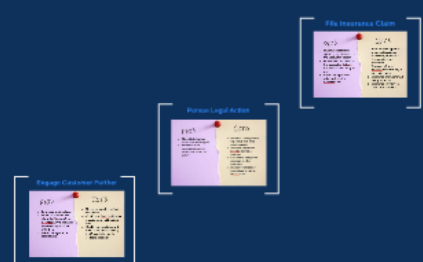


TheCaseSolutions.com



Belco Global Foods
Case Study Analysis
Collection of Accounts Receivable
TheCasesolutions.com



The Problems
TheCasesolutions.com

The Options
1) Engage the customer partners
2) Hire legal counsel and take the case to court
3) File an insurance claim

Engage Customer Partners
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Personal Legal Action
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File Insurance Claim
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Credit Terms
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Background
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The Growth of Belco
TheCasesolutions.com

How Belco Global Foods
TheCasesolutions.com

Partnering In The Cloud (B): 2011

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About Belco Global Foods
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Belco is an American food distribution company.
Founded in 1971.
75 offices and 4,000 employees, employees
have opened 220 convenience and super markets.
The Belco Global Foods, Inc. has expanded to more than 200 countries.
Annual sales over \$1.5 billion.

The Growth of Belco
TheCasesolutions.com
The Belco Group is a leading provider of food distribution services in the United States and internationally.
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Background
TheCasesolutions.com
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Credit Terms
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Keynotes
TheCasesolutions.com
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The Problem
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The Solution
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Project Management Profile
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Project Legal Action
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File Inference Class
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Project Evaluation
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Partnering In The Cloud (B): 2011

Belco Global Foods Case Study Analysis

Collection of Accounts Receivable

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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

TheCasesolutions.com

- 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

TheCasesolutions.com

- 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

TheCasesolutions.com

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