

# APPENDIX A

## FOREIGN SALES DATA

Country	SALES		PAYMENT TERMS		Country Limit Requested*	ACCOUNTS RECEIVABLES AGING**			
	Last 12 Months	Projected Next 12 Months	Last 12 Months	Projected Next 12 Months		As of (date):			
						Current	0-60 Days Overdue	61-120 Days Overdue	121+ Days Overdue

\* The Country Limit Requested should represent the maximum anticipated outstandings over the next 12 months for the countries listed (excluding any sales that are to be excluded from coverage, such as letter of credit sales, if applicable).  
 \*\*If foreign credit insurance is requested, please complete the accounts receivables aging for each country to be insured.

# APPENDIX B

## BUYERS REPRESENTING TEN HIGHEST CREDIT EXPOSURES

Please provide a list of the top ten (10) Buyers (domestic or foreign, or both, as applicable to this application) that represent the largest anticipated high credit exposure over the next twelve (12) months.

Buyer City/State/Country (Please indicated D&B # if known)	SALES		PAYMENT TERMS		Buyer Limit Requested*	ACCOUNTS RECEIVABLES AGING			
	Last 12 Months	Projected Next 12 Months	Last 12 Months	Projected Next 12 Months		As of (date):			
						Current	0-60 Days Overdue	61-120 Days Overdue	121+ Days Overdue

\* The Buyer Limit Requested should represent the maximum anticipated outstandings over the next 12 months for the named Buyer. 6/99

# APPENDIX C

## LOSS HISTORY

Please provide the following information on gross credit losses over \$50,000 (domestic losses or foreign losses, or both, as applicable to this application) during the last three (3) years, whether or not insurance is requested for these Buyers or countries. If there are none, please indicate by writing "none", and initial with date.

Buyer State/Country	Shipment Date	Cause of Loss	Claim Filed?	Gross Loss*	Recoveries (excluding any claim payments)	Net Loss

\*For the purpose of this schedule, a credit loss should be regarded as any receivable, insured, or uninsured, which has not been paid within one year of the due date and/or any receivables that have been deemed uncollectible.

**APPENDIX D**  
***SLOW PAY - 60 DAYS +***

*Please list all buyers (domestic or foreign, or both, as applicable to this application) on which coverage is being requested with undisputed amounts more than 60 days past due under original terms of sale, or that you have reason to believe will become so. If there are none, please indicate by writing "none", and initial with date.*

<b>Customer Name</b>	<b>Shipment Date</b>	<b>Account Balance</b>	<b>Amount 60 days +</b>	<b>Original terms of sale (net)</b>	<b>Reason for past due</b>