



Supercharged results...

Electrio is a company with strong values and high standards at its core. Proud of its reputation for quality electrical design and installation, Electrio is equally committed to investment in the training of their operators, the majority of whom have been with the company from Apprenticeship level, spending their entire career to date with the business. Further than that, their commitment to reliability and quality extends to the products that they carry and the advice that they give, encouraging and supporting their clients to 'go green', using the latest energy efficient modules and advice including LED lighting and PV Panels.

Electrio believe in working in partnership with its clients, which means that sadly, when a client is lost through insolvency, it is more than just a bad debt, it is the loss of a business partner too. On 14th March 2018, one such longstanding customer, Benson Bros in Bristol, went into liquidation, leaving a six figure debt owing to Electrio; a debt which has been paid thanks to Electrio having an appropriate and comprehensive credit insurance policy.

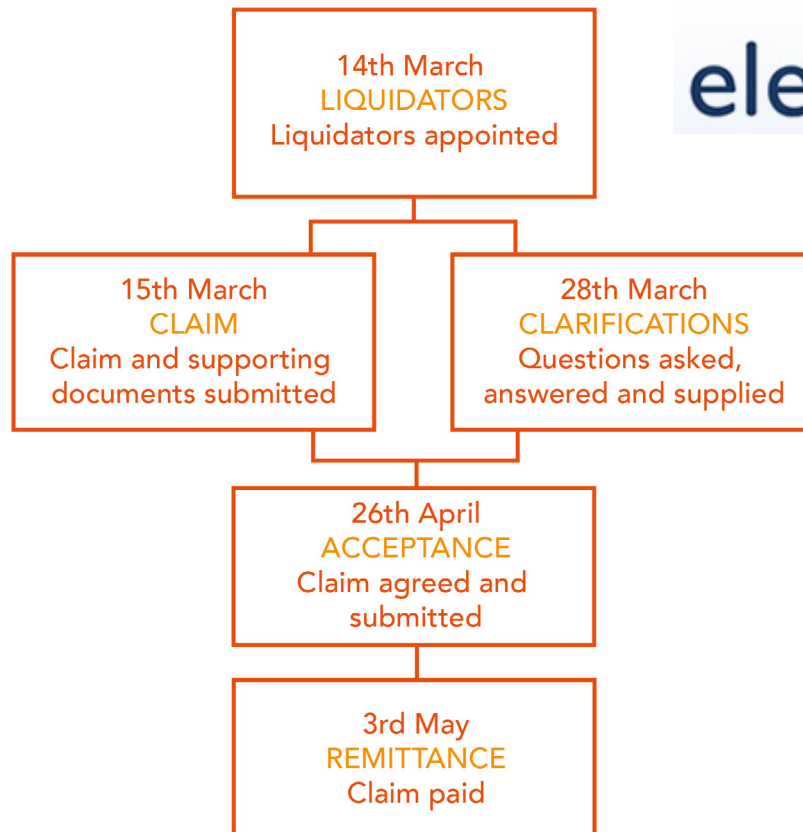


Electrio

Maria Long, Director comments
“Sadly, one of our longstanding customers, Benson Bros, went into liquidation mid-March. We felt a real sense of sadness over the loss of a valued customer and at the same time we had to get on with making a claim through our credit insurance. The debt went into six figures and it was the first time we’d had to make a claim in more than 10 years of credit insurance. Thankfully, The Channel Partnership, our brokers for credit insurance, looked after everything for us so the claim was paid with minimal disruption. We’re definitely pleased now to have had credit insurance in place!”

Maria continues “Within 49 days of the customer liquidation, the full value of the insurance claim was paid and in our account. Up to now, credit insurance has been something that we’ve used as a support for our credit control procedures, but now we’ve had a serious claim paid, we see what value we’ve been getting all these years.”

Electrio has used credit insurance for more than a decade as part of a system of proactive credit management and as a reduction of risk. It not only acts as the ultimate protection in the event of a bad debt, but has also supported business to reduce risk by setting appropriate levels of credit in the first place.



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