

Greenheck Fan Corporation Policy to Support Local Trade

India Representative Offices

Policy:

Greenheck allows for the joint promotions in support of trade shows (except the annual event of ACREX, India) of the representative office and Greenheck following this basic formula.

1. Contact your regional director to insure funds are available to support your trade show.
2. Share your booth or stall scheme ideas with your regional director to determine if ready made Greenheck samples can be used along with factory printed literature.
3. If the display is for the rep office and Greenheck, a 50% co-share arrangement will be agreed upon.
4. If the display is for the rep office, another factory item and Greenheck, a 33% co-share arrangement will be agreed upon.
5. If the display is for the rep office, two other factories and Greenheck, a 25% co-share arrangement will be agreed upon.
6. Cost of shipping in samples will be the responsibility of the rep office for clearing and local delivery to the trade show when no formal logistics forwarder is assigned to import show samples. (All inbound freight is by the rep.)
7. Greenheck requires the return of samples to the appointed ship to address at the conclusion of the trade show. - Cost for return of samples will be by Greenheck with the assistance of the local rep.
8. Normal wear and tear will be allowed in handling the show samples. Damaged returns will be invoiced to the representative upon acceptance back to Greenheck. Reps may want to take pictures of returned units.
9. Printed posters and signs may be at an additional expense to the rep. Contact your regional director to determine if printed signs or posters are available.
10. Greenheck budgets are determined between December and January of each year. It would be best to communicate your desire for Local Trade Show funding in early December of each year. Greenheck new business year begins on 01 April.