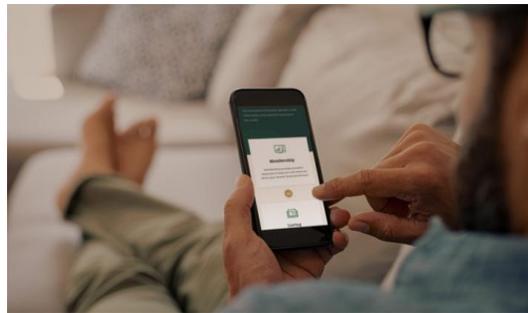




FAQ: JBT Credit Reports

Introduction

The Jewelers Board of Trade would like to take this opportunity to provide some clarity about our services and JBT membership as well as our approach to determining JBT ratings. We encourage all industry stakeholders to reach out to us with any concerns regarding the following:



FAQ

- **Do I need to be a member to be listed with JBT?**

Membership is not required to be **listed**. Any business or individual in the jewelry industry may qualify for a listing with JBT free of charge. A listing with JBT “puts you on the map” as a known jewelry business, enhancing trust between suppliers and retailers.

- **We have been listed with JBT for years but have never been given a rating other than “0”. I am told it is because I don’t have enough trades. What does that mean?**

In order to calculate a fair and accurate payment score, JBT requires a minimum of 5 suppliers reporting payment information about your business. While the sources are supplied to JBT by you, responses to our requests for trade information from suppliers are not always returned in a timely fashion. Our experience has shown that if the listing proactively reaches out to the supplier, asking them to respond to JBT, it greatly increases the response rate.

- **Will JBT correct my rating?**

This is a common misconception about JBT. Although JBT ratings are based upon objective criteria and methods, we sometimes are not provided all the information specific to your business. Therefore, all listings have the right to contest their rating.

Should you feel your rating is incorrect, contact us. We will reach out to the suppliers who have provided information to JBT to confirm what they reported. On occasion, we find that a supplier may report payment information without telling us that special terms were agreed to. In that case, on your behalf we will confirm with the supplier and make the appropriate adjustments*.

Since more suppliers who report to us allows for more accurate ratings, our advice is to give us as many of your suppliers as possible. All of our trade data is held in confidence.

*Suppliers who do not respond to the JBT for confirmation of reported past-due invoices will have their data deleted from our analysis.

- **Can Non-members submit information to JBT?**

JBT accepts payment history information from non-JBT members. We ask for the company information including the company name, address and phone number of the retailer the supplier is reporting on, high recent credit extended, amount owing and past due, date of last sale, terms of sale, and manner of payment (i.e. prompt, slow 30, etc.). Because we have to take additional steps to verify a business that may be previously unknown to us, it can sometimes take a little longer to incorporate non-member data into our ratings.

Email the information to reporting@jewelersboard.com.

- **I've heard that having a good rating will lead to me getting hammered with sales calls.**

If you have a 1 or 2 credit rating, you may get more sales calls. But a good rating can also give you access to better sources and better terms.

You are likely to receive better pricing, faster deliveries, and better service when you are well rated with JBT. In the long run, that translates into improved margins and a more profitable business for you. Slow payers may wind up paying more because suppliers often build in extra costs for slow or extended payments. Since good credit is an extension of your reputation and translates into a competitive advantage in an increasingly challenging marketplace, it behooves you to have a 1 or 2 JBT rating.

JBT RATING Current 1A23	RATING UPDATED	07/02/2020	
	STATUS	1A2	\$1,000,000 to \$5,000,000
	PAY SCORE	3	Fair
	PREVIOUS RATING	1A21	

- **Why are my prompt payments not being recognized?**

Many JBT suppliers send us their entire accounts receivable aging each month. On the other hand, other suppliers don't always provide us with the information we need. As mentioned above, by far the most effective resolution to this problem is for you to reach out to your suppliers and tell them to respond to JBT when they ask about your business.

Should you have any questions about the overall credit rating process, the best person at JBT to speak with is Kathleen Morgan, Reporting Manager, 401-467-0055 ext. 5635 or email kmorgan@jewelersboard.com. She can explain in more detail how the process works. Please feel free to contact her.

- **Why won't JBT give me my own credit report?**

We understand that this is a point of contention. However, while JBT is not obligated to provide our credit reports containing confidential trade payment information (including the source of the information), to retailers and other suppliers, we will work diligently to make sure the information on your report is accurate.

Every year, we contact every listed company with an abbreviated copy of their report so they can note if any changes have occurred within the past year. It also gives you an opportunity to provide a list of new suppliers whom we should rely on for accurate payment history.



Retailers who are **members** of JBT receive their information via email monthly which includes additional information, including their credit rating, number of inquiries in the past 12 months, when the rating was last modified and more. We encourage everyone to sign up for membership to help you monitor your credit reports and JBT

- **Isn't JBT one sided for the benefit of the suppliers?**

JBT takes great pride in making sure we are a fair and accurate reporting agency. In addition to cultivating a culture which promotes that, we have added retailers to our Board of Directors and in 2017 introduced a membership level for retailers to encourage them to know their suppliers and monitor their credit rating. We are in the process of adding 'Own Your Listing' capability on our public website giving all listed accounts the ability to provide us information in a timely manner.

Our Collections Department staff handles all claims based upon factual documentation received from suppliers and strives to be fair in negotiations between retailers and suppliers. Having accurate information certainly helps in these cases.

We hope these explanations have cleared up any misconceptions you may have had about how JBT operates and works with both retailers and suppliers.

Any listed company, regardless of membership can call the JBT at any time should you feel there is a discrepancy in our information.

As a leader in the jewelry industry, JBT is pleased to offer educational resources, trend analysis, and insights on the broader jewelry market. Browse our resource online library for jewelry industry education, industry webinars, and downloadable resources.

Not a member yet?

Join JBT with a retail membership for only \$195 a year to activate your subscription to RatingWatch™ and you will be notified of your rating and other pertinent information on file with JBT every month. If you are a supplier, contact us to join as an Enhanced member to enjoy additional FREE benefits!

www.jewelersboard.com, jbtinfo@jewelersboard.com, 401-467-0055. Follow us on social @jewelersboard.

KEY to JBT Rating System

JBT's rating system incorporates **Payment Scores, Estimated Capital** and **Other Condition Codes** based on available information.

Payment Scores can be assigned in the absence of a capital rating. If JBT has sufficient trade data, (including claims history) a 1, 2, 3, or 4 rating may be assigned.

Payment scores ranging from 0-4 are assigned to all accounts. Payment scores of 1-4 continue to indicate paying habits of prompt through slow based on reported terms.

A payment score of "0" indicates "no basis for pay rating", and may be due to insufficient trade or claims history on file, too new to rate, currently operating in bankruptcy, currently in receivership, subject has been written out of business by JBT within the last 120 days, or other factors that limit JBT's abilities to assign a rating.

Collection claims placed with JBT are factored into these scores.

All accounts are assigned either a rating supported by required financial information (also known as a Capital Rating), or an "Other Condition" Code. Other Condition Codes* were developed to better indicate why a Capital Rating has not been assigned.

Financials Reviewed in Confidence

Subjects submitting Financial Statements in Confidence to JBT are eligible for a Limited Capital Rating, e.g. "21", preceded by "IC", for example "IC21" designates an estimated capital range of \$1,000,000 and over and a 1 payment score.

Average Payment Days are calculated and published on the summary page of the credit report and represent a weighted average of reported trade payment experience over the past 7 months. Average Payment Days reflect payments in accordance with reported terms.

*Other Condition Codes

- FIN** Current or Full Financials Not Available - Incomplete
- TRK** Tracked by JBT Less Than One Year
- NEW** In Business Less Than Three Years
- BKR** Bankruptcy (Current)
- PBK** Prior Bankruptcy
- RCV** Receivership (Current)
- NRC** No Ratable Capital
- RPT** See Credit Report
- LTD** Limited Information Available on the Business
- RSP** Residential, Seasonal, Part-time, Limited % of Sales Attributed to Jewelry
- OOB** Written Out of Business by JBT within the Last 120 Days

BKR, RCV and **OOB** codes will always have a **Payment Score** of **"0"**.
TRK and **NEW** codes will always have a **Payment Score** of **"0", "3" or "4"**.

A **"0"** Payment Score does not indicate that credit should be denied, but that detailed reports from JBT should be consulted before a decision is made.

"BRCH" Denotes branch location or affiliated with another company. Reference should be made to headquarters

About Us

The Jewelers Board of Trade (JBT) provides the data, services, tools, and insights necessary to navigate the evolving jewelry industry successfully. Since 1884, we have established ourselves as the premier thought-leader and data processor in the industry. Leveraging our network of more than 26,000 jewelry businesses in North America and our robust trade, credit, and business data, we provide reliable and actionable market insights and analysis that help jewelry professionals protect their business interests and adapt to evolving market trends. For more information, [visit our website](#).