

NCI MINUTE

your quarterly trade credit update

A word from the MD

Let's start the year on a positive note

Often the thought of not getting paid can mean sleepless nights and increased stress for many credit managers, CFOs and business owners. As the Managing Director, it's always great when I see a positive outcome for one of our valued clients, see [here](#) for an insight into how trade credit insurance has helped this business.



Kirk Cheesman
NCI Managing Director

We are looking forward to rolling-out many exciting developments at NCI throughout 2017 that we think will help improve our clients overall experience - stay tuned!

Kind regards

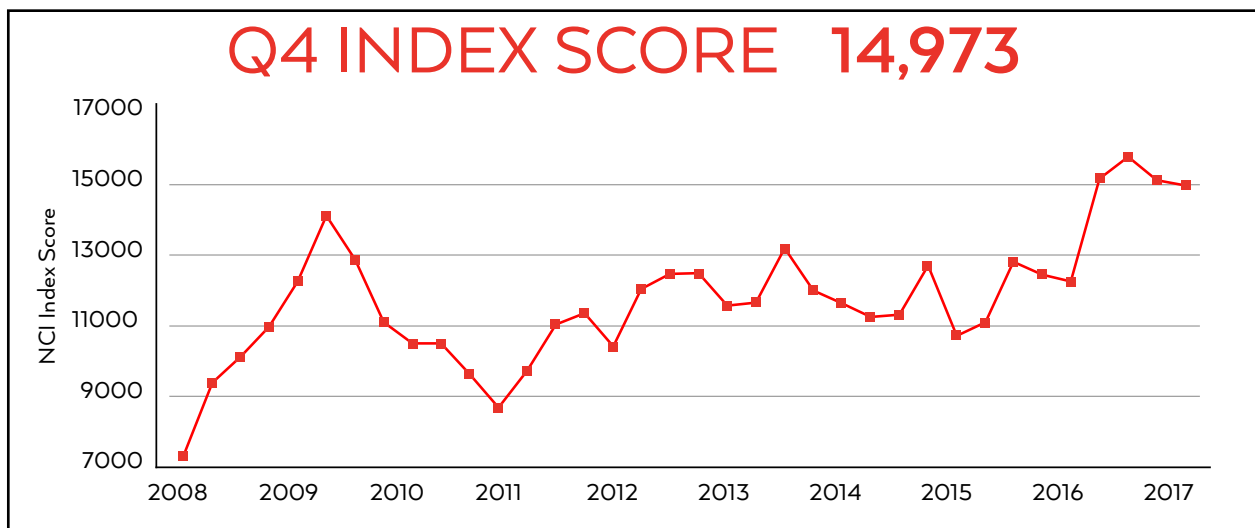
Kirk Cheesman
Managing Director



Latest Information

Typical fourth quarter dip

We have seen a slight decrease in the NCI Trade Credit Risk Index score, this is in line with past seasonal drops. To view the index, click [here](#).





World Focus

Projected insolvencies for 2017

Figure 3 below from Atradius shows their 'Projected Insolvencies' for 2017. Australia ranks the highest, meaning all businesses should be proactive and alert when trading on credit throughout 2017.

For further information on these statistics, click [here](#).

Product In Review

An expensive reminder

On the last day of January, the NSW Supreme Court ruled that Alleasing Pty Ltd had to lose over \$23 million in property to the administrators of OneSteel Manufacturing Pty Ltd. The reason? Alleasing's registration on the PPSR was lodged against OneSteel's ABN instead of their ACN.

This serves as an important reminder to ensure your security interests are registered in strict accordance with the PPSA's rather convoluted rules.

NCI's Debtor Wash and registration process is designed to ensure Grantors are identified in accordance with the PPSA's rules and we are always happy to help.



Type of Grantor	How the Grantor should be identified
Sole Trader	Full Name (as per drivers licence) and date of birth
Partnership	ABN
Partnership acting as Trustee	Trust ABN
Partnership without an ABN	Full name and DOB of each partner (or ACN's of each if a corporate partnership)
Company with an ACN (ARBN or ARSN)	ACN (ARBN or ARSN)
Company with an ACN acting as Trustee	Trust ABN
Corporate entity without an ACN (ARBN or ARSN)	Full name of the business as per articles of association
Governmental Entity	ABN
Trust	Trust ABN



NCI Partnerships

Partnering with associations allows NCI to better understand the needs and wants of our clients. This year we have again partnered with a number of groups that support businesses throughout Australia.

These include:

- AICM as a Supporting Sponsor
- Credit Network
- The Drinks Association
- NIBA

We look forward to working with these associations throughout 2017.