



Accounts Receivable and Days Sales Outstanding Industry Report

Q1 2022

A Quarterly Report for Benchmarking
A/R Performance

Dun & Bradstreet and the Credit Research Foundation's quarterly U.S. Accounts Receivable and Days Sales Outstanding Industry Report suggests that industries overall are showing strong resilience even while facing considerable economic and market challenges – at least from the companies that submit A/R data to Dun & Bradstreet and the CRF.

The Q1 2022 report shows that 16 of the 219 industry segments report more than 10% of their aging dollars are 90+ days past due. This is lower than Q4 2021 when 19 industry segments reported more than 10% of their aging dollars were severely delinquent.

The Credit Research Foundation has long desired to expand on its own quarterly report, the National Summary of Domestic Trade Receivables (NSDTR), and this joint report contains A/R aging percentages on considerably more industry segments. This expanded coverage of industry segments will provide the credit community more value for benchmarking credit department performance.

Dun & Bradstreet relies on contributors to its Global Trade Exchange Program, the world's largest commercial trade data network, to report their trade payment information and strengthen its reporting of trade credit experiences. This insight, also included in the scores and ratings, allows companies to make more informed trade credit decisions, reduce DSO, and limit bad debt exposure. The Global Trade Exchange Program is part of the Dun & Bradstreet Data Cloud, the world's most comprehensive business data and analytical insights to power today's most crucial business needs. For more information, visit dnb.com/tradeexchange.

This report can be a valuable asset for assessing credit management performance. It lists 219 industries by SIC code, along with the percentage of Dun & Bradstreet reporting companies that are current on payments, then slow to 30 days late, slow to 60 days late, slow to 90 days late, and then severely delinquent at 91+ days late. The final column is the CRF's DSO figure.

METHODOLOGY

This report is created from Dun & Bradstreet's robust database of commercial accounts receivable payment data as provided by credit departments for credit reporting purposes. The DSO numbers are those collected by CRF from its National Summary of Domestic Trade Receivables (NSDTR) survey process. Where possible, Dun & Bradstreet's A/R aging data and CRF's DSO numbers are presented side by side for an industry. Both sets of data are presented when the numbers of providers and survey results meet a minimum threshold of relevance.



Agriculture

Companies in this industry sector grow crops, raise or fatten animals for animal products, and grow and harvest timber. Crop producers grow grain, oilseeds, tobacco, dry beans, potatoes, vegetables and melons, and fruits and nuts, while floriculture companies grow and sell nursery stock such as plants, shrubs, sod, trees, and seeds.

SIC Code	Industry	% Paying Current	Up To 30 Days Late	30-60 Days Late	60-90 Days Late	91+ Days Late	CRF DSO
1	Agricultural production - crops	78%	18%	2%	2%	0%	
7	Agricultural services	95%	3%	1%	0%	1%	
5083	Whol farm/garden machinery	68%	21%	5%	2%	4%	
5191	Whol farm supplies	81%	11%	2%	1%	5%	



Business and Professional Services

Companies in the business services sector provide support services to businesses, such as office administration, hiring and placing of personnel, security services, travel arrangement, cleaning, and waste disposal. Professional services firms provide accounting, advertising and marketing, architectural, consulting, engineering, IT, legal, and scientific research services. This sector also includes companies that repair machinery, equipment, and other products, as well as rental companies that rent and lease physical assets, including cars and trucks, consumer goods, and commercial and industrial machinery and equipment.

SIC Code	Industry	% Paying Current	Up To 30 Days Late	30-60 Days Late	60-90 Days Late	91+ Days Late	CRF DSO
0781	Landscape services	73%	14%	6%	3%	5%	
4724	Travel agency	91%	7%	0%	1%	1%	
4725	Tour operator	93%	4%	1%	1%	0%	
73	Business services	76%	10%	5%	4%	5%	
7353	Heavy construction equipment rental	52%	24%	10%	5%	8%	
7359	Equipment rental/leasing	46%	12%	14%	14%	15%	
7361	Employment agency	65%	21%	7%	3%	5%	
7363	Help supply services	69%	14%	8%	5%	4%	
7389	Business services	89%	1%	1%	3%	6%	
76	Miscellaneous repair services	57%	17%	7%	4%	15%	
7699	Repair services	58%	17%	7%	4%	15%	



Chemicals

Companies in this industry manufacture industrial and specialty chemicals, as well as plastics. Industrial chemicals include gases like oxygen and nitrogen, dyes and pigments, chlorine and caustic soda, sulfuric and nitric acids, and thousands of organic chemicals. Wholesalers distribute plastics materials and a variety of other chemical products. Chemical companies sell their products to a large variety of customers in the industrial, agricultural, construction, textile, health care, and consumer products sectors. Specialty chemicals are generally more profitable than commodity chemicals, prompting many companies to develop specialty products.

SIC Code	Industry	% Paying Current	Up To 30 Days Late	30-60 Days Late	60-90 Days Late	91+ Days Late	CRF DSO
28	Chemicals and allied products	89%	7%	2%	1%	2%	39.90
2812	Mfg alkalies/chlorine	91%	5%	3%	1%	1%	
2813	Mfg industrial gases	86%	10%	1%	1%	3%	
2816	Mfg inorganic pigments	96%	4%	0%	0%	0%	
2819	Mfg industrial inorganic chemicals	79%	9%	4%	2%	6%	
2821	Mfg plastic materials/resins	95%	4%	1%	0%	0%	
2834	Mfg pharmaceutical preparations	93%	3%	1%	1%	2%	
2851	Mfg paints/allied products	93%	5%	1%	1%	1%	
2869	Mfg industrial organic chemicals	85%	9%	3%	2%	2%	
5169	Whol chemicals/products	84%	11%	3%	2%	1%	



Construction

Companies in this industry erect residential and nonresidential buildings, including industrial plants and commercial and institutional facilities on a contractual basis. Dealers engage in rental and retail sales of new building materials, equipment, and supplies.

SIC Code	Industry	% Paying Current	Up To 30 Days Late	30-60 Days Late	60-90 Days Late	91+ Days Late	CRF DSO
15	Construction - general contractors & operative builders	51%	14%	2%	2%	31%	
1542	Nonresidential construction	51%	14%	2%	2%	31%	
16	Heavy construction, except building construction, contractor	60%	22%	8%	4%	7%	
17	Construction - special trade contractor	73%	20%	5%	1%	1%	
1711	Plumbing/heating/air cond contractor	65%	22%	7%	2%	4%	
1731	Electrical contractor	78%	16%	4%	1%	1%	
5032	Whol brick/stone material	66%	25%	6%	2%	0%	
5033	Whol roofing/siding/insulation	76%	13%	4%	2%	6%	
5082	Whol construction/mining equipment	51%	24%	11%	5%	9%	



Consumer Goods

The consumer goods industry sector includes apparel manufacturers (products made from purchased fabric and from fabric they produce themselves). Durable goods include items that have a long lifespan, while nondurable goods are meant to be consumed right away. Wholesalers sell to retailers, other distributors, and industrial and commercial customers.

SIC Code	Industry	% Paying Current	Up To 30 Days Late	30-60 Days Late	60-90 Days Late	91+ Days Late	CRF DSO
22	Textile mill products	87%	8%	2%	1%	2%	
2221	Manmade broad woven fabric mill	65%	17%	7%	4%	7%	
2273	Mfg carpets/rugs	90%	8%	2%	0%	1%	
23	Apparel, finished products from fabrics & similar materials	76%	15%	3%	2%	5%	
2325	Mfg mens/boys trousers	67%	21%	4%	2%	7%	
2329	Mfg mens/boys clothing	83%	11%	2%	1%	3%	
25	Furniture and fixtures	82%	10%	3%	2%	3%	33.80
2511	Mfg wood household furniture	81%	15%	2%	0%	0%	
2512	Mfg upholstered household furniture	90%	8%	1%	1%	0%	
2521	Mfg wood office furniture	77%	15%	4%	2%	3%	
2522	Mfg office furniture-nonwood	81%	9%	4%	2%	4%	
2542	Mfg partitions/fixtures-nonwood	82%	13%	3%	1%	0%	
31	Leather and leather products	85%	9%	3%	1%	2%	
3949	Mfg sporting/athletic goods	83%	11%	2%	1%	3%	
5021	Whol furniture	66%	12%	6%	6%	10%	
5023	Whol home furnishings	89%	9%	2%	0%	0%	
5091	Whol sporting/recreational goods	98%	2%	0%	0%	0%	
5094	Whol jewelry/precious stones	75%	15%	1%	1%	8%	
5122	Whol drugs/sundries	64%	14%	5%	5%	12%	
5136	Whol mens/boys clothing	74%	14%	1%	0%	10%	



Energy and Utilities

Oil companies develop and operate fields to extract crude oil and natural gas, drill oil and gas wells, and support oil and gas field operations for others on a contract or fee basis. Oil refineries process crude oil to produce fuel and other products. Electric utilities generate, transmit, and distribute electric power, while natural gas utilities operate natural gas distribution systems that serve customer locations, broker the sale of gas to distributors, and buy natural gas and directly distribute it to customers.

SIC Code	Industry	% Paying Current	Up To 30 Days Late	30-60 Days Late	60-90 Days Late	91+ Days Late	CRF DSO
29	Petroleum refining and related industries	99%	1%	0%	0%	0%	27.57
2911	Petroleum refiner	99%	1%	0%	0%	0%	
49	Electric, gas, and sanitary services	81%	9%	2%	1%	6%	
4911	Electric services	82%	8%	2%	1%	7%	
5171	Petroleum bulk station	67%	30%	2%	0%	1%	
5172	Whol petroleum products	77%	7%	6%	4%	6%	



Food

Companies in this industry manufacture, process, or distribute a variety of foods, including meat, seafood, dairy products, fruits and vegetables, milled grains and oilseeds, baked goods, and candy. Cash flow for many food products is seasonal, often higher in the second half of the year.

SIC Code	Industry	% Paying Current	Up To 30 Days Late	30-60 Days Late	60-90 Days Late	91+ Days Late	CRF DSO
20	Food and kindred products	82%	12%	2%	1%	2%	26.52
2026	Mfg fluid milk	83%	14%	2%	0%	1%	
2033	Mfg canned fruits/vegetables	92%	6%	1%	0%	0%	
2052	Mfg cookies/crackers	95%	3%	1%	0%	0%	
2053	Mfg frozen bakery products	71%	19%	7%	2%	1%	
2066	Mfg chocolate/cocoa products	81%	17%	1%	1%	1%	
2099	Mfg food preparations	82%	8%	4%	2%	5%	
5141	Whol general groceries	77%	10%	2%	1%	10%	
5142	Whol packaged frozen goods	70%	11%	2%	1%	16%	
5149	Whol groceries	87%	7%	1%	1%	4%	
5153	Whol grain/field beans	81%	13%	3%	1%	3%	



Machinery

Companies in this industry manufacture various kinds of machinery used in agriculture, mining, construction, or manufacturing. Major products are farm and construction machinery, metalworking and other manufacturing machinery, HVAC and commercial refrigeration equipment, and general-use machinery such as engines and pumps.

SIC Code	Industry	% Paying Current	Up To 30 Days Late	30-60 Days Late	60-90 Days Late	91+ Days Late	CRF DSO
35	Industrial and commercial machinery and computer equipment	78%	11%	4%	2%	4%	41.80
3531	Mfg construction machinery	93%	6%	1%	0%	0%	
3535	Mfg conveyors/equipment	62%	19%	10%	5%	4%	
3554	Mfg paper industrial machinery	89%	8%	2%	0%	2%	
3559	Mfg misc industry machinery	83%	12%	3%	1%	1%	
3561	Mfg pumps/pumping equipment	93%	6%	0%	0%	1%	
3565	Mfg packaging machinery	-7%	42%	22%	38%	4%	
3568	Mfg power transmission equipment	78%	13%	4%	2%	3%	
3589	Mfg service industry machinery	75%	12%	7%	4%	2%	
3599	Mfg industrial machinery	85%	12%	1%	1%	1%	



Manufacturing

Companies in this industry manufacture a wide variety of consumer and industrial goods; major product groups include food and beverages, chemicals, machinery, and transportation equipment. Most manufacturers sell to other manufacturers or to wholesalers. Manufacturers often have large inventories, both of raw materials and finished goods; production is most efficient when it's uninterrupted.

SIC Code	Industry	% Paying Current	Up To 30 Days Late	30-60 Days Late	60-90 Days Late	91+ Days Late	CRF DSO
2822	Mfg synthetic rubber	90%	9%	1%	0%	0%	
30	Rubber and miscellaneous plastic products	71%	24%	3%	1%	1%	
3011	Mfg tires/inner tubes	63%	33%	3%	0%	1%	
3053	Mfg gaskets/packing/sealing devices	49%	33%	14%	4%	0%	
3061	Mfg mechanical rubber goods	74%	21%	3%	1%	1%	
3069	Mfg fabricated rubber products	77%	9%	2%	1%	11%	
3081	Mfg unsupported plastic film/sheet	79%	13%	3%	1%	3%	
3086	Mfg plastic foam products	82%	9%	2%	2%	5%	
3089	Mfg plastic products	83%	9%	2%	3%	2%	
32	Stone, clay, glass, and concrete products	85%	9%	2%	0%	3%	37.20
3231	Mfg products-purchased glass	65%	25%	6%	1%	2%	
3429	Mfg hardware	84%	8%	2%	5%	0%	
3491	Mfg industrial valves	73%	14%	3%	2%	7%	
3494	Mfg valves/pipe fittings	80%	8%	11%	1%	1%	
3496	Mfg misc fabricated wire products	76%	9%	4%	7%	3%	
3571	Mfg electronic computers	80%	13%	4%	1%	2%	
3585	Mfg refrigeration/heating equipment	78%	11%	5%	2%	4%	
3593	Mfg fluid power cylinders	64%	26%	5%	2%	3%	
38	Measuring, photographic, medical & optical goods, & clocks	72%	13%	5%	3%	6%	
3812	Mfg search/navigation equipment	79%	13%	4%	1%	3%	
3822	Mfg environmental controls	52%	22%	10%	5%	11%	
3823	Mfg process control instruments	79%	14%	4%	2%	2%	
3841	Mfg surgical/medical instruments	70%	12%	5%	4%	9%	
3842	Mfg surgical appliances/supplies	85%	7%	3%	1%	4%	
3845	Mfg electromedical equipment	55%	24%	9%	6%	6%	
39	Miscellaneous manufacturing industries	81%	10%	2%	1%	5%	38.75



Metals and Mining

Metal companies engage in smelting and refining of ferrous and nonferrous metals and include iron and steel mills, rolled steel shape manufacturers, aluminum producers, and copper foundries. Fabricated metal producers transform purchased metals into intermediate or end-use products by forging, stamping, bending, forming, welding, machining, and assembly. Mining companies develop mine sites; mine and quarry coal, metal ores, and nonmetallic minerals; and prepare extracted materials.

SIC Code	Industry	% Paying Current	Up To 30 Days Late	30-60 Days Late	60-90 Days Late	91+ Days Late	CRF DSO
14	Mining and quarrying of nonmetallic minerals, except fuels	66%	23%	6%	2%	4%	39.90
1422	Crushed/broken limestone	70%	23%	5%	1%	1%	
33	Primary metal industries	82%	10%	6%	1%	1%	35.58
3312	Blast furnace-steel works	91%	7%	2%	1%	0%	
3317	Mfg steel pipe/tubes	39%	49%	10%	1%	1%	
3321	Gray/ductile iron foundry	62%	27%	5%	1%	6%	
3354	Mfg aluminum extruded products	86%	13%	1%	0%	0%	
3357	Nonferrous wiredrawing/insulating	84%	8%	2%	1%	5%	
34	Fabricated metal products	82%	9%	3%	3%	3%	34.00
3433	Mfg heating equipment-nonelectric	79%	19%	2%	0%	0%	
3441	Structural metal fabrication	73%	12%	6%	2%	7%	
3442	Mfg metal doors/sash/trim	80%	13%	4%	1%	2%	
3443	Mfg fabricated plate work	89%	4%	1%	1%	5%	
3444	Mfg sheet metalwork	76%	7%	2%	1%	14%	
3448	Mfg prefabricated metal buildings	71%	20%	4%	1%	3%	
3469	Mfg metal stampings	73%	15%	6%	4%	3%	
3479	Coating/engraving service	82%	13%	3%	1%	1%	
5051	Metals service center	73%	13%	9%	3%	3%	



Retail

Companies in retail sector sell a wide range of products to consumers and businesses, from food and apparel to hardware, household goods, and office supplies. Nonstore retailers sell merchandise on websites, online auctions, mail-order catalogs, toll-free telephone numbers, television shows, or other business channels. Many retailers have highly seasonal sales, and cash flow can be uneven.

SIC Code	Industry	% Paying Current	Up To 30 Days Late	30-60 Days Late	60-90 Days Late	91+ Days Late	CRF DSO
52	Building materials, hardware, garden supplies, & mobile homes	86%	12%	2%	0%	0%	
5211	Ret lumber/building materials	84%	14%	2%	0%	0%	
5231	Ret paint/glass/wallpaper	72%	20%	5%	1%	1%	
55	Automotive dealers and gasoline service stations	72%	8%	12%	4%	5%	
5511	Ret new/used automobiles	93%	5%	1%	0%	1%	
5531	Ret auto/home supplies	65%	5%	18%	6%	7%	
5541	Gasoline service station	81%	13%	3%	0%	2%	
56	Apparel and accessory stores	81%	14%	3%	1%	1%	
57	Home furniture, furnishings, and equipment stores	61%	16%	7%	4%	12%	
5712	Ret furniture	54%	20%	8%	5%	13%	
5734	Ret computers/software	61%	16%	7%	4%	12%	
59	Miscellaneous retail	78%	15%	3%	1%	3%	
5961	Ret mail-order house	77%	16%	3%	1%	2%	
5999	Ret misc merchandise	79%	13%	3%	2%	3%	



Technology and Electronics

Companies in this industry manufacture electrical equipment, appliances, and electrical components. This industry sector also includes companies that provide IT services such as software support, computer systems design, and data processing facilities management. IT services companies typically have highly variable cash flow that is dependent on timely receivables management, investment opportunities, large outsourcing contracts, and effective capital management.

SIC Code	Industry	% Paying Current	Up To 30 Days Late	30-60 Days Late	60-90 Days Late	91+ Days Late	CRF DSO
36	Electronic & other electrical equipment & components	90%	6%	1%	1%	2%	59.90
3612	Mfg transformers	69%	13%	7%	4%	8%	
3613	Mfg switchgear/switchboards	90%	6%	2%	1%	1%	
3621	Mfg motors/generators	87%	8%	1%	2%	2%	
3646	Mfg commercial lighting fixtures	76%	15%	3%	1%	5%	
3648	Mfg lighting equipment	85%	7%	2%	1%	4%	
3651	Mfg home audio/video equipment	89%	6%	2%	2%	1%	
3672	Mfg printed circuit boards	98%	1%	0%	0%	0%	
3674	Mfg semiconductors/related devices	97%	3%	0%	0%	0%	
3677	Mfg electronic coils/transformers	66%	22%	8%	5%	0%	
3679	Mfg electronic components	82%	10%	3%	1%	4%	
3699	Mfg electrical equipment/supplies	60%	30%	0%	4%	6%	
48	Communications	61%	21%	7%	5%	7%	
4813	Telephone communications	56%	23%	8%	4%	10%	
5045	Whol computers/peripherals	82%	13%	3%	1%	1%	
5063	Whol electrical equipment	74%	15%	5%	2%	4%	
5064	Whol appliances/tv/radio	94%	5%	0%	0%	0%	
5065	Whol electronic parts/equipment	90%	7%	2%	1%	1%	
7371	Custom computer programming	72%	14%	5%	2%	7%	
7372	Prepackaged software services	83%	10%	2%	1%	3%	
7373	Computer systems design	89%	9%	1%	0%	1%	
7374	Data processing/preparation	88%	6%	2%	2%	2%	
7379	Computer related services	86%	7%	5%	1%	1%	



Transportation

Companies in this industry provide air, rail, truck, and waterborne transportation; transit and ground passenger, pipeline, postal, courier and messenger transportation services; and warehousing and storage services. Wholesalers distribute parts and equipment that support the transportation industry. Cash flow for much of the transportation and warehousing sector fluctuates seasonally.

SIC Code	Industry	% Paying Current	Up To 30 Days Late	30-60 Days Late	60-90 Days Late	91+ Days Late	CRF DSO
37	Transportation equipment	80%	8%	5%	3%	4%	
3711	Mfg motor vehicle/car bodies	84%	10%	2%	1%	2%	
3714	Mfg motor vehicle parts/accessories	82%	8%	4%	3%	4%	
40	Railroad transportation	72%	13%	4%	7%	4%	
4011	Railroad line-haul operator	72%	13%	4%	7%	4%	
42	Motor freight transportation	72%	12%	5%	3%	8%	
4212	Local trucking operator	42%	30%	13%	7%	8%	
4213	Trucking operator-nonlocal	72%	12%	5%	3%	8%	
4226	Special warehouse/storage	77%	18%	3%	1%	1%	
44	Water transportation	80%	12%	2%	1%	4%	
45	Transportation by air	96%	3%	0%	0%	0%	
4512	Scheduled air transportation	88%	8%	2%	1%	1%	
47	Transportation services	70%	19%	5%	2%	3%	50.29
4731	Freight transportation arrangement	70%	19%	5%	2%	3%	
5012	Whol autos/motor vehicles	74%	17%	6%	0%	4%	
5013	Whol auto parts/supplies	93%	6%	1%	0%	1%	
5014	Whol tires/tubes	78%	17%	2%	1%	2%	
5088	Whol transportation equipment	63%	19%	7%	2%	9%	
75	Automotive repair, services, and parking	65%	21%	4%	5%	4%	
7513	Truck rental/leasing	66%	22%	4%	5%	3%	
7514	Passenger car rental	51%	22%	8%	5%	15%	



Wholesale

Companies in this sector distribute nondurable or durable goods, typically specializing by product category.

SIC Code	Industry	% Paying Current	Up To 30 Days Late	30-60 Days Late	60-90 Days Late	91+ Days Late	CRF DSO
50	Wholesale trade - durable goods	78%	12%	5%	2%	3%	40.98
5047	Whol medical/hospital equipment	56%	1%	18%	8%	17%	
5046	Whol commercial equipment	66%	25%	4%	2%	3%	
5048	Whol ophthalmic goods	81%	14%	3%	1%	1%	
5049	Whol professional equipment	31%	26%	30%	7%	6%	
5072	Whol hardware	85%	11%	3%	1%	1%	
5074	Whol plumbing equipment/supplies	63%	22%	9%	5%	0%	
5075	Whol heat/air cond equipment/supplies	76%	17%	4%	2%	0%	
5078	Whol refrigeration equipment/supplies	82%	15%	3%	1%	0%	
5084	Whol industrial equipment	61%	20%	8%	4%	8%	
5085	Whol industrial supplies	74%	16%	5%	3%	2%	
5087	Whol service establishment equipment	80%	13%	5%	1%	1%	
5099	Whol durable goods	86%	9%	2%	1%	2%	
51	Wholesale trade - nondurable goods	79%	11%	4%	2%	4%	40.51
5162	Whol plastic materials/shapes	92%	6%	2%	1%	0%	
5199	Whol nondurable goods	81%	14%	3%	2%	1%	



Wood and Paper

Wood companies manufacture or distribute dimensional lumber; veneers, plywood, engineered wood members, or reconstituted wood products; and wood windows and doors. Paper companies make or distribute paper and converted paper products, including paperboard, corrugated and paperboard containers, coated papers, and paper bags.

SIC Code	Industry	% Paying Current	Up To 30 Days Late	30-60 Days Late	60-90 Days Late	91+ Days Late	CRF DSO
24	Lumber and wood products, except furniture	88%	8%	2%	1%	1%	
2421	Sawmill/planing mill	91%	6%	1%	0%	1%	
2431	Mfg millwork	83%	14%	2%	1%	0%	
2434	Mfg wood kitchen cabinets	77%	11%	6%	4%	2%	
2436	Mfg softwood veneer/plywood	94%	5%	1%	0%	0%	
2448	Mfg wood pallets/skids	80%	11%	4%	2%	2%	
2499	Mfg wood products	47%	8%	26%	12%	7%	
26	Paper and allied products	92%	5%	1%	0%	2%	44.00
2621	Paper mill	93%	6%	1%	0%	0%	
2653	Mfg corrugated/solid fiber boxes	97%	2%	0%	0%	0%	
27	Printing, publishing, and allied industries	81%	10%	3%	2%	5%	
2711	Newspapers-publishing/printing	45%	23%	13%	9%	9%	
2731	Books-publishing/printing	94%	3%	1%	0%	1%	
2741	Misc publishing	37%	10%	4%	3%	46%	
2752	Lithographic commercial printing	91%	7%	1%	0%	1%	
2759	Commercial printing	55%	28%	7%	5%	5%	
5031	Whol lumber/plywood/millwork	81%	14%	3%	1%	1%	
5111	Whol printing/writing paper	70%	25%	4%	1%	0%	
5112	Whol stationery/office supplies	85%	10%	2%	1%	3%	
5113	Whol industrial/service paper	64%	10%	16%	7%	4%	



ABOUT DUN & BRADSTREET

Dun & Bradstreet, a leading global provider of B2B data, insights and AI-driven platforms, helps organizations around the world grow and thrive. Dun & Bradstreet's Data Cloud fuels solutions and delivers insights that empower customers to grow revenue, increase margins, manage risk, and help stay compliant – even in changing times. Since 1841, companies of every size have relied on Dun & Bradstreet. Dun & Bradstreet is publicly traded on the New York Stock Exchange (NYSE: DNB). Twitter: [@DunBradstreet](#)