

# NCI MINUTE

## your quarterly trade credit update

### A word from the MD

At NCI we celebrated our 30th anniversary in December. The occasion was marked by an entire company celebration in Adelaide. This time was used to reflect on our humble beginnings while looking at where we will be heading in the next 30 years.

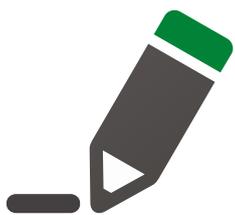
Complementing this milestone was the launch of our new branding, this included an update to our logo, website, brochures and much more. Keep posted for more updates throughout the year.

Sensationally Dick Smith Electronics entered voluntary administration in January. This came as a shock to some while many may have seen the writing on the wall. For a more in depth look at the collapse and it's impact on the trade credit industry, please click [here](#).

As we proceed into February I would like to wish you all the best for the remainder of 2015/16 financial year and 2016.



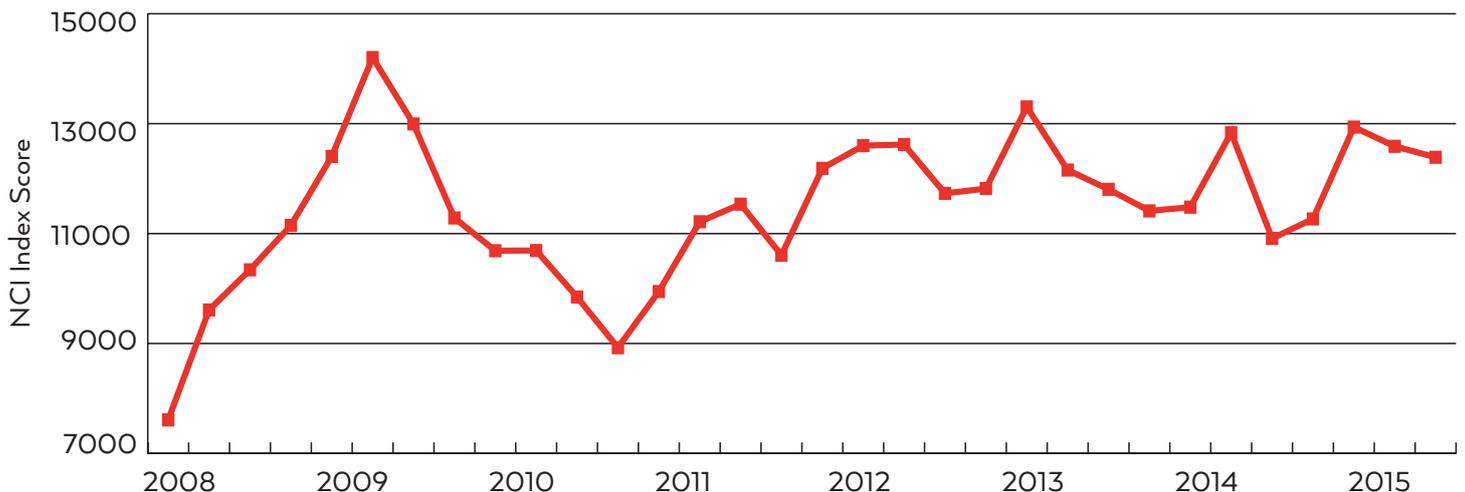
**Kirk Cheesman**  
NCI Managing Director



### Latest Information

Q4 2015 saw a stable index score however we did see increased claims and a 27% jump in adverse alerts, compared with the fourth quarter 2014. To view the current Trade Credit Risk Index, please click [here](#).

## Q4 INDEX SCORE 12,246



# Product in Review

Along with an array of 'refreshed' updates that have recently occurred at NCI, NCINet has also received a face lift. Clients would be all too familiar with the layout and capabilities of NCINet. Using it on a daily basis to apply for limits, lodge claims, submit turnover declarations and much more!



NCINet has been developed over many years and is now a tool used by many. Recent additions include CoverGap and NCIRadar. With over 650,000 debtors on our system up to date information is always available to our clients.

To see a demo of NCINet please email [info@nci.com.au](mailto:info@nci.com.au) or phone 1300 654 500 to arrange a time.



## Industry Issue

### PPSA in PNG

The 19th January 2016 saw the announcement of a new PPSA Online Registry in Papua New Guinea. The new register will be operated by the Investment Promotion Authority (IPA) which has also been responsible for maintaining the PNG's Register of Company Charges – although these will soon need to be lodged with the new Online Registry.

Although our understanding is the nature of security interests to be registered is very much along the same lines as the Australian PPSA, NCI will not be able to make registrations on our clients' behalf given the vastly different IT infrastructures involved. We can assist with advice and steer you in the right direction.

Unlike the Australian PPSA's two year transitional period, the PNG PPSA features a substantially shorter 180 day period during which pre-existing security interests may be registered free of charge. Registration of new security interests will incur a modest K20 fee (a little under AU\$10) and searches of the Online Registry will be free.

While the Registry is now awaiting final enactment of the implementing regulations, there is a demonstration site available at <https://pg-demo.paradigmapps.com/>. We would encourage businesses trading with partners in PNG to familiarise themselves with the new system at their earliest opportunity.

## News

### The value of information.

Access to unique information is critical in making informed 'trade credit' business decisions. A classic example where we assist in avoiding poor credit risk:

A client applied for a credit limit via NCINet and this limit was rejected.

At the time this may have seemed like a poor outcome for the client, however only three months later that debtor became insolvent.

This example, one of many, shows how an in depth understanding of a debtor can lead to a correct decision being made. Our unique database, NCIRadar and extended relationships with insurers allows us to make calls like this on a daily basis.

For more information on how this information can help you, please contact [daniel.mackintosh@nci.com.au](mailto:daniel.mackintosh@nci.com.au).

