



## **MHT Sample Policy**

MHT offers two types of sample:

1. Rep sample - Samples will be used on an on-going basis that the rep can show examples of various products
2. Project based distributor sample – Distributor will submit a PO for a compare in the air trial

All MHT representatives will be given a credit towards the purchase of their choice of fixtures. The credit amount will be determined based on territory and will be communicated in writing by MHT.

Sample pricing will be provided to all reps. Keep in mind this is for the rep's sample only and will not be honored if given to a distributor.

Once the rep exhausts their credit they will have to either purchase a sample or, if it is project based, have the distributor submit a PO for a compare in the air sample.

### **Sample Policy – Reps**

This credit will be all inclusive of the cost of the sample plus the freight. The rep will be able to return existing samples to be replaced with new samples. Rep will be responsible for the shipping however the cost of the fixture will be credited towards their allotted sample balance. Fixtures must be returned in working, resalable condition.

Samples beyond the credit limit will either be paid for by the rep or a PO must be submitted from the distributor on a compare-in-the air basis for 60 days.

### **Sample Policy – Project Based**

A distributor will be able to sample a fixture for 60 days. This sample must be returned in working, resalable condition or purchased after the 60 days. If returned, a credit will be given, minus freight costs.