COUNTRY	PREVIOUS YEAR			PROJECTED FOR NEXT YEAR		
	# of Buyers	Sales	Payment Terms*	Sales	Payment Terms*	High Credit Outstanding
EXAMPLE			80% CILC			
United Kingdom	10	$2,500,000	20% 60 day O/A	$4,000,000	100% 60 day O/A	$750,000
TOTALS						

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Cash in Advance (CIA)
Confirmed L/C (CILC)
Sight Unconfirmed L/C (Sight L/C)
Term Unconfirmed L/C (Term L/C)
SDDP-CAD - see below**
30 Day Drafts
60 Day Drafts
61-120 Day Drafts
121-180 Day Drafts
30 Day Open Account (O/A)
60 Day Open Account (O/A)
61-120 Day Open Account (O/A)
121-180 Day Open Account (O/A)
Other Terms