NCI MINUTE

your quarterly trade credit update

A word from the MD

Building industry under the pump
The topic of trade credit has been prevalent lately with the insolvency of the Home Australia Group, trading as many well known building companies around Australia. Insolvency is a harsh reality and sometimes it comes without warning to smaller businesses who may not have the cash flow or financial resources to trade through such a time.

Kirk Cheesman
NCI Managing Director

To view more information on this insolvency, click here.

As we approach Christmas I would encourage any businesses with outstanding debts to lodge them for collection. Collecting outstanding monies now may enable your buyers to purchase more over the holiday trading period.

On that note, I wish all safe holidays and look forward to updating you further in our next issue of the NCI Minute, February 2017.

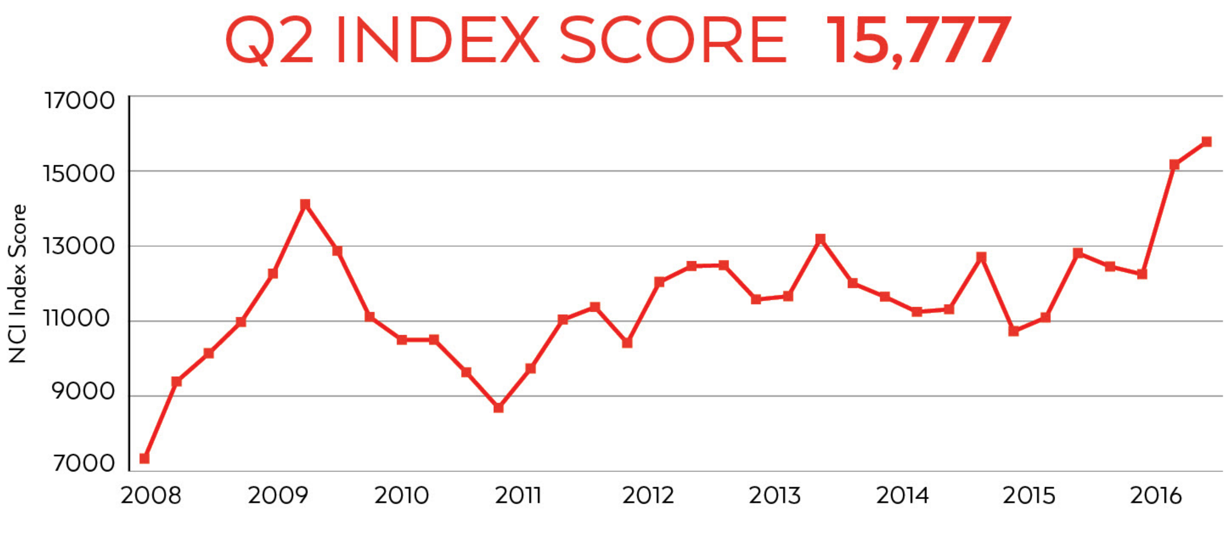
Kind regards

Kirk Cheesman
Managing Director

P.S. If you haven't checked out our corporate video, have a look here.

Latest Information

Stabilisation in trade credit risks
The NCI Trade Credit Risk Index has dropped for the first time since 2015, this could be an indication trade credit risks are stabilising. To view the index and others news at NCI, click here.



World Focus

A 'must have' map for exporters

Coface have released their Country Risk Assessment Map for Q3 2016. Click [here]() to see where Coface has identified countries with high and low risks.

Product In Review

Surety / Performance Bonds

A surety bond is an efficient and cost effective way to finance your contracts' security obligations. It is a common tool in Australia and around the world to reduce the use of bank guarantees.

Bonds are widely accepted by the private and public sectors (including Federal, State and local Governments) and are typically used in industry sectors such as construction, engineering, mining, oil and gas and building.

Key Bond Benefits

Flexibility – a good alternative to traditional bank guarantee facilities which delivers good flexible options alongside your traditional banking lines of credit.

Frees up your assets – the bond facility is unsecured (no tangible security required), versus the banks secured positions.

Improves your liquidity – provides greater flexibility allowing your organisation to leverage its capital base.

Removes growth constraints – provides capacity options and enables you to grow to take on more projects without being restricted by security requirements.

To see more information on Surety Bonds, click [here.]()

Need a 'Soft Collection' Solution?

IODM - AN ACCOUNTS RECEIVABLE MANAGEMENT HUB THAT HELPS BUSINESSES REIN IN RECEIVABLES.

Cash flow and managing debtors can be a significant problem for businesses. 90% of SMEs fail in business due to poor cash flow.

The best way to manage your business is to have good systems in place that ensure your invoices are paid promptly and that the risk of not getting paid is minimised. The results will be improved cash flow and more time to spend on your business.

IODM enables you to schedule all of your overdue invoice reminder and debt collection letters, and send these via email and SMS. The IODM hub also incorporates credit checks and credit insurance via NCI. Being cloud-based, there's nothing to install and IODM interfaces with all popular accounting systems including Xero, MYOB, Reckon, Quickbooks and others for quick and seamless integration.