

Leading debtor tracing company joins DBSG



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Press Release Author: [Tracesmart Corporate](#)

Industry: [Financial](#)

Press Release Summary: Tracesmart now a member of the Debt Buyers and Sellers Group

Press Release Body: Cardiff based Tracesmart, renowned supplier of [debtor tracing](#) services, has announced it has become a member of the Debt Buyers and Sellers Group (DBSG). Tracesmart has joined the DBSG as part of its commitment to the debt collection industry and to provide valuable specialist input on some of the core processes used to recover debt, namely [data cleansing](#) and tracing.

Formed for the benefit of companies who buy and/or sell debt, the DBSG is the official voice of the sector, administering best practice and offering guidance and support where needed. Created by the Credit Services Association (CSA), the group's inaugural meeting took place in December 2003 and was officially launched at the CSA's 2004 Annual Conference. Today the DBSG has in excess of 80 members including some of the biggest



companies in the industry who trade billions of pounds worth of debt each year.

As well as helping to expand the company's presence within the debt collection arena, joining the DBSG will help Tracesmart to keep its finger on the pulse of one of its core industries. Chris Rothwell, Sales Director for Tracesmart explained further,



"Tracesmart is already an active member of the CSA, having a regular presence at their events and in their publications and also providing consultation on key industry topics. Having a pro-active involvement has helped us expand our knowledge of the industry, build our customer base and also allowed us to provide valuable

guidance on the areas in which we specialise. We now hope that by working closely with the DBSG we can both provide our expertise to enhance best practice in key recovery activities and raise our company profile."

Tracesmart currently holds memberships and affiliations with many professional organisations and bodies; these allow the company to remain up-to-date with industry trends and also provide forums through which valuable information can be shared. Mike Trezise, Managing Director at Tracesmart, comments on the importance of aligning with industry professional bodies,

"We have a hugely diverse customer base and whether the client is a firm of solicitors conducting [identity checks](#) for [anti-money laundering](#) purposes, or a debt collection agency using our systems to [trace people](#), we want our services to completely fulfil their particular needs. By affiliating with professional



organisations we are able to identify changes in relevant industries as they happen and tailor our services to meet client needs."

Notes to Editors

- Tracesmart Limited - was formed in 1999 and supplies a diverse range of consumer data cleansing, identity check and tracing tools to a wide variety of industries. Their client base ranges from SME to Blue Chip, who are all recipients of bespoke solutions, built around their specific needs.
- Chris Rothwell – Tracesmart's Sales Director – previously worked in both the financial markets and tracing industry. With a wealth of knowledge and experience, Chris is well placed to head up Tracesmart's corporate sales team.
- Mike Trezise - is the founder and Managing Director of Tracesmart. With over 25 years tracing and fraud analysis experience his unrivalled knowledge provides the company with a distinct competitive advantage.

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