



Washington State Liquor and Cannabis Board

Trade Samples

For Washington State Cannabis Licensees

Effective April 26, 2025

Defining trade samples:

Trade samples are samples of useable cannabis, cannabis-infused products, and cannabis concentrates provided for free for the purpose of making a sale and providing education to budtenders who sell cannabis products at retail. ([WAC 314-55-096](#))

Trade samples can be valuable for bringing new product not yet offered to the public to retail shelves, educating budtenders on new products, and educating budtenders on existing products.

Trade samples must:

- Be provided free of charge to the receiving licensee
- Be provided to a licensee that has requested the trade sample or is consenting to receiving the trade sample
- Be provided by a producer to a processor, or by a processor to a retailer
- Be representative of the product being offered for sale
- Not be larger than the smallest unit offered for individual sale at retail

Trade sample sizes and frequency:

Samples may not exceed the following amounts:

- 3.5 grams of useable cannabis
- One gram of cannabis concentrate
- 100 milligrams of cannabis-infused product in solid or liquid form, meant to be ingested orally, applied topically, or otherwise taken into the body containing not more than 10 milligrams of active delta-9 THC per serving consistent with the limits set in WAC 314-55-095
- Producers may not provide any one licensed processor more than 96 trade sample units of cannabis flower per calendar quarter
- Processors may not provide any one licensed retail business more than 120 trade sample units of any combination of useable cannabis, cannabis concentrates, or cannabis-infused products per calendar quarter

- Retail licensees may not provide more than 30 trade samples units to any one retail employee per calendar quarter

Producers and processors may conduct limited self-sampling for internal quality control while following these rules:

- All sample limits are based on calendar quarters
- Consuming samples for internal quality control may not take place on the licensed premises
- Internal quality control samples do not need to comply with packaging and labeling requirements
- Only the producer, processor, or their paid employees may sample cannabis flower, useable cannabis, cannabis infused products, cannabis concentrates, and edible cannabis-infused products
- The producer or processor must record the amount of each sample and the employee(s) conducting the sampling in the state's traceability system

Internal sample unit defined and frequency:

- One gram of cannabis flower
- One gram of useable cannabis
- 10 mg of THC in a cannabis-infused product in edible or liquor form
- One gram of cannabis concentrate including, but not limited to, infused joints, vapor products, and dabs
- Producers may provide up to 50 sample units of cannabis per employee, per calendar quarter, for internal quality control

Traceability:

- Record the amount of each trade sample provided by individual product as listed in the state's Traceability system
- Enter the trade name of the receiving licensee in the state's traceability system
- Clearly label each outgoing sample as a "trade sample"
- Itemize trade samples on a separate transport manifest from products intended for resale
- Provide the licensee receiving trade samples of cannabis with the certificate of analysis for all tests conducted on the lot or batch

Trade sample packaging and labeling must:

- Be [packaged and labeled](#) following the requirements in chapter [314-55 WAC](#)
- Include an additional label affixed to the package stating in clear, bold lettering "TRADE SAMPLE – NOT FOR RESALE OR DONATION"
- List all chemicals applied to the growing medium and the plants during production and or processing as applicable including, but not limited to, pesticides, fungicides, herbicides, rodenticides, nutrients, fertilizers, and pH control

- List all solvents and other chemicals, that were used during the processing of a cannabis concentrate or cannabis-infused product including, but not limited to, additives and ingredients

Requirements for retail display of sample jars:

- Must be labeled with the following:
 - information identifying it as a sample jar for display purposes
 - The UBI number of the licensed entity providing the sample
 - Weight of the product in ounces and grams or volume as applicable
- A processor may provide a retailer free samples of useable cannabis packaged in a transparent sample jar protected by a plastic or metal mesh screen to allow customers to view and smell the product before purchase
- The sample jar may not contain more than 3.5 grams of useable cannabis
- The plastic or metal mesh screen must be sealed onto the container, and must be free of rips, tears, or holes greater than 2 mm in diameter

Storage of trade samples:

- Producers and processors must store all trade samples in a designated area on the licensed premises, separate from non-sample products being sold to another licensee
- Retail licensees must store all trade samples, except for sample jars, in a designated area on the licensed premises, separate from non-sample products for resale

Destruction options for useable cannabis in sample jars:

- Return to the processor
- Give to paid employees of the retailer free of charge, counting towards the 30-unit limit per calendar quarter
- Destroy following requirements in WAC 314-55-097

Other requirements:

- Trade samples cannot be use as a condition for a retailer to buy the producer or processor's products, or in any way that would cause undue influence over another licensee or industry member
- Trade samples may not be sold or provided as employee compensation, incentive, or reward
- Trade samples may only be given free of charge to paid employees of the licensed business
- Retail licensees cannot require a producer or processor to provide free trade samples as a condition for buying a licensee's products, or in any way that would cause undue influence over another licensee or industry member
- Retailers may not provide trade samples to customers