

Grasp the Latest Customer Payment Trend in Logistics Industry to make a sound credit decision



Decide with Confidence

Introduction

During the economy downturn, business executives often face slow payment problems, Days Sales Outstanding deterioration and the increasing difficulties in making credit decisions. In order to make a sound credit decision, business executives should know the market payment trend as well as how your customer pays to others. However, it is said easier than done.

Since 1996, Dun & Bradstreet (D&B) has been organizing DunTrade[®], a unique service for participant to get the most objective and reliable payment information. The program has grown over years and now contains vast amount of payment information in all industries. Leveraging the information, this workshop is organized to share the intelligence with key industry players of Logistics Industry.

Through this workshop, you will learn:

- latest customer payment information on the entire industry, and evaluate the area of improvement on Days Sales Outstanding (DSO)
- Case study on recent liquidation and bad payment customers
- D&B Unique Tool for detecting bad debt risk

Designed For

Credit control and Accounting professionals of Logistics Industry Supplier

Workshop Details

- 1) Customer Payment Analysis and Benchmark Report of the Logistics Industry
- 2) Case Study - symptoms and characteristics of liquidation and bad payment customers
- 3) Introduction of DunTrade[®] Payment Database

Date & Time: September 21, 2009 Monday 3:30 pm – 5:30 pm

Venue: 18/F, Caroline Centre, Lee Gardens Two, 28 Yun Ping Road, Causeway Bay, Hong Kong

Medium: Cantonese

Enrollment : By Invitation

Booking Deadline: until the quota is full

- ✧ **Refreshments will be prepared for attendees.**
- ✧ **Payment Analysis and Benchmark Report (In English) will be provided.**
- ✧ **Contract Detail: Ms. Jenny Chan (Tel: 25161237 ; Email : chanje@dnb.com)**

-----Enrollment Form (Reply Receipt) -----

Company Name: _____

Participant Name: _____ Job Title: _____

Address: _____

Tel No. : _____ Fax No: _____ Email: _____