

# DIVISION OF COMMISSIONS

## Policy:

### Correct Commissions Split for Territory or County of Destination Engineering of Specification Origination of Order Write Up

If one or more international or domestic agents assist in making a sale of Greenheck products, the commission obtained from that sale will be divided as follows:

\*If the sale transaction involves Greenheck products only:

"Specification credit" receives	45%
"Obtaining and processing orders" receives	35%
"Territory service credit" receives	20%

\*If the sale transaction involves a combination of Greenheck and other products:

"Specification credit" receives	35%
" Obtaining and processing orders" receives	45%
" Territory service credit" receives	20%

\*For sale transaction which has Greenheck named on the specifications:

"Specification credit" receives	25%
" Obtaining and processing orders" receives	55%
" Territory service credit" receives	20%

\*For sale transaction which do not have Greenheck named on the specification:

"Specification credit" receives	20%
" Obtaining and processing orders" receives	60%
" Territory service credit" receives	20%

Orders must show engineer or approving authorities name and address. Orders must also show commission percentage in order for proper allocation to be made to other agents whom are involved in the transactions.