

APPLICATION FOR MEDIUM-TERM INSURANCE OR GUARANTEE

Attachment J: Supplemental Information Requirements for Foreign Dealer Insurance Policy

I. Requested Financing Amounts and Structures

- For the Supply Contracts or Purchase Orders Amount identified in Item 5.A of the application, please indicate amounts requested for each of the following (total must accumulate to the amount in Item 5.A):
 - Short-term only (for capital goods that will not be refinanced on a medium-term basis together with spare parts and other non-capital items):
\$ _____
 - Medium-term (for capital goods that will be refinanced on a medium-term basis): \$ _____

II. Dealer Information

- Do you or the exporter (please specify) have a distribution agreement with the proposed dealer? If so, is this an exclusive relationship?

- How long have you or the exporter (please specify) been working with the proposed dealer? _____
- For how long, if at all, have you or the exporter extended credit to this dealer? _____
- What, if any, credit limits have been established? At what terms?
A) Parts _____ B) Equipment _____
Are guarantees or collateral required to support this credit? _____
- Is a minimum level of sales per year required from this dealer? _____
- What financial and credit criteria have you established to qualify the dealer? _____
- How often do you conduct a credit review of this dealer? _____
- What are the terms extended by the dealer to its customers? _____
- What warranty support is provided to the dealer? _____

- How far past due must the dealer be before shipments are discontinued?
