

6. During the past two years, has your firm been directly solicited for its loan business by an institution located outside the city-town in which you are located?

Yes No

7. If yes to number 6, how were you solicited (e.g., phone, personal visit) and how often?

Describe

8. In what type of institution does your firm maintain:
(a) primary checking account
(b) secondary checking account
(c) savings account

Commercial bank Savings & loan Savings bank Other (Specify)

9. Does your firm maintain a checking account with a financial institution that has no offices in your city/town?

Yes No If yes--
Name of institution Location

10. Does your firm maintain a savings account with a financial institution that has no offices in your city/town?

11. Did you receive any trade credit without which you would have required a loan?
[It is very important to determine whether trade credit was a substitute for a loan rather than simply a means of postponing payment.]

12. If yes to number 11, roughly what percentage of your credit (loan) requirements were satisfied by trade credit?

13. Does your firm lease any equipment such as an automobile, copying machine, or computer? Yes No

14. If yes to number 13, what items are leased?
(a) What is the approximate size of the firm's monthly payments for leased equipment?

15. Does your firm have a formal line of credit understanding? Yes No

16. If yes to number 15, from what type of institution was the line of credit obtained?
(a) Approximately how large is the line of credit?

<u>Commercial bank</u>	<u>Savings & loan</u>	<u>Savings bank</u>	<u>Credit union</u>	<u>Employer thrift plan</u>	<u>Investment broker</u>	<u>Mutual fund</u>
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