

Caine & Weiner recently conducted a survey with businesses in every major industry in order to ascertain how today's economic climate was affecting their cash flow and how they were addressing it.

The survey results would suggest that cautionary, proactive strategies have been implemented by Accounts Receivable Managers to deal with the ongoing uncertainties of the economy.

Dagnanga Dargant

## 1. Are you seeing an increase, decrease or no change in your company sales from the same time last year?



#### 2. In 2011 do you foresee an increase, decrease or no change in your company sales?

	Response Percent
Sales are expected to be higher	59.5%
Sales are expected to be lower	8.6%
Sales are expected to be about the same	31.9%

### 3. Are you making any adjustments to your staffing levels to deal with the current economic environment?

	Response Percent
Increasing staff	12.2%
Reducing staff	24.3%
No adjustment to staff	63.5%

#### 4. Compared to last year to date, is your DSO higher, lower or about the same?



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## 5. Are you seeing an increase, decrease or no change in bankruptcy filings from the same time last year?



### 6. In the next six months what are your expectations for placing accounts for collection?



# 7. When utilizing outside vendors to assist with your accounts receivables which services do you utilize?

	Response Percent
1st party (early outs, pre-collection calls)	12.8%
3rd party collection	69.7%
Legal services	16.5%
Letter writing	0.9%

### 8. How many collection agencies do you use?



### 9. Do you use secondary agencies?

