

Lichtenstein



Total Respondents:

January 2014	20
September 2014	23
May 2015	17

Sales are primarily to:

Lichtenstein	Existing Customers	New Customers
May 2015	8%	

Number of Accounts & Customers in this Country

Lichtenstein	0	1-10	11-20	21-30	31-40	41+
January 2014	80%	15%				5%
September 2014	76%	14%	5%			5%
May 2015	70.6%	29.4%				

Resources Used to Check Credit on Customers:

Lichtenstein	Customer Visits	Trade References	Credit Reports	Country Risk Reports	Financial Statements	Bank References
May 2015	100%	100%	100%	100%	100%	

Documents Used to Confirm the Sale to Customers Before Shipping Product:

Lichtenstein	Credit Applications	Purchase Orders	Sales Contract
May 2015		100%	

Top Payment Method:

Lichtenstein	PIA Payment in Advance	L/C Letter of Credit	O/A Open Account	D/D Dated Draft	CAD Cash Against Documents	Alternative Methods Of Payment	EFT Seller Initiated	Wire Customer Initiated	Credit Card	Extended Payment Program	Not Applicable
January 2014	25%		75%								
Sept 2014	43%		57%								
May 2015			100%								

Open Account, Average Trading Terms/Number of Days

Lichtenstein	0 - 30 Days	45 Days	60 Days	90 Days	120 Days	150 Days	150+ Days
January 2014	100%						
September 2014	75%		25%				
May 2015	100%						

Open Account, Average Payment Delay

Lichtenstein	No Delay	Less than 30 Days	30-60 Days	61-90 Days	91+ Days		
January 2014	34.4%	33.3%	33.3%				
September 2014	33%	67%					
May 2015	100%						

In general, payment delays are due to:

Lichtenstein	Responses
May 2015	

Advice when doing business in Lichtenstein:

Lichtenstein	Responses
May 2015	

Lichtenstein

How many key accounts with large balances are past due:

Lichtenstein	May 2015
Less than 1%	100%
Between 1 -5%	
Between 6 – 10%	
About 25%	
About 33%	
About 50%	
About 60%	
About 75%	
About 100%	

Average Number of Key Accounts with Large Past Due Balances:

Lichtenstein	1 - 5	6 - 10	11- 20	20+	
January 2014	N/A				
September 2014	N/A				
May 2015					