



**APPENDIX A
Your key customers**

Company name :

All amounts are in : CAD USD

CUSTOMER'S NAME AND ADDRESS	CREDIT LIMIT REQUIRED (000'S)	ANNUAL SALES (000'S)	TERMS OF PAYMENT	EXPERIENCE
				Years as a customer : yrs <input type="checkbox"/> Prompt <input type="checkbox"/> Slow 60 <input type="checkbox"/> Steady <input type="checkbox"/> Security held <input type="checkbox"/> Slow 30 <input type="checkbox"/> Improving <input type="checkbox"/> Slow 60 + <input type="checkbox"/> Worsening
				Years as a customer : yrs <input type="checkbox"/> Prompt <input type="checkbox"/> Slow 60 <input type="checkbox"/> Steady <input type="checkbox"/> Security held <input type="checkbox"/> Slow 30 <input type="checkbox"/> Improving <input type="checkbox"/> Slow 60 + <input type="checkbox"/> Worsening
				Years as a customer : yrs <input type="checkbox"/> Prompt <input type="checkbox"/> Slow 60 <input type="checkbox"/> Steady <input type="checkbox"/> Security held <input type="checkbox"/> Slow 30 <input type="checkbox"/> Improving <input type="checkbox"/> Slow 60 + <input type="checkbox"/> Worsening
				Years as a customer : yrs <input type="checkbox"/> Prompt <input type="checkbox"/> Slow 60 <input type="checkbox"/> Steady <input type="checkbox"/> Security held <input type="checkbox"/> Slow 30 <input type="checkbox"/> Improving <input type="checkbox"/> Slow 60 + <input type="checkbox"/> Worsening
				Years as a customer : yrs <input type="checkbox"/> Prompt <input type="checkbox"/> Slow 60 <input type="checkbox"/> Steady <input type="checkbox"/> Security held <input type="checkbox"/> Slow 30 <input type="checkbox"/> Improving <input type="checkbox"/> Slow 60 + <input type="checkbox"/> Worsening
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				Years as a customer : yrs <input type="checkbox"/> Prompt <input type="checkbox"/> Slow 60 <input type="checkbox"/> Steady <input type="checkbox"/> Security held <input type="checkbox"/> Slow 30 <input type="checkbox"/> Improving <input type="checkbox"/> Slow 60 + <input type="checkbox"/> Worsening
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PLEASE ADD PAGES IF NECESSARY

Total sales to your top customers: \$ and as a percentage of your total sales: %

Have you been refused credit insurance cover within the last 6 months on any of the buyers listed above ? YES NO

If Yes, please give brief details: