

## Fence Wholesale

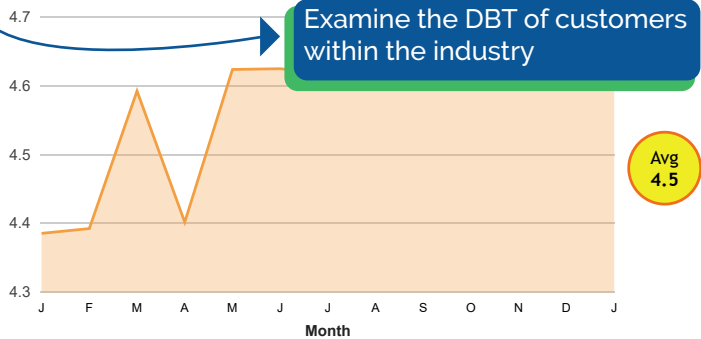
### Analysis & Trends

Contractors in the Fence Construction industry design, build and maintain fences for residential, institutional and nonbuilding clients. Industry operators perform new construction, reconstruction and modernization, repairing and cleaning work. The industry experienced strong expansion during the period, underpinned by low interest rates and sustained demand for new single-family homes throughout the country. As a result, over the five years to 2019, industry revenue is expected to increase at an annualized rate of 4.5% to \$8.6 billion, including an expected 0.7% decline in 2019 alone. Over the five years to 2019, industry revenue has expanded due to the strong expansion of both residential and nonresidential construction markets.

(IBISWorld)

### Days Beyond Terms

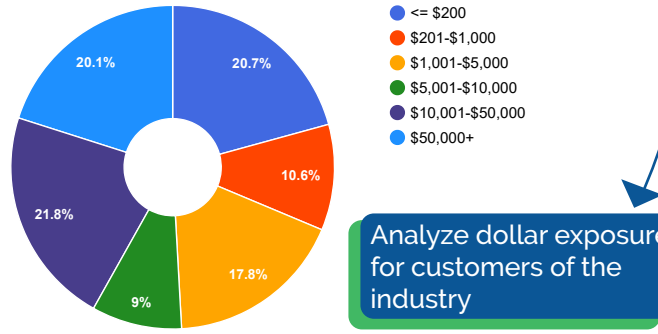
The average DBT for customers of the FENCE WHOLESale companies over time. The DBT is for all reported accounts regardless of industry, but the customer has at least one reported balance from FENCE WHOLESale.



Examine the DBT of customers within the industry

### Balance Comparison

The percentage of customers of the FENCE WHOLESale companies and the balances within these dollar ranges. The balances are for all reported accounts regardless of industry, but the customer has at least one reported balance from FENCE WHOLESale.



Analyze dollar exposure for customers of the industry

### Industry Score and DBT

The average risk score of customers of FENCE WHOLESale companies and customers of industries within a similar score range.

Industry	Avg Score	DBT *
AGGREGATE	695.8 ↓	12.4 ↓
UNDERGROUND UTILITIES	695.6 ↓	6.1 ↑
MATERIAL HANDLING	695.5 ↓	3.5 ↑
CARPET	695.1 ↑	2.1 ↑
OPTIC MANUFACTURER	694.7 ↑	7.8 ↓
FENCE WHOLESale	694.5 ↓	3.9 ↓
BRICK	694.4 ↓	3.8 ↓
LUGGAGE	694.2 ↓	7.5 ↑
HEATING, VENTILATION & A/C	694.1 ↓	12.9 ↑
SMALL APPLIANCES	694.0 ↓	5.9 ↑

**Avg 688.6**

\* Based on calculated DBT, not reported DBT

Compare score trends to other industries

### Other Top Industries

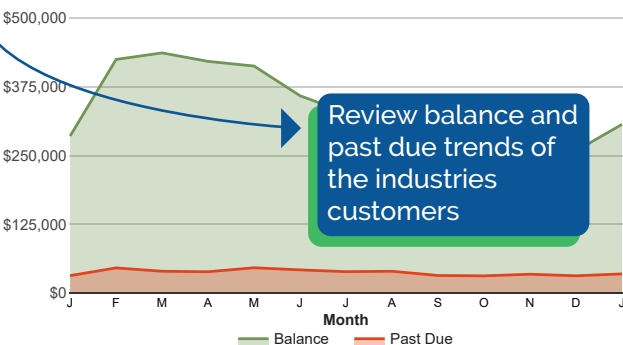
These are the top industries that customers of Demo Fence Company buy from. Knowing other industries that sell to your customers may help to illuminate payment trends and help to prepare for possible changes in account collections.

Industry	Average Bal
HOME CENTERS	\$3,239,866
LUMBER & WOOD	\$388,490
TRANSPORTATION	\$222,763
FENCE MANUFACTURER	\$36,290
BUILDING MATERIAL WHOLESale	\$32,399
CONSTRUCTION EQUIPMENT	\$26,269
PLUMBING SUPPLIES WHOLESale	\$21,860
BUILDING MATERIALS	\$18,763
EQUIPMENT	\$17,960
CONCRETE	\$14,181

Decipher what other industries your customers buy from

### Balance vs. Past Due

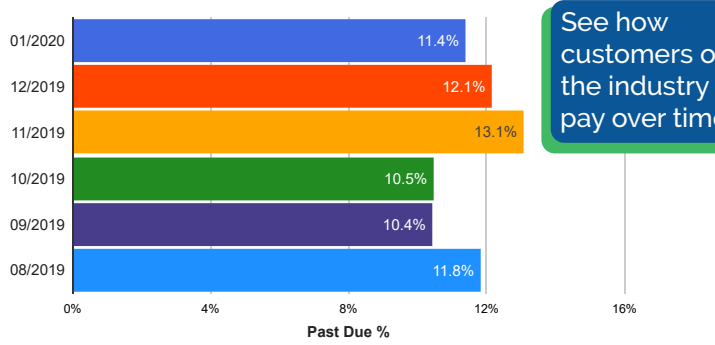
The average balance for customers of FENCE WHOLESale companies compared to the average past due balance over time. The balances are for all reported accounts regardless of industry, but the customer has at least one reported balance from FENCE WHOLESale.



Review balance and past due trends of the industries customers

### Percent Past Due

The average percentage past due over time for customers who purchase from FENCE WHOLESale companies.



See how customers of the industry pay over time