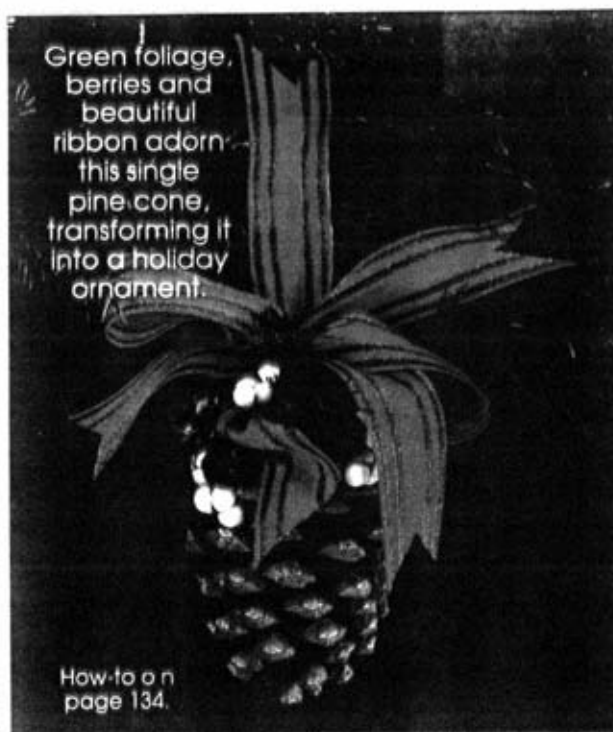
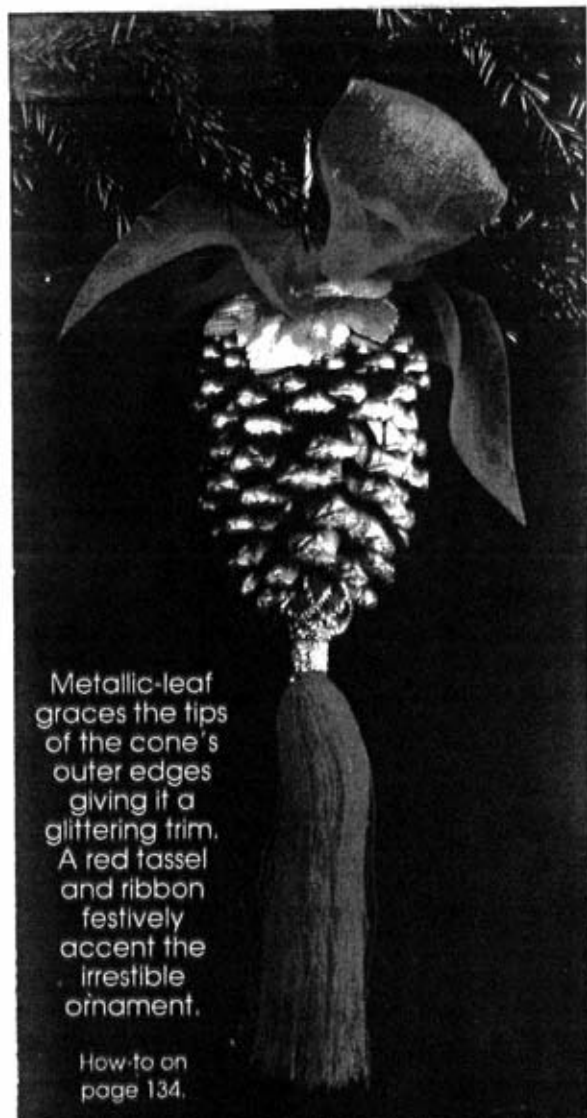
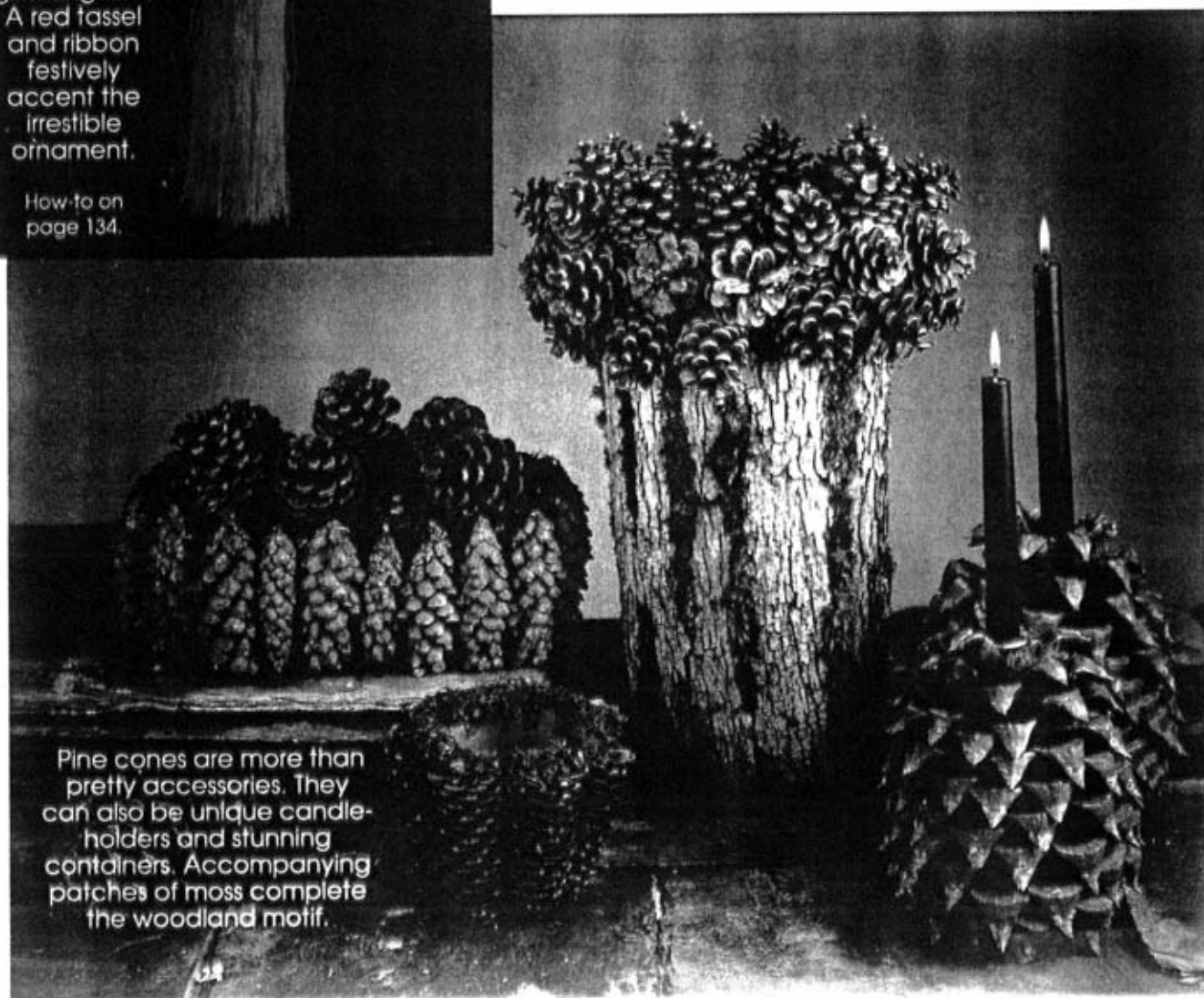


EXHIBIT A

CONE PRODUCTS



Order 15 more copies for pages 14, 15, 16, 17, and 18 on page 203.



**EXHIBIT B**

**KNUD NIELSON COMPANY  
PRESERVED EVERGREENS**

# RICHNESS IN RESTRAINT

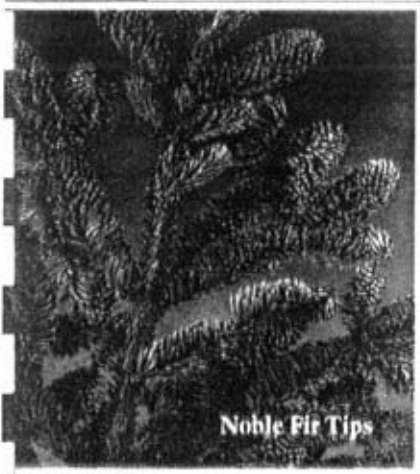
To Make Your Designs Wonderful

**W**hen you design with Knud Nielsen Preserved Foliages, the only limit is your imagination. In this extensive line of exquisite, quality foliages, you'll find exactly what you need for every design requirement. Delicate Plumosus and Springern. Line materials like Wild Boxwood. Fillers like Lepidium and Bracken Fern. The magnificent Large Lotus Leaf for unique accent. Holiday Noble Fir Tips and Cedar. Plus more than 20 additional foliages to make your designs wonderful!

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Knud Nielsen Company, Inc.

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Noble Fir Tips



Plumosus



Lepidium



Bracken Fern



Cedar



Wild Boxwood



Springer

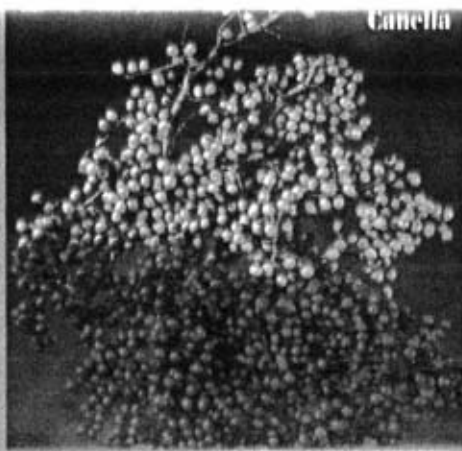


Knud Nielsen Company, Inc.  
P.O. Box 746 • Evergreen, Alabama 36401

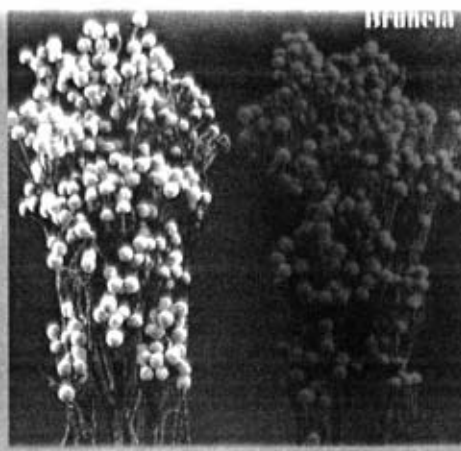




Sunflower Blooms



Canella



Branen

## Make Sure Your Great Designs



Vegetable Assortment

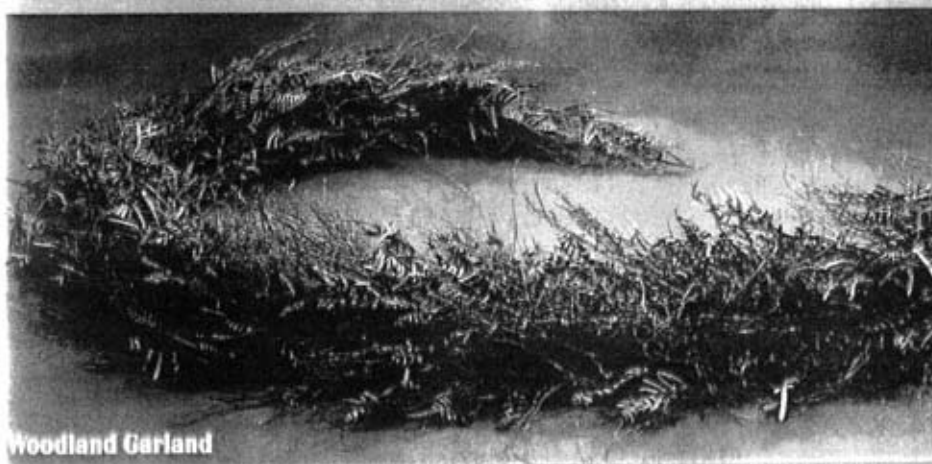


Apple-Kiwi Assortment



Citrus Assortment

## Do Not Go Unnoticed



Woodland Garland



Woodland Arch

Woodland Wreath

As a style maker, you'll see numerous opportunities with the new Knud Nielsen Citrus, Apple-Kiwi, Vegetable, and Apple assortments. Express your own style by combining these colorful fruit and vegetable slices with Knud Nielsen Sunflower Blooms, Canella, and other dried materials. Trim a Woodland Wreath or Woodland Arch for that one-of-a-kind decoration which will capture the attention of every guest.

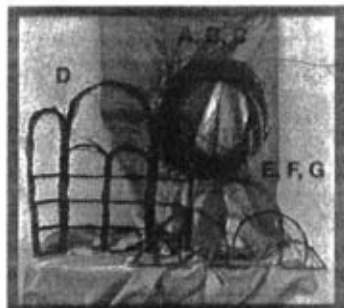
Visit your local wholesaler today and experience the creative possibilities with the newest Knud Nielsen dried materials.

EXHIBIT C

**BRANCH AND TWIG PRODUCTS**

# Colorado Birch

Handcrafted in the Rocky Mountains from fresh birch, these unique products bring a natural touch to any setting.



For faster service,  
phone or FAX  
your order:  
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**CALLAHAM**

WHOLESALE FLORISTS, INC.  
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Circle No. 101 For Free Info

SHIP TO: (Home)

(Address)

Phone

ITEM

- A. 7" Wreath
- B. 12" Wreath
- C. 18" Wreath
- D. 24" x 24" Table
- E. 28" x 12" Door Hanger
- F. 38" x 16" Door Hanger
- G. 48" x 19" Door Hanger
- H. 24" Plant Stand
- I. 36" Plant Stand
- J. 48" Bird Cage on Stand
- K. 20" x 12" Bird Cage
- L. 30" x 12" x 12" Chair (no arm back)
- M. 30" x 12" x 12" Chair (no arm back)

Credit Card (2%)

Exp. Date

Rec'd. Exp. Date

QUANTITY PRICE

(Unit)

(Zip)

AMOUNT

VISA

MasterCard

Discover

Check

Established  
Credit

COD (extra  
charge)

Sub Total

(1% Insurance)

TOTAL

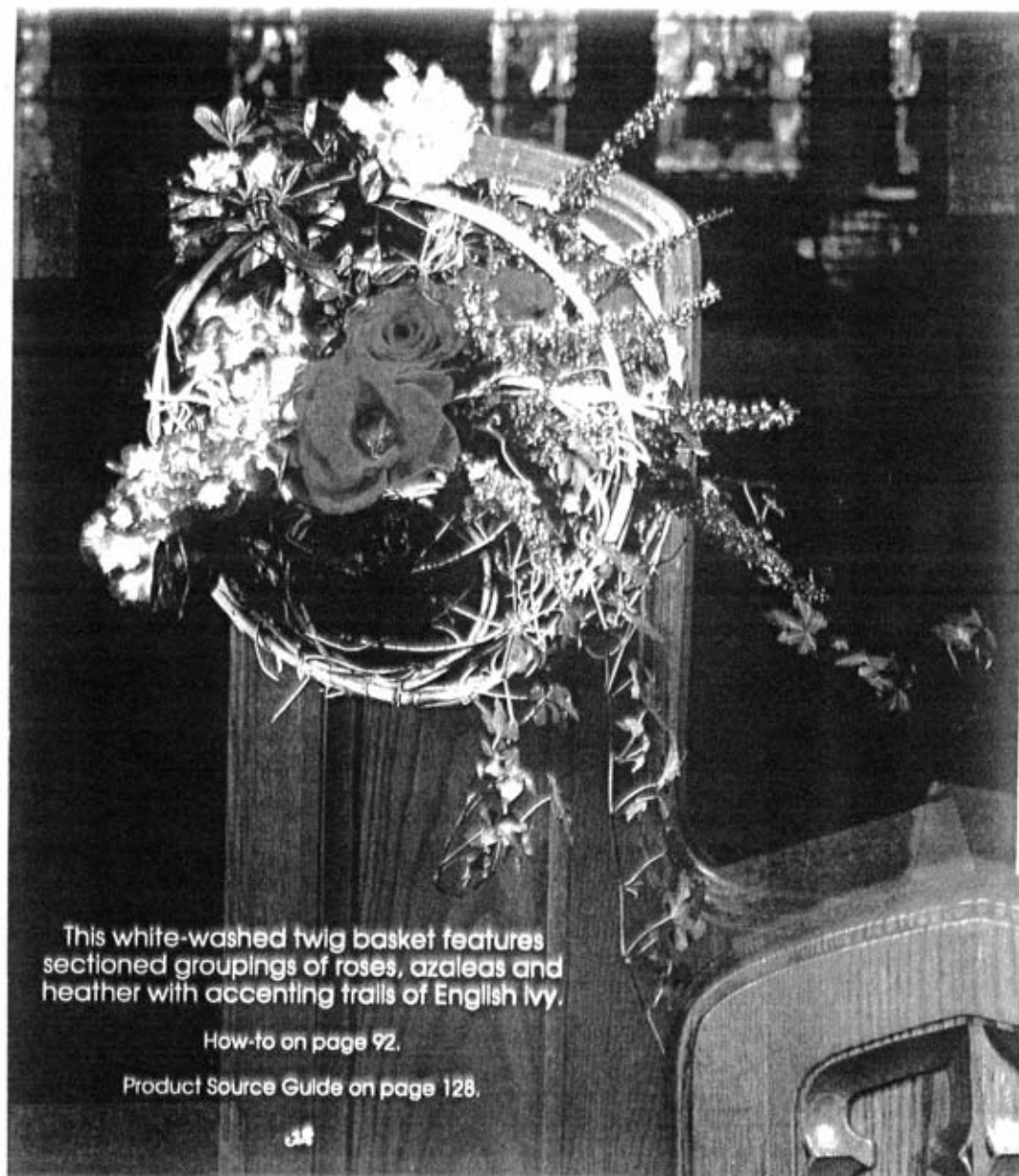
(FOB your door)



# TOPIARIES



*The continued popularity of the topiary makes this design style an important addition to any floral shop's selection. Here are four easy-to-follow, time-saving techniques for making attractive topiaries.*



This white-washed twig basket features sectioned groupings of roses, azaleas and heather with accenting trails of English ivy.

How-to on page 92.

Product Source Guide on page 128.

34



60 FLORISTS' REVIEW

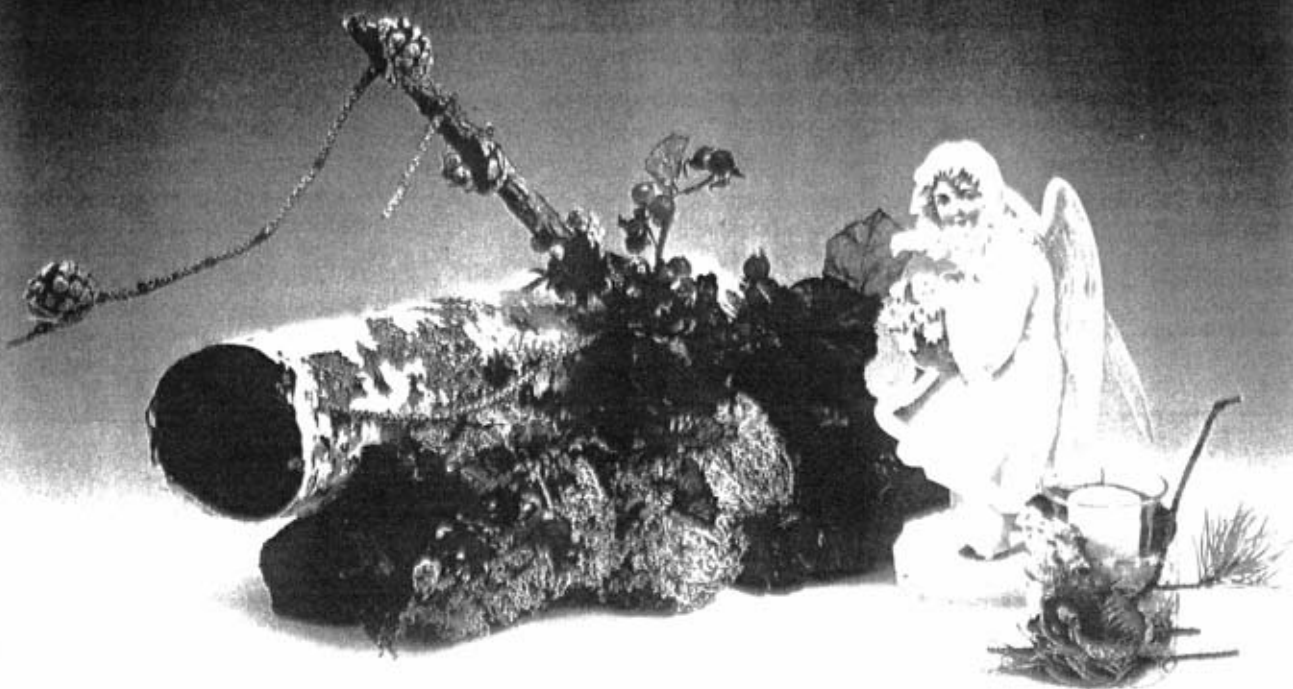
EXHIBIT D

CATKINS AND BERRIED BRANCHES

D R I E D & S I L K

# WINTER WOODLAND

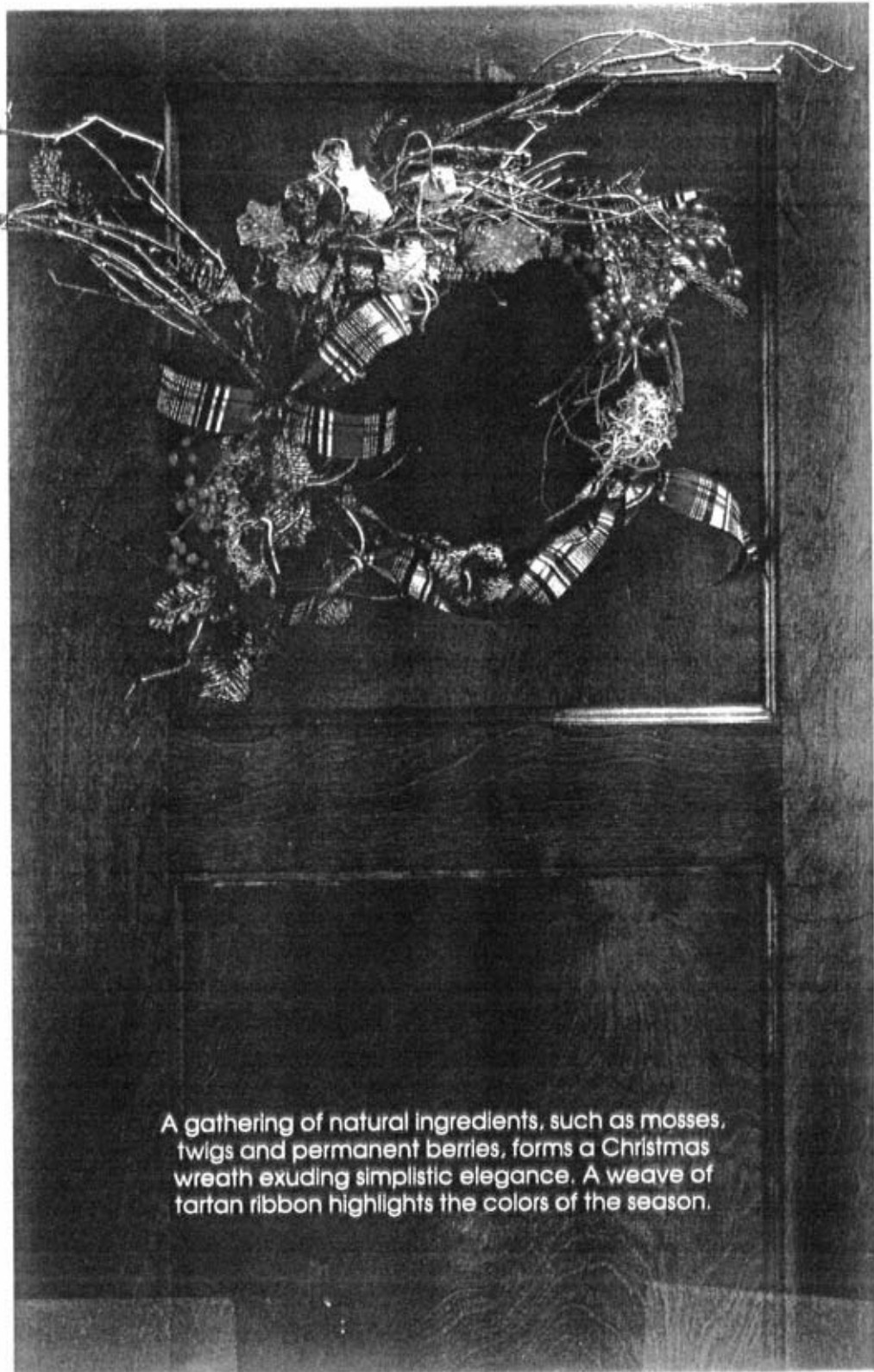
A Victorian greeting card enhances  
a snowy, holiday arrangement.



**T**his woodsy centerpiece of mosses, birch bark, pine branches and silk berry sprays enhances a holiday setting that includes a matching votive candle and reproduction of a Victorian Christmas greeting. It would make a festive arrangement to display on a casual holiday buffet or mantel. For merchandising purposes, try adding a matching wreath and topiary in the same look while displaying pink or white poinsettias in birch bark baskets.



\$20

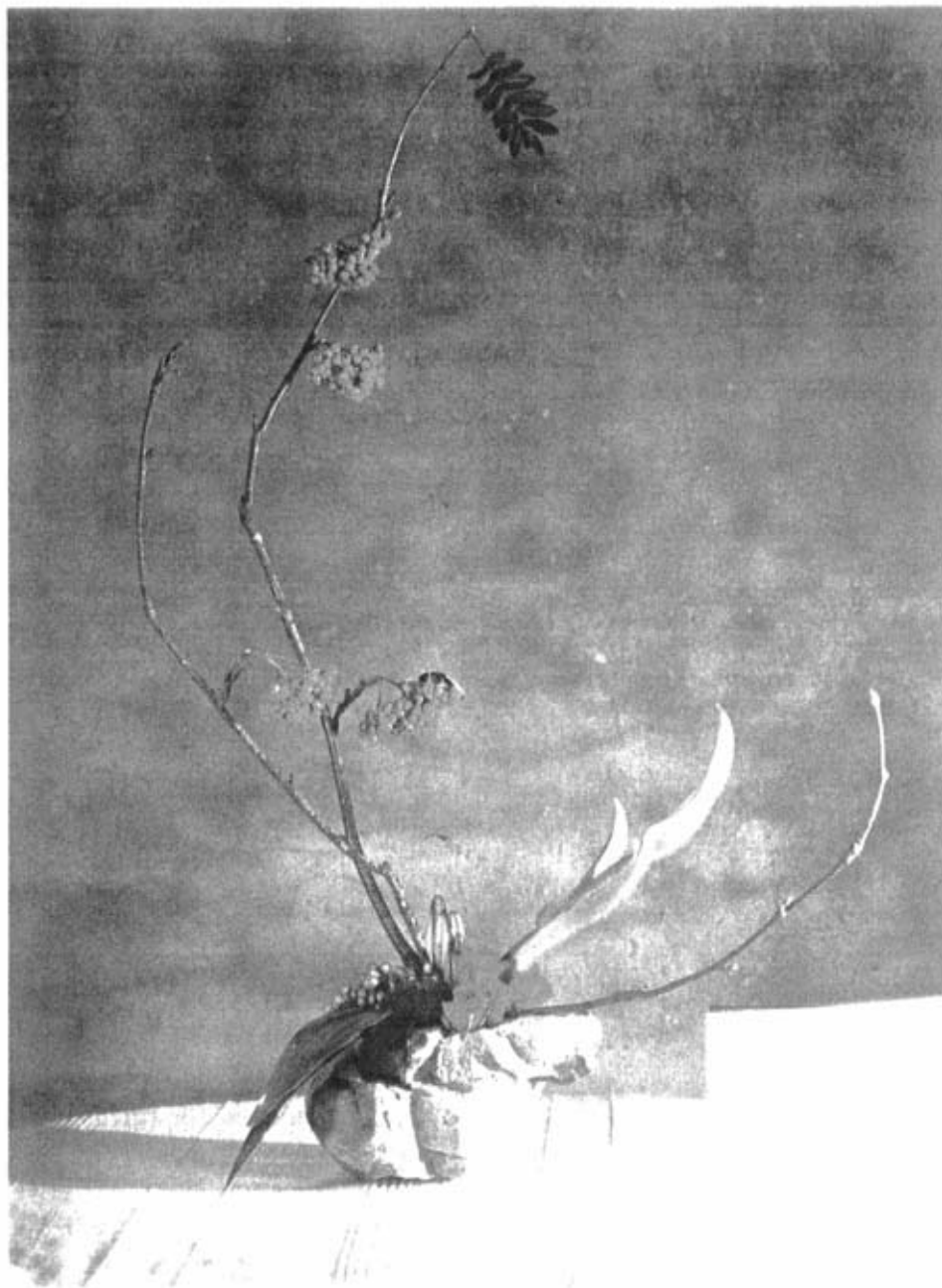


*Designs by  
Tracy Proctor  
and David Porterfield*

Product Source Guide  
for pages 57, 59, 61,  
63, 65, 67 and 69  
on page 203

A gathering of natural ingredients, such as mosses, twigs and permanent berries, forms a Christmas wreath exuding simplistic elegance. A weave of tartan ribbon highlights the colors of the season.





The Japanese garden style is most evident in this design.

Proper stone placement is the first rule in a garden of harmony. The carefully pruned treatment and the monochromatic materials used relate the atmosphere of an oriental garden.

EXHIBIT E

BARK PRODUCTS

vegetables and vines.

K & D product designer Tom Glenn has developed a collection of wire baskets. The reproductions trace the history of baskets from the 17th century in Italy and France to Victorian times. Throughout history, these baskets have been used to hold fruit and vegetables. This is a great story to share with your customers.

Vegetable and fruit shapes have been recreated in ceramic for a long time, and today companies like Glazed Over are creating new finishes for their great radish and turnip vases. The artichoke bowl from this company makes a great accessory, as well as a container.

The Eigen Arts tabletop collection includes acorn-covered bowls, cabbage bowls and pitchers in soft purple, green, gold and earthy brown tones in a dull glaze. Seymour Mann has a charming collection of fruit and vegetable containers with reasonable prices, so all budgets can be accommodated with style.

## EARTH AND NATURE

This is a timely trend with environmental awareness so important. Elements of the garden trend and the lodge look cross over into this style. Many basket collections are aptly named Adirondack, Birch, Mountain, Bark, Nantucket and Leaf. This is a perfect guide to help in selecting product.

White birch containers from Lady Slipper are made by the Ojibwe Indians in Minnesota, and twig and bark containers from the Appalachian Garden Store are made by families in the Blowing Rock, NC, area. Their peeled bark buckets with twine handles come in several sizes.

GOCO's tiny vases covered with natural grasses are a new introduction. This company is a trendsetter for the European garden and natural look. Baskets and containers of willow, twig, bark, lavender and Scotch broom



These birch baskets are made by Ojibwe Indians in Minnesota.

are stunning.

Look for handthrown pottery with twigs and leaves incorporated into the clay. Local artists often can provide some special containers. A clever and timely container is a large sunflower head with a grapevine handle from Bottomland Naturals.

Luzon carries containers incorporating vines, mosses, grasses and twigs that are designed with this trend in mind.

Redesign your store with these trends to move your merchandise. You will be inspired as well as your customer.

(Please turn to page 90)



  
**NUNES FARMS**  
Salutes the  
100 Year Anniversary  
of the  
**NUTCRACKER**

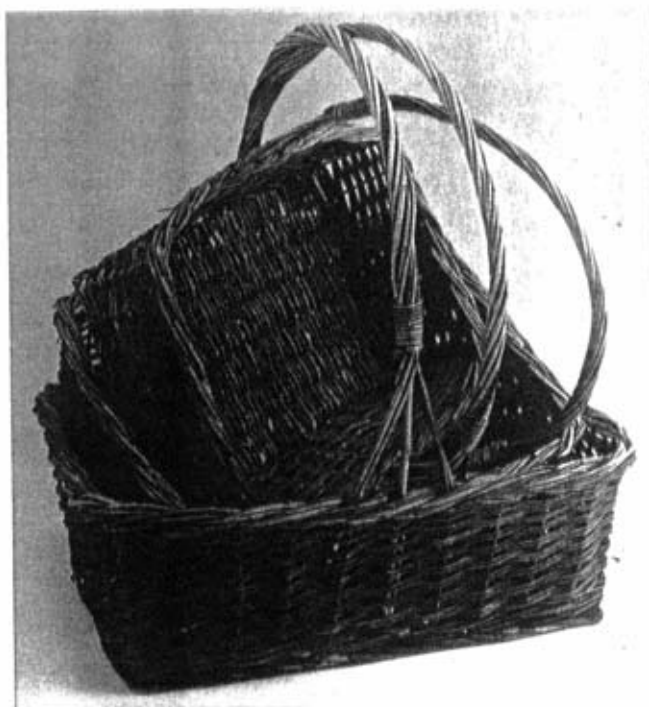
Classic Holiday  
Gift Totes available  
in singles as well as  
in Elegant Gift Boxes.

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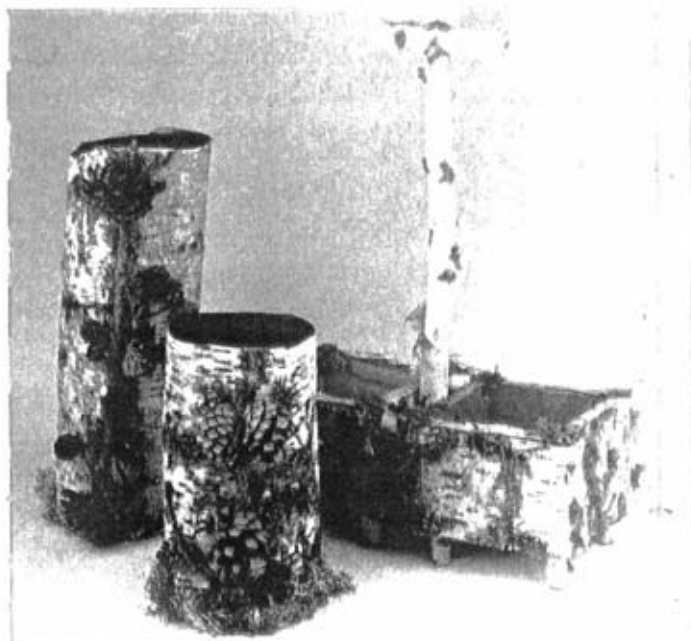


DESIGNER BASKETS  
**KEITH AVERY IMPORTS**  
 TAYLOR, MI  
 (800) 272-3727  
 CIRCLE NO. 161

SEAGRASS COLLECTION  
**THE REVIEW COLLECTION**  
 TOPKA, KS  
 (800) 367-4708  
 CIRCLE NO. 119



THE WOODS COLLECTION  
**COLORADO EVERGREEN**  
 IMPORT COMPANY  
 LOVELAND, CO (800) 862-2266  
 CIRCLE NO. 122



MOSS BASKETS  
**CREATIVE ART FLOWERS, INC.**  
 HAUPPAUGE, NY  
 (800) 645-9446  
 CIRCLE NO. 124



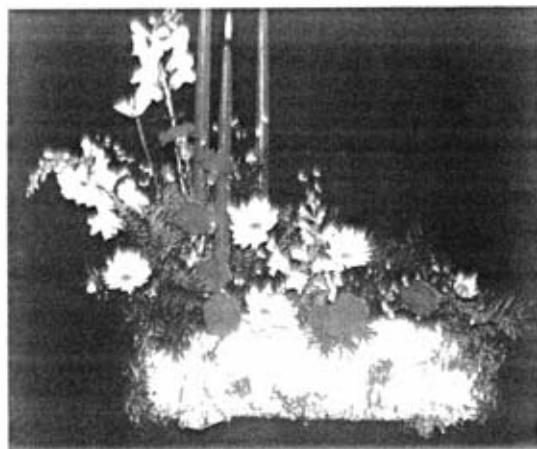
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# COLORADO EVERGREEN

GIVES ALL YOUR HARVEST DESIGNS NATURAL BEGINNINGS WITH . . .

## The Woods Collection



HORIZONTAL BIRCH PLANTER/CONTAINER



ASSORTED MOSSES, LICHENS,  
CONES & HOLLOW BIRCH SLEEVES

*All of these offerings, and  
many more, are entirely  
handmade in the U.S.*



ROUND BIRCH BARK BASKET  
(AVAILABLE IN 4 & 6-INCH SIZES)

*Simply Natural . . . Simply the Best!*

We offer a wide variety of rare and unusual items  
to make your holiday designs unforgettable.

CALL US TODAY FOR YOUR NEAREST WHOLESALER

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EXHIBIT F

LADY SLIPPER DESIGN BARK PRODUCTS



Native American Birchbark . Birdhouses . Topiaries . Twig Frames . Fireplace Tools . Eggs

  
Lady Slipper Designs



## HOUSE & GARDEN POTPOURRI

### BIRCHBARK BASKET

Carry fresh cut flowers or vegetables in a durable birchbark garden basket. Made of birchbark with willow stick frames and wigwag stitching.

704-Garden Basket-4"x16"x12", 12 oz.

### VASES (Above)

The cylinder and rustic birchbark vases each have a glass liner inside. The cylinder vases feature the white outer bark while the rustic designs portray the darker inner bark of the birch tree. Rustic vases are stitched with goat hair, trimmed with metal banding and have a wooden bottom secured with copper nails.

635-Cylinder vase-4"x8", 16 oz.

636-Cylinder vase-4"x10", 16 oz.

637-Cylinder vase-4"x12", 16 oz.

638-Rustic vase-9"x5"x3 1/2", 20 oz.

639-Rustic vase-15"x9"x4", 24 oz.

### GARDEN TOOLS (Above)

Using Inl Oak, aspen and other native Minnesota species make interesting garden tool handles. The set of 4 aluminum and wood gardening tools are preserved with seed oil.

0011-Cultivator-approx. 12" long, 12 oz.

0012-Weeder-approx. 14", 8 oz.

0013-Trowel-approx. 11", 6 oz.

0014-Transplanter-approx. 13", 8 oz.

### SWITCHPLATES (Right)

Willow sticks frame the birchbark switchplate cover. Two sizes now available.

0045-Switchplate-3"x4 1/2", 4 oz.

0045D-Double Switchplate-4 1/2"x4 1/2", 6 oz.

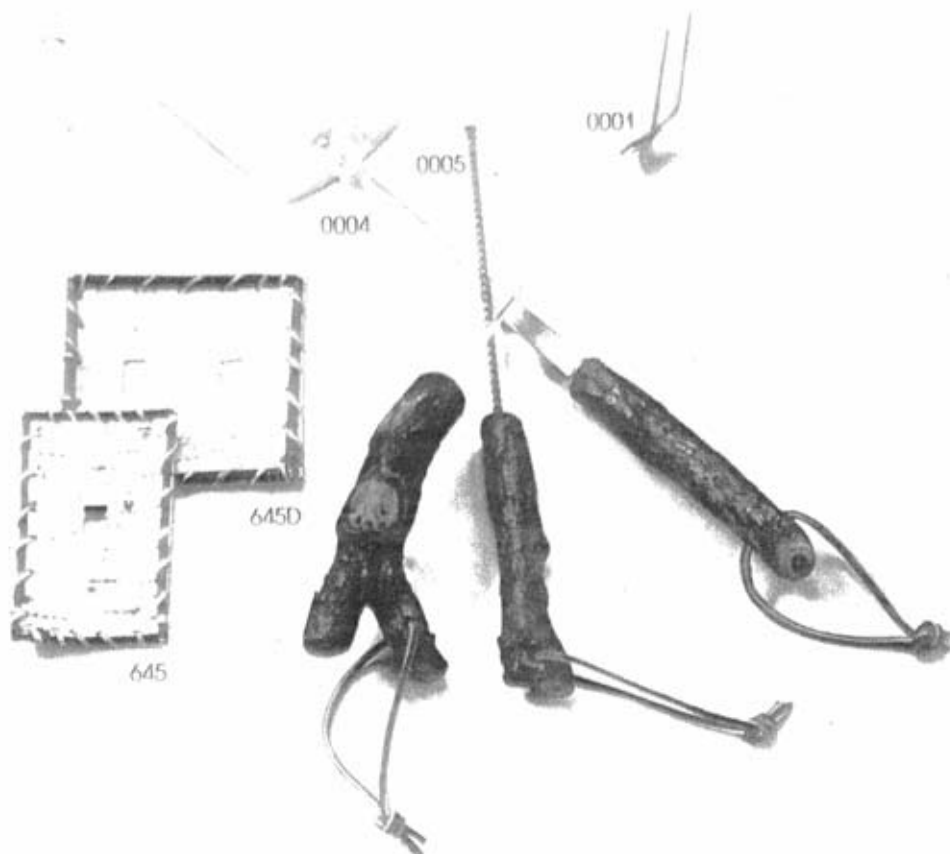
### B-B-Q TOOLS (Right)

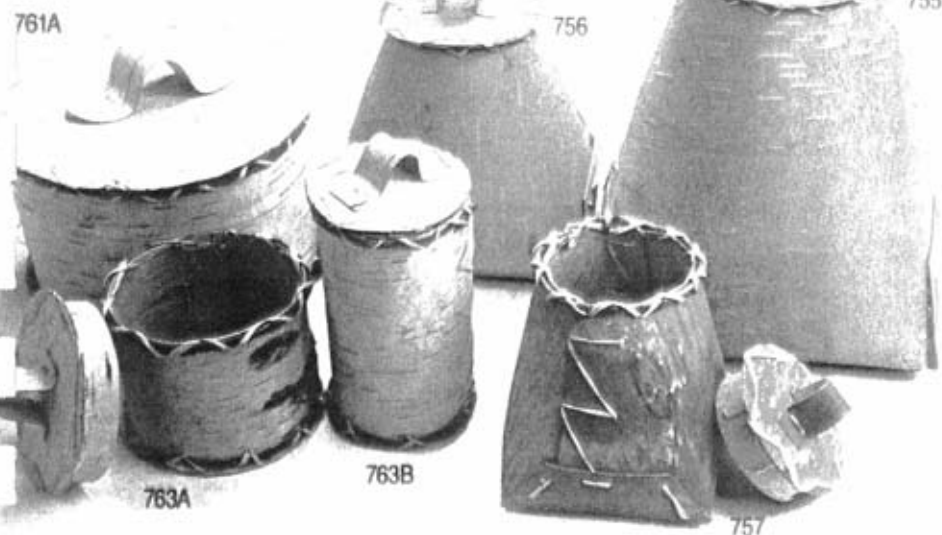
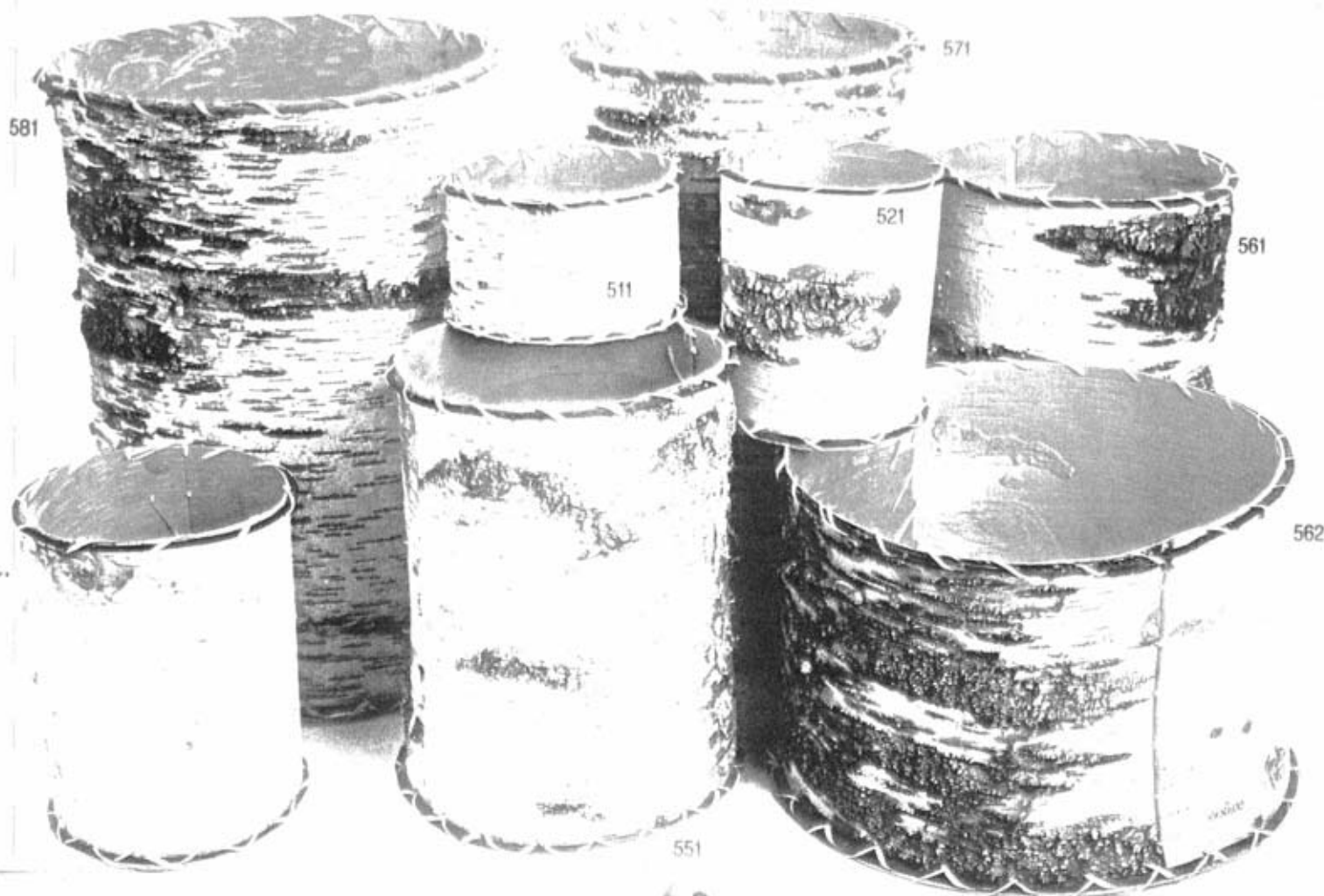
Rustic handles add durability and character to these stainless steel BBQ utensils.

0001-Fork-15", 4 oz.

0004-Spatula-17", 5.5 oz.

0005-Brush-16", 2.5 oz.





### ROUND COVERED CONTAINERS

Round covered containers with well-fitting lids; very fine craftsmanship. White bark out on almost all the large ones; moose on many of the small ones.

- Large Round Covered Container-7" diameter, 4 1/2" tall, 4 oz
- Small Round Covered Container-4" diameter, 3 1/2" tall, 2 oz
- Small Round Covered Container-3" diameter, 3 1/2" tall, 2 oz

### SUGAR BASKET

Conical baskets of various sizes, some with a lid. The baskets are made of birch bark and are used for storing sugar. The baskets are made of birch bark and are used for storing sugar. The baskets are made of birch bark and are used for storing sugar.

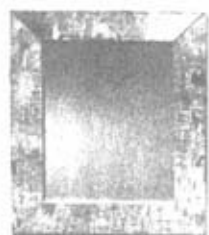
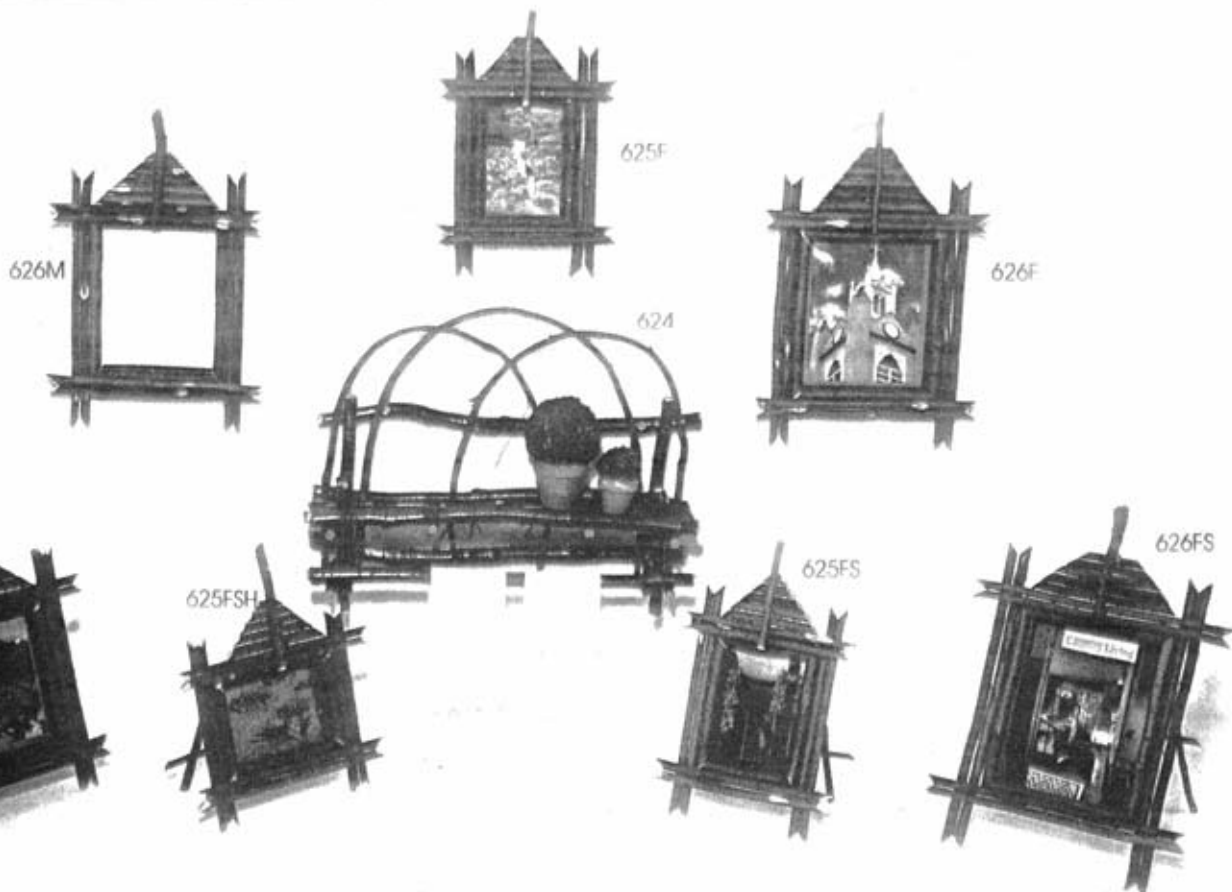
- Large Sugar Basket-9" diameter, 12" high, 12 oz
- Medium Sugar Basket-7" diameter, 10" high, 10 oz
- Small Sugar Basket-5" diameter, 8" high, 8 oz

### DAISY BASKETS

A type of basket made of yellow, black and white strips of birch bark. The baskets are made of birch bark and are used for storing sugar. The baskets are made of birch bark and are used for storing sugar. The baskets are made of birch bark and are used for storing sugar.

- Small Daisy Basket-4" diameter, 4" high, 4 oz
- Small Daisy Basket-5" diameter, 5" high, 5 oz
- Small Daisy Basket-6" diameter, 6" high, 6 oz
- Small Daisy Basket-7" diameter, 7" high, 7 oz
- Small Daisy Basket-8" diameter, 8" high, 8 oz
- Small Daisy Basket-9" diameter, 9" high, 9 oz
- Small Daisy Basket-10" diameter, 10" high, 10 oz
- Small Daisy Basket-11" diameter, 11" high, 11 oz
- Small Daisy Basket-12" diameter, 12" high, 12 oz
- Small Daisy Basket-13" diameter, 13" high, 13 oz
- Small Daisy Basket-14" diameter, 14" high, 14 oz
- Small Daisy Basket-15" diameter, 15" high, 15 oz
- Small Daisy Basket-16" diameter, 16" high, 16 oz
- Small Daisy Basket-17" diameter, 17" high, 17 oz
- Small Daisy Basket-18" diameter, 18" high, 18 oz
- Small Daisy Basket-19" diameter, 19" high, 19 oz
- Small Daisy Basket-20" diameter, 20" high, 20 oz





629M



628F



629F



632



630



0008



647



643



641



640

#### RUSTIC FRAMES, MIRRORS AND TOWEL BAR

Minnesota willow is collected by local craftspeople to make charming frames and mirrors. Please indicate horizontal or vertical when ordering frames.

624-Towel Bar and Shelf

625F-Willow Frame-5"x7" Hanging

625FS-Willow Frame-5"x7" Standing

626F-Willow Frame-8"x10" Hanging

626FS-Willow Frame-8"x10" Standing

626M-Willow Mirror-8"x10" Hanging only

#### BIRCH VENEER FRAMES AND MIRRORS

Minnesota birch is carefully peeled and veneered to a pine frame. All veneer frames include standing supports.

628F-Veneer Frame-5"x7"

629F-Veneer Frame-8"x10"

629M-Veneer Mirror-8"x10" only

#### BIRCHBARK FRAMES

Made of inner birch bark creating the rose color with willow around entire frame. Leather hanger. Photograph slips in the top of the frame.

630-Heart Frame-5"x7", 12"x12" 4 oz

631-Small Heart Frame (not shown)-3"x4 1/2" 2 oz

#### BIRCHBARK LAMP SHADES

Each panel of bark is handcrafted to the metal shade frame using "Wigglis" from the inner bark of the paperbark tree.

640-Small Shade-4" top x 10" bottom x 5" side 7 oz

641-Large Shade-5" top x 12" bottom x 6" side 9 oz

642-X-Large Shade-6" top x 12" bottom x 6 1/2" side 12 oz

#### BIRCH LAMP BASE

A simple white lamp stand for a birch bark shade. The lamp for birch shades are listed in this photograph. This shade and base are sold separately.

643-Birch Lamp-10" x 10" x 10"

#### BIRCHBARK BOOKMARKS

647-Sweetgrass is laced to inner birchbark-6"x1 1/2" 12 oz

#### SLEEP CHARM PILLOW

This birch bark scented pillow was once believed to help cure insomnia. Early Slipper's linen pillow will absorb any room or drawer

0008-Sleep Charm Pillow-7"x11 1/2" 12 lb

Minnesota, et al.



811



822



805A



801

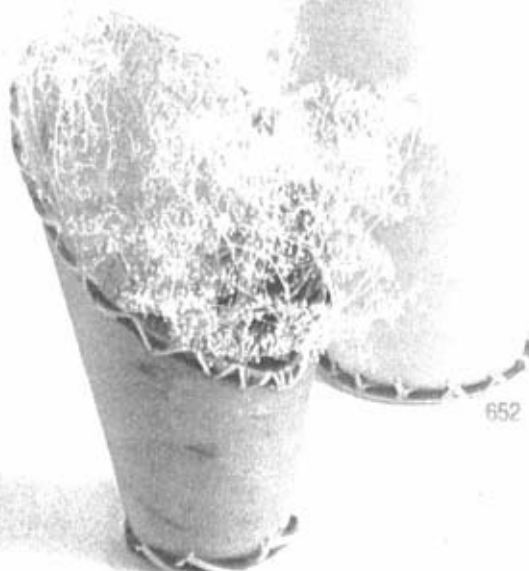
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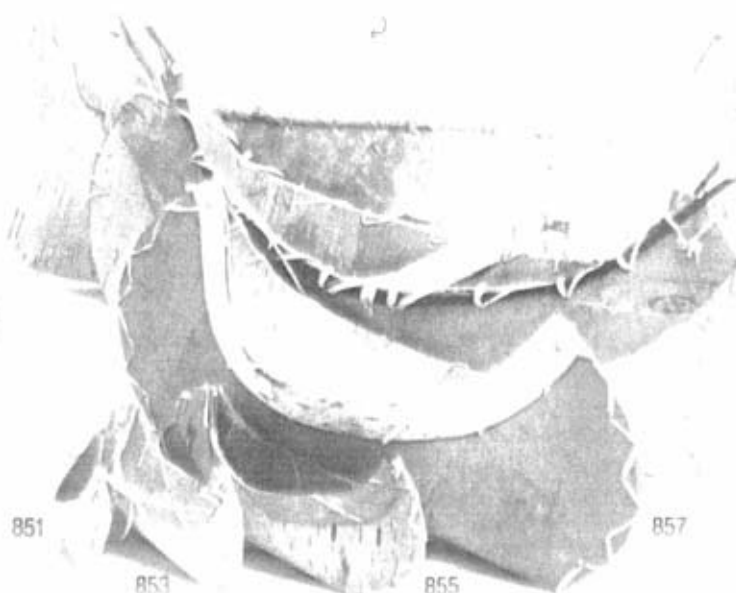
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860

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## BIRDHOUSES

Assembled, these birdhouses may be hung outside, though they should be sheltered from the weather. They are intended for winter. They are especially appropriate for use in a porch or in a sunny window.

**Slender Birdhouse-R** 1/2" tall 5" x 1 1/2" x 1 1/2" **Slender Teepee** With a tiny beak, a small circular hole, and a tiny entry. Fill the cone with birdseed. 1/2" tall 1 1/2" x 1 1/2" x 1 1/2"

**Shonnet Birdhouse-R** 1/2" tall 5" x 1 1/2" x 1 1/2" **Large Cabin Birdhouse-Q** 1/2" tall 12" x 12" x 12"

## WALL BASKETS

These wall baskets are for the birdhouse. They are made of paper and are made of paper. They are made of paper and are made of paper. They are made of paper and are made of paper.

**Small Wall Basket** 1/2" tall 5" x 1 1/2" x 1 1/2" **Large Wall Basket** 1/2" tall 12" x 12" x 12"

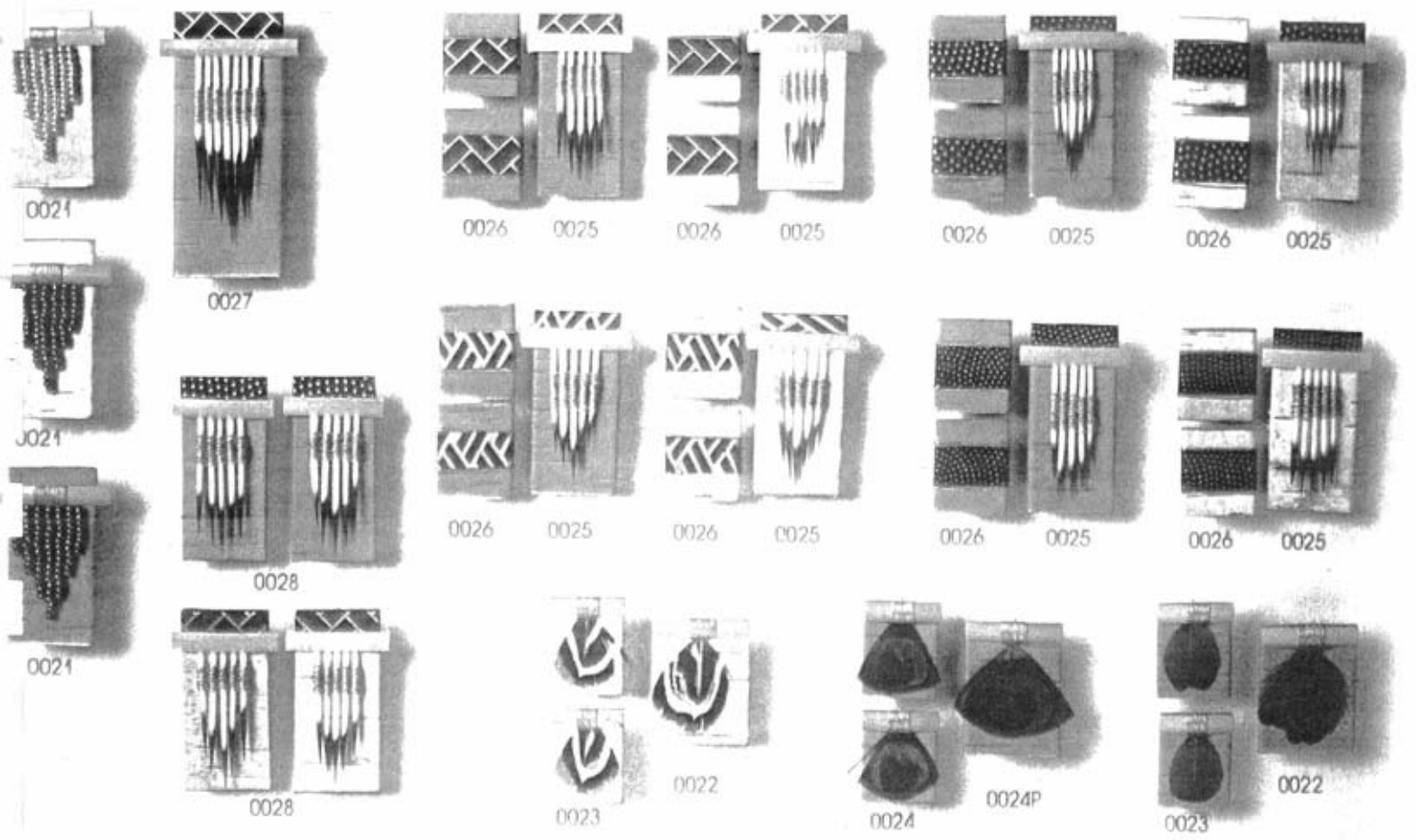
## CANOPS

These canops are for the birdhouse. They are made of paper and are made of paper. They are made of paper and are made of paper. They are made of paper and are made of paper.

## DREAM NETS

These dream nets are for the birdhouse. They are made of paper and are made of paper. They are made of paper and are made of paper. They are made of paper and are made of paper.

**Slender Dream Net** 1/2" tall 5" x 1 1/2" x 1 1/2" **Red Willow Dream Net** 1/2" tall 12" x 12" x 12" **Slender Dream Net Charm** 1/2" tall 12" x 12" x 12" **Large Slender Dream Net** 1/2" tall 12" x 12" x 12"



### CLASSIC JEWELRY

#### CH STREET JEWELRY (Above)

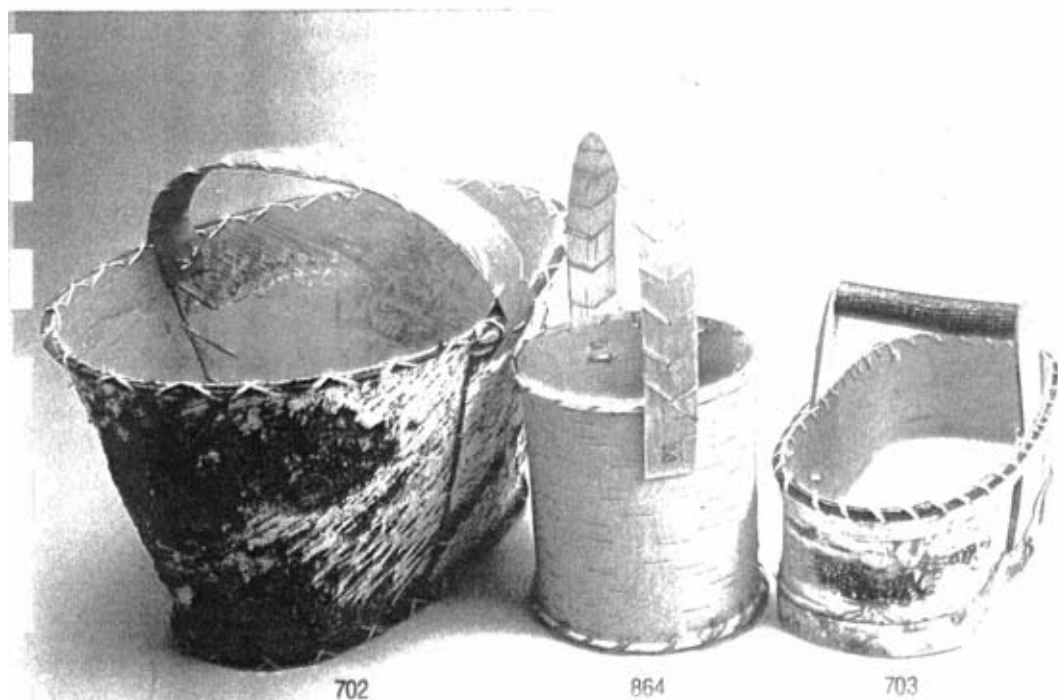
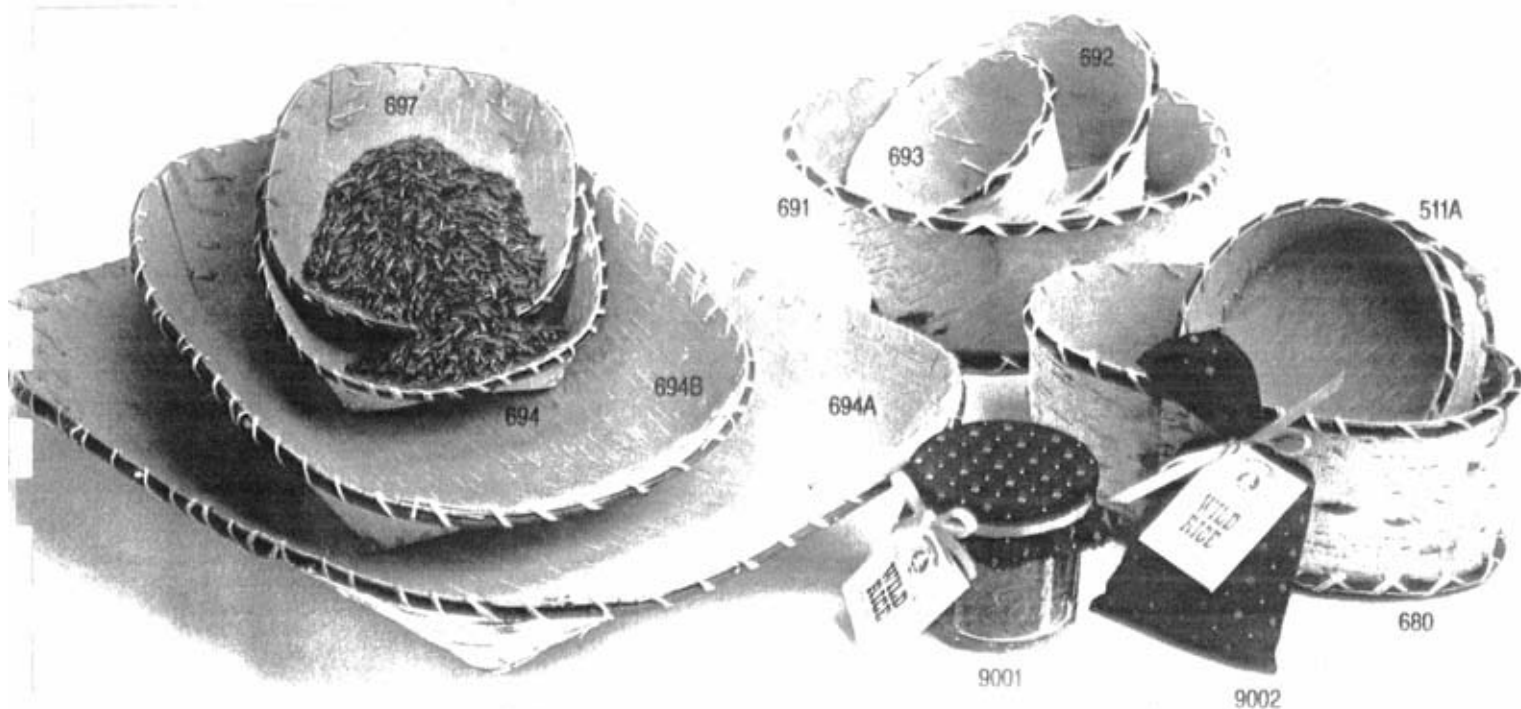
Handmade Japanese paper, pheasant feathers, porcupine quills, birch bark and beads from the northwoods of Minnesota have been combined to create these simple elegant pieces of natural wearable art.

- 0021-1-Bead Pin-black or gold beads only. Designate tan or white birch bark background and bead choice.
- 0021-5-Quill Pin-specify color: green, blue, black and purple. Designate tan or white birch bark background and color.
- 0026-Birch and Paper Earrings-surgical steel posts. Specify color: green, blue, black and purple. Designate tan or white birch bark background.
- 0027-7-Large Quill Pin-specify color: green, blue, black or purple. Designate tan or white birch bark background.
- 0028-128-Quill Earrings-surgical steel posts. Specify color: blue, black or purple. Designate tan or white birch bark background.
- 0022-2-Pheasant Feather Pins-white feathers on white bark, brown feathers on tan bark only.
- 0023-Pheasant Feather Earrings-white feathers on white bark, brown feathers on tan bark only.
- 0024-1-Peacock Feather Earrings-tan bark only.
- 0024P-1P-Peacock Feather Pin-tan bark only.

#### ADDITIONAL OJIBWE INDIAN BEADWORK (Right)

- 0025-Large Porcupine Quill Flower Barrette or Pin-2 1/2" diameter.
- 0025-Small Flower Medallion Barrette or Pin-1 1/2" long.
- 0025-4-Butterfly Quill Barrette or Pin-3" diameter.
- 0025-5-Flower and Leaf Barrette or Pin-3" diameter.
- 0025-6-Rope & Quill Earrings-3" long.
- 0025-7-Thunderbird Earrings-2 1/4" long.
- 0025-8-12 Bead & Quill Earrings-4 1/2" long.
- 0025-9-11 Bead & Quill Earrings-3" long.
- 0025-10-Popoose Charm-A tiny popoose stitched in buckskin with beadwork face. 2" tall.
- 0025-11-Jocassin Charm-A pair of beaded moccasins made of buckskin. 2" tall.
- 0025-12-Rabbit Toe Chief-A beadwork chief with rabbit toes for feet. 3" tall.
- 0025-13-Rabbit Toe Princess-A beadwork doll with rabbit toes for feet. 3" tall.
- 0025-14-Dancing Doll Charm-2" tall.
- 0025-15-Small/Large Quill Flower Medallions-Assorted colored beads and quill designs. 2" and 3 1/4" diameter medallions.
- 0025-16-Beaded Bracelets on felt or black velvet-sharp style. Assorted colors. 1" long.
- 0025-17-Laisy Chain-Assorted colors. 13" long.





## TRAYS

Several sizes of trays were traditionally used for winnowing, or fanning the chaff from wild rice. They were also used as serving trays, magazine holder or as potpourri trays.

- Small Tray-8 1/2" long, 7 1/2" wide, 3" high
- Medium Tray-11" long, 8 1/2" wide, 3" high
- Large Tray-17" long, 12 1/2" wide, 8" high
- Largest Tray-23" long, 16 1/2" wide, 1 1/2" high

Washers like Wild Rice — Authentic hand-hewn wooden washers like Wild Rice — Not commercially grown perfectly round.

1001-1/2 lb. of Rice in a Reusable Glass Jar. Plastic lid covered with fabric.

2-1/2 lb. of Rice in Poly Bag. Inside of bag is lined with fabric.

## BOWLS

These birch bark bowls are made in various sizes. They are used for winnowing, or fanning the chaff from wild rice. They are also used as serving bowls, magazine holder or as potpourri bowls.

- Large Bowl-5 1/2" long, 11" wide, 3" high
- Medium Bowl-4 1/2" long, 12" wide, 3" high
- Small Bowl-3 1/2" long, 8 1/2" wide, 3" high
- Oval Bowl-1 1/2" long, 11" wide, 3 1/2" high
- Short Round Bowl-3 1/2" long, 11" wide, 3" high

## PICNIC BASKET

Willow sticks form a frame for the large pieces of bark used to make these baskets. "Wigwag" stitching holds it all together. Excellent for holding magazines, newspapers or anything.

- Small Picnic Basket-16" long, 13" wide, 9" deep

## BERRY PAIL BASKET

Traditionally used for gathering berries — makes a nice centerpiece for dinner tables.

- Berry Basket-1 1/2" high, 6" diameter, 6" wide

## OVAL BASKET WITH HANDLE

A charming oval basket with birch bark sides, 1/2" white pine for the rim and an attached woven oval birch handle.

- Oval Basket-11" long, 6 1/2" wide, 4" high, 3 1/2" deep

EXHIBIT G

TARGETED MINNESOTA FLORALS  
PHOTOS AND BACKGROUND



A brass cachepot filled with lycopodium and a single monstera leaf looks great with this fashionable tie positioned as a bow for the design.

Product Source Guide  
on page 106.

*Foliage courtesy of  
East Texas Foliage.*

#### FLOWERS

Bloom: Apr.-June 6-20 in. tall

Flowers: White, small, 4 petals in racemes

Leaves: Alternate, toothed, clasp stems, branchy

Found: Disturbed areas, pastures; common



#### FIELD PENNYCRESS

*Thlaspi arvense*

#### PODS (early May-June)

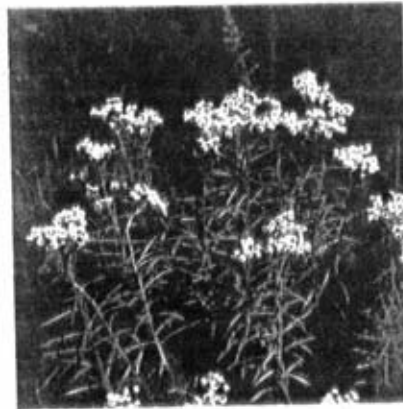
If pods get too dry, they fall off and only skeleton membranes remain. Pods are large, deeply notched, flat, and strikingly light-straw-colored. Spray them to prevent dropping.

- Use this good pod as a filler or for its light color; the skeletons add a wispy effect to arrangements.



### FLOWERS

Bloom: July-Sept. 1-2 ft tall  
Flowers: Pearly white, globular, with yellow-brown centers  
Leaves: Long, linear, wooly white leaves and stems  
Found: Dry sandy soil, hillsides, woods; in patches



**PEARLY EVERLASTING**

*Anaphalis margaritacea*

### PODS (end of July-Sept.)

For a brighter pod, pick as flowers and hang to dry. The pods look much like the flowers and remain pearly white with dark gold-brown centers. Stems and leaves are very light gray.

- This is one of the prettiest of the dried materials and adds a light, cheerful touch to any bouquet.



Pearly Everlasting, garden Yarrow, Tansy, Curled Dock, Silver Dollars, Statice, Strawflowers, Foxtail grass, Baby's Breath, Artemisia (Wooler)

