



February 25, 2019



## Sales Bulletin from OHK

### Subject: Special Sales Promotion Opportunities

OHK Sellers: Sales of the HemaClear product line continue to increase in the United States, and we are adding new accounts each month. Your work for HemaClear is greatly appreciated - and to extend our appreciation in practical ways, please read on.

1. OHK Medical Devices, Inc., was again awarded a **HealthTrust Partners** agreement. This agreement - **HPG #7540** - continues our existing agreement for another three years. Your HPG prospective accounts already have pre-negotiated pricing & terms. No need to hassle with purchasing; just convince the surgeons.
2. Systems for Award Management (SAM). Our **SAM registration** has been renewed for another year. That gives you a hunting license with VA and DOD facilities. Our SAM number - 054373703 - ensures that HemaClear models, pricing and terms are already in the buyer's electronic ordering systems.
3. **We want to send you \$100.** That's right - we want to send you or your associate sellers, \$100 for every completed HemaClear trial accomplished with a qualified surgeon - whether or not you receive an order from the trial. And no, we are not crazy - we just know that almost all new HemaClear surgeons were convinced to use HemaClear from a trial during surgery with one of our sellers. So from March 1, 2019 through June 30, 2019, we will add \$100 per trial to your monthly commissions for each approved trial. Here are the rules:



- a. We must receive the attached form, and approve it prior to the trial.



- b. The surgeon participating in the trial must not be a former or current HemaClear user.
- c. The facility must not be a former or current customer. i.e. the facility has not purchased HemaClear units for the past 12 months.
- d. You must complete the post-trial portion of the attached form and return to me.
- e. Complete Part I of the form and send to [larry@hemaclear.com](mailto:larry@hemaclear.com) or fax the form to 442-222-6671. I will send you back the approved form with the HemaClear stock required for the trial. After the trial, complete Part II and return to me.

For more information, don't hesitate to give me a call. Go ahead - set up some trials.

Best regards,



Larry Murdock  
US Territory Manager  
[larry@hemaclear.com](mailto:larry@hemaclear.com)  
Cell: 951-255-9297, pacific time  
Fax: 442-222-6671





## HemaClear Trial Request Form

### Instructions

Complete Part I of this form and submit to Larry Murdock, [larry@hemaclear.com](mailto:larry@hemaclear.com) or fax to 442-222-6671 to qualify for the \$100 Promo and request your HemaClear samples. After the trial is over, please fill out Part III and return to me at [larry@hemaclear.com](mailto:larry@hemaclear.com) or fax to 442-222-6671.

### Part I

ISR Name	
Facility	
Surgeon & Procedures for trial, Adult or Peds	
Surgeon & Procedures for trial, Adult or Peds	
Surgeon & Procedures for trial, Adult or Peds	
	Use back of form for more surgeons & procedures
OR Manager name and contact info	

### Part II

Approved / Not Approved. Comments: \_\_\_\_\_

OHK Manager: \_\_\_\_\_ Date: \_\_\_\_\_



### Part III

Brief summary of trial, surgeon & OR personnel comments, results and next steps.

Please email or fax back this completed form to [larry@hemaclear.com](mailto:larry@hemaclear.com) or 442-222-6671.

If you are running to meet a purchaser in Materials Management, take pictures of the complete form and text to my cell phone: 951-255-9297.

