

Q2 2023 REPORT

Accounts Receivable and Days Sales Outstanding Industry Report

A Quarterly Report for Benchmarking
A/R Performance

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

The Q2 2023 report shows that 24 of 223 industry segments report more than 10% of their aging dollars are 91+ days past due. These results are slightly higher than Q1 2023 when 21 industry segments reported more than 10% of their aging dollars were severely delinquent (91+ days late).

This joint report expands upon the Credit Research Foundation's quarterly report, the National Summary of Domestic Trade Receivables (NSDTR), by providing aging A/R percentages on more industry segments. This expanded coverage of industry segments will provide the credit community more value for benchmarking credit department performance.

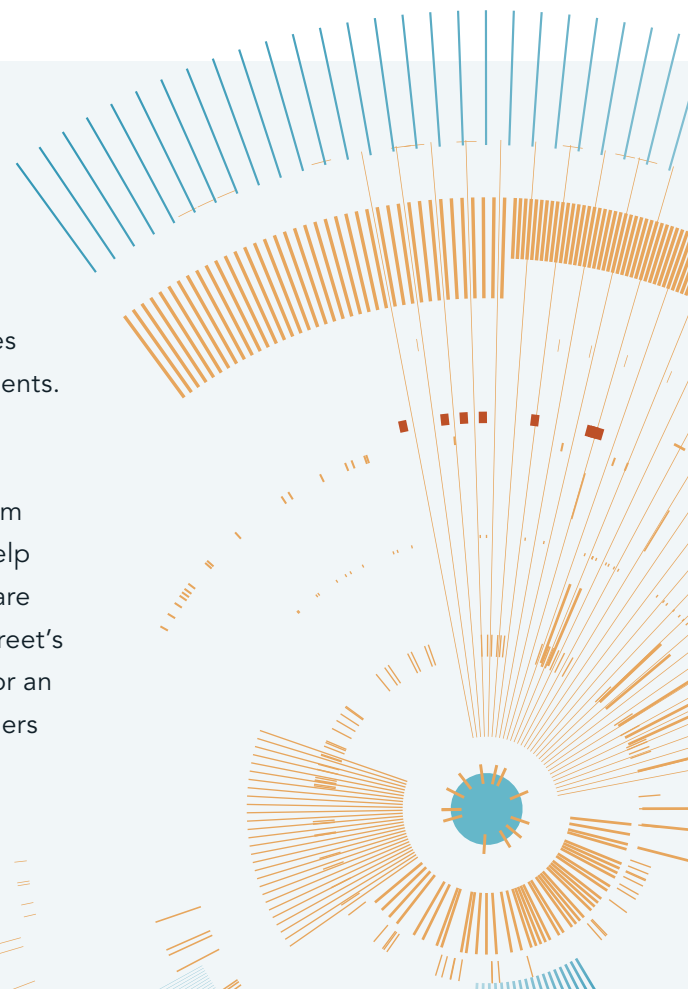
Dun & Bradstreet relies on participants in its Global Trade Exchange Program, the world's largest commercial trade data network, to report their trade payment

information and help 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 lists 223 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 joint report expands upon the Credit Research Foundation's quarterly report, the National Summary of Domestic Trade Receivables (NSDTR), by providing aging A/R percentages on more industry segments. Dun & Bradstreet's aging A/R data is supplied by participants in the Global Trade Exchange Program, its commercial trade data network, and aggregated by the industry of the Global Trade Exchange Program participants. Participants report their trade payment information to help strengthen reporting of trade credit experiences. The DSO numbers are those collected by CRF from its NSDTR survey process. Dun & Bradstreet's aging A/R 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 OF TRADE EXCHANGE PROGRAM PARTICIPANT	% PAYING CURRENT	UP TO 30 DAYS LATE	30 – 60 DAYS LATE	60 – 90 DAYS LATE	91+ DAYS LATE	CRF DSO
01	Agricultural production - crops	93.2%	2.4%	2.1%	0.8%	1.5%	
07	Agricultural services	97.0%	2.0%	0.5%	0.2%	0.4%	
5191	Whol farm supplies	81.8%	11.3%	2.4%	1.8%	2.7%	



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 OF TRADE EXCHANGE PROGRAM PARTICIPANT	% PAYING CURRENT	UP TO 30 DAYS LATE	30 – 60 DAYS LATE	60 – 90 DAYS LATE	91+ DAYS LATE	CRF DSO
0781	Landscape services	78.9%	13.8%	3.3%	1.0%	3.0%	
4724	Travel agency	81.6%	13.3%	2.2%	1.4%	1.5%	
4725	Tour operator	83.6%	16.3%	0.0%	0.1%	0.0%	
73	Business services	75.7%	9.2%	5.1%	4.0%	6.0%	46.00
7353	Heavy construction equipment rental	53.8%	23.2%	9.5%	4.2%	9.3%	
7359	Equipment rental/leasing	40.7%	10.3%	16.3%	15.9%	16.7%	
7361	Employment agency	66.0%	17.9%	5.7%	2.8%	7.6%	
7363	Help supply services	66.1%	15.7%	9.6%	4.9%	3.7%	
7389	Business services	89.9%	0.8%	0.6%	2.2%	6.6%	
76	Miscellaneous repair services	58.1%	11.6%	5.2%	3.3%	21.8%	
7699	Repair services	58.4%	11.7%	5.3%	3.1%	21.5%	
80	Health services	78.0%	11.1%	4.4%	2.2%	4.4%	
83	Social services	85.3%	6.9%	2.3%	0.6%	5.0%	
8399	Social services, not elsewhere classified	27.1%	0.5%	2.6%	0.5%	69.4%	
86	Membership organizations	86.2%	7.9%	1.2%	0.7%	4.0%	

BUSINESS AND PROFESSIONAL SERVICES CONTINUED

SIC CODE	INDUSTRY OF TRADE EXCHANGE PROGRAM PARTICIPANT	% PAYING CURRENT	UP TO 30 DAYS LATE	30 – 60 DAYS LATE	60 – 90 DAYS LATE	91+ DAYS LATE	CRF DSO
8611	Business association	99.7%	0.2%	0.0%	0.0%	0.2%	
8641	Civic/social association	86.5%	7.9%	1.2%	0.6%	3.8%	
87	Engineering, accounting, research, and management services	73.1%	17.6%	3.7%	1.7%	3.9%	68.98
8711	Engineering services	66.8%	14.6%	8.7%	3.2%	6.7%	
8734	Testing laboratory	68.1%	15.8%	6.0%	3.5%	6.7%	
8741	Management services	84.6%	9.6%	2.1%	0.8%	3.0%	
8742	Management consulting services	54.2%	45.1%	0.6%	0.1%	0.1%	
8748	Business consulting services	80.1%	10.4%	3.2%	1.5%	4.8%	



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 OF TRADE EXCHANGE PROGRAM PARTICIPANT	% 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	87.9%	7.9%	1.9%	0.9%	1.4%	52.00
2812	Mfg alkalies/chlorine	94.5%	4.1%	0.9%	0.5%	0.0%	
2813	Mfg industrial gases	86.1%	8.5%	1.3%	0.6%	3.5%	
2816	Mfg inorganic pigments	97.2%	2.7%	0.1%	0.1%	0.0%	
2819	Mfg industrial inorganic chemicals	78.5%	11.0%	4.7%	2.3%	3.6%	
2821	Mfg plastic materials/resins	92.2%	6.8%	0.6%	0.1%	0.2%	
2851	Mfg paints/allied products	93.5%	4.5%	1.0%	0.2%	0.9%	
2869	Mfg industrial organic chemicals	86.2%	8.3%	2.7%	1.3%	1.5%	
5169	Whol chemicals/products	87.9%	8.0%	2.0%	1.3%	0.8%	



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 OF TRADE EXCHANGE PROGRAM PARTICIPANT	% PAYING CURRENT	UP TO 30 DAYS LATE	30 – 60 DAYS LATE	60 – 90 DAYS LATE	91+ DAYS LATE	CRF DSO
15	Construction - general contractors and operative builders	45.2%	6.7%	3.6%	18.9%	25.6%	
1542	Nonresidential construction	44.7%	6.7%	3.5%	19.1%	26.0%	
17	Construction - special trade contractors	74.1%	17.7%	5.1%	1.3%	1.8%	49.24
1711	Plumbing/heating/air cond contractor	80.4%	10.8%	4.5%	2.4%	2.0%	
1731	Electrical contractor	78.3%	11.4%	5.9%	1.6%	2.9%	
5032	Whol brick/stone material	69.0%	24.6%	4.6%	1.8%	0.0%	
5033	Whol roofing/siding/insulation	79.7%	10.8%	2.6%	1.0%	6.0%	
5082	Whol construction/mining equipment	57.0%	22.5%	8.0%	4.5%	8.1%	



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 OF TRADE EXCHANGE PROGRAM PARTICIPANT	% 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%	8.3%	2.2%	0.6%	1.2%	
2221	Manmade broadwoven fabric mill	69.5%	14.8%	6.7%	2.7%	6.4%	
2273	Mfg carpets/rugs	90.5%	7.1%	1.8%	0.2%	0.4%	
23	Apparel, finished products from fabrics and similar materials	71.9%	17.2%	4.2%	2.2%	4.6%	
2325	Mfg mens/boys trousers	63.1%	22.7%	5.2%	2.2%	6.7%	
25	Furniture and fixtures	81.3%	10.2%	2.8%	1.4%	4.3%	35.40
2511	Mfg wood household furniture	82.2%	14.3%	1.5%	0.5%	1.6%	
2512	Mfg upholstered household furniture	87.6%	9.3%	1.8%	0.6%	0.7%	
2521	Mfg wood office furniture	77.4%	14.1%	3.3%	1.7%	3.5%	
2522	Mfg office furniture - nonwood	79.0%	7.4%	3.5%	1.8%	8.3%	
31	Leather and leather products	83.4%	11.1%	2.6%	1.0%	2.0%	
5021	Whol furniture	69.0%	12.1%	5.0%	3.1%	10.9%	
5023	Whol home furnishings	87.2%	9.9%	1.7%	0.6%	0.6%	
5091	Whol sporting/recreational goods	95.3%	3.9%	0.7%	0.1%	0.1%	

CONSUMER GOODS CONTINUED

SIC CODE	INDUSTRY OF TRADE EXCHANGE PROGRAM PARTICIPANT	% PAYING CURRENT	UP TO 30 DAYS LATE	30 – 60 DAYS LATE	60 – 90 DAYS LATE	91+ DAYS LATE	CRF DSO
5094	Whol jewelry/precious stones	76.8%	17.8%	0.9%	0.1%	4.4%	
5122	Whol drugs/sundries	69.0%	13.8%	4.3%	3.5%	9.4%	
5136	Whol mens/boys clothing	72.6%	15.2%	1.6%	3.8%	6.8%	



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 OF TRADE EXCHANGE PROGRAM PARTICIPANT	% PAYING CURRENT	UP TO 30 DAYS LATE	30 – 60 DAYS LATE	60 – 90 DAYS LATE	91+ DAYS LATE	CRF DSO
13	Oil and gas extraction	46.9%	28.6%	10.4%	3.7%	10.5%	
29	Petroleum refining and related industries	96.0%	1.3%	0.5%	1.4%	0.9%	
2911	Petroleum refiner	96.1%	1.0%	0.5%	1.5%	1.0%	
49	Electric, gas, and sanitary services	88.3%	7.0%	1.4%	0.8%	2.5%	
4911	Electric services	89.1%	6.4%	1.4%	0.7%	2.5%	
5171	Petroleum bulk station	47.3%	48.7%	3.4%	0.5%	0.2%	
5172	Whol petroleum products	75.3%	8.0%	6.5%	4.4%	5.8%	



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 OF TRADE EXCHANGE PROGRAM PARTICIPANT	% 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	83.4%	11.8%	2.2%	0.8%	1.9%	23.97
2026	Mfg fluid milk	83.0%	12.7%	2.8%	0.6%	0.9%	
2033	Mfg canned fruits/vegetables	91.6%	7.1%	0.3%	0.2%	0.8%	
2053	Mfg frozen bakery products	74.6%	17.5%	5.6%	1.0%	1.4%	
2066	Mfg chocolate/cocoa products	85.3%	11.9%	1.3%	1.1%	0.4%	
2099	Mfg food preparations	86.1%	7.3%	2.7%	0.8%	3.0%	

FOOD CONTINUED

SIC CODE	INDUSTRY OF TRADE EXCHANGE PROGRAM PARTICIPANT	% PAYING CURRENT	UP TO 30 DAYS LATE	30 – 60 DAYS LATE	60 – 90 DAYS LATE	91+ DAYS LATE	CRF DSO
5141	Whol general groceries	79.7%	9.1%	1.4%	0.8%	9.1%	
5142	Whol packaged frozen goods	72.1%	10.6%	1.9%	0.8%	14.7%	
5149	Whol groceries	88.0%	6.1%	1.3%	0.7%	3.8%	
5153	Whol grain/field beans	79.7%	15.0%	1.5%	0.5%	3.2%	



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 OF TRADE EXCHANGE PROGRAM PARTICIPANT	% 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	81.4%	9.8%	3.2%	1.9%	3.6%	36.65
3531	Mfg construction machinery	87.6%	11.2%	1.0%	0.2%	0.0%	
3535	Mfg conveyors/equipment	71.3%	14.2%	7.1%	3.2%	4.2%	
3554	Mfg paper industrial machinery	95.3%	2.9%	0.7%	0.6%	0.6%	
3561	Mfg pumps/pumping equipment	92.2%	6.4%	1.0%	0.4%	0.0%	



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 OF TRADE EXCHANGE PROGRAM PARTICIPANT	% PAYING CURRENT	UP TO 30 DAYS LATE	30 – 60 DAYS LATE	60 – 90 DAYS LATE	91+ DAYS LATE	CRF DSO
2542	Mfg partitions/fixtures - nonwood	79.6%	10.6%	3.0%	2.1%	4.7%	
2834	Mfg pharmaceutical preparations	83.9%	12.1%	1.9%	0.6%	1.5%	
30	Rubber and misc plastic products	82.9%	12.6%	1.8%	1.0%	1.8%	
3011	Mfg tires/inner tubes	81.7%	15.1%	1.4%	0.5%	1.3%	
3053	Mfg gaskets/packing/sealing devices	46.7%	30.3%	17.8%	5.1%	0.2%	
3061	Mfg mechanical rubber goods	82.7%	11.4%	3.7%	1.6%	0.6%	
3069	Mfg fabricated rubber products	72.4%	8.5%	1.8%	1.3%	16.0%	
3081	Mfg unsupported plastic film/sheet	79.1%	12.6%	2.8%	1.5%	4.0%	

MANUFACTURING CONTINUED

SIC CODE	INDUSTRY OF TRADE EXCHANGE PROGRAM PARTICIPANT	% PAYING CURRENT	UP TO 30 DAYS LATE	30 – 60 DAYS LATE	60 – 90 DAYS LATE	91+ DAYS LATE	CRF DSO
3086	Mfg plastic foam products	83.1%	9.5%	1.9%	0.9%	4.5%	
3089	Mfg plastic products	86.2%	7.2%	2.1%	2.8%	1.8%	
32	Stone, clay, glass, and concrete products	83.8%	10.3%	1.9%	0.5%	3.5%	44.50
3231	Mfg products - purchased glass	66.1%	24.8%	5.9%	1.1%	2.2%	
3317	Mfg steel pipe/tubes	37.9%	49.7%	10.6%	1.3%	0.5%	
3429	Mfg hardware	86.8%	4.0%	1.3%	7.9%	0.0%	
3433	Mfg heating equipment - nonelectric	84.0%	9.6%	2.8%	1.7%	1.9%	
3491	Mfg industrial valves	84.0%	9.5%	1.9%	0.8%	3.7%	
3494	Mfg valves/pipe fittings	68.3%	21.5%	6.7%	1.9%	1.6%	
3496	Mfg misc fabricated wire products	76.1%	10.2%	2.5%	2.5%	8.8%	
3571	Mfg electronic computers	89.8%	6.3%	1.5%	1.0%	1.5%	
3585	Mfg refrigeration/heating equipment	80.5%	11.3%	4.2%	1.4%	2.6%	
3593	Mfg fluid power cylinders	75.9%	18.2%	4.0%	0.9%	1.0%	
38	Measuring, photographic, medical & optical goods, and clocks	78.2%	10.3%	3.3%	1.8%	6.5%	
3822	Mfg environmental controls	66.5%	12.6%	6.5%	4.2%	10.3%	
3823	Mfg process control instruments	76.1%	14.0%	4.1%	3.0%	2.7%	
3829	Mfg measuring/controlling devices	70.3%	18.6%	5.0%	2.0%	4.1%	
3841	Mfg surgical/medical instruments	68.1%	10.6%	4.5%	2.6%	14.2%	
3842	Mfg surgical appliances/supplies	85.8%	8.6%	2.1%	1.1%	2.5%	
39	Miscellaneous manufacturing industries	70.9%	22.1%	4.5%	0.9%	1.7%	



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 OF TRADE EXCHANGE PROGRAM PARTICIPANT	% 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	67.1%	24.3%	4.3%	1.4%	2.9%	52.00
1422	Crushed/broken limestone	68.1%	24.4%	5.2%	0.6%	1.7%	
1442	Construction sand/gravel	60.5%	28.9%	5.8%	1.9%	3.0%	
33	Primary metal industries	84.0%	12.0%	1.8%	0.9%	1.2%	
3312	Blast furnaces, steel works	87.9%	9.0%	1.8%	1.2%	0.2%	

METALS AND MINING CONTINUED

SIC CODE	INDUSTRY OF TRADE EXCHANGE PROGRAM PARTICIPANT	% PAYING CURRENT	UP TO 30 DAYS LATE	30 – 60 DAYS LATE	60 – 90 DAYS LATE	91+ DAYS LATE	CRF DSO
3354	Mfg aluminum extruded products	81.9%	13.5%	3.3%	0.8%	0.6%	
3357	Nonferrous wiredrawing/insulating	83.3%	8.2%	1.8%	1.2%	5.5%	
34	Fabricated metal products	83.3%	7.9%	2.1%	3.2%	3.5%	35.40
3441	Structural metal fabrication	84.9%	9.7%	2.9%	1.0%	1.5%	
3442	Mfg metal doors/sash/trim	80.0%	11.8%	2.8%	1.5%	3.9%	
3443	Mfg fabricated plate work	92.8%	4.3%	1.1%	1.0%	0.8%	
3444	Mfg sheet metalwork	75.6%	8.8%	2.0%	0.9%	12.8%	
3448	Mfg prefabricated metal buildings	77.7%	16.2%	3.4%	1.1%	1.7%	
3469	Mfg metal stampings	76.5%	13.0%	4.2%	2.1%	4.2%	
3479	Coating/engraving service	78.9%	9.8%	3.1%	3.0%	5.3%	
5051	Metals service center	72.0%	13.7%	8.6%	2.7%	3.0%	



Retail

Companies in the 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 OF TRADE EXCHANGE PROGRAM PARTICIPANT	% 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, and mobile homes	86.7%	11.2%	1.8%	0.3%	0.1%	
5211	Ret lumber/building materials	84.1%	13.4%	2.1%	0.4%	0.1%	
55	Automotive dealers and gasoline service stations	64.5%	7.2%	16.4%	4.7%	7.3%	
5531	Ret auto/home supplies	53.1%	2.8%	24.7%	7.6%	11.9%	
5541	Gasoline service station	80.6%	14.1%	4.4%	0.3%	0.6%	
56	Apparel and accessory stores	78.9%	14.9%	2.9%	1.0%	2.3%	
57	Home furniture, furnishings, and equipment stores	59.1%	13.4%	6.5%	3.8%	17.1%	
5712	Ret furniture	54.7%	19.5%	7.5%	3.8%	14.6%	
5734	Ret computers/software	59.4%	12.9%	6.5%	3.9%	17.4%	
59	Miscellaneous retail	78.5%	14.8%	3.6%	1.4%	1.7%	
5961	Ret mail-order house	76.5%	17.2%	3.6%	1.4%	1.3%	
5999	Ret misc merchandise	80.2%	12.4%	3.6%	1.6%	2.2%	



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 OF TRADE EXCHANGE PROGRAM PARTICIPANT	% PAYING CURRENT	UP TO 30 DAYS LATE	30 – 60 DAYS LATE	60 – 90 DAYS LATE	91+ DAYS LATE	CRF DSO
36	Electronic and other electrical equipment and components	89.8%	6.5%	1.2%	0.5%	1.9%	
3612	Mfg transformers	67.5%	14.4%	6.2%	3.4%	8.6%	
3613	Mfg switchgear/switchboards	89.4%	9.2%	0.7%	0.3%	0.4%	
3621	Mfg motors/generators	86.8%	9.6%	1.5%	0.8%	1.3%	
3625	Mfg relays/industrial controls	87.7%	8.2%	2.5%	0.7%	1.0%	
3646	Mfg commercial lighting fixtures	91.4%	5.6%	1.3%	0.4%	1.4%	
3648	Mfg lighting equipment	84.6%	7.7%	2.1%	1.4%	4.2%	
3651	Mfg home audio/video equipment	88.4%	6.7%	2.6%	0.2%	2.1%	
3663	Mfg radio/tv communication equipment	83.7%	9.1%	1.0%	0.1%	6.1%	
3672	Mfg printed circuit boards	98.0%	1.0%	0.5%	0.2%	0.4%	
3674	Mfg semiconductors/related devices	95.4%	3.9%	0.3%	0.1%	0.2%	
3679	Mfg electronic components	84.7%	11.1%	3.6%	0.7%	0.0%	
48	Communications	57.3%	20.1%	6.6%	5.4%	10.6%	
4813	Telephone communications	50.7%	22.0%	7.6%	4.5%	15.2%	
5045	Whol computers/peripherals	78.5%	14.2%	4.7%	1.7%	0.9%	
5063	Whol electrical equipment	73.1%	14.2%	4.8%	2.3%	5.5%	
5064	Whol appliances/tv/radio	93.4%	6.3%	0.2%	0.0%	0.1%	
5065	Whol electronic parts/equipment	85.6%	9.2%	2.8%	1.3%	1.0%	
7371	Custom computer programming	69.1%	14.6%	4.8%	1.6%	9.9%	
7372	Prepackaged software services	87.4%	5.1%	2.4%	1.5%	3.7%	
7373	Computer systems design	81.8%	10.4%	2.7%	1.6%	3.5%	
7374	Data processing/preparation	85.6%	3.7%	3.1%	4.8%	2.7%	
7379	Computer related services	86.8%	7.6%	1.7%	0.8%	3.1%	



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 OF TRADE EXCHANGE PROGRAM PARTICIPANT	% PAYING CURRENT	UP TO 30 DAYS LATE	30 – 60 DAYS LATE	60 – 90 DAYS LATE	91+ DAYS LATE	CRF DSO
37	Transportation equipment	86.5%	8.5%	2.3%	0.7%	2.0%	
3711	Mfg motor vehicle/car bodies	80.7%	13.2%	3.1%	1.3%	1.7%	
3714	Mfg motor vehicle parts/accessories	91.4%	5.6%	1.2%	0.4%	1.4%	
3715	Mfg truck trailers	61.8%	22.7%	7.0%	2.9%	5.7%	
40	Railroad transportation	69.0%	13.9%	3.7%	11.2%	2.2%	
4011	Railroad line - haul operator	69.0%	13.9%	3.7%	11.2%	2.2%	
42	Motor freight transportation	70.3%	11.4%	4.7%	4.0%	9.7%	
4212	Local trucking operator	54.4%	25.3%	6.6%	3.7%	10.1%	
4213	Trucking operator - nonlocal	70.5%	10.9%	4.6%	4.0%	10.0%	
44	Water transportation	75.6%	16.1%	4.1%	2.4%	1.9%	
45	Transportation by air	95.7%	2.7%	0.5%	0.8%	0.4%	
4512	Scheduled air transportation	94.0%	4.1%	1.4%	0.4%	0.1%	
47	Transportation services	76.5%	14.7%	3.6%	1.8%	3.4%	
4731	Freight transportation arrangement	76.4%	14.7%	3.6%	1.8%	3.5%	
4789	Transportation services	67.8%	13.0%	3.5%	11.6%	4.1%	
5012	Whol autos/motor vehicles	69.8%	16.8%	8.4%	4.0%	1.0%	
5013	Whol auto parts/supplies	91.2%	5.8%	1.7%	0.8%	0.5%	
5014	Whol tires/tubes	83.0%	11.4%	1.3%	0.5%	3.8%	
5088	Whol transportation equipment	73.3%	10.8%	7.8%	4.8%	3.3%	
75	Automotive repair, services, and parking	61.4%	23.2%	5.8%	4.8%	4.8%	
7513	Truck rental/leasing	61.5%	23.7%	5.7%	5.0%	4.1%	
7514	Passenger car rental	59.2%	19.0%	6.1%	3.7%	12.1%	



Wholesale

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

SIC CODE	INDUSTRY OF TRADE EXCHANGE PROGRAM PARTICIPANT	% 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	76.6%	13.6%	4.7%	2.2%	2.9%	39.42
5039	Whol construction materials	89.6%	9.5%	0.0%	0.9%	0.0%	
5044	Whol office equipment	69.9%	16.0%	7.1%	3.0%	4.2%	
5046	Whol commercial equipment	70.1%	22.3%	4.6%	1.9%	1.1%	
5047	Whol medical/hospital equipment	80.5%	11.7%	3.4%	1.2%	3.3%	
5048	Whol ophthalmic goods	73.3%	14.6%	4.2%	2.1%	5.8%	
5049	Whol professional equipment	29.6%	26.9%	25.7%	7.0%	10.9%	
5072	Whol hardware	87.1%	9.6%	2.2%	0.6%	0.5%	
5074	Whol plumbing equipment/supplies	62.7%	23.2%	8.6%	5.1%	0.5%	
5075	Whol heat/air cond equipment/supplies	75.7%	15.7%	4.3%	4.0%	0.4%	
5084	Whol industrial equipment	60.9%	19.3%	7.6%	4.1%	8.2%	
5085	Whol industrial supplies	76.3%	14.3%	4.6%	3.2%	1.7%	
5087	Whol service establishment equipment	62.7%	19.0%	8.6%	6.7%	3.2%	
5099	Whol durable goods	83.6%	9.3%	3.2%	1.2%	2.8%	
51	Wholesale trade - nondurable goods	79.4%	10.9%	3.7%	1.7%	4.3%	17.98
5162	Whol plastic materials/shapes	89.5%	6.7%	1.9%	1.1%	0.8%	
5199	Whol nondurable goods	85.7%	9.1%	2.4%	1.5%	1.3%	



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 OF TRADE EXCHANGE PROGRAM PARTICIPANT	% 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	85.5%	8.9%	2.2%	1.2%	2.2%	
2421	Sawmill/planing mill	89.5%	8.3%	0.7%	0.3%	1.3%	
2431	Mfg millwork	80.0%	9.5%	2.7%	1.7%	6.1%	
2434	Mfg wood kitchen cabinets	79.0%	13.2%	4.4%	2.8%	0.6%	

WOOD AND PAPER CONTINUED

SIC CODE	INDUSTRY OF TRADE EXCHANGE PROGRAM PARTICIPANT	% PAYING CURRENT	UP TO 30 DAYS LATE	30 – 60 DAYS LATE	60 – 90 DAYS LATE	91+ DAYS LATE	CRF DSO
2436	Mfg softwood veneer/plywood	95.6%	4.3%	0.1%	0.0%	0.0%	
2448	Mfg wood pallets/skids	81.8%	13.6%	2.5%	0.5%	1.6%	
2499	Mfg wood products	52.1%	8.1%	20.5%	11.7%	7.7%	
26	Paper and allied products	90.7%	5.5%	0.8%	0.3%	2.7%	33.96
2621	Paper mill	94.6%	4.5%	0.6%	0.1%	0.2%	
2653	Mfg corrugated/solid fiber boxes	93.8%	5.1%	0.6%	0.2%	0.4%	
2671	Mfg packaging paper/film	94.3%	4.9%	0.5%	0.1%	0.2%	
27	Printing, publishing, and allied industries	84.1%	9.1%	3.2%	1.7%	1.9%	
2711	Newspapers - publishing/printing	55.4%	21.1%	9.7%	6.2%	7.6%	
2731	Books - publishing/printing	93.3%	4.4%	1.1%	0.6%	0.7%	
2741	Misc publishing	65.7%	13.5%	5.7%	3.4%	11.8%	
2752	Lithographic commercial printing	89.6%	8.3%	1.3%	0.3%	0.5%	
2759	Commercial printing	64.7%	20.3%	5.9%	2.5%	6.7%	
5031	Whol lumber/plywood/millwork	79.0%	14.0%	3.9%	1.4%	1.8%	
5111	Whol printing/writing paper	76.6%	19.1%	3.5%	0.6%	0.3%	
5112	Whol stationery/office supplies	81.6%	12.7%	2.7%	0.9%	2.1%	
5113	Whol industrial/service paper	62.9%	10.2%	17.5%	6.4%	3.0%	

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