

GOLD
INCENTIVE PROGRAM

\$10,000 - \$49,999

BASED ON YEARLY SALES

STOCK PRICE DISCOUNT (ALL CATALOGUE PRODUCT)	FIRST COLUMN LESS 15%
DOMESTIC DECORATION PRICING	LIST PRICE AS PER FITS CATALOGUE/WEBSITE
STOCK MOQ	4 UNITS PER STYLE, PER COLOR (NON DECORATED) 12 UNITS PER STYLE, PER COLOR (DECORATED)
SAMPLE ALLOWANCE & PRICE	\$200 PER YEAR, FIRST COLUMN LESS 50%
SPECIAL STYLE PRICING	ON 3 SELECTED STYLES PLEASE CONTACT OUR SALES MANAGER FOR MORE DETAILS

GENERAL SAMPLE POLICY

- Requests are considered SAMPLE ORDERS for quantities of either 1 or 2 units
- If requests are for greater than 2 units then the Minimum Order Quantity is required to place the order (unless there is a prior agreement with Midway). Normally this is 12 units for headwear and winter gear and 10 units for bags
- SAMPLE ORDER price is set at 50% from the net price for key accounts ONLY.
- All customers are to be invoiced for samples unless customer benefits from any incentive plan price discount in which case sample charge will be applied against their SAMPLE ALLOWANCE*
- Freight is charged on (1) either the customer's carrier account (to be provided at the time of request) or (2) or prepaid on Midway's account and charged to the customer.

SPEC SAMPLES

- A sample is considered a SPEC SAMPLE, once it is decorated for the customer
- Spec Samples are to be deducted off the sample allowance for both the value of the product (per the customers discount structure), and the value of the decoration
- Decoration prices are as follows for spec samples only: Embroidery: \$5.00 per unit, Print: \$5.00 per unit, Digi Fusion: \$10.00 per unit. These are set prices (regardless of stitch count, size, or number of colors)

SAMPLE ALLOWANCES

- All sample requests that are to be deducted against the customers sample allowance must be done in writing (fax or email). Phone calls are not acceptable.
- Once you reached your SAMPLE ALLOWANCE cap, samples will be charged based on the customers sample discount allowance.
- Sample allowances are set by customer and not allocated on a per office basis (Example.: Platinum ABC Customer has \$400 annual sample allowance with 4 offices across the country. We apply the allowance against the entire group and not on a per office basis).
- Sample allowances are calculated on an annual basis from Jan 1 to Dec 31 and are reset at the beginning of the following year.
Sample allowances cannot be carried forward to any future year.
- You can request a sample allowance update once a month.

EXPIRES: December 31st 2017