APPENDIX A
FOREIGN SALES DATA

Country	***SALES***		***PAYMENT TERMS***			***ACCOUNTS RECEIVABLE AGING****			
						As of (date):			
	Last 12 Months	Projected Next 12 Months	Last 12 Months	Projected Next 12 Months	Country Limit Requested*	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 receivable aging <u>for each country</u> 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***			***ACCOUNTS RECEIVABLE AGING***			
						As of (date):			
	Last 12 Months	Projected Next 12 Months	Last 12 Months	Projected Next 12 Months	Buyer Limit Requested*	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.

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 those 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.***

Customer Name	Shipment Date	Account Balance	Amount 60 Days +	Original Terms of Sale (net)	Reason for Past Due Net Loss