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Newsletter

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Late payment Struggle - About 14 per cent of small and medium-sized businesses are waiting more than 60 days to be paid by clients, according to research by accountancy group RSM Tenon. Published in The SundayMail, the report goes on to say that 25% wait between 45 and 60 days. More than a third say they wait an average of between 30 - 45 days. The late payment of invoices is a growing problem for smaller businesses. The Financial Press is repeatedly highlighting how many larger companies are using their size to delay paying smaller firms while business support groups are beginning to name and shame some companies, but the onus is on all businesses to be aware of their credit control responsibilities to secure prompt payment.

Throughout 2010 LPL clients and non-clients attended our Debt Collection work-shop courses. They proved to be highly successful and we received some very welcome comments and recommendations. We are delighted to announce two dates for 2011 and if numbers dictate we will be able to introduce further dates later in the year. The course covers Credit Policy, Credit Control, Debt Collection Procedures, but more importantly uses live cases to help understand and deal with the day to day problems we all face in our businesses collecting overdue and problem accounts. **If you are interested in Courses on 21st July 2011 or 15th September 2011 please contact Steve Lewis on 020 8597 2229 or Email slewis@lplgroup.com**

We guarantee that you will take something useful back to the work place or your money back!



NEWFLASH - Court fees to rise in April

It seems everything in life is getting more expensive, including the cost of getting your money back! It is now confirmed that Court Fees rise on Monday 4th April 2011. Increases on various court procedures rise between £5 and £35 depending on the value of debt. LPL has produced a detailed price list for the usual procedures our clients are involved in at the outset of legal action and it is available on our website www.lplgroup.com or simply call us on 020 8597 2229 for more information. Unfortunately the Courts are under extreme pressure and delays are occurring regarding the service of proceedings and instructions and reports via the Bailiff Office, which is why LPL recommends, wherever possible, the use of the High Court Enforcement system. With rising costs and continued delays LPL will always try to resolve debt matters prior to legal action, unfortunately, sometimes it just cannot be avoided, but we will, via our recommended Lawyers, make every effort to minimise cost and attempt to keep costs in proportion when legal action is recommended.

Keeping a lid on your credit risk gets increasingly difficult when there are still new businesses starting up and applying for credit. You must still be vigilant although it is not always easy to get good credit information when the Limited Company has only been trading for a few months or the partners or proprietors of a business have no track record or the private addresses cannot be confirmed. REMEMBER TWO THINGS: You have the right to refuse credit and you have the right to ask as many questions and obtain as many confirmations as you think fit, if the potential customer does not want to give the answers you seek you do not have to supply on a credit basis. Ideally you should use a comprehensive 'New Account Opening Form' to ensure that you are seeking the best information before supplying goods or services on credit. As many LPL client already know, in partnership with Experian, LPL are able to supply comprehensive credit reports, using up to date information and cross checking with our own debt records as well. If there is the slightest doubt we will advise you on the best course of action. Providing that personal touch when supplying information can be the difference between successful trading or the loss of thousands of pounds. Call 020 8597 2229 for more information on our Credit Reporting Services.



Late Payment of Commercial debts (Interest) Act 1998

As well as interest charges are you adding the compensation charge per invoice that you are fully entitled to.

Chargeable per invoice:

£1 - £999.99 £40 per invoice
£1000 - £9999.99.....£70 per invoice
£10,000 plus.....£100 per invoice

In accordance with the Act these compensation charges are added to each invoice overdue, according to value, as soon as they go beyond the standard 30 days due proviso. Reference rate interest, currently 8.5% is calculated on a daily basis from the 31st Day overdue, unless agreed terms were longer than 30 days due. As these interest and compensation charges are not vat rated you can produce a zero rated invoice or seek payment via letter notification. The Act does allow for retrospective calculation of these charges. For more information call 0202 8597 2229

Beat the Postal Charge Increases.

Regrettably LPL will be increasing charges on some of our services in May 2011 in view of the rise in Postal Charges. To take advantage of our current prices for our popular Flat Fee/Unit services call Gavin on 020 8597 2229 and secure your requirements for this year.

Are you experiencing problems collecting from your overseas clients. We have expanded our overseas collection services for 2011 and now have even more agents able to assist in recovery. With collection costs from 16% No Recovery - No Fee do not let time diminish your chances of recovery. Andree will give you any information you need to enable you to instruct LPL to collect anywhere in the world. Call or Email apreece@lplgroup.com

DO YOU NEED HELP WITH YOUR TERMS AND CONDITIONS - IN HOUSE CREDIT CONTROL PROCEDURES - SPECIFIC PROBLEMS ON A DEBT BEFORE YOU INSTRUCT LPL - CALL OUR ADVICE LINE NOW ON 020 8597 2229



If your debt problems need to be looked at quickly take advantage of our Low Cost **FAST TRACK** Service, using our voucher/unit system and our 2nd Stage recovery procedures in one seamless instruction; recovery costs, on success only, is as low as 7%. See our website on www.lplgroup.com or call us on 020 8597 2229 for more information and **FAST** instruction