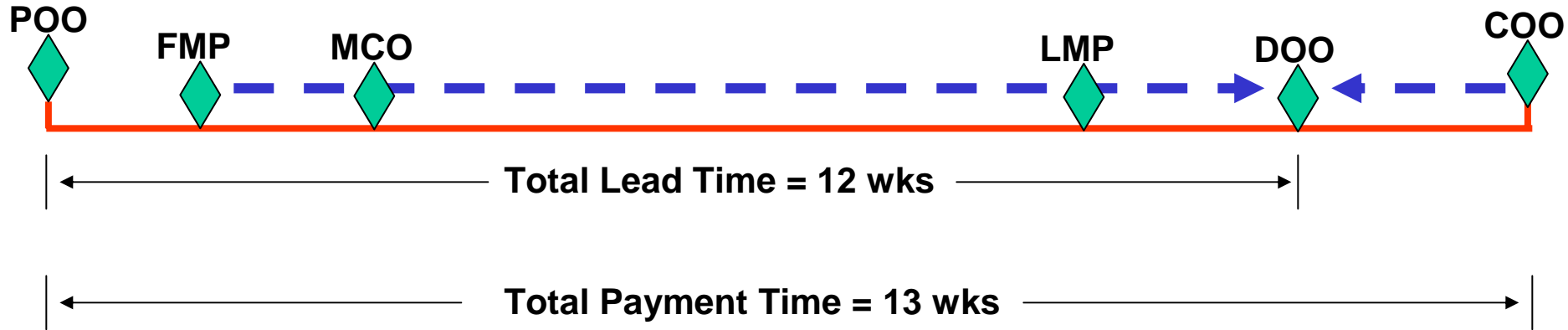


Terms of Payment



POO – Placement of order

DOO – Delivery of order

COO – Payment for order

FMP – First material payment

LMP – Last material payment

MCO – Major cash outlay
(Most expensive items)

T.O.P. Formula –

*Get POO nearer to
DOO.*

Get DOO same as COO

*Get FMO, LMP, MCO to
DOO*