



# REQUEST FOR TRADE REFERENCE

STRICTLY CONFIDENTIAL

**Regarding:** \_\_\_\_\_  
 Company \_\_\_\_\_  
 \_\_\_\_\_  
 Street Address \_\_\_\_\_  
 \_\_\_\_\_  
 City/Province/Country \_\_\_\_\_  
 \_\_\_\_\_  
 Postal Code \_\_\_\_\_

The information below remains strictly confidential and is for Export Development Canada's use only. Please answer the following questions regarding your experience with the above-mentioned company.

Company has been a client for how many years?			
Date of last sale			
Total sales to this company in the last 12 months			
Highest credit granted to this company in the past 12 months			
Payment terms			
Average days outstanding			
Amount currently outstanding and aging	Outstanding		Due Dates
General payment experience	<input type="checkbox"/> favourable <input type="checkbox"/> fair <input type="checkbox"/> not satisfactory		

**GENERAL COMMENTS:**

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Company Name: \_\_\_\_\_ Telephone: \_\_\_\_\_  
 Contact Name: \_\_\_\_\_ Title: \_\_\_\_\_  
 Signature: \_\_\_\_\_ Date: \_\_\_\_\_