

## Credit Reports on Overseas Firms

In many instances, a simple background check on your potential customers will reduce your risk and allow you to enter new business relationships with confidence. Information on potential or existing foreign buyers can be obtained through several agencies, both public and private:

### **International Company Profile (ICP):**

The ICP is a service of the U.S. Department of Commerce, are background reports on overseas firms in selective markets, including their reputation, reliability, and financial status. These reports are produced by the U.S. Commercial offices in our embassies and consulates abroad. For further information, please contact the Utah Export Assistance Center at (801) 255-1871.

### **Private Sector Credit Report Providers:**

Several private firms offer information on the credit status and reliability of foreign firms. Prices range from \$200 to significantly more depending on the country, type of report, and the firm's pricing. Below are companies that provide reports on businesses in numerous overseas markets.

#### **Dun and Bradstreet International**

103 JFK Avenue  
Short Hills, NJ 07078  
(800) 234-3867  
(610) 882-6005 Fax  
[www.dunandbradstreet.com](http://www.dunandbradstreet.com)

#### **Standard and Poor's Compustat**

Custom Business Unit  
7400 South Alton Court  
Englewood, Colorado 80112-2934  
(800) 523-4534  
[www.compustat.com](http://www.compustat.com)

#### **Graydon International, Inc.**

2<sup>nd</sup>Floor, Hygeia Building  
66 College Road  
Harrow, Middlesex HA1 1BE  
United Kingdom  
[www.graydoninternational.com](http://www.graydoninternational.com)

#### **Credit Risk Monitor**

704 Executive Blvd., Suite A  
Valley Cottage, CA 10989  
(877) 468.6276  
[www.crmz.com](http://www.crmz.com)

#### **Owens OnLine, Inc.**

6501 North Himes Avenue, Ste. 104  
Tampa, FL 33614  
(800) 745.4656  
[www.owens.com](http://www.owens.com)

#### **Coface USA**

50 Millstone Road  
East Windsor, NJ 08520  
(800) 283-7965  
(312) 372-7080 Contact: Sarah Galer  
[www.coface-usa.com](http://www.coface-usa.com)