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Full PDF PackageDownload Full PDF PackageThis PaperA short summary of this paper11 Full PDFs related to this paperDownloadPDF Pack A Study on Receivable Management at Colorlines Clothing India Pvt. Ltd.1. EXECUTIVE SUMMARY :The project deals in Account Receivable Management with reference to the study of Colorlines Clothing India Pvt. Ltd. Receivable management is one of the most important aspects of the organization, as it deals with the management of the outstanding. The profit of the company mainly depends on the accounts receivables. Therefore it needs a careful analysis and proper management. Debtors occupy an important position in the structure of current assets of a firm. They are the outcome of rapid growth of trade credit granted by the firms to their customers. Trade credit is the most prominent force of modern business. It is considered as a marketing tool acting as a bridge for the movement of goods through production and distribution stages to customers. Till few years back, Colorlines Clothing India Pvt. Ltd. had a very strict policy of selling against advance payments. That was an era of controlled economy. However, with an increasing domestic and international competition, company could no longer afford this policy, in order to maintain its premium position. Further in order to capture a greater amount of market share, it was compelled to go by the industry norms and thus it ushered into the new era of credit sales. This resulted in credit sales going up significantly. A credit limit was sanctioned to every customer. The customers were required to pay the outstanding amount on the due date. This report discusses the importance of managing accounts receivable and provides proven principles for achieving benefits such as increased cash flow, higher margins, and a reduction in bad debt loss. The focus is primarily on commercial (business to business) receivables management, protection against credit risks. Karnataka State Open University, MysorePage 1A Study on Receivable Management at Colorlines Clothing India Pvt. Ltd. Karnataka State Open University, MysorePage 2A Study on Receivable Management at Colorlines Clothing India Pvt. Ltd.2. INTRODUCTION: Meaning of Account receivables Accounts receivable is an accounting transaction which deals with the billing of customer who owes money to a person, company or organization for goods and services that has been provided to the customers. In most business entities this is typically done by generating an invoice and mailing or electronically delivering it to the customer, who in turn must pay it within an established timeframe called credit or payment terms. Definition of Account receivables The term receivable management is defined as debt owed to the firm by customer arising from the sale of goods/ services in the ordinary course of business. The receivable represents an important component of the current assets of the firm. Receivables may be known as accounts receivables, trade creditors or customer receivable. When a firm its products / services and does not receive cash for it immediately, the firm has said to be granted trade credit to the customers. Trade credit thus creates receivable / book debts, which the firm is expected to collect in near future. Accounts receivable are thus amounts due from customers, which bear no interest in essence, a company is providing no cost financing to the customer to encourage the purchase of the companys products/services. Objective of receivable management To promote sales and profit until that point is reached where the return on investment in further funding of receivable is less than the cost of funds raised to finance that additional credit (i.e. cost of capital) Karnataka State Open University, MysorePage 3A Study on Receivable Management at Colorlines Clothing India Pvt. Ltd. IMPORTANCE OF RECEIVABLES MANAGEMENT :it can be argued that revenue generation is the most critical function of a company. Dot-com companies that created exciting new products but failed to generate significant revenue burned through their cash and ceased operating. Every company expends substantial resources to generate increasing levels of revenue. However, that revenue must be converted into cash. Cash is the lifeblood of any company. Every Rupee of a companys revenue becomes a receivable that must be managed and collected. Therefore the staff and processes that manage your receivables asset: Manage 100% of companys revenue. Serve as a service touch point for virtually all the customers of Company Can incur or save millions of dollars of bad debt and interest expense. Can injure or enhance customer service and satisfaction, leading to increases or decreases in revenue. If increasing revenue, enhancing customer satisfaction, and reducing expenses are important to you, read on. The benefits of effectively managing the receivables asset are: Increased cash flow Higher credit sales and margins Reduced bad debt loss Lower administrative cost in the entire revenue cycle Decreased deductions and concessions losses Enhanced customer service Decreased administrative burden on sales force These benefits can easily total millions in profit and tens of millions of cash flow in a year. Karnataka State Open University, MysorePage 4A Study on Receivable Management at Colorlines Clothing India Pvt. Ltd. Determinants of accounts receivable/credit sales 1. Credit sales volume 2. Credit policies 3. Business terms- time period, discounts 4. Competition 5. Cost of receivables/trade credits 6. Carrying cost 7. Defaulting cost 8. Administration Cost Karnataka State Open University, MysorePage 5A Study on Receivable Management at Colorlines Clothing India Pvt. Ltd.3. INDUSTRY PROFILE Industry Structure The textile and apparel industry is one of the largest segments of Indias economy, accounting for 20 percent of total industrial production and slightly more than 30 percent of total export earnings. It is also the largest employer in the manufacturing sector with a workforce of some 38 million people. In addition, millions of others rely on the textile and apparel industry for their livelihoods, especially those involved in cotton production. This chapter examines the structure of Indias textile and apparel industry, from fiber production to textile and apparel manufacturing, and concludes with an overview of its textile machinery industry, the major source of equipment for the countrys textile and apparel industry. The textile and apparel industry is one of the leading segments of the Indian economy and the largest source of foreign exchange earnings for India. This industry accounts for 4 percent of the gross domestic product (GDP), 20 percent of industrial output, and slightly more than 30 percent of export earnings. The textile and apparel industry employs about 38 million people, making it the largest source of industrial employment in India. The study identifies the following structural characteristics of Indias textile and apparel industry: India has the second-largest yarn-spinning capacity in the world (after China), accounting for roughly 20 percent of the worlds spindle capacity. Indias spinning segment is fairly modernized; approximately 35 to 40 percent of Indias spindles are less than 10 years old. During 1989-98, India was the leading buyer of spinning machinery, accounting for 28 percent of world shipments. Indias production of spun yarn is accounted for almost entirely by the organized mill sector, which includes 285 large vertically-integrated composite mills and nearly 2,500 spinning mills. India has the largest number of looms in place to weave fabrics, accounting for 64 percent of the worlds installed looms. However, 98 percent of the looms are accounted for by Indias power loom and handloom sectors, which use mostly outdated equipment and produce mostly low-value unfinished fabrics. Composite mills account for 2 percent of Indias installed looms and 4 percent of Indias fabric output. Karnataka State Open University, Mysore Page 6A Study on Receivable Management at Colorlines Clothing India Pvt. Ltd. The hand loom and power loom sectors were established with government support, mainly to provide rural employment. These sectors benefit from various tax exemptions and other favorable government policies, which ensure that fabrics produced in these sectors are price competitive against those of composite mills. The fabric processing (dyeing and finishing) sector, the weakest link in Indias textile supply chain, consists of a large number of small units located in and around the power loom and handloom centers. The proliferation of small processing units is due to Indias fiscal policies, which favor small independent hand- and power-processing units over composite mills with modern processing facilities. The production of apparel in India was until recently, reserved for the small-scale industry (SSI) sector, which was defined as a unit having an investment in plant and machinery equivalent to less than \$230,000. Apparel units with larger investments were allowed to operate only as export-oriented units (EOUs). As a result, Indias apparel sector is highly fragmented and is characterized by low levels of technology use. Competitive Position of Indias Textile and Apparel Industry Indias share of global exports of textiles and apparel increased from 1.8 percent in 1980 to 3.3 percent in 1998. However, Indias export growth was lower than that of most Asian countries during that period. The study identifies a number of competitive strengths of the Indian textile and apparel industry: India has a large fiber base, and ranks as the worlds third-leading producer of cotton, accounting for 15 percent of the worlds cotton crop. India produces a wide variety of cotton, providing operational flexibility for domestic textile p





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