



The LPL Newsletter

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LPL is experiencing record instruction rates BUT collections are also at record levels



There is no doubt that the so called Credit Crunch is affecting all industries, manufacturers, wholesalers and the retail trade. A recent report by Leeds University Business School stated that the manufacturing base is fairing slightly better than other sectors, but are we in a recession? The definition used by economist is 'negative growth within two reported and consecutive financial quarters'. That has not happened yet. Are we in a period of difficult trading? Yes. What does it mean for LPL Clients? Well it is a period of careful consideration when taking on new customers, credit checking to a higher degree of care than previously envisaged and, more important than ever, a strict policy of control and chasing on late payments. We are continuing to collect successfully for our 16000 clients.

Check the CREDIT STATUS of your current Customer Base

- **SPECIAL OFFER - £12.00 PER REPORT**

If you have 10 or more customers that you wish to check at any one time, enjoy this very special price to re-establish credit limits for your existing client base. On limited companies in England, Scotland and Wales you will receive:

Information filed at Companies House inc. Latest Annual Returns

- Latest Filed Accounts
- Directors and Shareholders
- Public information on debt inc. CCJ's, Decrees, CVA's
- LPL Record Searches
- Recommendation for CURRENT CREDIT LIMITS

For more information and/or instruction, Email to slewis@lplgroup.com or call

0208 597 2229

LPL speak at recent Buyers conference



LPL were honoured and delighted to be invited to give a presentation to The Sterling Super Buying Group Annual Conference in October. We were happy to discuss recent collection experiences and offer ideas and information on good credit control practice, applying

interest and charges and ideas for improving cash flow. LPL have several dates in the Diary for 2009 on behalf of clients and we are always delighted to facilitate any request for the future. Please call Gavin on 020 8597 2229 for available dates.

Using www.lplgroup.com

Please take some time to visit LPL's interactive website. From Newsletters packed with useful credit control information through to fact sheets detailing the addition of Interest and charges in accordance with legislation or contract. It also allows via 'CLIENT ZONE' to give us:

COLLECTION INSTRUCTIONS

1. [1st Stage Voucher Instruction Form - Pre-Paid 3 Letter Service](#)
2. [1st Stage Voucher - Paid/Amend/Stop Form](#)
3. [FAST TRACK Instruction Form](#)

The **Fast Track** option allows you to process the 1st Stage Voucher service with the added bonus of initiating immediate and direct contact with the debtor by a LPL Account Handler, using direct telephone contact to obtain payment as well as the use of our proven letter system. **All part of one instruction.** With this option, LPL will charge 7% (minimum fee £25.00+VAT), No Recovery - No Fee (conditions apply).

4. [2nd Stage 'Details of Claims' Voucher Instruction Form](#)

By using our website for instruction you save time and postage. You will receive an automatic receipt for your instruction and enjoy same day service, all at the touch of a button. To use 'CLIENT ZONE' you will need a User Name and Password. Call us on 020 8597 2229 or Email info@lplgroup.com for more information. Take advantage of our Website now on www.lplgroup.com



How often do you feel that the Law has beaten you! Often, because of insufficient Terms and Conditions or Contractual flaws, clients can lose many thousands of pounds when debtors win concessions against full payment, due to technicalities that could have been avoided.

NOW EVEN MORE IMPORTANT LPL, through our Solicitors office, can offer constant support for any legal matter. This 'Help-Line' can cover:

- Contractual issues
- Term and Conditions
- Special Customer agreements/Contracts
- Trading Standard issues
- Employment issues

Having a legal specialist on call can add to the efficiency and profitability of your business.

For more information call Alan on 020 8597 2229 or Email alevene@lplgroup.com

Director obligations within the 2006 Companies Act are now in force, with further provisions coming on to the Statute Books in 2009. For more information on these important additions to the Act call Steve Lewis or Email slewis@lplgroup.com

LPL
Controlling Credit
Before Credit Controls You
Call us!
020 8597 2229

LPL operate an automated BACS payment facility for clients via Barclays Business Master. If you prefer direct payments to your account on collected sums call our Accounts Office for further details. Ask for Roland Frith 020 8597 2229