

Credit Management in the Plastics Industry

Reducing Risk and Improving Profitability

**Thursday
6th March
10.15am**

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In the last 5 years the number of plastics companies in the UK has decreased by over 15%. Many of these companies disappeared because of cash flow and debt collection problems as there is often an inability to get the right balance between the sales and financial functions. Sometimes failure results from inaccurate credit scoring, a lack of understanding of the legal tools available or inadequate insurance.

This seminar sets out to explain the importance of credit management for plastics companies and how to deploy it to the greatest possible effect in your business.

Topics will include:

- ◆ Achieving the right balance between credit and sales
- ◆ Confidential Invoice Discounting
- ◆ Innovative export credit schemes and debt collecting in overseas markets
- ◆ Credit scoring and when to be sceptical about the warnings
- ◆ Legal tools available to recover debts
- ◆ The importance of insuring against credit risk



**This interactive seminar is aimed
at anyone responsible for credit
management in a plastics business
from finance to sales**



A British Plastics Federation Seminar

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SESSION 1: Chaired by Philip Law, BPF

10.00 **Registration and Coffee**

10.30 **Introduction and Overview**

10.30 **Sales Versus Credit: The Eternal Dilemma** (David Hawkins, CPA PAID)

- ♦ The issues companies face when giving credit terms
- ♦ The importance of having a firm credit control policy
- ♦ Grow the business without growing bad payers

11.00 **Total Credit Management** (David Hawkins, CPA PAID)

- ♦ *Information* – Knowing who you're dealing with so you can grant credit with confidence
- ♦ *Collection* – Having a robust system in place that enables you to be paid on time and still maintain good will
- ♦ *Protection* – Making sure any debts that remain unpaid don't turn into bad debts

11.30 **Coffee Break**

11.45 **Confidential Invoice Discounting** (Julie Smith, Barclays Bank)

- ♦ An overview of confidential invoice discounting
- ♦ Benefits for business and how it can help your business grow

12.15 **Credit Issues For Exporters** (Kevin Butler, Barclays Bank)

- ♦ An overview of export finance options
- ♦ Trends in export finance

12.45 **Lunch Break**

SESSION 2: Chaired by Stephen Hunt, BPF

1.30 **Credit Scores and What They Are Based On** (Jonathan Annis, Experian)

- ♦ Data and its sources
- ♦ Usefulness and legality of credit circles
- ♦ Information tools at your disposal: credit reports and credit ratings
- ♦ The accuracy of credit reports and when to ignore the warnings

2.00 **Spotting The Early Signs of a Company in Trouble**
(Tyrone Courtman, Cooper Parry)

- ♦ The 13 major reasons why a business fails and spotting the signs
- ♦ Practical measures to avoid incurring bad debt



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2.30 **Coffee Break**

2.45 **How The Law Can Help You** (Bob Scott, Partner Key 2 Law)

- ♦ The legal perspective on chasing your debtors
- ♦ Process, tactics and strategy: A step by step guide
- ♦ The legalities of insolvency, what is the next step
- ♦ What legal recourse do you have if a customer fails to pay



3.15 **Insuring Against Credit Risk**

(Mark Sanderson and Samantha Taylor, Willis Commercial Network)

- ♦ Benefits of Trade Credit Insurance
- ♦ Reducing risk, supporting growth
- ♦ New Business Support - a more direct approach

3.45 **Close**

Seminar Outline

The seminar is designed to give the attendees a thorough overview of the key issues of credit management, with an insight into the best way to manage credit, assess credit risk and the legal steps you should take should you not get paid. This seminar will demonstrate that through a thorough understanding of credit management and by implementing relatively marginal improvements in policy, organisation and training, substantial dividends can be obtained in terms of business expansion on a secure basis.

Who Should Attend?

This interactive seminar is aimed at anyone responsible for credit management and credit control, such as Financial Directors, Credit Managers and anyone involved in collection. It will also give key sales personnel a comprehensive understanding of credit issues when they are dealing with customers.

Venue:

British Plastics Federation

6 Bath Place

Rivington Street

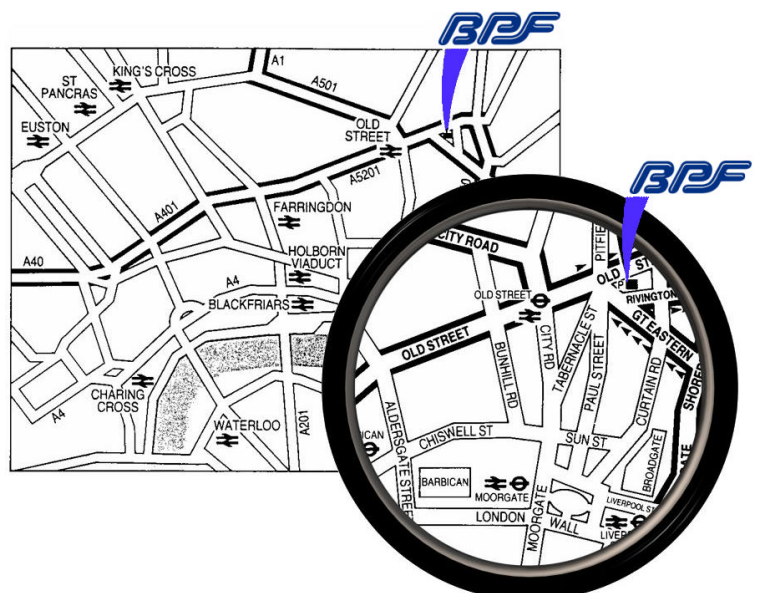
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REGISTRATION FORM FOR SEMINAR 6th MARCH 2008

PLEASE FAX OR POST BACK TO THE ABOVE ADDRESS

No. Delegate spaces that you
wish to reserve

Your Name

DELEGATE NAMES:

COMPANY NAME

Address

Phone

EMAIL

PRICE:	BPF MEMBERS	—	£100.00 + VAT
	AFFILIATE MEMBER	—	£120.00 + VAT
	NON BPF MEMBERS	—	£150.00 + VAT

Method of Payment:

☐ Cheque (enclosed)

☐ Visa

☐ MasterCard

☐ Switch

TOTAL
(EX VAT) £

Credit Card #

VAT £

Security #

Exp. date

Issue Number

TOTAL: £

Card Holders Address

Signature

Terms and Conditions

All payments must be completed by the commencement of the seminar. A VAT receipt will be issued on receipt of your payment and forwarded to you together with joining instructions.

Cancellation: If you are unable to attend after having confirmed your registration, please inform us in writing so that your registration may be transferred to any member of your company.

Refunds: A charge of 20% will be made on written cancellations received after 3rd March 2008 — No refund will be given after the this date.

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