

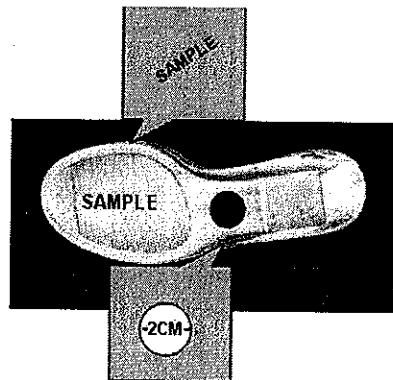
# CUSTOMS AND BORDER MANAGEMENT

## EXAMPLES OF SAMPLES OF NO COMMERCIAL VALUE

### 1 EXAMPLES

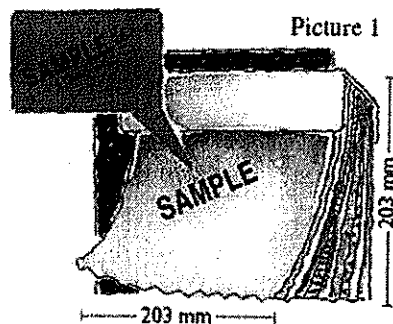
#### 1.1 Footwear

- a) The samples must have been properly mutilated prior to importation and cannot be mutilated to conform to the requirements after their arrival in the country;
- b) Each shoe must have a 2cm hole drilled through the sole such that it is unsuitable for commercial sale but at the same time preserve its usefulness as a sample; and
- c) Must be permanently and conspicuously marked "Sample not for resale".



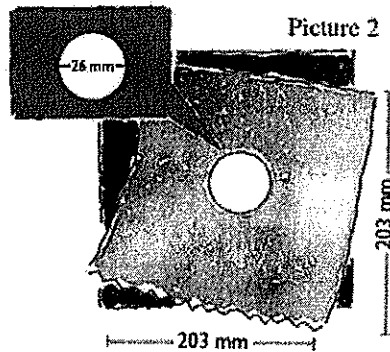
#### 1.2 Different types of textiles

- a) Fabric Swatches smaller than 203mm by 203mm in size do not need to be stamped or mutilated.
- b) Those which are greater than 203mm x 203mm must be stamped or mutilated (even if they are held together in a book or wad) in one of the following ways:
  - i) The word "SAMPLE" in block letters with size 26mm in height by 51mm in length must be stamped on the face of the sample in a prominent area. The stamp should be in permanent ink and in contrasting colour to the sample. See picture 1.

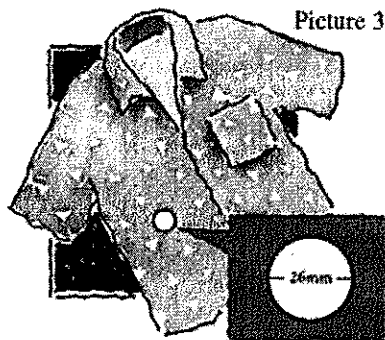


## CUSTOMS AND BORDER MANAGEMENT

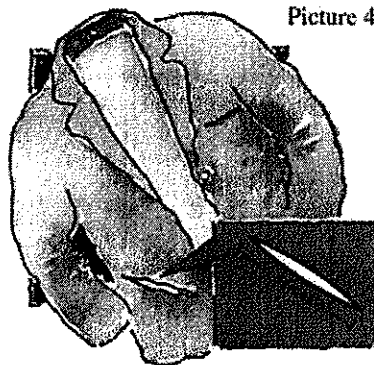
- ii) A hole of 26mm in diameter must be cut or punched in a prominent area of the sample. See picture 2.



- c) If garments are stamped, the word "SAMPLE" must be marked on the outside of the sample in a prominent area.
- d) The stamp must be in permanent ink and in contrasting colour to the sample.
- e) If mutilated, the cut or the hole must be in a prominent area, which cannot be covered by a patch, pocket or emblem.
- f) The cut should not be near the seam, border or pocket.
- g) The sample can be treated in one of the following ways:
- i) A hole of at least 26mm in diameter can be cut or punched on the sample See picture 3.



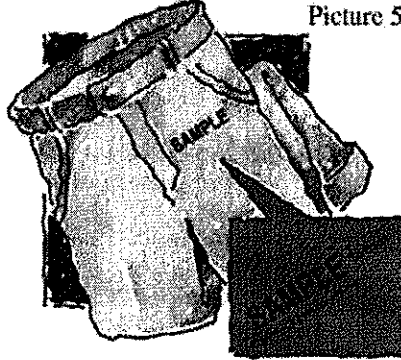
- ii) A tear or cut of at least 51mm in length can be made on the sample. See Picture 4.



## CUSTOMS AND BORDER MANAGEMENT

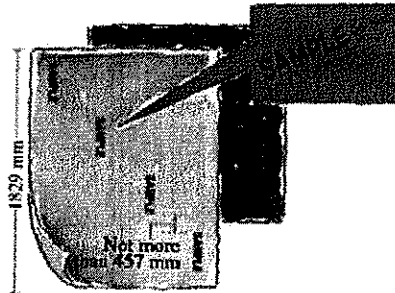
- iii) The word "SAMPLE" in block letters of size 26mm in height and 51mm in length can be stamped onto the sample. See picture 5.

Picture 5



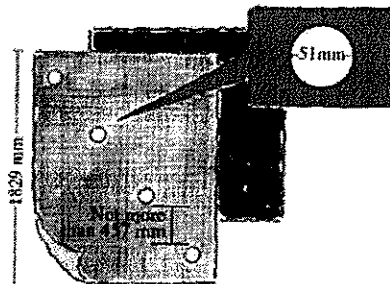
- h) Fabrics must not exceed a maximum of 1,829 mm in length to qualify as a sample.
- i) The sample must be stamped or mutilated in accordance with the following:
  - i) The word "SAMPLE" in block letters at least 26mm in height and 127mm in length can be stamped every 457 mm along the longest side and diagonally across the sample. See picture 6

Picture 6



- ii) A hole of 51mm or larger in diameter can be cut or punched every 457mm along the longest side and diagonally across the sample. See picture 7.

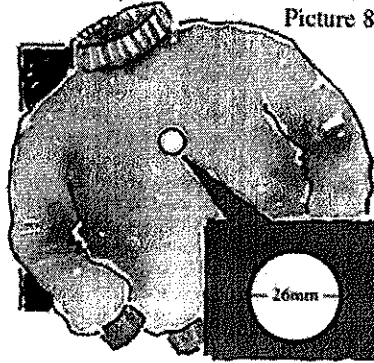
Picture 7



## CUSTOMS AND BORDER MANAGEMENT

- iii) It is easier to cut holes in woollen patterns or textured items than to stamp them. See Picture 8.

Picture 8



### 1.3 Consignments of foodstuffs, non-alcoholic beverages, perfumes and chemical products

- a) Consignments of foodstuffs, non-alcoholic beverages, perfumes and chemical products which will be consumed or destroyed during demonstration may consist of more than one sample of each kind or quality when the quantity and the manner in which they are packaged preclude their being used otherwise than as samples.
- b) The foodstuffs, non-alcoholic beverages, perfumes and chemical products must be packaged in such a manner that they will be consumed or destroyed during demonstration. Generally this means that the sample is a single serving that will be entirely consumed after one use.
- c) Only one sample of each kind or quality is allowed in a consignment except in the case of foodstuffs, non-alcoholic beverages, perfumes and chemical products. These should be clearly marked as samples not for sale

### 1.4 Advertising and printed advertising materials

- a) Samples of advertising and printing material may be imported solely for the solicitation of orders for goods, or services provided from the territory, of another Party or non-Party.
- b) Such advertising materials may be imported in packets that each contains not more than one copy of each such material and that neither such materials nor packets form part of a larger consignment.
- c) The samples can only be used to solicit orders. Samples given to clients free of charge can not be accompanied by a current sale. For example, samples given to clients when they purchase a product, commonly referred to as "gifts with purchase," do not qualify.
- d) Another example is small bottles of cleaning product attached to a second cleaning product. The fact that the client may purchase the first cleaning product at some future time is incidental to the primary purpose of the sample, which is to generate sales of the second cleaning product.
- e) In particular, products described as "sales gifts" and samples given to journalists as part of a promotional campaign do not qualify as Commercial Samples and Printed Advertising Materials. "Sales gifts" are those goods provided as incentives to sales people to encourage them to promote the product or as a reward for superior sales. Samples given to journalists as part of a promotional campaign are not intended to solicit orders, but to solicit publicity.
- f) Except in cases where it is a common business practice for clients to purchase samples from suppliers, the importer should supply the samples to their clients at no cost to the client. Otherwise, the importer has imported the products for the purpose of sale and not to solicit orders. Care should be taken with regard to "travel-sized" samples that often fall into this category.
- g) The sample can only be used to solicit orders for goods of the kind represented by the sample.

## CUSTOMS AND BORDER MANAGEMENT

### 2 DOCUMENT MANAGEMENT

Designation	Name / Division
Business Owner:	Chief Officer: Customs and Border Management
Policy Owner:	Group Executive: Customs Strategy and Policy
Author:	P Lupuwana
Detail of change from previous revision:	Initial release
Template number and revision	SC-POL-TM-11 - Rev 5