

# Company news

## Credit industry surfs more than the web

In September 2009, C W Harwood & Co will sponsor the women's division of the British Bodyboard Championships. Supporting the Under 14 age group at the same event will be debt recovery specialists Collection House Limited.



C W Harwood & Co will be sponsoring the women's division of the British Bodyboard Championships in Cornwall on 5 and 6 September. Picture courtesy of Mike Searle

Rich Hall FICM, Group Credit Manager for engineers Buro Happold (and Chairman of the British Bodyboard Club) said: "I go back more than 20 years with the guys who manage both CWH and Collection House, and I'm chuffed that they will be with us in Cornwall in September."

He continued: "Collection House has always supported children's charities, having been significant fundraisers for CLIC, hence the reason they're backing the Under 14s. Having CWH as the backers for the women's division is great news too."

CWH presents the Institute's legal courses and attendees on these events might raise a smile at the mental picture of Gareth Allen and Robert Addlestone climbing into figure hugging wetsuits. However, when asked to comment, Gareth said: "Don't worry, we'll be presenting the prizes, not entering the competition!"

CW Harwood and Collection House follow in the footsteps of accountants Smith & Williamson who have been involved in sponsorship of the surfing event previously. The competition will be held at Porthtowan in Cornwall over the weekend of 5 and 6 September.

## ETRF signs up with D&B and P&A

The European Telecommunications Risk Forum (ETRF) has announced a new sponsorship agreement with business intelligence experts D&B (Dun & Bradstreet) and credit management and debt collection service providers P&A (P&A Receivables Services plc).

The forum, which brings together key global players within the telecoms industry, including Tier 1 carriers, vendors and suppliers, seeks to promote best practice within the sector through the sharing of insight and risk-critical business information. In addition, the ETRF aims to improve fraud prevention policies across the telecoms sector, as well as help industry stakeholders protect themselves from bad debt.

"As the global recession deepens, and businesses are affected across a variety of countries and sectors, risk management is becoming increasingly important every day," said Roger Hodson, marketing director, D&B. "We look forward to the collaboration with the ETRF, which will not only be invaluable in strengthening our own risk analysis operations, but will also provide us with the chance to provide forum members with D&B insight."

"Reliable, accurate information holds the key to any successful business operation, especially in an industry such as telecoms which is, by definition, spread across a number of geographic and socio-economic borders." Says Laurie Beagle, divisional director, P&A.

"Working with the ETRF will allow P&A to do what we do best – provide the information and insight that allows businesses around the world to operate efficiently and with the minimum potential risk."

For more information on the ETRF and how to become a member, visit <http://www.etrforum.org>

## ICM on the small screen

On 20 July, Members may have seen ICM Chief Executive Philip King interviewed live on the BBC2's award winning financial news programme *Working Lunch*. Philip, who was interviewed by Declan Curry and Naga Munchetty, was invited to take part in the show to stress the importance of good credit management to SMEs in these difficult times, underlining the need to get the fundamentals right, including knowing your customer and credit checking.

Later this month, ICM Fellow David Aston will appear in something completely different, a three part series taking over the slot occupied by *Friday Night with Jonathan Ross*. David appears as the finance director of a new hotel for rock stars, a niche venue opened by heavy metal band Iron Maiden. The first part of the series, titled *Rock'n'Roll Hotel* will be shown at 10.35 on 31 July. But be warned – the programme does include a lot of bad language ...