

Angles

The Only Way Is Up!



Incasso are pleased to announce that they have been named the number two debt recovery firm in Yorkshire and the Humber – a place up from the 2004 rating.

The Legal 500 have also placed Incasso 2nd place for the provision of debt recovery in the North West for the second year, and 2nd place for the West Midlands – another jump from 2004.

This is a great achievement for Incasso, and we are especially pleased to be commended by clients for “having our finger on the pulse”.

Scoring a hat trick, Incasso have also been placed second in the 2005/06 listings by Chambers and Partners, for the provision of debt recovery. Clients referred to the practice as “professional and well set up” and the team as “strong and experienced”.

Mark Taylor, Business Development Manager; “We are delighted with these standings in both Legal 500 and Chambers, which demonstrates our continued growth and experience in the credit management market place. It is pleasing to know that these rankings are principally based upon feedback from our clients, whom we place great value in the relationships we develop with.

We have invested heavily over the last few years in IT and developing staff in terms of technical training & NVQ's in leadership skills. These investments have enabled us to sustain our growth and stay ahead of the competition. We continue to be strong in a number of sectors such as Banking, Insurance, Education, Plant hire and Local Government due to our experience of these sectors and the ability of our staff.

We have developed our services as the market changes or demands, as evidenced by our introduction of our extranet facility, exclusive agreement with John Marston - High Court Enforcement officers and consultancy service. We are committed to ensuring we continue to develop our service to meet the demands of our clients - after all it is their continued commitment to Incasso that matters "

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Ho! Ho! Ho!

We'd like to take this opportunity to wish all of our clients a merry Christmas and a prosperous new year. 2005 has been an eventful year for Incasso, with the development of the consultancy service, the refinement of the database and 6 babies born within the department!

Ron Lack, Department Manager, "The festive season is now upon us and it is the time of year when we sit and reflect on the achievements of the last 12 months. We sit back, take a deep breath and slowly slip into a state of severe exhaustion. But no doubt we will all use the forthcoming break to relax, unwind, have early nights and prepare ourselves for the projects that 2006 will bring. Or more likely we will party, over indulge and drink far more than can possibly be healthy and still return in 2006 bright eyed and bushy tailed and finally start work again around February time.

As always, for Incasso it has been a productive and successful year. With the addition of some new people to the team who have brought new skills and built foundations for the launch of new service lines that we will be announcing in 2006.

More importantly, it has been a very successful year for the large majority of our Clients and we are proud to have been a part of that success. This just leaves me to say to all of our Clients, thank you for your support yet again and have a very merry Christmas and a prosperous new year."



Casino Night

Back in November, Incasso hosted a Casino Night for our Yorkshire & Lancashire based clients, and it was a resounding success.



100 guests filled the Thomas Ambler Suite at the Marriott Hotel in Leeds, all eager to spend their allocated £20,000.00 at the roulette and blackjack tables. Whilst the wine flowed, and the canapés circulated, the shrieks of winners and losers could be heard, only for Sharon Beckett of Kirklees Council to reign triumphant, winning an outstanding £264,000.00 by the end of the night.



Whilst the croupiers took a break from the hardened gamblers, our band for the evening, The Commitments, took their places on the stage, delighting guests with nearly two hours of motown and soul classics. The wine must have been flowing freely, as the dance floor was soon packed, with a special mention going to Mike Dearden from Euro Sales Finance who quickly put Patrick Swayze to shame!

With guests leaving after midnight, gambled-out and dancing shoes burning, the general agreement was that it had been a superb event, and definitely worth repeating next year.





High results from the High Court

In 2003, a highly successful partnership arrangement was entered into by Incasso and John Marston High Court Enforcement Officers.

We were one of the first solicitors to enter into an agreement with a Sheriffs Office of our choice, following new legislation in 2003.

This meant that previous restrictions to instruct Sheriffs Officers within county boundaries no longer existed. The agreement, drawn up between John Marston & Co and ourselves highlighted a move that many solicitors will be entering into due to efficiency and cost savings that can be passed on to clients.

The partnership has gone from strength to strength over the past two years, resulting in unsurpassed efficiency when issuing a writ of fifa, and also improved recovery of cash – having national coverage through a sole provider has helped us to achieve results faster; a direct benefit to our clients.

This has proved to be a great success to Incasso, namely, in the last 12 months John Marston & Co has collected nearly £1/2 million and they are dealing with and finalising 50% of the writs lodged within 38 days. 75% of these are completed within 87 days and on average, they are making their first visit to the Defendant's address within 5 days of lodgement of the fifa.

John Marston, High Court Enforcement Officer; "When John Marston & Company went nationwide in April 2004 and offered one stop, fixed price enforcement, I did not know then how successful we would be. It is now Winter 2005 and we have grown a staggering 300%.

We are now recovering over one million pounds per month, and of course this money goes straight into the pockets of claimants, many of whom are clients of Incasso.

It was Incasso's decision to trust us with all of their clients post judgment debt recovery that gave us the platform to launch. Ron Lack was not slow in seeing the benefits and savings available to his clients in a single source service provider and his confidence and commitment matched with our twenty years in the business made for an ideal team.

Our objective now is to continue to maximise for clients the benefits our partnership continues to produce."

If you wish to discuss the services and benefits offered to Incasso by John Marston & Co, or would like advice on any legal recovery proceedings, please contact Ron Lack, Department Manager on 0845 404 1532 or rlack@incasso.co.uk.



Caption Competition



To win a Christmas Hamper, please submit your caption for whatever you think Debbie Fox (Team Leader) is showing Mark Bartliff, her Assistant Team Leader. Good luck and get thinking!



Submit your captions to jpeacock@incasso.co.uk before 19th December 2005.

Breakfast at The Gentlemen's Club

Incasso will be hosting their infamous Harvey Nichols event again in 2006, but this year with a twist – the men get a night too!

After selfishly hogging the wine, food and entertainment for the girls for the past few years, we have decided to run an Incasso Gentlemen's Club on 8th February 2006 in the 4th Floor Restaurant.

The "Breakfast at Tiffany's" themed Ladies Event will therefore take place on the 22nd February 2006, giving the Harvey Nichols staff a chance to recover in-between!

If you would like to receive an invitation to either of these events, please email Jessica Peacock at jpeacock@incasso.co.uk.

If you have any questions regarding this newsletter or would like to discuss anything further please contact Jessica Peacock, on 0845 404 1630, or email jpeacock@incasso.co.uk

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