

## TIPS FOR SECURING WEDDING ORDERS

1. We are a wholesaler and work with event designers and florists only. We do not sell to the public or work with wedding parties directly.
2. Discuss your needs with our wedding specialist well in advance of your event. They can help you select color palettes and advise you on product availability, as the market changes.
3. Try to select product that is in season, as you will have a better chance of it being available.
4. Focus on the color palette rather promising specific flowers.
5. Offer substitutions for your clients, so that if a specific flower cannot be secured, your client has an alternative that satisfies their vision.
6. Order enough overage for waste. Flowers are perishable and there will be shrinkage, so ordering a bit extra is essential.
7. Order in reasonable bundle sizes. In other words, don't order 8 stems of tulips if they are sold in bunches of 10. You will need to order the full bunch. Few flowers are sold by the stem.
8. Place and confirm your order with us at least 2 weeks before you need the flowers. The market is tight and without enough lead time, we cannot guarantee your order.

FOR MORE INFORMATION

CALL (203) 795-8263 AND ASK TO SPEAK  
WITH OUR WEDDING SPECIALIST