



# THE INSIDE Scoop



Two of the biggest players in the Floral Supply Industry introduced innovative and game changing products this year.

From Syndicate Sales, Holly Heider Chapple's Collection

**Eggs** and **Pillows** -plastic mechanics for Bridal work as well as centerpieces-a modern frog meant for structure and movement in a variety of sizes. Also introduced elegant plastic containers-affordable while looking very not so. Smithers Oasis released Midnight Foam-all the functionality of floral foam while creating negative space—the **invisible** foam-if visible green foam in an arrangement is like your slip showing, with this foam there is no slip.



If you haven't checked out these products then do yourself a favor—love that two of the oldest companies in the business are ever evolving, bringing products with time saving function as well as design inspiration. Look for these products on Social Media and check out what people are doing.

## Steel Tariff and the fate of Wreath Rings...

The Steel Tariff has had a major impact on both the price and the availability of wreath rings this season. Several sizes were put on a "jeopardy" list meaning that they may be here sometime between middle Nov to middle Dec-but then again maybe not. The prices on everything went up due to the tariff. Nonetheless, we currently have stock in several sizes and we are getting updates weekly about what stock we can reorder and when to expect more. We are sorry for the inconvenience so let us know what you need and we will see what we can do.

## FYI:

A lot of people have asked about biodegradable foam... Smithers Oasis **Maxlife** Floral Foam is biodegradable-if you see **Maxlife** on the box or stamped on the foam it will biodegrade in 567 days. All of the cases of bricks are **Maxlife** with the exception of Advantage Plus. Many of the shapes are **Maxlife** as well-just look for the stamp or on the box.

## VALENTINE'S DAY



Look for our 2019 *Valentine Glass Prebook* coming after Thanksgiving-we're bringing you an awesome sale with pricing meant to make your Valentine's Day the best it can be-we'll let you know when it's out. Order now, get back to the current Holiday Season and start the new year with less stress.