

Region: 0041

<u>Account Number</u>	<u>Name</u>	<u>Year Started</u>	<u>Contact Name</u>
E0000000	GREENHECK REP CO. LTD	1990	MR. IMA GREENHECK REP
<u>Telephone</u>	<u>Credit Terms</u>	<u>Credit Limit</u>	<u>Sales Office</u>
555777888	Net 30 Days	\$2,500	5555

A/R Status

<u>Date</u>	<u>Sales Order</u>	<u>Invoice</u>	<u>1 - 30 Days</u>	<u>Over 30 Days</u>	<u>Over 60 Days</u>	<u>Over 90 Days</u>
06-Nov-02		WIR1975A		-27,244.96		
28-Nov-02	S0000061	1000001	13,683.12			
30-Nov-02	S0000071	1000002	29,984.46			
10-Dec-02		WIR1834B	-39,984.00			
<u>Total A/R Balance</u>			<u>1 - 30:</u> 3,683.58	<u>Over 30:</u> -27,244.96	<u>Over 60:</u> 0.00	<u>Over 90:</u> 0.00

Total balance on Rep account for open invoices, wire transfers, and credit memos.

Commission Status

Commission Pending	
<u>Sales Order</u>	<u>Dollar Amount</u>
S0000001	4,338.97
S0000011	4,200.98
S0000021	64.87
S0000031	2,438.51
S0000041	329.10
S0000051	5,292.00
Total:	16,664.43

Commission Payable	
<u>Commission Credit</u>	<u>Dollar Amount</u>
C55555	9,537.68
Total:	9,537.68

Beginning with the next statement, all **NEW** commission credits will be designated with the sales order number. (For example, the commission credit on sales order number S0000001 will appear as C0000001).

Commission Pledged	
<u>Sales Order</u>	<u>Dollar Amount</u>
S0000005	15,740.35
Total:	15,740.35

Commission pending or commission payable used to guarantee or make payment for the referenced customer order.

Commission Pending: 16,664.43

Total commission on orders which have been shipped and invoiced, but payment has not yet been received from the customer. Once payment is received, the amounts will be transferred to "commission payable."

Commission Payable: 9,537.68
- Commission Pledged: 15,740.35
- Account Receivable Balance: -23,561.38
Net Funds Available: \$17,358.71

GREENHECK TERMINOLOGY

COMMISSION PENDING - Reflects orders that have been shipped and invoiced but payment has not been received from the customer to date.

COMMISSION PAYABLE - Reflects customer invoices where payment has been received and the commission amount has been credited to your account in the form of a credit memo.

COMMISSION PLEDGED - Reflects commission payable or pending that has been pledged to guarantee or make payment for the referenced sales order.

ACCOUNTS RECEIVABLE BALANCE - Reflects all open invoices, wire transfers and credit memo's appearing on your account except for commission credit memo's.

NET FUNDS AVAILABLE - The amount of money currently available. This amount is determined by Commission Payable amount minus Commission Pledged minus Accounts Receivable Balance equals net funds available.