



NEWS UPDATE

Summary of 2005

This year has seen a tremendous amount of change for Thomas Cox & Co. We have sadly said goodbye to Moira (who we are delighted to say still pops in for 'coffee' every now and again) and have welcomed two new members, Linda and Richard, to our team.

We are now thoroughly enjoying our new office and are really grateful to all those who have helped to make us feel at home here. Peter is particularly enjoying having a separate 'study' where we can host client meetings (and where we can put him when he is having a bad day!). He is gradually filling the room with his favourite pictures of ships and trains, and model cars etc – 'boys and their toys' springs to mind... The rest of us are just extremely grateful that we no longer have to traipse across the courtyard to use the loo as we now have our own – 'essential creature comforts' springs to mind...

Welcome to our new clients

We were delighted to welcome the following as new clients this year:

Simon Robinson – Robinson Metalwork	Nigel Allen – Thruxton Sportscar
Gordon McLean – I McLean and Sons Ltd	David Clemitson – Dream Doors
Nick Archer	Sarah Nix
Philip Andrew/Matt Warren – Lincolnshire Meat Company	
Gail Thomas – Core Business Networks	

Seller Beware

We were recently at an Institute of Directors meeting (of which we are members) when it was announced that the Institute believes that there is likely to be a "hard landing" of the economy in the early part of 2006. This belief has not been widely publicized as the tabloid press would be likely to publish banner headlines which could become a self-fulfilling prophesy. A major effect of a hard landing will be a cash shortage (local law firms are already saying that the number of debt collecting cases have doubled). Therefore you should do all you can to keep your debtor book in check and beware those customers who suddenly increase their spending outside of their normal buying patterns.

The stock market may be pointing in the opposite direction but we have seen "excessive exuberance" here before. Just be careful and do all you can to manage your cashflow. A final thought – how many "55" registered cars have you seen? Compared with earlier registration numbers, not very many!

And finally a thought as we go into 2006....

Hardly a day goes by but "research shows" that we're all doomed: cigs are bad, beer bad, salt bad, eating bad, internet bad, and now, a vitamin too many and you're toast. If the bird flu doesn't get you, MRSA will, when you go into hospital. Before "research shows" that freedom is bad, let's all have a Full English breakfast, followed by several pints, 40 fags, a 100 multivitamins, then on to the internet to buy a cheap flight to China to kiss a chicken... **(Courtesy of the Sunday Telegraph and Terry Wogan)**

Please find enclosed our calendar for 2006 (pictures taken by Peter) which we hope you will enjoy. All of us at Thomas Cox wish you all a very happy Christmas and a successful and prosperous New Year.