



Fish Merchants Credit
Management Ltd



Knowledge is.....Peace of mind.

When we first started writing these articles we made the point that it was essential to know exactly who your customers are and, eight months on we would like to remind you that this is still the case.

Over the last few months, a considerable number of companies have shut their doors to the unexpected expense and inconvenience of their suppliers. Some have been insured against such losses but many are having to “brunt” the losses themselves. This in turn puts them in a very precarious position, financially. This needn’t have been the case.

I can understand any supplier’s hesitance to doubt the financial strength and/or weakness of their customers. After all, you may have supplied the majority of them for many, many years. Some of you may not even know where or how to start such an exercise but, it is an essential part of the modern day business process. Why should you risk losing all you have worked for over something which can be easily remedied?

An initial brief enquiry from you, to FMCM, will set the ball rolling and in no time at all, you will have a better idea of how credit worthy or otherwise, your customers really are.

We can conduct a complete “health-check” on all your customers in a very short period of time which will give you the total peace of mind you deserve. We will obviously highlight any potential problems you may encounter, as well as advising what course of action to take should it be necessary for you to cease, or slow down, supplies to any specific customer(s). All in the strictest of confidence of course – your customers will not even know. So come on, do yourself and your business a huge favour. Give FMCM a call!! (You can also get more details at www.fmcmltd.com)

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