The Formula (a samples bank is created and then debited $10 plus postage for every sample requested):

A) You must be a managed account or you get no free samples. *(Samples are available to these customers for either $10 per sample plus postage or for free if Mark, Tina, or the appropriate person authorizes it and makes them a managed account.)*

B) If a managed account and

Last years’ sales are less than $15,000 = $100 Samples Bank (first customer assigned price level: M1)

greater than $15K and less than $30K = $150 Samples Bank (Price level: A1)

greater than $30K and less than $50K = $200 Samples Bank (Price level: P1)

greater than $50K and less than $90K = $50 Samples Bank + $50 for every $10K in sales (Price level: F1)

greater than $90K and less than $250K = $350 Samples Bank + $50 for every $20K in sales (Price level: E1)

greater than $250K and less than $1M = $300 Samples Bank + $700 for every $250K in sales (Price level: U1)

greater than $1M = $3,000 Samples Bank + $1,000 for every additional $1M in sales (Price level: U1 (cont.))

Actual sample “soft” limits:

0 - $15,000 – Samples Bank $100

$15,001 - $30,000 – Samples Bank $150

$30,001 - $50,000 – Samples Bank $200

$50,001 - $60,000 – Samples Bank $300

$60,001 - $70,000 – Samples Bank $350

$70,001 - $80,000 – Samples Bank $400

$80,001 - $90,000 – Samples Bank $450

$90,001 – $110,000 – Samples Bank $550

$110,001 - $130,000 – Samples Bank $600

$130,001 - $150,000 – Samples Bank $650

$150,001 - $170,000 – Samples Bank $700

$170,001 - $190,000 – Samples Bank $750

$190,001 - $210,000 – Samples Bank $800

$210,001 - $230,000 – Samples Bank $850

$230,001 - $250,000 – Samples Bank $900

$250,001 - $500,000 – Samples Bank $1,000

$500,001 - $750,000 – Samples Bank $1,700

$750,001 - $1,000,000 – Samples Bank $2,400

$1,000,001 - $2,000,000 – Samples Bank $3,000

$2,000,001 - $3,000,000 – Samples Bank $4,000

$3,000,001 - $4,000,000 – Samples Bank $5,000

$4,000,001 - $5,000,000 – Samples Bank $6,000

$5,000,001 - $6,000,000 – Samples Bank $7,000