



APPLICATION FOR CREDIT INSURANCE

1. **Applicant**

1.1 Name: _____

Address: _____

2. **Sales and Loss Information**

2.1 Please provide sales and loss data, and the amount of the largest single Buyer loss, for each of the past four years. Losses should include both amounts reserved and amounts written off.

Domestic Sales and Losses

	Domestic Sales	Gross Domestic Bad Debt Losses	Number of Losses	Largest Single Domestic Loss (Gross Amount)	Typical Domestic Terms of Sale
20__					
20__					
20__					
20__					
Current Yr. (Projected)					

Foreign Sales and Losses

	Foreign Sales	Gross Foreign Bad Debt Losses	Number of Losses	Largest Single Foreign Loss (Gross Amount)	Typical Foreign Terms of Sale
20__					
20__					
20__					
20__					
Current Yr. (Projected)					

2.2 Within the past year, has the Applicant rescheduled or restructured the debt owed by any Buyer? _____

If yes, please provide details on a separate sheet.



3. **Buyer Analysis**

3.1 Breakdown of Buyers for which coverage is requested, if materially different from the expired policy, if any:

Maximum Projected High Credit Exposure*		Number of Buyers
\$0 -	\$50,000	
50,001 -	100,000	
100,001 -	250,000	
250,001 -	500,000	
500,001 -	1,000,000	
1,000,001 -	1,500,000	
1,500,001 -	2,000,000	
Above -	2,000,000	
Total:		

*Exposure per Buyer is usually significantly less than annual aggregate sales per Buyer.

3.2 Approximately how many accounts over \$100,000 were placed with attorneys or collection agencies for collection during the past year? _____

What was the total amount of such accounts: _____

4. **Other Information**

4.1 Are you aware of any material deterioration in the financial condition of any Buyer insured, or to be Insured, or of any circumstance that may reasonably be expected to result in a loss (that the Company has not already been made aware of)? _____
 If yes, please attach details.

4.2 Please complete Appendices A, B, & C (attached).

Authorized Signature of Applicant: _____
 Name of Authorized Signatory (Print): _____
 Title: _____
 Corporation: _____
 Date: _____
 Telephone: _____

APPENDIX A

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) which represent the largest anticipated high credit exposure over the next twelve (12) months.

Buyer State/Country (Please indicate 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 Buyer named.

APPENDIX C

LOSS RECORD

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 four (4) years, whether or not insurance is requested for these Buyers or countries.

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.