

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: _____