

Accounts Receivable and Days Sales Outstanding Industry Report Q4 2018

A Quarterly Report for Benchmarking A/R Performance

Dun & Bradstreet and the Credit Research Foundation have partnered to help the commercial credit community by jointly creating this Accounts Receivable and Days Sales Outstanding Industry Report. We advocate that our common communities of credit risk professionals use this quarterly report to benchmark their A/R performance against industry averages – and to investigate the differences. Although differences could be driven by unique company portfolios, we believe that using credit best practices play an important part in driving A/R performance.

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 our 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.

We hope you find value in this report. It lists 229 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.

John Kelly
Global Leader, Data Provisioning
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William F. Balduino
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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, 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
01	Agricultural production - crops	58.9%	6.5%	6.7%	8.3%	19.6%	
0181	Ornamental nursery	60.1%	3.1%	6.0%	5.5%	25.4%	
5191	Wholesale farm supplies	81.8%	11.7%	2.9%	1.5%	2.1%	
5193	Wholesale flowers/florist supplies	60.5%	7.2%	1.7%	1.4%	29.3%	



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	84.3%	10.3%	2.2%	1.3%	1.9%	39.00
2812	Manufacturing of alkalis/chlorine	93.6%	4.6%	0.9%	0.5%	0.4%	
2813	Manufacturing of industrial gases	78.5%	15.1%	2.3%	0.8%	3.3%	
2819	Manufacturing of industrial inorganic chemicals	69.4%	16.6%	4.5%	3.1%	6.4%	
2821	Manufacturing of plastic materials/resins	90.6%	6.9%	1.2%	0.6%	0.8%	37.07
2834	Manufacturing of pharmaceutical preparations	89.6%	4.8%	2.7%	2.2%	0.8%	
2842	Manufacturing of polish/sanitation goods	91.9%	6.2%	0.8%	0.4%	0.6%	
2851	Manufacturing of paints/allied products	88.9%	7.9%	1.8%	0.7%	0.8%	
2869	Manufacturing of industrial organic chemicals	84.1%	11.2%	2.1%	1.2%	1.4%	
2891	Manufacturing of adhesives/sealants	82.6%	7.9%	3.5%	1.0%	4.9%	
5169	Wholesale chemicals/products	88.2%	9.0%	1.7%	0.8%	0.4%	47.55



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 and operative builders	59.9%	17.9%	4.9%	16.3%	1.0%	
1542	Nonresidential construction	59.9%	17.9%	4.9%	16.3%	1.0%	
17	Construction - special trade contractors	74.2%	14.4%	5.5%	2.1%	3.8%	54.36
1731	Electrical contractor	57.4%	24.6%	11.3%	3.4%	3.4%	
5031	Wholesale lumber/plywood/millwork	69.0%	16.5%	6.5%	3.9%	4.1%	
5032	Wholesale brick/stone material	64.7%	26.8%	5.9%	0.7%	1.9%	
5033	Wholesale roofing/siding/insulation	70.3%	15.8%	5.5%	2.1%	6.3%	
5039	Wholesale construction materials	74.4%	19.0%	4.2%	2.3%	0.0%	49.78
5082	Wholesale construction/mining equipment	61.5%	19.6%	9.0%	3.8%	6.2%	
52	Building materials, hardware, garden supplies, and mobile	81.6%	13.5%	3.5%	0.9%	0.5%	
7353	Heavy construction equipment rental	54.5%	24.5%	10.3%	3.9%	6.9%	



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	79.5%	11.9%	6.5%	1.3%	0.8%	44.73
2221	Manmade broadwoven fabric mill	60.2%	22.1%	8.5%	3.9%	5.5%	
23	Apparel, finished products from fabrics and similar material	78.4%	18.1%	2.0%	0.6%	0.8%	54.36
2325	Manufacturing of mens/boys trousers	73.5%	23.8%	2.0%	0.2%	0.6%	
2326	Manufacturing of mens/boys work clothing	86.8%	9.5%	2.2%	1.2%	0.2%	
31	Leather and leather products	77.9%	16.3%	2.9%	1.0%	2.0%	
3143	Manufacturing of men's footwear	78.5%	15.9%	3.1%	0.9%	1.6%	
50	Wholesale trade - durable goods	77.7%	12.2%	4.8%	2.0%	3.3%	42.76
5021	Wholesale furniture	92.2%	4.3%	0.9%	0.5%	2.0%	
5023	Wholesale homefurnishings	82.3%	12.9%	2.8%	0.9%	1.1%	40.23
5091	Wholesale sporting/recreational goods	70.4%	20.9%	4.1%	2.3%	2.4%	48.00
5099	Wholesale durable goods	82.6%	11.8%	3.0%	1.1%	1.4%	
51	Wholesale trade - nondurable goods	80.8%	10.1%	3.6%	2.1%	3.5%	40.45
5122	Wholesale drugs/sundries	89.0%	4.0%	2.8%	2.7%	1.5%	
5136	Wholesale mens/boys clothing	69.0%	27.7%	1.7%	0.4%	1.2%	
5139	Wholesale footwear	71.5%	19.0%	5.5%	1.6%	2.4%	69.40



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
13	Oil and gas extraction	52.6%	28.0%	9.0%	4.2%	6.3%	
1389	Oil/gas field services	52.4%	28.1%	9.1%	4.2%	6.3%	
29	Petroleum refining and related industries	94.4%	4.4%	0.5%	0.2%	0.4%	23.52
2911	Petroleum refiner	97.9%	1.6%	0.2%	0.1%	0.3%	
2992	Manufacturing of lubricating oils/greases	94.8%	4.1%	0.5%	0.2%	0.3%	
5171	Petroleum bulk station	65.2%	29.8%	3.6%	0.7%	0.6%	
5172	Wholesale petroleum products	62.1%	20.5%	4.7%	4.8%	8.0%	
5541	Gasoline service station	74.1%	16.2%	3.3%	1.2%	5.1%	
49	Electric, gas and sanitary Services	90.5%	7.0%	1.4%	0.5%	0.7%	
4911	Electric services	90.5%	7.1%	1.3%	0.5%	0.6%	
4924	Natural gas distribution	95.7%	2.4%	0.8%	0.2%	0.8%	



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	% 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	82.9%	12.0%	2.5%	1.0%	1.7%	24.48
2026	Manufacturing of fluid milk	82.7%	13.9%	1.9%	0.6%	1.0%	23.52
2033	Manufacturing of canned fruits/vegetables	84.0%	12.7%	1.8%	0.5%	1.0%	27.90
2045	Manufacturing of prepared flour mixes/doughs	74.2%	15.0%	4.9%	2.2%	3.8%	
2064	Manufacturing of candy/confectionery	85.4%	12.9%	1.0%	0.5%	0.2%	
2099	Manufacturing of food preparations	82.0%	10.1%	3.9%	2.1%	1.9%	25.85
5141	Wholesale general groceries	74.0%	13.7%	1.8%	1.0%	9.6%	
5142	Wholesale packaged frozen goods	68.9%	12.8%	1.7%	1.0%	15.6%	
5149	Wholesale groceries	82.7%	10.1%	2.1%	1.0%	4.0%	
5153	Wholesale grain/field beans	83.1%	8.2%	2.0%	1.0%	5.8%	



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	76.1%	11.7%	3.3%	1.6%	7.4%	46.88
3531	Manufacturing of construction machinery	90.2%	7.9%	0.9%	0.6%	0.4%	
3535	Manufacturing of conveyors/equipment	79.1%	12.0%	4.4%	1.1%	3.5%	
3536	Manufacturing of hoists/cranes/monorails	66.9%	19.8%	4.8%	1.3%	7.2%	
3554	Manufacturing of paper industrial machinery	81.7%	7.9%	2.4%	1.6%	6.4%	
3559	Manufacturing of misc industry machinery	75.1%	15.6%	4.1%	1.8%	3.3%	
3561	Manufacturing of pumps/pumping equipment	88.0%	10.8%	0.6%	0.3%	0.2%	
3565	Manufacturing of packaging machinery	18.4%	42.3%	17.7%	21.6%	0.0%	
3568	Manufacturing of power transmission equipment	75.9%	18.3%	3.8%	1.4%	0.6%	
3569	Manufacturing of general industrial machinery	74.0%	6.2%	14.4%	4.1%	1.4%	
3585	Manufacturing of refrigeration/heating equipment	74.3%	14.9%	6.1%	2.2%	2.5%	
3589	Manufacturing of service industry machinery	79.0%	12.2%	4.9%	3.7%	0.2%	
3593	Manufacturing of fluid power cylinders	62.6%	31.1%	3.8%	1.0%	1.4%	



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	65.6%	22.3%	6.1%	2.3%	3.7%	
1422	Crushed/broken limestone	59.1%	25.7%	10.4%	2.9%	1.9%	
33	Primary metal industries	83.7%	11.3%	2.0%	1.6%	1.4%	49.81
3312	Blast furnace-steel works	83.5%	12.9%	2.4%	0.7%	0.6%	
3315	Manufacturing of steel wire/related products	75.5%	18.0%	3.3%	0.8%	2.5%	
3317	Manufacturing of steel pipe/tubes	54.9%	36.6%	7.0%	0.6%	0.9%	
3321	Gray/ductile iron foundry	59.8%	28.6%	7.4%	2.7%	1.5%	
3353	Manufacturing of aluminum sheet/foil	93.5%	3.1%	1.2%	0.9%	1.3%	
3354	Manufacturing of aluminum extruded products	79.9%	16.4%	2.5%	1.0%	0.1%	
3357	Nonferrous wiredrawing/insulating	80.4%	8.5%	1.4%	0.8%	8.9%	
34	Fabricated metal products	80.3%	12.5%	2.7%	2.2%	2.3%	47.39
3441	Structural metal fabrication	68.6%	14.3%	7.9%	5.1%	4.2%	
3442	Manufacturing of metal doors/sash/trim	88.7%	9.7%	1.1%	0.4%	0.0%	
3443	Manufacturing of fabricated plate work	76.0%	9.5%	6.1%	3.0%	5.4%	
3444	Manufacturing of sheet metalwork	77.6%	8.1%	1.6%	0.9%	11.8%	
3448	Manufacturing of prefabricated metal buildings	74.2%	16.8%	5.9%	1.2%	1.9%	
3462	Manufacturing of iron/steel forgings	73.7%	18.5%	5.3%	1.4%	1.1%	
3469	Manufacturing of metal stampings	57.2%	28.2%	9.2%	3.2%	2.2%	
3479	Coating/engraving service	74.5%	19.9%	3.1%	0.7%	1.8%	
3494	Manufacturing of valves/pipe fittings	74.8%	14.8%	4.7%	1.2%	4.5%	
3496	Manufacturing of misc fabricated wire products	69.6%	11.6%	4.8%	2.4%	11.7%	
5051	Metals service center	69.7%	15.3%	8.7%	3.1%	3.2%	37.78



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
2522	Manufacturing of office furniture-nonwood	78.7%	11.0%	4.5%	2.1%	3.8%	
2542	Manufacturing of partitions/fixtures-nonwood	82.5%	13.9%	2.2%	1.0%	0.5%	
2761	Manufacturing of manifold business forms	74.4%	17.2%	5.2%	2.5%	0.8%	
30	Rubber and miscellaneous plastic products	74.2%	21.3%	2.2%	0.6%	1.7%	40.95
3011	Manufacturing of tires/inner tubes	71.8%	24.2%	2.0%	0.5%	1.5%	
3053	Manufacturing of gaskets/packing/sealing devices	55.0%	30.0%	12.4%	2.5%	0.1%	
3069	Manufacturing of fabricated rubber products	76.5%	14.9%	3.8%	1.3%	3.6%	
3081	Manufacturing of unsupported plastic film/sheet	83.7%	12.1%	2.9%	0.6%	0.8%	
3086	Manufacturing of plastic foam products	81.1%	10.3%	1.6%	0.7%	6.3%	
3087	Custom compounding-purchased resins	87.5%	11.5%	0.6%	0.2%	0.2%	
3089	Manufacturing of plastic products	82.7%	12.1%	2.5%	0.7%	2.0%	
32	Stone, clay, glass, and concrete products	84.2%	9.4%	2.4%	0.6%	3.3%	34.11
3231	Manufacturing of products-purchased glass	61.7%	28.4%	7.6%	1.2%	1.2%	
3423	Manufacturing of hand/edge tools	74.5%	12.2%	4.6%	1.6%	7.1%	
3429	Manufacturing of hardware	78.1%	15.0%	2.7%	4.2%	0.0%	
3433	Manufacturing of heating equipment-nonelectric	86.2%	11.3%	2.0%	0.3%	0.2%	
3646	Manufacturing of commercial lighting fixtures	83.5%	9.6%	2.1%	1.2%	3.6%	
38	Measuring, photographic, medical, optical goods, and clock	72.2%	14.6%	4.8%	2.5%	6.0%	47.65
3841	Manufacturing of surgical/medical instruments	73.7%	16.3%	4.9%	1.9%	3.2%	
3842	Manufacturing of surgical appliances/supplies	73.9%	17.8%	4.8%	2.0%	1.6%	
3861	Manufacturing of photographic equipment/supplies	80.1%	12.3%	4.2%	2.0%	1.4%	
39	Miscellaneous manufacturing industries	80.7%	12.2%	3.0%	1.1%	3.0%	41.40
3944	Manufacturing of games/toys	84.8%	10.9%	1.9%	0.5%	2.0%	
3949	Manufacturing of sporting/athletic goods	78.7%	11.2%	3.7%	1.9%	4.5%	
3993	Manufacturing of signs/advertising specialties	80.4%	8.7%	3.9%	1.8%	5.2%	
3999	Manufacturing of miscellaneous products	85.7%	8.4%	4.4%	0.8%	0.8%	41.40



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
5211	Retail, lumber/building materials	82.3%	13.2%	3.1%	0.9%	0.5%	
5531	Retail, auto/home supplies	62.4%	6.9%	17.6%	5.8%	7.3%	
56	Apparel and accessory stores	88.4%	9.8%	1.5%	0.2%	0.2%	
57	Home furniture, furnishings and equipment stores	57.8%	23.6%	9.5%	5.1%	4.2%	
5712	Retail, furniture	51.0%	26.5%	10.8%	6.4%	5.3%	
59	Miscellaneous retail	76.4%	12.7%	5.9%	3.5%	1.4%	
5961	Retail, mail-order house	80.4%	11.7%	4.8%	2.0%	1.2%	
5999	Retail, miscellaneous merchandise	70.5%	19.3%	5.2%	2.3%	2.8%	



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
4724	Travel agency	72.7%	22.3%	4.2%	0.4%	0.4%	
4725	Tour operator	80.7%	15.6%	2.8%	0.9%	0.0%	
70	Hotels, rooming houses, camps, and other lodging places	61.0%	29.1%	6.2%	2.4%	1.3%	
7011	Hotel/motel operation	61.0%	29.1%	6.2%	2.4%	1.3%	
73	Business services	75.0%	10.1%	4.5%	2.9%	7.7%	41.17
7352	Medical equipment rental	62.9%	23.6%	7.4%	3.9%	2.1%	
7359	Equipment rental/leasing	50.7%	10.4%	15.6%	8.4%	14.9%	
7361	Employment agency	68.4%	16.4%	7.2%	2.7%	5.4%	
7363	Help supply services	74.8%	15.2%	5.7%	2.5%	1.9%	
7389	Business services	88.6%	2.7%	0.6%	3.7%	4.4%	
76	Miscellaneous repair services	63.0%	15.8%	6.3%	3.8%	11.2%	
7699	Repair services	62.8%	15.9%	6.3%	3.8%	11.2%	



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	% Paying Current	Up To 30 Days Late	30-60 Days Late	60-90 Days Late	91+ Days Late	CRF DSO
3571	Manufacturing of electronic computers	85.4%	11.2%	1.9%	0.7%	0.9%	
36	Electronic and other electrical equipment and components	86.4%	8.5%	2.2%	1.0%	1.8%	47.50
3612	Manufacturing of transformers	78.2%	12.8%	3.9%	1.6%	3.6%	
3613	Manufacturing of switchgear/switchboards	88.4%	8.1%	1.7%	0.6%	1.2%	
3621	Manufacturing of motors/generators	85.1%	10.9%	1.6%	0.9%	1.5%	
3634	Manufacturing of electric housewares/fans	89.9%	7.0%	1.5%	1.1%	0.6%	
3643	Manufacturing of conductive wiring devices	83.5%	7.4%	2.6%	1.6%	5.0%	
3648	Manufacturing of lighting equipment	88.9%	6.7%	1.6%	0.8%	2.0%	
3651	Manufacturing of home audio/video equipment	85.0%	5.0%	8.8%	0.5%	0.7%	
3672	Manufacturing of printed circuit boards	96.0%	1.3%	0.8%	1.2%	0.8%	
3674	Manufacturing of semiconductors/related devices	95.9%	3.8%	0.1%	0.0%	0.1%	
3677	Manufacturing of electronic coils/transformers	50.8%	28.8%	14.6%	3.9%	2.0%	
3812	Manufacturing of search/navigation equipment	84.3%	11.2%	2.4%	0.9%	1.1%	
3822	Manufacturing of environmental controls	49.2%	19.9%	6.5%	4.1%	20.4%	
3823	Manufacturing of process control instruments	70.8%	17.0%	4.1%	1.9%	6.1%	
3829	Manufacturing of measuring/controlling devices	69.3%	22.2%	0.3%	6.6%	1.6%	
48	Communications	62.2%	23.1%	6.0%	3.0%	5.7%	
4812	Radiotelephone communication	72.9%	17.3%	3.5%	1.8%	4.6%	
4813	Telephone communications	57.9%	25.4%	7.1%	3.5%	6.2%	
5045	Wholesale computers/peripherals	79.2%	13.4%	2.9%	0.7%	3.8%	
5063	Wholesale electrical equipment	72.9%	16.4%	5.3%	2.6%	2.8%	46.20
5064	Wholesale appliances/tv/radio	94.0%	5.7%	0.2%	0.1%	0.1%	
5065	Wholesale electronic parts/equipment	88.7%	7.3%	2.3%	0.8%	1.0%	
7371	Custom computer programing	73.4%	12.9%	5.2%	1.7%	6.9%	
7372	Prepackaged software services	52.4%	3.1%	1.8%	1.0%	41.7%	
7373	Computer systems design	74.5%	18.6%	3.0%	1.7%	2.2%	
7374	Data processing/preparation	93.5%	3.9%	1.0%	0.9%	0.7%	



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
3679	Manufacturing of electronic components	84.6%	10.5%	2.9%	1.0%	1.0%	
37	Transportation equipment	72.6%	9.5%	2.7%	1.3%	14.0%	
3711	Manufacturing of motor vehicle/car bodies	78.3%	15.2%	4.1%	1.4%	1.0%	
3714	Manufacturing of motor vehicle parts/accessories	84.5%	7.6%	2.4%	1.6%	4.0%	
40	Railroad transportation	71.4%	22.2%	2.4%	3.1%	0.9%	
4011	Railroad line-haul operator	71.4%	22.2%	2.4%	3.1%	0.9%	
42	Motor freight transportation	67.3%	16.4%	6.1%	3.8%	6.5%	
4213	Trucking operator-nonlocal	69.5%	14.7%	5.4%	3.7%	6.7%	
4214	Local trucking-with storage	18.2%	45.6%	20.3%	8.2%	7.7%	
44	Water transportation	68.0%	21.8%	4.9%	3.3%	2.1%	
45	Transportation by air	90.5%	5.7%	1.0%	1.1%	1.7%	
4513	Air courier services	91.0%	4.9%	0.9%	0.7%	2.5%	
47	Transportation services	64.5%	25.3%	5.8%	2.3%	2.1%	29.40
4731	Freight transportation arrangement	64.1%	25.6%	5.9%	2.4%	2.1%	
5012	Wholesale autos/motor vehicles	62.5%	19.4%	4.4%	3.3%	10.5%	
5013	Wholesale auto parts/supplies	87.4%	7.6%	1.2%	0.9%	3.0%	
5014	Wholesale tires/tubes	80.4%	15.5%	1.1%	0.3%	2.7%	
55	Automotive dealers and gasoline service stations	66.8%	9.4%	13.0%	4.3%	6.4%	
75	Automotive repair, services and parking	56.4%	21.6%	11.4%	4.4%	6.3%	
7513	Truck rental/leasing	56.3%	21.7%	11.4%	4.4%	6.2%	
7514	Passenger car rental	45.9%	21.6%	9.7%	5.2%	17.6%	



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
5046	Wholesale commercial equipment	80.8%	10.0%	4.7%	3.9%	0.5%	
5047	Wholesale medical/hospital equipment	59.4%	3.2%	18.0%	6.6%	12.9%	
5048	Wholesale ophthalmic goods	76.4%	15.2%	5.4%	1.5%	1.5%	
5049	Wholesale professional equipment	81.8%	10.4%	4.3%	2.0%	1.6%	
5072	Wholesale hardware	80.7%	12.7%	3.7%	1.7%	1.2%	
5074	Wholesale plumbing equipment/supplies	63.9%	22.6%	8.8%	4.2%	0.5%	37.70
5075	Wholesale heat/air cond equipment/supplies	75.9%	15.9%	5.6%	1.5%	1.1%	37.05
5078	Wholesale refrigeration equipment/supplies	73.0%	19.1%	5.4%	2.5%	0.0%	
5084	Wholesale industrial equipment	71.9%	16.5%	5.5%	2.8%	3.3%	
5085	Wholesale industrial supplies	69.1%	17.7%	5.6%	3.6%	4.0%	
5087	Wholesale service establishment equipment	79.8%	10.6%	4.9%	1.6%	3.1%	
5162	Wholesale plastic materials/shapes	88.3%	6.7%	2.3%	1.4%	1.3%	
5198	Wholesale paints/varnishes	74.6%	18.6%	4.7%	2.1%	0.1%	
5199	Wholesale nondurable goods	72.4%	19.8%	4.1%	2.6%	1.2%	



Wood and Paper

Wood companies manufacture or distribute dimensional lumber; veneers, plywood, engineered wood members, or reconstituted wood products; 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	83.3%	10.6%	2.8%	1.4%	1.9%	13.42
2421	Sawmill/planing mill	93.3%	3.5%	0.2%	0.1%	2.9%	
2431	Manufacturing of millwork	76.5%	17.9%	2.7%	0.9%	1.9%	
2434	Manufacturing of wood kitchen cabinets	78.1%	11.2%	5.7%	4.1%	1.0%	
2448	Manufacturing of wood pallets/skids	81.5%	12.0%	3.7%	1.9%	0.9%	
2499	Manufacturing of wood products	50.5%	32.0%	11.7%	4.4%	1.5%	
25	Furniture and fixtures	80.1%	11.4%	3.8%	1.9%	2.8%	37.70
2511	Manufacturing of wood household furniture	80.6%	16.1%	1.9%	0.9%	0.5%	
2512	Manufacturing of upholstered household furniture	90.7%	8.3%	0.8%	0.2%	0.0%	
2521	Manufacturing of wood office furniture	69.5%	20.9%	5.2%	2.1%	2.4%	
26	Paper and allied products	93.7%	4.8%	0.8%	0.3%	0.4%	42.56
2621	Paper mill	91.0%	7.4%	1.0%	0.3%	0.3%	42.56
2653	Manufacturing of corrugated/solid fiber boxes	95.0%	3.3%	0.8%	0.4%	0.5%	
2672	Manufacturing of coated/laminated paper	64.6%	20.0%	8.5%	2.2%	4.7%	
27	Printing, publishing and allied industries	42.6%	6.8%	2.3%	1.2%	47.1%	39.63
2711	Newspapers-publishing/printing	55.8%	27.8%	10.6%	4.0%	1.8%	
2731	Books-publishing/printing	87.4%	7.1%	2.1%	1.2%	2.1%	
2741	Miscellaneous publishing	3.7%	1.3%	0.5%	0.5%	94.0%	
2752	Lithographic commercial printing	79.0%	11.1%	2.6%	1.3%	6.0%	
2759	Commercial printing	22.6%	10.9%	3.8%	2.1%	60.7%	
5111	Wholesale printing/writing paper	66.7%	27.0%	5.7%	0.5%	0.1%	
5112	Wholesale stationery/office supplies	86.4%	9.2%	1.7%	0.7%	2.1%	
5113	Wholesale industrial/service paper	57.6%	12.8%	15.0%	8.1%	6.4%	

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