



**Export-Import  
Bank of the  
United States**

**SUPPLEMENTAL INFORMATION  
REQUIREMENTS FOR FOREIGN  
DEALER SUPPORT**

**Requested Financing Amounts and Structures**

Please indicate the Supply Contracts and Purchase Order amounts requested under Uses of Funds in the Requested Financing Amounts and Structures section for each of the following:

Short-term only (for capital goods that will not be refinanced on a medium-term basis together with spare parts and other non-capital items): \$ \_\_\_\_\_

Medium-term (for capital goods that will be refinanced on a medium-term basis): \$ \_\_\_\_\_

**Dealer Information**

Do you or the exporter (please specify) have a distribution agreement with the proposed dealer? If so, is this an exclusive relationship? \_\_\_\_\_

How long have you or the exporter (please specify) been working with the proposed dealer?

For how long, if at all, have you or the exporter extended credit to this dealer? \_\_\_\_\_

What, if any, credit limits have been established? At what terms?

A) Parts \_\_\_\_\_ B) Equipment \_\_\_\_\_

Are guarantees or collateral required to support this credit?

\_\_\_\_\_

Is a minimum level of sales per year required from this dealer? \_\_\_\_\_

What financial and credit criteria have you established to qualify the dealer?

How often do you conduct a credit review of this dealer? \_\_\_\_\_ What are the terms extended by the dealer to its customers? \_\_\_\_\_

What warranty support is provided to the dealer? \_\_\_\_\_

How far past due must the dealer be before shipments are discontinued? \_\_\_\_\_