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today for info &
subscription
details!
262.827.2880

Credit Information At Your Fingertips

Wisconsin Credit Association and Coface North America are proud to announce direct access to Cofanet, the searchable database where you can request international credit reports and @ ratings!

What is Available with Coface Direct Access?

Credit Reports

- **Fresh Investigations & Online/Database Reports**

Available in over 200 countries, Coface has the global network and reach necessary in order to provide fresh information in a timely fashion, without an exorbitant price tag. Fresh investigations include the option to submit questions, comments, or additional information to the investigator.

Credit Opinions

- **Standard @Rating Credit Opinions**

Categorizes companies into one of five levels of creditworthiness determined by Coface's underwriting department. Find out what credit limits Coface would accept under a credit insurance policy, without having to purchase the protection. --Available with, or without monitoring.

Country and Sectoral Risk Information

Through Coface's online system, access a wealth of country and sectoral risk free of charge!

Order Reports Anytime!

- **Quick and Easy Access**

With direct access, users can connect to Cofanet at anytime, 24 hours a day, to order a credit report or view any of the useful information online.

Portfolio of Reports

- **Archive of Reports Requested and Received**

Cofanet keeps an archive of all reports that users have received. This allows you to log on anytime to review a report you already have!

Signing up for direct access to Cofanet is easy! Contact Wisconsin Credit Association at creditreports@waccredit.org or 262-827-2880 to request your access. Reports will be charged against your credit reporting subscription. If you don't have a subscription, contact Wisconsin Credit Association today. International Credit Executive Group Members can take advantage of a special, low-rate international only subscription!

For pricing in units, as well as details about the @ Rating, please see opposite side.

Coface International Reports Unit Pricing Guide

<u>Area of World</u>	<u>Normal Days to Deliver</u>	<u>Unit Charge</u>
Mexico	10/14	8.5
Caribbean, Central and South America	10/14	9.5
Canada	7/12	5.0
Western Europe & Scandinavia	10/14	9.5
Eastern Europe	15/17	14.0
Pacific Rim / Asia (All countries)	15/17	15.0
Middle East & Africa (All countries)	15/17	14.0

EXPRESS CHARGES (in addition to normal charge)

Express Service World (except Eastern Europe & Asia) – ½ Delivery Time	3.0
Express Service Eastern Europe & Asia – ½ Delivery Time	5.0
Express Service Canada – ½ Delivery Time	1.0

@ RATING PRICING – Available with Direct Access Only

<u>@ Rating Credit Opinion</u>	<u>Regular</u>	<u>Monitored</u>
United States/Canada	1.4	2.2
Western Europe & Scandinavia	2.3	3.6
Caribbean, Central & South America, Mexico	6.3	6.6
Pacific Rim/Asia (All Countries)	6.3	6.6
Middle East & Africa (All Countries)	6.3	6.6

The @ Rating

Coface's @rating products represent the backbone of their credit insurance business. This informational tool bridges the gap between credit reports and credit insurance. By providing these credit opinions as an informational tool, you benefit from the expertise and experience of Coface's underwriting staff who make over 8000 credit decisions daily. Below are descriptions of the various @rating product options:

@Ratings Credit Opinions

@Rating is a global rating system designed to show a company's capacity to honor its commercial commitments to customers and suppliers. @Ratings are an indication of the risk that Coface would be willing to take – and often *does* take – on a particular company. Developed by Coface credit insurance underwriters, these ratings serve as credit limits for some policies, but are also available as an information product that is not backed by protection. They are a reflection of Coface's knowledge and expertise in evaluating and undertaking exposure on companies worldwide.

NR	Not Rated *
R	Up to \$10,000
@	Up to \$20,000
@@	Up to \$50,000
@@@	Up to \$100,000
X	Company is flagged for weakness

*A company receives an "NR" rating if there is no current rating on file. An "NR" rating is replaced with an @rating upon a fresh review of the company's standing.

What goes into an @Rating?

To formulate an @rating, Coface underwriters collect information on a company and evaluate that company's creditworthiness in the context of its industry and the country where it operates. The underwriter takes into consideration many internal and external factors, as well as professional experience in assessing credit risk. The underwriter then attaches a dollar "grade" to the company. The rating scale is global; therefore the risk of a company that is rated a @@ in Germany is comparable to that of a company rated @@ in Ecuador.

Monitored @Ratings

All of Coface's information suppliers (which compile the info necessary for an @rating) make updates on each rating when a request is made by any firm to update the report. In other words, any time a record is updated, anyone who has that record flagged for monitoring gets it updated in their portfolio. What's important to note here is that the rating may never change even though the record has been updated. A company in essence, can have a rating of @@@ for 10 years without any changes, even though the record has been updated numerous times. If a record is not ordered by anyone, Coface will still update each monitored request every quarter. So, every 3 months, the record is updated, whether or not anyone has requested the credit report to be updated.