

EX-IM Bank TRADE REFERENCE FORM

Note: Trade Experience Form should be signed and dated by the person taking the information.

FOREIGN BUYER NAME & ADDRESS_____

NAME OF COMPANY GIVING REFERENCE:_____

NAME OF PERSON GIVING REFERENCE:_____

TITLE:_____ **PHONE:**_____

FAX:_____ **E-MAIL:**_____

YEARS OF EXPERIENCE WITH BUYER:_____

ESTIMATED ANNUAL SALES TO BUYER:_____

TERMS OF SALE:_____

HIGH CREDIT:_____ **HIGHEST CREDIT WITHIN THE PAST 12 MONTHS:**_____

DATE OF LAST SALE:_____

CURRENT OUTSTANDING BALANCE:_____

BALANCE PAST DUE:_____

PAYMENT EXPERIENCE:

Prompt:____ **30 days slow:**____ **60 days slow:**____ **90+days slow:**_____

COMMENTS:_____

NAME OF COMPANY TAKING REFERENCE:_____

NAME OF PERSON TAKING REFERENCE:_____

SIGNATURE OF PERSON TAKING REFERENCE:_____

TITLE:_____ **PHONE:**_____

FAX:_____ **E-MAIL:**_____

DATE:_____