



ACCESSORIES

# SILVER INCENTIVE PROGRAM

## \$5,000 - \$9,999

BASED ON YEARLY SALES

<b>STOCK PRICE DISCOUNT (ALL CATALOGUE PRODUCT)</b>	FIRST COLUMN LESS 10%
<b>DOMESTIC DECORATION PRICING</b>	LIST PRICE AS PER FITS CATALOGUE/WEBSITE
<b>STOCK MOQ</b>	6 UNITS PER STYLE, PER COLOR <small>(NON DECORATED)</small> 12 UNITS PER STYLE, PER COLOR <small>(DECORATED)</small>
<b>SAMPLE ALLOWANCE &amp; PRICE</b>	\$150 PER YEAR, FIRST COLUMN LESS 50%
<b>SPECIAL STYLE PRICING</b>	PLEASE CONTACT OUR SALES MANAGER TO SEE IF YOU QUALIFY FOR SPECIAL STYLE PRICING

### 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

