SUBSTITUTION GUIDANCE FOR 21-C1 (The FTD® BERRY MERRY BOUQUET)

This contemporary Christmas design uses a blend red flowers with assorted Christmas greens. It is extremely important that you have this product on hand to fill and create this design as expected by the consumer to meet their expectations.

21-C1

Item	Variety used	Good Color/Flower Choice			Poor Color/Flower Choice	
Red Gerbera Daisies	**Red Gerbera Daisies**	Similar Red Gerbera	Burgundy Disbud Mum	Red Gerrondo Gerbera	Orange Gerbera	Yellow Fuji
Red Mini Carnation	**Red Mini Carnation**	Burgundy Mini Carnation	Red Cushion Pompon	Red Alstroemeria	Yellow Mini Carnation	Peach Spray Rose
Red Standard Carnation	**Red Carnation**	Burgundy Carnation	Red Sweet William Dianthus	Red Mini Carnation	Purple Mini Carnation	Yellow Mini Carnation
Red Alstroemeria	**Red Alstroemeria**	Similar Red Alstroemeria	Burgundy Alstroemeria	Red Button Pompon	Yellow Lisianthus	Lavender Daisy Pom
Red LA Hybrid Lily	**Red LA Hybrid Lily**	Burgundy LA Hybrid Lily	Red Asiatic Lily	Red Dutch Tulips	Orange Asiatic Lily	Purple Mini Calla
Red 50 cm Rose	**Red 50 cm Rose**	40 or 60 cm Red Rose	40 to 60 cm Burgundy Rose	40 to 60 cm Red Bi-color Rose	Yellow Rose	Lavender Rose
Red Hypericum	**Red Hypericum**	Similar Red Hypericum	Burgundy Hypericum	Red Pepperberry	Baby's Breath	Yellow Yarrow
Assorted Evergreens	**Assorted Evergreens**	Boxwood	Oregonia	Red Huckleberry	Leatherleaf	Asparagus Sprengerii

SUBSTITUTION GUIDANCE FOR 21-C2 (The FTD® STARDUST BOUQUET)

This Christmas design has wonderful texture and features a unique moon shaped metal container accented with white roses, green Hypericum, Eucalyptus and assorted Christmas greens. It is extremely important that you have this product on hand to fill and create this design as expected by the consumer to meet their expectations.

21-C2

Item	Variety used	Good Color/Flower Choice			Poor Color/Flower Choice	
White 50 cm Roses	White 50 cm Roses	Standard White Rose	Ivory or Cream Standard	White Spray Rose	Orange Standard Rose	Yellow Spray Rose
Green Hypericum	Green Hypericum Berry stems	Similar Green Hypericum	White Hypericum	Green Button Pompon	Purple Statice	Orange Bittersweet
Assorted Evergreens	Assorted Evergreens	Boxwood	Oregonia	Red Huckleberry	Leatherleaf	Asparagus springerii

SUBSTITUTION GUIDANCE FOR 21-C3 (The FTD® THROUGH THE WOODS CENTERPIECE)

This Christmas centerpiece features a gold tree hurricane surrounded by red and green flowers and Christmas greens. It is extremely important that you have this product on hand to fill and create this design as expected by the consumer to meet their expectations.

21-C3

Item	Variety used	Good Color/Flower Choice			Poor Color/Flower Choice	
Red 50 cm Rose	Red 50 cm Rose	Red Standard Rose	Burgundy Standard Rose	Bi-color Red Standard Rose	Yellow Rose	Lavender Rose
Red Daisy Pompon	Red Daisy Pompon	Red Alstroemeria	Red Mini Carnation	Red Spray Rose	Purple Lisianthus	Yellow Daisy Pompon
Red Disbud Mum	Red Disbud Mum	Similar Red Disbud Mum	Red Gerbera	Burgundy Gerbera	Yellow Fuii Mum	Sunflower
Green Trick Dianthus	Green Trick Dianthus	Green Mini Hydrangea	Green Standard Carnation	Green Trachelium	Baby's breath	Yellow Yarrow
Assorted Evergreens	Assorted Evergreens	Boxwood	Oregonia	Red Huckleberry	Leatherleaf	Asparagus springerii

SUBSTITUTION GUIDANCE FOR 21-C4 (The FTD® PRANCER BOUQUET)

This amazing holiday container is filled with an assortment of red roses and carnations and Christmas greens. Notice that the direction of the flower placement accentuates the shape of the container and is key to the design aesthetic. It is extremely important that you have this product on hand to fill and create this design as expected by the consumer to meet their expectations.

21-C4

Item	Variety used	Good Color/Flower Choice			Poor Color/Flower Choice	
Red Standard Carnation	Red Carnations	Burgundy Carnation	Red Sweet William Dianthus	Red Mini Carnation	Orange Carnation	Yellow Mini carnation
Red Mini Carnation	Red Mini Carnation	Burgundy Mini Carnation	Red Cushion Pompon	Red Alstroemeria	Yellow Cushion Pom	Peach Spray Rose
Red Hypericum	Red Hypericum	Similar Red Hypericum	Burgundy Hypericum	Red Pepperberry	Baby's Breath	Yellow Yarrow
Red 50 cm Rose	Red 50 cm Rose	Similar Red Rose	Burgundy Standard Rose	Bi-color Red Standard Rose	Yellow Rose	Lavender Rose
Assorted Evergreens	Assorted Evergreens	Boxwood	Oregonia	Red Huckleberry	Leatherleaf	Asparagus springerii

SUBSTITUTION GUIDANCE FOR 21-C5 (The FTD® STAY COZY BOUQUET)

This Classic holiday design is filled with an assortment of red roses, alstroemeria, carnations and Christmas greens. It is extremely important that you have this product on hand to fill and create this design as expected by the consumer to meet their expectations.

21-C5

Item	Variety used	Good Color/Flower Choice			Poor Color/Flower Choice	
Red Alstroemeria	**Red Alstroemeria**	Similar Red Alstroemeria	Burgundy Alstroemeria	Red Button Pompon	Yellow Lisianthus	Lavender Daisy Pom
Red Mini Carnation	**Red Mini Carnation**	Burgundy Mini Carnation	Red Cushion Pompon	Red Spray Rose	Yellow Mini Carnation	Peach Spray Rose
Red Hypericum	**Red Hypericum**	Similar Red Hypericum	Burgundy Hypericum	Red Pepperberry	Baby's Breath	Yellow Yarrow
Red 50 cm Rose	**Red 50 cm Rose**	Red Standard Rose	Burgundy Standard Rose	Bi-color Red Standard Rose	Yellow Rose	Lavender Rose
Assorted Evergreens	**Assorted Evergreens**	Boxwood	Oregonia	Red Huckleberry	Leatherleaf	Asparagus springerii

SUBSTITUTION GUIDANCE FOR 21-C6 (The FTD® DRESS THE MANTEL BOUQUET)

This Rustic holiday design is filled with an assortment of red roses, alstroemeria, carnations and Christmas greens. It is extremely important that you have this product on hand to fill and create this design as expected by the consumer to meet their expectations.

21-C6

Item	Variety used	Good Color/Flower Choice			Poor Color/Flower Choice	
White Button Pompon	**White Button Pompon**	White Cushion Pompon	White Mini Carnation	White Alstroemeria	Yellow Button Pompon	Pink Lisianthus
Red 50 cm Rose	**Red 50 cm Rose**	Red Standard Rose	Burgundy Standard Rose	Bi-color Red Standard Rose	Yellow Rose	Lavender Rose
Red Disbud Mum	**Red Disbud Mum**	Similar Red Disbud Mum	Red Gerbera	Red Standard Carnation	Yellow Fuji Disbud Mum	Sunflower
Red LA Hybrid Lily	**Red LA Hybrid Lily**	Burgundy LA Hybrid	Lily Red Asiatic Lily	Red Dutch Tulips	Orange Asiatic Lily	Purple Mini Calla
White Limonium	**White Limonium**	Misty Blue Limonium	White Waxflower	White Statice	Yellow Statice	Purple Waxflower
Assorted Evergreens	**Assorted Evergreens**	Boxwood	Oregonia	Red Huckleberry	Leatherleaf	Asparagus springerii
Magnolia tips	**Magnolia tips**	Camellia foliage	CA Bay or Laurel foliage	Salal	Monstera leaf	Bear grass

SUBSTITUTION GUIDANCE FOR 21-C7 (The FTD® WINTER BRIGHT BOUQUET)

This contemporary holiday design is filled with an assortment of red, white and green flowers and based with Christmas greens. It is extremely important that you have this product on hand to fill and create this design as expected by the consumer to meet their expectations.

21-C7

Item	Variety used	Good Color/Flower Choice			Poor Color/Flower Choice	
Red Alstroemeria	**Red Alstroemeria**	Similar Red Alstroemeria	Burgundy Alstroemeria	Red Button Pompon	Yellow Lisianthus	Lavender Daisy Pom
Red 50 cm Rose	**Red 50 cm Rose**	Red Standard Rose	Burgundy Standard Rose	Bi-color Red Standard Rose	Yellow Rose	Lavender Rose
White Stock	**White Stock**	Cream Stock	White Snapdragon	White Larkspur	Peach Stock	Purple Stock
Green Button Pompon	**Green Button Pompon**	Green Novelty Pompon	Green Mini Carnation	Green Hypericum	Yellow Button Pompon	Orange spray Rose
Green Mini Hydrangea	**Green Mini Hydrangea**	Standard Green Hydrangea	Green Trick Dianthus	Green Standard Carnation	Blue Hydrangea	Lavender Stock
Assorted Evergreens	**Assorted Evergreens**	Boxwood	Oregonia	Red Huckleberry	Leatherleaf	Asparagus springerii

SUBSTITUTION GUIDANCE FOR 21-C8 (The FTD® WINTER FOREST BOUQUET)

This contemporary holiday design is filled with an assortment of red and white flowers and based with Christmas greens. The Ilex (winterberry) provides a great splash of color and texture. It is extremely important that you have this product on hand to fill and create this design as expected by the consumer to meet their expectations.

21-C8

Item	Variety used	Good Color/Flower Choice			Poor Color/Flower Choice	
White50 cm Rose	**White 50 cm Rose**	Standard White Rose	Ivory or Cream Standard Rose	White Spray Rose	Orange Standard Rose	Yellow Spray Rose
White Hydrangea	**White Hydrangea**	Similar Ivory Hydrangea	Antique White Hydrangea	Green Hydrangea	Blue Hydrangea	Peach Stock
Red Ilex Berry	**Red Ilex Berry**	Upright Brazilian Pepperberry	Cherry Hypericum	Artificial Winterberry	Purple Larkspur	Pink Snapdragon
White Double Lisianthus	**White Double Lisianthus**	Cream Lisianthus	White Spray Rose	White Freesia	Purple Lisianthus	Orange Alstroemeria
Assorted Evergreens	**Assorted Evergreens**	Boxwood	Oregonia	Red Huckleberry	Leatherleaf	Asparagus springerii

SUBSTITUTION GUIDANCE FOR 21-C9 (The FTD® HOME FOR THE HOLIDAYS BOUQUET)

This traditional vased arrangement in one of our Signature containers is filled with an assortment of red and green flowers along with Christmas greens. It is extremely important that you have this product on hand to fill and create this design as expected by the consumer to meet their expectations.

21-C9

Item	Variety used	Good Color/Flower Choice			Poor Color/Flower Choice	
Red 50 cm Rose	**Red 50 cm Rose**	40 or 60 cm Red Rose	40 to 60 cm Burgundy Rose	40 to 60 cm Red Bi-color Rose	Yellow Rose	Lavender Rose
Red Hypericum	**Red Hypericum**	Similar Red Hypericum	Burgundy Hypericum	Red Pepperberry	Yellow Button Pom	Purple Mini Carnation
Green Trick Dianthus	**Green Trick Dianthus**	Green Mini Hydrangea	Green Standard Carnation	Green Trachelium	Baby's breath	Yellow Yarrow
Red Mini Carnation	**Red Mini Carnation**	Burgundy Mini Carnation	Red Cushion Pompon	Red Spray Rose	Yellow Mini Carnation	Peach Spray Rose
Green Mini Hydrangea	**Green Mini Hydrangea**	Standard Green Hydrangea	Green Trick Dianthus	Green Standard Carnation	Blue Hydrangea	Lavender Stock
Assorted Evergreens	**Assorted Evergreens**	Boxwood	Oregonia	Red Huckleberry	Leatherleaf	Asparagus Sprengerii

SUBSTITUTION GUIDANCE FOR 21-C10 (The FTD® HOLIDAY VACATION BOUQUET)

This traditional vased arrangement in one of our Signature containers is filled with an assortment of red and white flowers along with Christmas greens. It is extremely important that you have this product on hand to fill and create this design as expected by the consumer to meet their expectations.

21-C10

Item	Variety used	Good Color/Flower Choice			Poor Color/Flower Choice	
Red Alstroemeria	Red Alstroemeria	Similar Red Alstroemeria	Burgundy Alstroemeria	Red Button Pompon	Yellow Lisianthus	Lavender Daisy Pom
White Cushion Pompon	White Cushion Pompon	White Snowflake or Novelty Pom	White Button Pom	White Mini Carnation	Yellow Cushion Pom	Orange Alstroemeria
Red Mini Carnation	Red Mini Carnation	Burgundy Mini Carnation	Red Cushion Pompon	Red Spray Rose	Yellow Mini Carnation	Peach Spray Rose
White LA Hybrid Lily	White LA Hybrid Lily	Similar Cream LA Hybrid Lily	White Oriental Lily	White Mini Calla	Orange LA Hybrid Lily	Yellow Asiatic Lily
Red 50 cm Rose	Red 50 cm Rose	40 or 60 cm Red Rose	40 to 60 cm Burgundy Rose	40 to 60 cm Red Bi-color Rose	Yellow Rose	Lavender Rose
Assorted Evergreens	Assorted Evergreens	Boxwood	Oregonia	Red Huckleberry	Leatherleaf	Asparagus Sprengerii

SUBSTITUTION GUIDANCE FOR 21-C11 (The FTD® ROSY CHEEKS BOUQUET)

This traditional vased arrangement in one of our Signature containers is filled with an assortment of red flowers with an accent of pink lilies to soften the color palette. It is extremely important that you have this product on hand to fill and create this design as expected by the consumer to meet their expectations.

21-C11

Item	Variety used	Good Color/Flower Choice			Poor Color/Flower Choice	
Red Disbud Mum	**Red Disbud Mums**	Similar Red Disbud Mum	Red Gerbera	Burgundy Gerbera	Yellow Fuji Mum	Sunflower
Red Daisy Pompon	**Red Daisy Pompon**	Red Alstroemeria	Red Mini Carnation	Red Spray Rose	Purple Lisianthus	Yellow Daisy Pompon
Red Hypericum	**Red Hypericum Berry**	Similar Red Hypericum	Burgundy Hypericum	Red Pepperberry	Baby's Breath	Yellow Yarrow
Pink LA Hybrid Lily	**Pink LA Hybrid Lily**	Similar Pink LA Hybrid Lily	Pink Oriental Lily	Pink Mini Calla	Orange LA Hybrid Lily	Yellow Asiatic Lily
Red 50 cm Rose	**Red 50 cm Rose**	40 or 60 cm Red Rose	40 to 60 cm Burgundy Rose	40 to 60 cm Red Bi-color Rose	Yellow Rose	Lavender Rose
Assorted Evergreens	**Assorted Evergreens**	Boxwood	Oregonia	Red Huckleberry	Leatherleaf	Asparagus Sprengerii

SUBSTITUTION GUIDANCE FOR 21-C12 (The FTD® PEPPERMINT SWIRL BOUQUET)

This traditional vased arrangement in one of our Signature containers is filled with an assortment of red, white and pink flowers. It is extremely important that use the colors shown to achieve the intended look and feel and to match the name of this design. Please have this product on hand to fill and create this design as expected by the consumer to meet their expectations.

21-C12

Item	Variety used	Good Color/Flower Choice			Poor Color/Flower Choice	
Green Button Pompon	Green Button Pompon	Green Novelty Pompon	Green Mini Carnation	Green Hypericum	Yellow Button Pom	Orange Spray Rose
White Mini Carnation	White Mini Carnation	White Cushion Pompon	White Alstroemeria	White Button Pompon	Orange Mini Carnation	Yellow Daisy Pompon
Red Standard Carnation	Red Carnation	Burgundy Carnation	Red Sweet William Dianthus	Red Mini Carnation	Purple Mini Carnation	Yellow Mini Carnation
Starfighter Lily	Starfighter Lily	Similar Cranberry Oriental Lily	Stargazer Lily	Burgundy Oriental Lily	Yellow LA Hybrid Lily	Orange Asiatic Lily
White Stock	White Stock	Cream Stock	White Snapdragon	White Larkspur	Purple Stock	Blue Delphinium
Red 50 cm Roses	Red 50 cm Rose	40 or 60 cm Red Rose	40 to 60 cm Burgundy Rose	40 to 60 cm Red Bi-color Rose	Yellow Rose	Lavender Rose

SUBSTITUTION GUIDANCE FOR 21-C13 (The FTD® SNOW BALL BOUQUET)

This versatile centerpiece design is filled with an assortment of red, white and green flowers accented with holly. It is extremely important that you have this product on hand to fill and create this design as expected by the consumer to meet their expectations.

21-C13

Item	Variety used	Good Color/Flower Choice			Poor Color/Flower Choice	
50cm White Roses	White Rose	40 or 60 cm White Rose	40 to 60 cm Ivory Rose	White Spray Rose	Orange Rose	Yellow Spray Rose
Red Standard Carnation	Red Carnation	Burgundy Carnation	Red Sweet William Dianthus	Red Mini Carnation	Orange Carnation	Yellow Mini Carnation
Red Alstroemeria	Red Alstroemeria	Similar Red Alstroemeria	Burgundy Alstroemeria	Red Button Pompon	Purple Lisianthus	Orange Alstroemeria
Green Button Pompon	Green Button Pompon	Green Novelty Pompon	Green Mini Carnation	Green Hypericum	Yellow Button Pompon	Orange Spray Rose
Assorted Evergreens	Assorted Evergreens	Boxwood	Oregonia	Red Huckleberry	Leatherleaf	Asparagus Sprengerii

SUBSTITUTION GUIDANCE FOR 21-C14 (The FTD® FIRST SNOW BOUQUET)

This monochromatic asymmetrical centerpiece is filled with an assortment white and green flowers providing an abundance of texture. It is extremely important that you have this product on hand to fill and create this design as expected by the consumer to meet their expectations.

21-C14

Item	Variety used	Good Color/Flower Choice			Poor Color/Flower Choice	
White Snapdragon	White Snapdragon	White Stock	White Delphinium	White Larkspur	Burgundy Snapdragon	Blue Delphinium
White Standard Carnation	White Carnation	Cream Carnation	White Sweet William Dianthus	White Mini Carnation	Red Carnation	Pink Rose
Green Mini Hydrangea	Green Mini Hydrangea	Standard Green Hydrangea	Green Trick Dianthus	Green Carnation	Blue Hydrangea	Lavender Stock
White Hydrangea	White Hydrangea	Similar Ivory Hydrangea	Antique White Hydrangea	Green Hydrangea	Dark Pink Hydrangea	Purple Stock
Assorted Evergreens	Assorted Evergreens	Boxwood	Oregonia	Red Huckleberry	Leatherleaf	Asparagus Sprengerii

SUBSTITUTION GUIDANCE FOR 21-C15 (The FTD® HOLLY JOLLY BOUQUET)

This wooden box is the perfect container for this traditional centerpiece. The use of red and green with a touch of white help to complete the look. It is extremely important that you have this product on hand to fill and create this design as expected by the consumer to meet their expectations.

21-C15

Item	Variety used	Good Color/Flower Choice			Poor Color/Flower Choice	
Green Trick Dianthus	Green Trick Dianthus	Green Mini Hydrangea	Green Standard Carnation	Green Tracelium	Baby's Breath	Yellow Yarrow
Red Mini Carnation	Red Mini Carnation	Burgundy Mini Carnation	Red Cushion Pompon	Red Alstroemaria	Yellow Mini Carnation	Peach Mini Carnation
Peppermint Standard Carnation	Pepermint Carnation	Similar Peppermint Carnation	Peppermint Mini Carnation	Bi-Color Red/White Rose	Lavender Carnation	Purple Stock
Red Gerbera Daises	Red Gerbera Daisy	Similar Red Gerbera	Burgundy Carnation	Red Gerrondo Gerbera	Orange Gerbera	Yellow Fuji Disbud Mum
Green Button Pompon	Green Button Pompon	Green Novelty Pompon	Green Mini Carnation	Green Hypericum	Yellow Button Pompon	Orange Spray Rose
Assorted Evergreens	Assorted Evergreens	Boxwood	Oregonia	Red Huckleberry	Leatherleaf	Asparagus Sprengerii

SUBSTITUTION GUIDANCE FOR 21-C16 (The FTD® WILDS OF WINTER BOUQUET)

This contemporary design in our cinched vase is full of surprises! The combination of red, pink, green and white with an unexpected accent of yellow will be appreciated by our consumers. It is extremely important that you have this product on hand to fill and create this design as expected by the consumer to meet their expectations.

21-C16

Item	Variety used	Good Color/Flower Choice			Poor Color/Flower Choice	
50cm White Roses	White Rose	40 or 60 cm White Rose	40 to 60 cm Ivory Rose	White Spray Rose	Orange Rose	Yellow Spray Rose
Craspedia	Craspedia	Yellow Hypericum	Yellow Kangaroo Paw	Yellow Dutch Tulip	Lavender Freesia	Purple Statice
Green Leucadendron	Green Leucadendron	Similar Green Leucadendron	Red Lecadendron	Baby Artichoke	Orange Pin Cushion	Pink Mini Calla
Green Mini Hydrangea	Green Mini Hydrangea	Standard Green Hydrangea	Green Trick Dianthus	Green Carnation	Blue Hydrangea	Lavender Stock
Red Ilex Berries	Red Ilex Berries	Upright Brazilian Pepperberry	Red Hypericum	Artificial Winterberry	Purple Larkspur	Pink Snapdragon
Queen Ann's Lace	Queen Anne's Lace	White Limonium	White Waxflower	Baby's Breath	Purple Statice	Solidago
Green Trick Dianthus	Green Trick Dianthus	Green Mini Hydrangea	Green Standard Carnation	Green Tracelium	Babv's Breath	Yellow Yarrow
Starfighter Lily	Starfighter Lily	Similar Cranberry Oriental Lily	Stargazer Lily	Burgundy Oriental Lily	Yellow LA Hybrid Lily	Orange Asiatic Lily
Assorted Evergreens	Assorted Evergreens	Boxwood	Oregonia	Red Huckleberry	Leatherleaf	Asparagus Sprengerii

SUBSTITUTION GUIDANCE FOR 21-C17 (The FTD® BELLS AND WHISTLES BOUQUET)

This jewel tones in this holiday design and the color values used are key to the success of this arrangement. It is extremely important that you have this product on hand to fill and create this design as expected by the consumer to meet their expectations.

21-C17

Item	Variety used	Good Color/Flower Choice			Poor Color/Flower Choice	
Green Button Pompon	Green Button Pompon	Green Novelty Pompon	Green Mini Carnation	Green Hypericum	Yellow Button Pompon	Orange Spray Rose
Red Disbud Mums	Red Disbud Mum	Similar Red Disbud Mum	Red Gerbera	Red Standard Carnation	Yellow Fuji Mum	Sunflower
Hot Pink Standard Carnations	Hot Pink Carnation	Magenta Standard Carnation	Fuchia Standard Carnation	Hot Pink Mini Carnation	Orange Carnation	Peach Stock
Green Mini Hydrangea	Green Mini Hydrangea	Standard Green Hydrangea	Green Trick Dianthus	Green Carnation	Blue Hydrangea	Lavender Stock
Orange 50cm Roses	Orange Roses	Orange Standard Rose	Orange Bi-Color Standard Rose	Orange Spray Rose	White Standard Rose	Yellow Spray Rose
Hot Pink Stock	Hot Pink Stock	Magenta Stock	Pink Stock	Hot Pink Snapdragon	Lavender Stock	Blue Delphinium
Hot Pink Anemone	Hot Pink Anemone	Hot Pink Mini Gerbera	Hot Pink Mastumoto Aster	Hot Pink Gerrondo Gerbera	Yellow Gerbera	White Fuji Disbud mum
Assorted Evergreens	Assorted Evergreens	Boxwood	Oregonia	Red Huckleberry	Leatherleaf	Asparagus Sprengerii

SUBSTITUTION GUIDANCE FOR 21-C18 (The FTD® REVERIE BOUQUET BOUQUET)

Texture, color and line should be the focus of this design. We have used some unique material to achieve this look, but if sourcing is an issue please use the chart below to be your guide. It is extremely important that you have this product on hand to fill and create this design as expected by the consumer to meet their expectations.

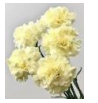
21-C18

Item	Variety used	Good Color/Flower Choice			Poor Color/Flower Choice	
Red Bi-Color 50cm Roses	Red Bi-Color Roses	Red Bi-color Standard Rose	Similar Red Bi-Color Red Rose	Red Bi-color Spray Rose	Orange Standard Rose	Yellow Spray Rose
Purple Mini Carnations	Pruple Mini Carnations	Hot Pink Mini Carnation	Magenta Mini Carnation	Hot Pink Alstroemeria	Yellow Mini Carnation	Lavender Daisy Pon
White Veronica	White Veronica	White Larkspur	White Snapdragon	White Charmella Spray Alstroemeria	Blue Veronica	Yellow Snapdragon
Red 50cm Roses	Red Roses	Red Standard Rose	Burgundy Standard Rose	Bi-Color Red Rose	Yellow Rose	Orange Spray Rose
Red Upright Amaranthus	Red Upright Amaranthus	Burgundy Snapdragon	Red Leucadendron	James Story Orchid	Blue Delphinium	Peach Stock
Queen Anne's Lace	Queen Anne's Lace	White Limonium	White Waxflower	Baby's Breath	Purple Monte Casino	Solidago
Red Hypericum	Red Hypericum	Similar Red Hypericum	Burgundy Hypericum	Red Pepperberry	Pink Statice	Yellow Yarrow
Purple Standard Carnations	Purple Carnations	Hot Pink Standard Carnation	Magenta Standard Carnation	Hot Pink Sweet William	Orange Carnation	Blue Iris
Assorted Evergreens	Assorted Evergreens	Boxwood	Oregonia	Red Huckleberry	Leatherleaf	Asparagus Sprengerii

SUBSTITUTION GUIDANCE FOR 21-C19 (The FTD® EVENING EVERGREEN CENTERPIECE)

Elegance and texture simply using white and green flowers. Let the white roses be the star while the natural accents of green and grey green fill the container. The use of all the different materials are a key to the success of this design. It is extremely important that you have this product on hand to fill and create this design as expected by the consumer to meet their expectations.

21-C19

Item	Variety used	Good Color/Flower Choice			Poor Color/Flower Choice	
White Standard Carnations	White Carnations	Cream Carnation	White Mini Carnation	White Stock	Yellow Carnation 	Pink Mini Carnation
White 50cm Roses	White Rose	40 or 60 cm White Rose	40 to 60 cm Ivory Rose	White Spray Rose	Orange Rose	Yellow Spray Rose
Green Trick Dianthus	Green Trick Dianthus	Green Mini Hydrangea	Green Standard Carnation	Green Trachelium	Baby's breath	Yellow Yarrow
White Waxflower	White Waxflower	White Limonium	White Genista	Queen Anne's Lace	Solidago	Purple Statice
Green Hypericum	Green Hypericum	Similar Green Hypericum	Green Button Pompon	Green Mini Carnation	Yellow Pom	Orange Mini Carnation
Assorted Evergreens	Assorted Evergreens	Boxwood	Oregonia	Red Huckleberry	Leatherleaf	Asparagus Sprengerii

SUBSTITUTION GUIDANCE FOR 21-C20 (The FTD® BIG RED BOW BOUQUET)

This classic holiday vase design uses traditional red and white flowers with simple Christmas greens. It is extremely important that you have this product on hand to fill and create this design as expected by the consumer to meet their expectations.

21-C20

Item	Variety used	Good Color/Flower Choice			Poor Color/Flower Choice	
Red Alstroemeria	Red Alstroemeria	Similar Red Alstroemeria	Burgundy Alstroemeria	Red Button Pompon	Lavender Daisy	Orange Alstroemeria
White Stock	White Stock	Cream Stock	White Snapdragon	White Larkspur	Purple Stock	Blue Delphinium
Red Gerbers Dasies	Red Gerbera Daisies	Similar Red Gerbera	Burgundy Disbud Mum	Red Gerrondo Gerbera	Orange Gerbera	Yellow Fuji Mum
Red Mini Carnations	Red Mini Carnations	Burgundy Mini Carnation	Red Cushion Pompon	Red Alstroemeria	Yellow Mini Carnation	Peach Spray Rose
Assorted Evergreens	Assorted Evergreens	Boxwood	Oregonia	Red Huckleberry	Leatherleaf	Asparagus Sprengerii

SUBSTITUTION GUIDANCE FOR 21-C21 (The FTD® HOPE AND HARMONY CENTERPIECE)

This classic holiday centerpiece uses traditional red and white flowers with simple Christmas greens. Please note the flowers are grouped by color. It is extremely important that you have this product on hand to fill and create this design as expected by the consumer to meet their expectations.

21-C21

Item	Variety used	Good Color/Flower Choice			Poor Color/Flower Choice	
Red Mini Carnation	Red Mini Carnation	Burgundy Mini Carnation	Red Cushion Pompon	Red Alstroemeria	Yellow Mini Carnation	Peach Spray Rose
White Snapdragon	White Snapdragon	White Stock	White Delphinium	White Larkspur	Burgundy Snapdragon	Blue Delphinium
Red Gerbera	Red Gerbera	Similar Red Gerbera	Burgundy Disbud Mum	Red Gerrondo Gerbera	Orange Gerbera	Yellow Fuji
White LA Hybrid Lily	White LA Hybrid Lily	Cream LA Hybrid Lily	White Oriental Lily	White Mini Calla	Orange LA Hybrid Lily	Yellow Asiatic Lily
Assorted Evergreens	Assorted Evergreens	Boxwood	Oregonia	Red Huckleberry	Leatherleaf	Asparagus Sprengerii