



Get Ready for the Holidays with FTD!

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for the
Directory!



# MESSAGE FROM BOB

~CHAIRMAN, FTD, INC.~



Thank you to all FTD Members that participated in this year's "A League of Our Own" Convention in Nashville, TN from August 3-5th! Your enthusiasm and involvement are key elements that drive our successful partnership. From the launch of new products, like FREE Email for all FTD Members, to incredible Trade Fair offers and Educational Programs, we

hope all attendees left Nashville with something that will not only benefit their bottom line, but increase their industry relationships as well. We look forward to providing all FTD Members with the highlights of this exciting event in the September Newsletter.

Now that summer is winding down, it's time to get ready for the upcoming holiday season! FTD has one-stop shopping for all of your holiday needs: FTD Branded Holiday containers, Fresh Flowers, Holiday Gourmet, Marketing and Imprint Materials, FREE Taggable TV and Print advertising materials, and services to support you during peak business seasons. See pages 6 and 7 for a guide to our upcoming holiday products and materials that will help drive another successful holiday for your business.

We also encourage all FTD Members to participate in FTD Good Neighbor Day, which takes place on Wednesday, September 4th across the U.S. and Canada. The simple idea of generating community spirit through flowers has grown into a major Member event, as we have already distributed over 1,900 promotional kits for this year's event. We look forward to continuing to grow this exciting event and create another recognized holiday in the floral industry with your support and participation. To learn more about FTD Good Neighbor Day or view the free promotional kit go to www.ftdi.com or contact the PR Department at prdept@ftdi.com.

Your membership is important to us and we will continue to create benefits for you in order to drive business to your shop. Your participation and enthusiasm are crucial to our success. We are listening to you in order to provide you with the best tools for your business. I ask each of you to get involved, communicate with us and continue to make us a better partner for your business needs. As always, I can be reached directly at bnorton@ftdi.com.

Thanks for your support,

Bob

# August 2-4, 2002 WesTexas and New Mexico

Holiday Inn Lubbock Plaza, Lubbock, TX Look for attending FTD Business Consultant Julie Rose. FTD will sponsor design presentation by John Klingel.

> August 3-5, 2002 FTD 2002 Convention and Trade Fair Opryland Hotel, Nashville, TN

August 10-11, 2002
Louisiana State Florist Association Convention
Lafayette Hilton, Lafayette, LA
Look for FTD Business Consultants in the FTD Booth.

August 10-11, 2002

North Carolina State Florist Association Convention
Embassy Suites, Greensboro, NC

Look for attending FTD Business Consultant Joe Gloss.

FTD will sponsor design presentation by Howard Silver.

August 15-17, 2002

Arkansas State Florist Association Convention

TBD, Hot Springs, AR

Look for attending FTD Business Consultant David Priest. FTD will sponsor design presentation by Deborah De La Flor.

August 16-18, 2002
Florida State Florists Association Convention
World Golf Village, St. Augustine, FL
Look for attending FTD Business Consultants Jill Weishaupt,
Rick Hedreen and Chris Bordes.
FTD will sponsor design presentation by Dan Kotecki.

August 17-18, 2002
Heartland Floral Convention
Holiday Inn Downtown, Lincoln, NE
Look for attending FTD Business Consultant Marnie Hedrick.
FTD will sponsor design presentation by Bobbi Ecker.

#### August 23-25, 2002 Southern Retail

Charlotte Merchandise Mart, Charlotte, NC Look for attending FTD Business Consultant Stephanie Rhodes. FTD will sponsor design presentation by Keith White.

> August 24–25, 2002 Midwest Trade Fair

Indianapolis Marriott (not downtown), Indianapolis, IN Look for attending FTD Business Consultant Richard Lorch. FTD will sponsor design presentation by Howard Silver.

September 6-8, 2002 Idaho State Florists Association Convention Doubletree Inn, Boise, ID Look for attending FTD Business Consultant Mike White. FTD will sponsor design presentation by Bill Russo.

September 6-8, 2002
MFA Fall Adventure [Michigan Floral Association]
Pontiac Marriott Center Point, Pontiac, MI
Look for attending FTD Business Consultant Bob Martin.
FTD will sponsor design presentation by Deborah De La Flor.

September 7-8, 2002

North Dakota State Florists Association Convention

North Dakota State Fairgrounds, Minot, ND

Look for attending FTD Business Consultant Rick McNeely.

FTD will sponsor design presentation by John Klingel.

### MEMBER HIGHLIGHTS

# Congratulations to McShan Florist for the successful 12th Annual Lee McShan Charity Golf Classic!

Member McShan Florist once again held an influencial event in Rockwall, TX, with more than more than 80 participating golfers and many volunteers. FTD joined with McShan Florist and Kiwanis Club of White Rock to make a contribution to the event, helping to raise more than \$10,000 for the local charities, as well as Children's Miracle Network hospital in Fort Worth. Congratulations!





Ed Daves with the McShan Charity Golf Classic and FBC Jayla Love show the FTD sponsored hole.



"McShan Florist and the Kiwanis Club of White Rock appreciate the effort and cooperation FTD makes to this annual charity golf outing each year."

— Bruce McShan, McShan Florist

# FTD Congratulates Chapman's Nauman Florist and Greenhouse for Their New Shop!



Betsy and Jerome Chapman stand in front of their new shop in Paris. TX.

Chapman's Nauman Florist and Greenhouse in Paris, TX, recently moved into their new shop – celebrating more than 80 years of business! Owners Jerome and Betsy Chapman certainly have reasons to celebrate with 5,300 square footage of full service florist and garden room and the increase in business that has come along with it.

The Chapmans realize that with the changing trends and increased customer expectations, adding service and convenience for all customers is of the utmost importance. They expect to be able to meet the needs of homebound customers, working families with hectic schedule and a need for convenient one-stop shopping, and/or the customer who likes to browse and personally select their floral gifts. They are the only floral shop in town with their own website with online shopping and will continue to innovate to meet the needs of businesses requiring unique and large scale products, as well.



Jerome and Betsy stand in their showroom floor at Chapman's Nauman Florist and Greenhouse.

## Congratulations, Chapmans!

#### FTD MEMBERS HAVE A BLAST AT AMERICASMART



FTD Members enjoy shopping in the FTD Booth in Atlanta!

Members traveled from far and wide to attend the FTD Booth at the Atlanta Gift and Home Furnishing Mart in July. Attendees previewed the Spring 2003 product line, took advantage of a 10% Marketplace discount and mingled the evening away at the FTD "A League of Our Own" Convention Party in the FTD Booth! Other highlights of AmericasMart were receiving autographs from Merlin Olsen and photo opportunities with the FTD Mercury Man!



The FTD Mercury Man presents a member with flowers at the FTD reception at AmericasMart.





## MEET YOUR FTD **BUSINESS CONSULTANT:** LISA KAHN

#### WHAT IS YOUR TERRITORY IN THE FIELD?

Southwestern Ontario, Canada.

Lisa resides in London, Ontario, keeping busy golfing, gardening and camping and making time for her Springer Spaniel, Buddy.

#### HOW LONG HAVE YOU BEEN WITH FTD?

"I joined FTD in June of 1994 as a Field Business Consultant. Within this time I have spent three years working on FTD Technology, and the rest of the time serving the customers in the field.

My favorite thing about working in the field for FTD is my customers. The people I work with are dynamic and entrepreneurial. keeps everyday exciting."

#### WHAT IS YOUR FAVORITE FLOWER?

"I have so many favorite flowers, but I think my favorite "happy" flower is the Gerbera Daisy."

#### WHEN WAS THE LAST TIME YOU SENT/RECEIVED FLOWERS?

"The last time I sent flowers was a few weeks ago to my mother when she wasn't feeling well. She wrote me a lovely thank you card informing me that the FTD Florist who delivered the flowers did an exceptional job with the arrangement - and the flowers helped her spirits.

The last time I received flowers was from the Niagara International Board of Florists this past Spring, when I lost my Grandmother. I was very touched that they thought of me, and cared enough to send such a beautiful expression of sympathy.

Both of these instances really drove home the importance and benefit of sending flowers for events in one's life."

#### WHY DO YOU FEEL BUSINESS CONSULTANT IS AN APPROPRIATE NAME FOR WHAT YOU DO?

"When I initially joined FTD as a field business consultant our aim was to help florists improve the overall quality of their business and I've always maintained this as my primary principle when dealing with our customers. I'm pleased to see the entire company facilitate the growth of this role."

## FTD Joins the Tournament of Roses to Enter a Prestigious Floral Design Competition in Canada



partnered with the Tournament of Roses to sponsor the fresh floral materials for a gown in the first annual International Floral Gown Competition at the Canadian Tulip Festival in Ottawa, Canada. The premier event took place during the 50th Anniversary Tulip Ball at the l'Hotel Hilton du Lac Leamy and was themed "Tulipmania!" The idea is to promote peace and friendship through tulips - and the

Tournament and FTD's entry did a fine job portraying this

The gown, named "Friendship" is accompanied by a magnificent cape, mantle and scepter on which the tulip and rose intertwine, creating the union of the flora and fashion represented by the Tournament of Roses and the Tulip Festival. 1996 Rose Queen Kelli Hutchins modeled the dress in competition.

FTD congratulates Canada for winning the prestigious competition with their entry.



# freshflowers





## Special Buy Sept/Oct/Nov

Box \$1.70 Water Tubes Free Roses \$.50 Filler Free

#### Delivered Price Per Dozen

\$7.70

3 Month Commitment U.S. Only

#### Shipping Schedule

	•	
Week Of	Roses/Filler	Boxes/Tubes
9-1	X	X
9-8	X	
9-15	X	
9-22	X	
9-29	X	X
10-6	X	
10-13	X	
10-20	X	
10-27	X	X
11-3	X	
11-10	X	
11-17	X	

#### **Program Details**

- Roses
  - ▶ 50cm
  - ▶ 250 Per Box
  - Assorted Colors
- Filler
  - Gyp
  - 2 Bunches Per Box Of Roses
- - One Piece Exclusive Design
  - Balloon Attachment
  - 84 Boxes Per Month
- Water Tubes
  - ▶ 1 Box Of 1000 Tubes Per Month
  - ▶ 3" Clear Water Tube

#### Buy Now! Prepare for industry events during these three months:

- FTD® Good Neighbor Day® ~ September 4th
- September 11th Memorial Week ~ Week of September 8th
- Sweetest Day ~ October 19th
- Breast Cancer Awareness Month ~ Month of October

New Box!

Call FTD Fresh Flowers at **800-366-1383** 



# Get Ready For The

# The FTD® Thinking of You™ Bouquet (G1) U.S. \$59.88 ctn. of 12 (\$4.99 ea.) CDN \$89.88 ctn. of 12 (\$7.49 ea.) QG 0215 GFRESH FLOWERS BRAND PACKS STILL AVAILABLE! STILL AVAILABLE! STATE NEARLY STUFFERS STATE NEARLY STUFFERS STATE NUMBERS BRAND PACKS STILL AVAILABLE! STATE NUMBERS BRAND PACKS STILL AVAILABLE! STATE NUMBERS STATE NUMBE





The FTD® Best Boss® Bouquet (B1) U.S. \$77.88 ctn. of 12 (\$6.49 ea.) CDN \$116.88 ctn. of 12 (\$9.74 ea.) QG 0216



#### Sweetest Day is Saturday, October 19, 2002



The FTD® Sweet Expressions™ Bouquet (SW1) U.S. \$71.88 ctn. of 12 (\$5.99 ea.) CDN \$107.88 ctn. of 12 (\$8.99 ea.) QG 0217



# FTD® Market

All FTD Members who are a be codified to



The FTD® Holiday Celebrations® Bou U.S. \$167.76 ctn. of 24 (\$6.99 ea.) CDN \$251.76 ctn. of 24 (\$10.49 e. QG 0221

#### One conta

Maximize you



The FTD® Autumn Splendor® Bouque U.S. \$119.76 ctn. of 24 (\$4.99 ea.) CDN \$179.76 ctn. of 24 (\$7.49 ea. QG 0219



# Holidays With FTD®

# tplace Products Are Selling Quickly!

#### Get codified for the Nov-Jan Directory Now!

Codification deadline is September 10, 2002.

Iready codified for Thanksgiving and Autumn products in the Aug-Oct Directory will automatically or the Nov-Jan Directory. Don't miss out on being listed with these great products!

#### Christmas is Wednesday, December 25, 2002





The FTD® Christmas Traditions™ Bouquet (C2) U.S. \$95.76 ctn. of 24 (\$3.99 ea.) CDN \$143.76 ctn. of 24 (\$5.99 ea.)



The FTD® Holiday Elegance™ Bouquet (C3) U.S. \$71.88 ctn. of 12 (\$5.99 ea.) CDN \$107.88 ctn. of 12 (\$8.99 ea.)

#### niner... Two arrangements... Two Great Opportunities!

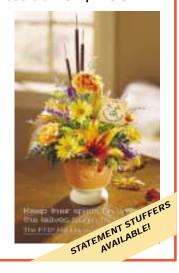
r business this fall, using one container for two branded opportunities.

#### anksgiving is Thursday, November 28, 2002





The FTD® Fall Harvest™ Bouquet (A1) The FTD® Boo-Quet® (H1) U.S. \$53.88 ctn. of 12 (\$4.49 ea.) CDN \$80.88 ctn. of 12 (\$6.74 ea.)





iquet (C1)

**MARKETPLACE**<sup>™</sup> 1.800.767.4000

BUY NOW!

# FTD IS EXCITED TO OFFER FTD MEMBERS TWO OF THE BEST NEW TECHNOLOGY OFFERINGS IN THE INDUSTRY!

Introducing...





FTD is excited to introduce FTD InternetLink, your link to unlimited Internet access! For only \$19.95 U.S. (\$29.95 Canadian), you receive the following benefits from an FTD Internet Service Provider (ISP):

- Unlimited access no limit on hours
- Free e-mail accounts up to five accounts
- FTD Clearinghouse Statement billing no credit cards required
- Toll-free 24 hour customer support

Now all FTD Members will have access to e-mail through FTDiMail, a new FREE service that provides all FTD Members with one Web-based e-mail account. FTD Members can activate and have access to their FTDiMail e-mail account at <a href="http://www.ftdi.com">www.ftdi.com</a>. Members can purchase additional e-mail accounts and additional storage. FREE e-mail accounts for all FTD Members is a great tool for members to be able to communicate with their customers, other florists and FTD. Here at FTD, we plan to utilize this tool to provide our FTD Members special offers, exclusive to FTDiMail subscribers and with instant information regarding all the facets of FTD Membership, Marketplace, Member Services and Technology.

For more information please visit www.FTDi.COM or call us toll-free at 1-866-201-1270

# THE FTD EXCLUSIVE BOOK flowerstyle IN YOUR SHOP

An exciting product launch will occur later this fall with the publication of Flower Style: The FTD® Guide to Flowers in Your Home a beautiful, full-color guide to caring for, arranging, and designing with flowers. This is a book or everyone, regardless of their level of knowledge or experience.



Created in cooperation with and under license from FTD, Flower Style is published by illustrated book publisher Stewart, Tabori & Chang.

Written by Pat Ross, author of several books on home and garden style, Flower Style combines the fundamentals of floral design and care with the basic elements of interior design to make every flower lover an educated customer.

The book contains more than 175 color photographs of room settings, supplies, techniques, and floral arrangements, blending FTD style guide photographs with interior and exterior shots from magazine stylists and photographers.

Also included is an A-Z list of over 120 flowers, with common and botanical names, and a chart identifying FTD arrangements in the book, with their style number, to make it easy for readers to order what they see from their local florist.

Flower Style will be available in bookstores such as Barnes & Noble and Borders across the country this fall, and florists may order copies for in-store retail sale, as well.

\$29.95 suggested retail price (\$47.95 CDN) **Special FTD Member Pricing:** 

9 x 10" Hardcover: 176 pages

175 + full-color photographs

FTD Item #0250 1-5 copies, \$13.50 ea.

or 6+ copies \$12.00 ea.

# FTD Member VIEVVS

# FTD Good Neighbor Day is Wednesday, September 4, 2002

ow are FTD Members preparing to make the 2002 FTD Good Neighbor Day the best holiday ever? Several FTD Members share their plans on how they run FTD Good Neighbor Day in their shop - and how their planning is going!

We will be participating in the FTD Good Neighbor Day celebrations this year! We plan to give out 25,000 roses we and have the local Mayor, the Fire Department and local ABC Channel as sponsors already! We are even planning a contest to select the "Best Neighbors" of our town. We can't wait!

— David Pathak, Flower Kingdom in Palm Beach Gardens, FL

I have joined with the Hospice of Zanesville, OH to provide health and fitness evaluations for customers that day, including eye screenings and blood pressure tests. Also, we're working with the Zanesville Fire Department to provide smoke detectors.

But, something we're particularly excited about is that we are working closely with a group called Child Find, who is supplying us with materials which include the faces of missing children and tips on how to keep kids safe. All of these groups will be helping to celebrate FTD Good Neighbor Day with Florofino's on Wednesday, September 4th!

- Greg Orofino, Florofino's in Zanesville, OH

We will be participating again in Good Neighbor Day in conjunction with the North Alton-Godfrey Business Council, who help us buy extra roses to give to residents in nursing homes, senior housing, "Meals on Wheels" recipients, etc. Last year we gave away more than 2,000 roses to our target groups, plus the 5,000 more our shop and participating merchants gave away.

— Van McConahey, McConahey's Flowers Inc. in Alton, IL

We have participated in FTD Good Neighbor Day for years with great success. Customers coming in for their free roses have increased our local walk-in business a great deal over the last five years. We are looking forward to a very good holiday this year. Let's turn it into a GREAT Neighbor Day!

— Todd and Linda Embry, Abagails Florist and Gourmet Fruiterer in Port Saint Lucie, FL



Do you have questions on the FTD® Good Neighbor Day? Contact the PR Department at prdept@ftdi.com for a FREE FTD Good Neighbor Day promotional kit or download the FTD Good Neighbor Day kit online at www.ftdi.com.

# Connections NEW YORK LIFE OFFERS FTD MEMBERS TIPS

Today, more than ever, we are all concerned with the costs of providing financial protection for our families and ourselves. Many of you have expressed concern about financial security for your future. For this reason FTD asked New York Life Insurance to put together a package of financial services benefits for the Connections program. The program allows you, your family members and your employees and their families the opportunity to participate in a permanent and or term life insurance, Long Term Care insurance and a retirement plan.

For more information please contact New York Life Insurance Company Representatives, Mary Lou and Jeff Hamill at 800-830-0430, PIN #00

The benefits of the programs are available to you, your family, your employees and their families because you are a part of the FTD family.

#### Benefits of the Permanent Life Insurance program include:

- Placing a few dollars a week into a plan that will provide greater financial protection for you and your family-in most cases for as little as \$5 per week!
- Annual increasing tax-deferred, cash-value accumulation that can be used to supplement retirement, education or emergencies.
- Simplified issue for all eligible employees, spouses, children, and grandchildren

#### Benefits of the Term Life Insurance program include:

- Available on eligible employees and all eligible family members
- 5 Year and 10 Year rate guarantees
- 20 Year level term
- Convertible to permanent life insurance

#### Benefits of Long Term Care Insurance include:

- FTD Discounts for you and you family members (including in-laws)
- Portable at same rates

#### Benefits of the NYLIM SIMPLE IRA:

- Tax deductible contributions
- Tax deferred accumulation
- Attractive benefit for employee retention
- · Easy, low-cost way to save for retirement





# **NEW!** FTDI.COM CONTEST:

#### WIN ONE FREE YEAR OF FTD INTERNETLINK!

Visit FTDi.COM and answer the following question and you'll automatically be entered to win one (1) YEAR of FREE FTD InternetLink Service...your link to unlimited Internet Access! FTD InternetLink is a new ISP for FTD Members!

QUESTION: How many email accounts do FTD InternetLink

subscribers receive when signing up?

ANSWER: A. 2 B. 5 C. 3 D. 7

Contest deadline is midnight of August 31, 2002. internet link: One winner will be chosen from all correct entries.



#### Congratulations to

#### SOMETHING SPECIAL FLORIST in Colton, CA!

Something Special Florist was our June FTDi.COM contest winner and will be receiving ONE FREE Vehicle Graphics Kit including installation, a total US estimated retail value of \$1,000!



# FTD, INC. ANNOUNCES ACQUISITION OF FLOWERS DIRECT BUSINESS BY FTD.COM

Downers Grove, III. July 19, 2002 - FTD, Inc. (NASDAQ: FTDI), a leading provider of floral services and products to FTD florists and consumers, today announced the acquisition of the Flowers Direct LLP business by its consumer business subsidiary, FTD.COM.

Flowers Direct is a direct marketer of floral products and specialty gifts, including everyday and special occasion floral arrangements, green and blooming plants and gourmet food items.

"We are very excited about the acquisition of Flowers Direct," stated President, CEO and Chairman, Robert L. Norton. "The synergies between FTD.COM and Flowers Direct will enable us to integrate Flowers Direct's operations with FTD.COM's existing floral and specialty gift consumer business, as we continue to focus on increasing profitability and shareholder value."

The total purchase price for the assets acquired was funded from FTD.COM's existing cash balances.

Please contact FTD.COM through email at custserv@ftd.com or send a GEN Message to #90-8400AA.



## FTD SPONSORS IBERIADA CANCUN 2002

BERIADA is an annual florist convention presented by ADEFI. Held once a year, this convention gathers florists from different countries in Latin America. This year, florists from seventeen different countries

participated with more than 250 attendees.

ADEFI is an association that was founded in 1983 with the participation of florists from Argentina, Brazil, Colombia, Chile, Spain, Mexico, Portugal, Puerto Rico and Venezuela. ADEFI's objective is to educate Latin American florists in design, marketing, sales and everything related to the floral industry.

Design seminars were presented by the following FTD Members, Deborah De La Flor (USA), Ivan Moreno (Colombia), Mario Antonelli (Argentina), Ernesto Rossi (Argentina), and Jose Gonzales (Venezuela).



Ivan Moreno, FTD Colombian Member, gave a world class design presentaion.

Raul Picazo, FBC Latin America, ran FTD Member Meeting.

In conjunction with this great event, FTD held an FTD Member meeting with the participation of more than fifty FTD florists from Latin America.

# Special recognition to the FTD Member organizers of IBERIADA Cancun 2002:

Estela Garza (MX) Titi Picazo (MX) Raul Picazo Sr. (MX)
Javier Sanchez (MX) Maria Teresa Rodilles (MX) Roxana Barrientos (VZ)



# Congratulations to all the competitors who participated in The 3rd Gateway to the Americas cup!

Estela Garza, FTD Mexican Member and

Committee Chairperson for Iberiada 2002.

- 1st place Tanus Saab (Brazil)
- Y 2nd place Miguel Angel Campoverde (Mexico)
- 3rd Place Oscar Villela (Mexico)

Gus and Deborah De La Flor (back row center) organized "The Gateway to the Americas" competition.

#### **Send Orders Worldwide with FTD!**

- FTD Retrans services provide coverage to 154 countries. Mercury # 90-0266AA or specific country code. See FTD Directory for more International sending detail.
- International Mercury Network Connection! Now you can send orders directly to members in Latin America through FTD's Mercury Network. Check your FTD Directory for codified ➤ Mercury members in Latin America.





# FTD Celebrates 50th Float at the Rose Parade

#### FTD Member 2003 Rose Parade & Rose Bowl Game Celebration packages available now.

To celebrate FTD 's 50th float in the Rose Parade, FTD offers FTD Members a trip to beautiful Pasadena, California to attend the 2003 Tournament of Roses events.

#### Presenting the 50th FTD Float



#### FTD MEMBER ROSE PARADE CELEBRATION PACKAGE PRICE:

\$1,900 PER COUPLE

Includes four nights (one room) at the Ritz Carlton Huntington Resort and Spa in Pasadena, CA, and two tickets to the events listed below. Additional in-room guests are \$500 per person.

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DATE	EVENT
<b>December 30, 2002</b>	Arrival and Check In
	FTD Member Welcome Cocktail Party and Dinner
<b>December 31, 2002</b>	FTD Float Visit and Float Judging
	Off-site Luncheon in Pasadena
	FTD New Years Eve Extravaganza
January 1, 2003	2003 Rose Parade
•	Rose Bowl Pre-Game Tent Party
	Rose Bowl Game
January 2, 2003	Activity Day - Choice of four activities
	Farewell Party
January 3, 2003	Check Out and Departure

#### **HOW TO REGISTER**

FTD Members can register for the 2003 Rose Parade and Rose Bowl Trip online at www.ftdi.com/pr/roseparade or by contacting the FTD PR Department at 800-788-9000 (ext. 6120) or prdept@ftdi.com to request a registration form.

#### FOR MORE INFORMATION

Contact the FTD PR Department with questions at 800-788-9000 (ext. 6120) or prdept@ftdi.com.

#### **BILLING**

FTD Members will be billed for their registrations on their FTD Clearinghouse Statements.

