 52 stems Carnation - Red \_\_\_\_\_
- 5 stems Delphinium - Bella Donna \_\_\_\_\_
- 8 stems Roses - White \_\_\_\_\_
- 2 stems Eryigym \_\_\_\_\_

**B. FOLIAGE:**

- 1 stem Myrtle \_\_\_\_\_
- Total Whsle. Cost: \_\_\_\_\_
- B. Retail = Whsle. Cost x 3.5 \_\_\_\_\_
- C. SUBTOTAL = A + B \_\_\_\_\_

**LABOR CHARGE:** 35% Labor (C x 0.35) \_\_\_\_\_

**LABOR TIME:** 15 minutes **GRAND TOTAL (C + Labor)** \_\_\_\_\_

**DIMENSIONS:**

Arrangement Height 23", Length 14"

**BNT36-17PM**  
Open Heart Wreath - Infant



**SUGGESTED RETAIL PRICE:** \$134.99

**A. CONSTRUCTION MATERIALS:**

- 1 Oasis 15" Open Heart Wreath \_\_\_\_\_
- 1 Local Wholesale - Angel Bear with Wings \_\_\_\_\_
- 1 Receiving Blanket - Green \_\_\_\_\_
- 1 Oasis Bamboo Easel \_\_\_\_\_
- Total Whsle. Cost: \_\_\_\_\_
- A. Retail = Whsle. Cost x 2.5 \_\_\_\_\_

**B. FLOWERS:**

- 20 stems Carnation - White \_\_\_\_\_
- 1 bloom Viking Pom \_\_\_\_\_

**B. FOLIAGE:**

- 5 stems Salal \_\_\_\_\_
- Total Whsle. Cost: \_\_\_\_\_
- B. Retail = Whsle. Cost x 3.5 \_\_\_\_\_
- C. SUBTOTAL = A + B \_\_\_\_\_

**LABOR CHARGE:** 35% Labor (C x 0.35) \_\_\_\_\_

**LABOR TIME:** 15 minutes **GRAND TOTAL (C + Labor)** \_\_\_\_\_

**DIMENSIONS:**

Arrangement Height 20", Length 20"

**BNT38-17PM****Hobbyist Statuary Casket Spray****SUGGESTED RETAIL PRICE:** \$189.99**A. CONSTRUCTION MATERIALS:**

- 1 Napco 19940 -Kneeling Golfer - Resin \_\_\_\_\_
- 1 Casket Saddle - Large \_\_\_\_\_
- 2 yds Floral Tape \_\_\_\_\_
- 3 23 Gauge Wire \_\_\_\_\_
- 1.5 Oasis Uglu Dash \_\_\_\_\_
- Total Whsle. Cost: \_\_\_\_\_
- A. Retail = Whsle. Cost x 2.5 \_\_\_\_\_

**B. FOLIAGE:**

- 2 stems Magnolia Leave \_\_\_\_\_
- 6 stems Ti Leave - Green \_\_\_\_\_
- 2 pieces Moss \_\_\_\_\_
- 8 stems Aspidistra - Variegated \_\_\_\_\_
- 1 stem Pittosporum - Variegated \_\_\_\_\_
- 33 Galax Leaves \_\_\_\_\_
- Total Whsle. Cost: \_\_\_\_\_
- B. Retail = Whsle. Cost x 3.5 \_\_\_\_\_
- C. SUBTOTAL = A + B \_\_\_\_\_

**LABOR CHARGE:** 35% Labor (C x 0.35) \_\_\_\_\_**LABOR TIME:** 15 minutes **GRAND TOTAL (C + Labor)** \_\_\_\_\_**DIMENSIONS:**

Arrangement Height 20", Length 34"

**BNT39-17PM****Heartfelt Celebration of Life****SUGGESTED RETAIL PRICE:** \$199.99**A. CONSTRUCTION MATERIALS:**

- 1 Napco 64086 - White Heart Easel - Metal \_\_\_\_\_
- 1 Large Grande Cage \_\_\_\_\_
- 2 yds Floral Tape \_\_\_\_\_
- 3 23 Gauge Wire \_\_\_\_\_
- 1.5 Oasis Uglu Dash \_\_\_\_\_
- 1 Oasis Bamboo Easel \_\_\_\_\_
- Total Whsle. Cost: \_\_\_\_\_
- A. Retail = Whsle. Cost x 2.5 \_\_\_\_\_

**B. FLOWERS:**

- 6 stems Roses - Green \_\_\_\_\_
- 1 stem Rose - White \_\_\_\_\_
- 2 stems Lily - Stargazer - White \_\_\_\_\_

**B. FOLIAGE:**

- 6 stems Eucalyptus - Spiral \_\_\_\_\_
- 6 stems Italian Rucus \_\_\_\_\_
- Total Whsle. Cost: \_\_\_\_\_
- B. Retail = Whsle. Cost x 3.5 \_\_\_\_\_
- C. SUBTOTAL = A + B \_\_\_\_\_

**LABOR CHARGE:** 35% Labor (C x 0.35) \_\_\_\_\_**LABOR TIME:** 15 minutes **GRAND TOTAL (C + Labor)** \_\_\_\_\_**DIMENSIONS:**

Arrangement Height 24", Length 26"

**BNT40-17PM****Eternal Remembrance Garden****SUGGESTED RETAIL PRICE:** \$164.99**A. CONSTRUCTION MATERIALS:**

- 1 Napco 12253 -Gothic Window Planter Box - Wood/Metal \_\_\_\_\_
- 2 Floral Foam \_\_\_\_\_

Total Whsle. Cost: \_\_\_\_\_  
 A. Retail = Whsle. Cost x 2.5 \_\_\_\_\_

**B. FLOWERS:**

- 2 stems Mini Hydrangea - Green \_\_\_\_\_
- 3 stems Snapdragon - Pink \_\_\_\_\_
- 6 stems Stock - Hot Pink \_\_\_\_\_
- 4 stems Lisianthus - Purple \_\_\_\_\_

**B. FOLIAGE:**

- 1 stem Pothos \_\_\_\_\_
- 2 stems Italian Ruscus \_\_\_\_\_

Total Whsle. Cost: \_\_\_\_\_  
 B. Retail = Whsle. Cost x 3.5 \_\_\_\_\_  
 C. SUBTOTAL = A + B \_\_\_\_\_

**LABOR CHARGE:** 35% Labor (C x 0.35) \_\_\_\_\_

**LABOR TIME:** 15 minutes **GRAND TOTAL (C + Labor)** \_\_\_\_\_

**DIMENSIONS:**

Arrangement Height 25.75", Length 13"

**BNT43-17PM****Angel Prayers Memorial Garden****SUGGESTED RETAIL PRICE:** \$64.99**A. CONSTRUCTION MATERIALS:**

- 1 Oasis Floral Bio Cache Pot - Gray \_\_\_\_\_
- 1 Napco Angel Pick - Ceramic \_\_\_\_\_
- 1 Burlap Ribbon \_\_\_\_\_

Total Whsle. Cost: \_\_\_\_\_  
 A. Retail = Whsle. Cost x 2.5 \_\_\_\_\_

**B. FOLIAGE:**

- 1 Ivy Plant \_\_\_\_\_

Total Whsle. Cost: \_\_\_\_\_  
 B. Retail = Whsle. Cost x 3.5 \_\_\_\_\_  
 C. SUBTOTAL = A + B \_\_\_\_\_

**LABOR CHARGE:** 35% Labor (C x 0.35) \_\_\_\_\_

**LABOR TIME:** 15 minutes **GRAND TOTAL (C + Labor)** \_\_\_\_\_

**DIMENSIONS:**

Arrangement Height 16", Length 16"



**BNT44-17PM****Eternal Peace Memorial Garden****SUGGESTED RETAIL PRICE:** \$149.99**A. CONSTRUCTION MATERIALS:**

- 1 Local Wholesale - Rectangle Planter - Small \_\_\_\_\_
  - 1 Burlap Ribbon \_\_\_\_\_
  - 2 Oasis Uglu Dash \_\_\_\_\_
  - 2 Bamboo Sticks \_\_\_\_\_
  - 1 Hyacinth Stake \_\_\_\_\_
- Total Whsle. Cost: \_\_\_\_\_
- A. Retail = Whsle. Cost x 2.5 \_\_\_\_\_

**B. FOLIAGE:**

- 1 6" Ivy Plant \_\_\_\_\_
  - 1 6" Pothus Plant \_\_\_\_\_
  - 1 Double Bloom Phalenopsis Plant \_\_\_\_\_
- Total Whsle. Cost: \_\_\_\_\_
- B. Retail = Whsle. Cost x 3.5 \_\_\_\_\_
- C. SUBTOTAL = A + B \_\_\_\_\_

**LABOR CHARGE:** 35% Labor (C x 0.35) \_\_\_\_\_**LABOR TIME:** 15 minutes **GRAND TOTAL (C + Labor)** \_\_\_\_\_**DIMENSIONS:**

Arrangement Height 24", Length 27"

**BNT46-17PM****Loving Mother Casket Spray****SUGGESTED RETAIL PRICE:** \$224.99**A. CONSTRUCTION MATERIALS:**

- 1 Napco 19019 - Loving Mother Plaque - Resin \_\_\_\_\_
  - 1 Floral Foam \_\_\_\_\_
  - 1 Casket Saddle - Large \_\_\_\_\_
  - 1 Hyacinth Stake \_\_\_\_\_
  - 2 Oasis Uglu Dashes \_\_\_\_\_
- Total Whsle. Cost: \_\_\_\_\_
- A. Retail = Whsle. Cost x 2.5 \_\_\_\_\_

**B. FLOWERS:**

- 1 stem Hydrangea - Pink \_\_\_\_\_
- 3 stems Spray Roses - Pink \_\_\_\_\_
- 6 stems Roses - Green \_\_\_\_\_
- 6 stems Snapdragon - Pink \_\_\_\_\_
- 3 stems Hypericum - Green \_\_\_\_\_
- 1 stem Bupleurum \_\_\_\_\_

**B. FOLIAGE:**

- 5 stems Foxtail \_\_\_\_\_
  - 3 stems Fatsia \_\_\_\_\_
  - 4 stems Aspidistra - Variegated \_\_\_\_\_
  - 4 stems Salal \_\_\_\_\_
  - 6 stems Leather Leaf \_\_\_\_\_
- Total Whsle. Cost: \_\_\_\_\_
- B. Retail = Whsle. Cost x 3.5 \_\_\_\_\_
- C. SUBTOTAL = A + B \_\_\_\_\_

**LABOR CHARGE:** 35% Labor (C x 0.35) \_\_\_\_\_**LABOR TIME:** 15 minutes **GRAND TOTAL (C + Labor)** \_\_\_\_\_**DIMENSIONS:**

Arrangement Height 18", Length 42"

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