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**Belco Global Foods
Case Study Analysis**
Collection of Accounts Receivable

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About Belco Global Foods
TheCasesolutions.com
Belco is an international food products company.
Founded in 1970.
Manufactures 80 products, ranging from products to be prepared and served in restaurants.
Product line divided into 3 lines, exposure to more than 100 countries.
Total sales are reaching \$1.8 billion.

The Growth of Belco
TheCasesolutions.com
Belco's sales growth has been an average of 10% per year for the last 10 years.
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Credit Terms
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Key Facts
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Engage Customer Support
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Provide Legal Advice
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Proposed Solution
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Sample6: Partnering to Make Food Safer

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Belco is an American food distribution company.
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have opened 220 distribution centers in
Canada, the U.S., and Mexico.
The Belco Group is a public company listed on
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Annual sales over \$1.5 billion.

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Keynotes
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Project Statement Profile
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Project Legal Action
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About Belco Global Foods

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- Belco is an international food distribution company
- Founded in 1978
- 18 offices on 4 continents, employee base speaks 22 languages and span 40 nationalities
- Product sourced in U.S., then exported to more than 125 countries
- Annual sales are nearing \$1 billion

The Growth of Belco

TheCasesolutions.com

- Vision: Build strong, mutually advantageous relationships with suppliers and customers
- Committed to understanding its markets and customers
- Hire employees that are able to speak with local customers
- Developed branded products
- Adaptable strategy



Background

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- Belco experiences a great deal of risk
- Strong credit and risk management team
- 40-50% of sales are made on open account terms
- Examine customer's financials before granting open terms
- \$100 million outstanding in accounts receivable
- Insured receivables for 85-90% of contract value

Credit Terms

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- Cannot exceed 30 days after arrival of cargo to destination
- No grace period
- Contact customer on due date
- Credit team puts credit hold on account
- Average maturity = 30 days

Kooritsa Kiev

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- Wholesaler of poultry, pork, and other food products in Moscow, Russia
- Trading with Belco for 4 years
- Granted open trade terms in 2008
- Overdue receivable was **\$84,000** worth of food product
- Outstanding balance of **\$78,000** due in 15 days
- Had **30 days** to pay after goods arrived



The Problem

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How can Pam Arnold and the credit team collect the outstanding receivable from Kooritsa Kiev without damaging their relationship with Belco?