

Trade Reference Request For: BRIGHTCOM

1. Length of time you have dealt with the above company
2. The credit terms you offer them
3. The credit limit offered
4. Do they always pay within the terms offered?
5. What is their average monthly spend?
6. When was the last occasion they purchased from you and what was the amount?
7. Do they regularly give your name as a trade reference?
8. Are you in any way associated with the company (other than as a trade supplier)?
9. Is there any other relevant information you feel we should have in helping us decide whether to offer a credit account to this customer?

Signed

Name and position

For and behalf of: