

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: _____