

## *Case Study*

# *LP Transport (Tividale) Ltd*

*How a successful transport  
company controls debt*



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with Riskdisk.

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LP Transport is a flourishing, family-run road haulage and transport business established in the West Midlands in 1952. Situated at the heart of the Midlands motorway network, the company provides general and specialist road haulage services to many clients throughout the United Kingdom. LP Transport specialises in transporting goods such as steel, machinery and pipe work.

Thriving haulage businesses, in line with other busy companies, are not immune from the time consuming and costly problem of bad debt or slow payment. LP's Accounts Manager, Marcia Harris detailed the problems faced by the company.

Marcia revealed, "Three years ago we were employing the services of a debt recovery insurance agency to handle any potential bad payment issues. However, we soon discovered that the service, for which we were paying a not inconsiderable £2500 per annum, was worse than useless. When it came to making a claim on the service we were told that unless the outstanding debt fell into a specific category, that was in the opinion of the company 'recoverable', they would refused to touch it! Sadly, it took some time for us to realise that the whole set up was little more than an elaborate scam."

Marcia said, "As a result of our bad experience we decided to search the internet for a suitable credit reference agency to help us limit the problems of bad debt in the first place. We found many listings, but one stood out from the crowd and was frequently at the top of our search lists. We selected Riskdisk and have not looked back since."

Marcia added, "Riskdisk is now the foundation of all our credit searches, and we have been successfully using the system for nearly three years. From a user viewpoint it is simple to understand and very practical - their traffic light system of credit ratings provides an immediate visual reference to a credit rating and allows us to make rapid decisions on new business opportunities."

Marcia went on to say, "We also use Riskdisk to monitor existing customers, who, in these difficult economic times, can be equally prone to default. Riskdisk is great because it helps us by providing an instant decision, and as a direct result the incidence of bad debt at LP Transport is now very low. Riskdisk is our only source of credit reference information and I can, and frequently have, recommended them as a credit reference partner to other companies. Their information is up to date and the costs are low enough to allow constant use."

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*Marcia Harris – Accounts Manager - LP Transport*



## Contact

If you are looking to transport your goods around the UK then visit LP Transport at [www.lptransport.co.uk/](http://www.lptransport.co.uk/), or call them on **0121 557 3133** for more information. If your company needs hauling out of a bad debt situation then a partnership with Riskdisk could certainly help put you back on the riight road. Just visit [www.riskdisk.com](http://www.riskdisk.com) or call for an informative chat on **0844 871 1868**.

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