



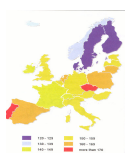
The LPL Newsletter

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THINGS TO DO FOR 2006



LPL enters its 28th year of successful collection and has taken this opportunity to remind all our clients that we look forward to continued success on your behalf. Over the years we know that there can be many changes within client operations, and our new mail-out is designed to remind clients that our Voucher Service, if unused, has been pre-paid. LPL is ready to action them against your slow payers and thereby increase cash flow for you at minimum cost risk. For further information call Gavin 020 8597 2229



Overseas collections reach new highs. LPL has always included overseas collection services as part of our pre-paid voucher system, and are delighted to offer that continued commitment. For more in-depth collection work overseas LPL's minimum percentage fees (no recovery- no fee) is attracting even more instructions. Do not leave more time to pay, just because of distance, contact LPL as soon as overseas customers go beyond reasonable terms.

LPL's 1st Stage Service
Call : Steve or Gavin
020 8597 2229

Voucher Instruction Your Check List

*
Use Block Capitals when
instructing.

*
You do not need to enclose copy
invoices or query letters with
your instruction voucher,
unless requested.

*
As soon as payment is received
please inform LPL. The debtor is
instructed to send payment
directly to you.

*
LPL recommends that you add
any interest and charges
applicable, but contact LPL if
you need advice.

*
Further 2nd Stage action will not
be taken until we receive your
signed authorization.

*
LPL's Flat Fee Charges from
£6.00 - £16.00
per account handled

*
In-depth (2nd Stage)
Collection Services

No Collection-No Fee within the
UK from 10%

Re-Address & Collect Services

Why discard 'Returned Mail' accounts. LPL will find, confirm and collect your discarded accounts.

If you subscribe to LPL's 1st Stage Flat Fee Voucher Service, on any instruction that is returned as 'Gone Away' LPL will trace a new address and re-send LPL Demand letters for the low fee of £35.00 plus vat. On a No find- No fee basis.

Are you charging interest?

The Late Payment of Commercial Debts (Interest) Act 1998 has now been fully operational since August 2002. It allows businesses to add the UK reference rate (*Bank of England minimum base lending rate -fixed for 6 months*) + 8%. At the time of publication interest is 12.5% per annum. Compensation can also be added as follows: **Unpaid debt up to £999.99 add £40. £1000 - £9,999.99 add £70. £10,000 and above add £100.** This compensation can be added to each invoice if they constitute separate contracts/purchase deals. You may have adequate penalty clauses within your existing Terms and Conditions- if so, you must, under normal circumstances, rely on your contract terms only. Many clients now refer to these statutory clauses within their own terms.

If you have interest and charge clauses built into your existing Terms and Conditions (Penalty Clauses), it is

If you already know that the address you have is a 'Gone Away' prior to LPL instruction, send us a completed Voucher with the old address, marking the Voucher clearly RE-ADDRESS. Once a new address is confirmed LPL will commence the standard Voucher service. Our £35.00 plus vat fee will only be charged on a successful trace.

For a full range of LPL Trace Services please contact Steve Lewis on 020 8597 2229. Email slewis@lplgroup.com

Contractual Interest & Charges

essential that you add these charges to ANY instruction given to LPL, whether a 1st Stage Voucher instruction or 2nd Stage No Collection - No Fee instruction. Whilst, in some circumstances, LPL staff are happy to work these charges out and add them to the debt, this can only be done if we have your instruction to do so, and are fully aware of your terms.

There should be no hesitation in adding such charges. More and more businesses, large and small are successfully adding and collecting these further costs. Collection of extra costs obviously reduces the burden of collection charges and it also has the benefit of ensuring that the debtor does not repeat late payment behaviour.

For more information on all items in this Newsletter - call 020 8597 2229.