

NATIONAL SUMMARY OF DOMESTIC TRADE RECEIVABLES

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1ST QUARTER 2018

HIGHLIGHTS

Independent median calculations show:

	<u>THIS QTR.</u>	<u>LAST QTR.</u>	<u>YEAR AGO</u>
Collection Effectiveness Index	84.60	83.70	82.57
Days Sales Outstanding	40.30	39.33	40.00
Best Possible DSO	32.10	30.40	31.32
Average Days Delinquent	4.97	5.00	5.09
Percent Current	88.32	87.60	87.09
Percent Over 91 Days Past Due	0.500	0.400	0.328

SUMMARY MEDIANS BY INDUSTRY GROUP

Industry Group (SIC Category)	Number of Responses	Collection Effectiveness Index	Days Sales Outstanding	Best Possible DSO	Average Days Delinquent	Percent Current	Percent Over 91 Days
Apparel and other textile products (23)	6	71.80	38.50	28.20	19.20	55.40	0.630
Bldg materials, Hardware & Garden Sup's (52)	3	--	37.74	31.12	4.57	87.20	0.360
Business services (73)	6	76.39	49.33	27.50	14.00	70.20	6.810
Chemicals and allied products (28)	23	90.43	39.80	37.07	2.80	92.50	0.089
Electrical and electronic equipment (36)	12	85.88	42.65	36.16	4.00	90.50	0.061
Fabricated metal products (34)	17	55.59	45.70	34.50	9.44	84.15	1.000
Food and kindred products (20)	26	97.12	25.10	23.65	1.13	94.80	0.180
Furniture and fixtures (25)	5	73.92	36.80	34.50	4.21	91.25	2.025
Industrial machinery and equipment (35)	20	76.13	42.30	31.22	8.59	81.15	1.800
Instruments and related products (38)	5	66.57	43.40	37.15	6.79	85.30	2.680
Lumber and wood products (24)	7	90.00	42.00	32.00	3.03	95.20	0.000
Miscellaneous manufacturing industries (39)	12	79.76	43.31	35.35	9.06	81.30	1.100
Miscellaneous retail (59)	3	87.15	43.90	39.50	4.40	90.00	0.300
Nonmetallic minerals, except fuels (14)	3	82.00	32.05	27.01	5.04	85.05	0.100
Paper and allied products (26)	10	90.86	40.30	37.20	3.03	92.30	0.860
Petroleum and coal products (29)	3	97.12	21.87	20.74	1.13	94.80	0.080
Primary metal industries (33)	7	74.20	50.90	43.20	7.85	83.80	0.380
Printing and publishing (27)	6	79.48	43.01	35.10	8.40	84.10	2.580
Rubber and miscellaneous plastics products (30)	10	88.12	45.84	40.00	3.70	92.50	0.000
Special trade contractors (17)	4	65.56	62.40	34.00	27.00	69.00	11.400
Stone, clay, glass, and concrete products (32)	11	91.67	45.84	40.70	6.20	90.20	0.077
Textile mill products (22)	6	80.17	44.98	39.01	6.06	88.40	0.350
Transportation services (47)	3	64.30	47.00	--	--	--	3.500
Wholesale trade--durable goods (50)	54	74.06	41.81	29.70	8.48	79.05	0.850
Wholesale trade--nondurable goods (51)	34	86.99	39.00	31.08	4.14	89.50	0.570

Number of Responses represents individual companies. Count represents number of findings. Some companies report multiple statistics. A value of "--" indicates not enough responses for specified calculation

**COMPARATIVE SUMMARY MEDIANS BY INDUSTRY GROUPS
AND MAJOR PRODUCT CLASSIFICATIONS
COLLECTION EFFECTIVENESS INDEX**

Industry Group (SIC Category) Major Product Classification (SIC Code)	Count	Upper Quartile	Median	Lower Quartile	Last Qtr Median	Last Year Median
Apparel and other textile products (23)	15	80.97	71.80	69.00	68.09	68.67
Business services (73)	7	--	76.39	--	71.21	62.00
Chemicals and allied products (28)	31	97.72	90.43	83.77	88.90	95.40
Plastics Material and Synthetic Resins (2821)	4	--	85.53	--	90.37	92.60
Pharmaceutical Preparations (2834)	3	--	98.00	--	99.16	86.56
Industrial Organic Chemicals, NEC (2869)	3	--	88.12	--	84.70	--
Electrical and electronic equipment (36)	15	96.70	85.88	39.42	89.46	87.48
Fabricated metal products (34)	22	73.92	55.59	0.00	68.00	68.90
Hand and Edge Tools, Except Machine Tools and Handsaws (3423)	3	--	73.92	--	80.02	78.59
Food and kindred products (20)	51	97.36	97.12	91.36	95.14	97.30
Dry, Condensed, and Evaporated Dairy Products (2023)	4	--	94.24	--	--	98.11
Ice Cream and Frozen Desserts (2024)	3	--	97.12	--	--	--
Fluid Milk (2026)	4	--	91.93	--	93.91	--
Canned Fruits, Vegetables, Preserves, Jams, and Jellies (2033)	6	--	92.83	--	91.41	95.90
Food Preparations, NEC (2099)	5	--	96.10	--	92.15	95.23
Furniture and fixtures (25)	12	76.00	73.92	0.00	73.00	73.00
Drapery Hardware and Window Blinds and Shades (2591)	3	--	88.00	--	--	--
Industrial machinery and equipment (35)	22	82.00	76.13	72.00	74.54	78.59
Construction Machinery and Equipment (3531)	3	--	76.39	--	71.21	78.67
Instruments and related products (38)	6	--	66.57	--	77.13	81.40
Lumber and wood products (24)	8	99.13	90.00	83.68	83.20	92.70
Miscellaneous manufacturing industries (39)	10	91.30	79.76	68.37	79.15	80.30
Manufacturing Industries, NEC (3999)	6	--	88.45	--	89.47	80.30
Miscellaneous retail (59)	3	--	87.15	--	--	--
Nonmetallic minerals, except fuels (14)	4	--	82.00	--	88.85	88.64
Paper and allied products (26)	24	91.00	90.86	90.75	90.00	87.90
Paper Mills (2621)	4	--	91.65	--	88.05	88.90
Coated and Laminated Paper, NEC (2672)	3	--	90.75	--	--	82.95
Petroleum and coal products (29)	3	--	97.12	--	95.14	95.29
Primary metal industries (33)	5	--	74.20	--	63.86	74.40
Printing and publishing (27)	10	80.50	79.48	78.46	78.48	78.23
Rubber and miscellaneous plastics products (30)	13	92.18	88.12	82.93	76.34	80.54
Plastics Products, NEC (3089)	5	--	92.18	--	83.80	85.62
Special trade contractors (17)	4	--	65.56	--	63.78	91.18
Stone, clay, glass, and concrete products (32)	19	97.69	91.67	73.46	94.74	80.20
Flat Glass (3211)	3	--	64.86	--	74.17	68.90
Textile mill products (22)	7	--	80.17	--	84.70	78.48
Transportation services (47)	3	--	64.30	--	83.20	62.09

Industry Group (SIC Category) Major Product Classification (SIC Code)	Count	Upper Quartile	Median	Lower Quartile	Last Qtr Median	Last Year Median
Wholesale trade--durable goods (50)	64	87.86	74.06	62.43	80.11	72.36
Home Furnishings (5023)	4	--	73.25	--	71.16	78.59
Wholesale Building Products (5030)	4	--	40.87	--	--	--
Roofing, Siding, and Insulation Materials (5033)	3	--	82.93	--	80.26	78.96
Construction Materials, NEC (5039)	3	--	82.40	--	--	--
Medical, Dental, and Hospital Equipment and Supplies (5047)	3	--	92.43	--	87.60	76.00
Metals Service Centers and Offices (5051)	9	88.41	76.46	71.86	80.11	76.50
Plumbing and Heating Equipment and Supplies (Hydronics) (5074)	5	--	65.00	--	--	--
Warm Air Heating and Air-Conditioning Equipment and Supplies (5075)	7	--	86.10	--	86.36	83.18
Construction and Mining Machinery (5082)	3	--	76.98	--	--	76.85
Wholesale trade--nondurable goods (51)	33	96.10	86.99	59.30	89.40	81.89
Drugs, Drug Proprietaries, and Druggists' Sundries (5122)	4	--	98.44	--	96.69	--
Footwear (5139)	4	--	66.95	--	64.36	--
Chemicals and Allied Products, NEC (5169)	3	--	86.99	--	67.70	78.00

A value of "--" indicates not enough responses for specified calculation
Quartiles are not considered with less than 8 occurrences
NEC = Not Elsewhere Classified

**COMPARATIVE SUMMARY MEDIANS BY INDUSTRY GROUPS
AND MAJOR PRODUCT CLASSIFICATIONS
DAYS SALES OUTSTANDING**

Industry Group (SIC Category) Major Product Classification (SIC Code)	Count	Upper Quartile	Median	Lower Quartile	Last Qtr Median	Last Year Median
Apparel and other textile products (23)	15	56.78	38.50	38.50	43.53	45.52
Bldg materials, Hardware & Garden Sup's (52)	3	--	37.74	--	--	38.75
Lumber and Other Building Materials Dealers (5211)	3	--	37.74	--	--	37.05
Business services (73)	8	60.70	49.33	39.78	32.04	49.10
Chemicals and allied products (28)	31	48.85	39.80	33.59	37.43	40.35
Plastics Material and Synthetic Resins (2821)	4	--	46.13	--	40.00	40.68
Pharmaceutical Preparations (2834)	3	--	39.00	--	31.27	38.33
Industrial Organic Chemicals, NEC (2869)	3	--	43.05	--	42.05	--
Electrical and electronic equipment (36)	16	45.03	42.65	33.99	43.74	41.71
Fabricated metal products (34)	27	60.23	45.70	39.53	45.60	38.28
Hand and Edge Tools, Except Machine Tools and Handsaws (3423)	3	--	60.23	--	59.23	54.87
Hardware, NEC (3429)	3	--	45.70	--	--	46.70
Metal Doors, Sash, Frames, Molding, and Trim Manufacturing (3442)	3	--	39.53	--	39.02	--
Food and kindred products (20)	53	27.94	25.10	21.87	25.92	22.94
Dry, Condensed, and Evaporated Dairy Products (2023)	4	--	26.52	--	--	22.94
Ice Cream and Frozen Desserts (2024)	3	--	21.87	--	--	22.94
Fluid Milk (2026)	4	--	25.86	--	24.53	--
Canned Fruits, Vegetables, Preserves, Jams, and Jellies (2033)	6	--	28.42	--	27.55	26.30
Food Preparations, NEC (2099)	5	--	25.10	--	26.46	27.10
Grocery Products (20GP)	3	--	21.87	--	--	--
Furniture and fixtures (25)	12	45.46	36.80	34.00	37.60	35.60
Drapery Hardware and Window Blinds and Shades (2591)	3	--	54.12	--	--	--
Industrial machinery and equipment (35)	23	56.00	42.30	33.28	44.36	49.00
Construction Machinery and Equipment (3531)	3	--	34.48	--	33.20	33.38
Instruments and related products (38)	7	--	43.40	--	42.60	43.06
Surgical and Medical Instruments and Apparatus (3841)	3	--	39.96	--	--	--
Lumber and wood products (24)	9	42.70	42.00	17.20	39.80	23.20
Millwork (2431)	3	--	42.00	--	--	--
Miscellaneous manufacturing industries (39)	12	55.19	43.31	36.13	35.40	46.39
Manufacturing Industries, NEC (3999)	7	--	38.46	--	35.50	38.75
Miscellaneous retail (59)	3	--	43.90	--	29.21	28.65
Nonmetallic minerals, except fuels (14)	4	--	32.05	--	32.20	39.62
Paper and allied products (26)	25	46.90	40.30	34.80	39.30	39.00
Paper Mills (2621)	4	--	37.55	--	41.25	38.00
Coated and Laminated Paper, NEC (2672)	3	--	46.90	--	--	40.15
Petroleum and coal products (29)	3	--	21.87	--	36.15	32.07
Primary metal industries (33)	7	--	50.90	--	47.17	29.80

Industry Group (SIC Category) Major Product Classification (SIC Code)	Count	Upper Quartile	Median	Lower Quartile	Last Qtr Median	Last Year Median
Printing and publishing (27)	10	55.10	43.01	38.50	50.20	37.84
Rubber and miscellaneous plastics products (30)	13	49.20	45.84	38.46	41.23	40.99
Plastics Products, NEC (3089)	5	--	41.20	--	38.60	38.30
Special trade contractors (17)	5	--	62.40	--	58.85	49.10
Stone, clay, glass, and concrete products (32)	19	51.20	45.84	40.12	45.77	39.81
Flat Glass (3211)	3	--	39.53	--	36.10	41.40
Textile mill products (22)	8	52.36	44.98	35.40	37.80	45.52
Transportation services (47)	3	--	47.00	--	34.36	35.45
Wholesale trade--durable goods (50)	68	46.85	41.81	36.20	40.33	42.00
Home Furnishings (5023)	5	--	48.52	--	62.43	65.65
Wholesale Building Products (5030)	4	--	36.57	--	--	--
Roofing, Siding, and Insulation Materials (5033)	3	--	45.84	--	47.84	42.99
Construction Materials, NEC (5039)	3	--	42.80	--	--	--
Medical, Dental, and Hospital Equipment and Supplies (5047)	3	--	61.00	--	50.41	50.00
Metals Service Centers and Offices (5051)	11	37.80	35.31	33.63	38.34	36.48
Plumbing and Heating Equipment and Supplies (Hydronics) (5074)	5	--	39.63	--	--	--
Warm Air Heating and Air-Conditioning Equipment and Supplies (5075)	7	--	36.40	--	38.85	42.03
Construction and Mining Machinery (5082)	3	--	34.48	--	--	36.95
Wholesale trade--nondurable goods (51)	37	46.90	39.00	30.00	36.73	39.40
Drugs, Drug Proprietaries, and Druggists' Sundries (5122)	4	--	26.20	--	29.45	--
Footwear (5139)	5	--	60.90	--	61.39	58.53
Chemicals and Allied Products, NEC (5169)	3	--	41.44	--	36.67	39.00

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**COMPARATIVE SUMMARY MEDIANS BY INDUSTRY GROUPS
AND MAJOR PRODUCT CLASSIFICATIONS
BEST POSSIBLE DAYS SALES OUTSTANDING**

Industry Group (SIC Category) Major Product Classification (SIC Code)	Count	Upper Quartile	Median	Lower Quartile	Last Qtr Median	Last Year Median
Apparel and other textile products (23)	15	47.84	28.20	19.30	28.35	33.23
Bldg materials, Hardware & Garden Sup's (52)	3	--	31.12	--	--	32.50
Lumber and Other Building Materials Dealers (5211)	3	--	31.12	--	--	25.50
Business services (73)	7	--	27.50	--	19.72	27.64
Chemicals and allied products (28)	31	46.55	37.07	31.19	35.40	36.10
Plastics Material and Synthetic Resins (2821)	4	--	41.76	--	36.98	36.63
Pharmaceutical Preparations (2834)	3	--	37.59	--	30.40	36.64
Industrial Organic Chemicals, NEC (2869)	3	--	38.02	--	37.05	--
Electrical and electronic equipment (36)	16	42.95	36.16	27.94	40.80	35.60
Fabricated metal products (34)	24	49.14	34.50	27.91	34.30	33.60
Hand and Edge Tools, Except Machine Tools and Handsaws (3423)	3	--	52.15	--	50.09	49.78
Hardware, NEC (3429)	3	--	43.30	--	--	45.00
Metal Doors, Sash, Frames, Molding, and Trim Manufacturing (3442)	3	--	33.40	--	12.15	--
Food and kindred products (20)	52	25.43	23.65	19.94	23.69	22.02
Dry, Condensed, and Evaporated Dairy Products (2023)	4	--	24.83	--	--	22.02
Ice Cream and Frozen Desserts (2024)	3	--	20.74	--	--	22.02
Fluid Milk (2026)	4	--	23.62	--	22.17	--
Canned Fruits, Vegetables, Preserves, Jams, and Jellies (2033)	6	--	25.90	--	24.65	24.90
Food Preparations, NEC (2099)	5	--	23.20	--	23.69	26.15
Grocery Products (20GP)	3	--	20.74	--	--	--
Furniture and fixtures (25)	12	41.25	34.50	26.00	34.80	33.60
Drapery Hardware and Window Blinds and Shades (2591)	3	--	48.00	--	--	--
Industrial machinery and equipment (35)	22	40.00	31.22	26.47	33.80	30.10
Construction Machinery and Equipment (3531)	3	--	23.39	--	19.72	22.19
Instruments and related products (38)	6	--	37.15	--	33.80	36.32
Lumber and wood products (24)	9	35.70	32.00	16.90	14.54	21.00
Millwork (2431)	3	--	32.00	--	--	--
Miscellaneous manufacturing industries (39)	12	41.54	35.35	27.53	26.38	37.19
Manufacturing Industries, NEC (3999)	7	--	32.00	--	27.79	32.20
Miscellaneous retail (59)	3	--	39.50	--	--	--
Nonmetallic minerals, except fuels (14)	4	--	27.01	--	30.10	30.00
Paper and allied products (26)	25	40.00	37.20	30.00	36.00	33.00
Paper Mills (2621)	4	--	34.95	--	33.97	35.00
Coated and Laminated Paper, NEC (2672)	3	--	40.00	--	--	31.50
Petroleum and coal products (29)	3	--	20.74	--	19.43	29.51
Primary metal industries (33)	6	--	43.20	--	35.79	21.50
Printing and publishing (27)	10	46.70	35.10	32.10	43.82	30.00

Industry Group (SIC Category) Major Product Classification (SIC Code)	Count	Upper Quartile	Median	Lower Quartile	Last Qtr Median	Last Year Median
Rubber and miscellaneous plastics products (30)	13	45.50	40.00	29.02	31.00	36.08
Plastics Products, NEC (3089)	5	--	40.00	--	31.00	37.99
Special trade contractors (17)	5	--	34.00	--	41.83	48.18
Stone, clay, glass, and concrete products (32)	18	51.26	40.70	34.00	47.40	37.99
Flat Glass (3211)	3	--	34.00	--	24.50	35.40
Textile mill products (22)	8	46.30	39.01	28.25	35.65	37.15
Wholesale trade--durable goods (50)	64	38.01	29.70	27.50	31.90	32.35
Home Furnishings (5023)	4	--	43.05	--	52.01	53.46
Wholesale Building Products (5030)	4	--	32.80	--	--	--
Roofing, Siding, and Insulation Materials (5033)	3	--	38.02	--	41.27	37.15
Construction Materials, NEC (5039)	3	--	28.71	--	--	--
Medical, Dental, and Hospital Equipment and Supplies (5047)	3	--	54.00	--	32.71	40.00
Metals Service Centers and Offices (5051)	10	31.85	29.29	28.01	31.34	29.53
Plumbing and Heating Equipment and Supplies (Hydronics) (5074)	4	--	20.23	--	--	--
Warm Air Heating and Air-Conditioning Equipment and Supplies (5075)	7	--	28.40	--	32.90	38.40
Construction and Mining Machinery (5082)	3	--	23.39	--	--	26.90
Wholesale trade--nondurable goods (51)	34	40.00	31.08	26.20	32.02	30.63
Drugs, Drug Proprietaries, and Druggists' Sundries (5122)	4	--	25.35	--	28.33	--
Footwear (5139)	5	--	51.70	--	41.93	--
Chemicals and Allied Products, NEC (5169)	3	--	37.07	--	35.40	33.00

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NEC = Not Elsewhere Classified

**COMPARATIVE SUMMARY MEDIANS BY INDUSTRY GROUPS
AND MAJOR PRODUCT CLASSIFICATIONS
AVERAGE DAYS DELINQUENT**

Industry Group (SIC Category) Major Product Classification (SIC Code)	Count	Upper Quartile	Median	Lower Quartile	Last Qtr Median	Last Year Median
Apparel and other textile products (23)	15	19.20	19.20	6.07	18.90	19.00
Bldg materials, Hardware & Garden Sup's (52)	3	--	4.57	--	--	4.35
Lumber and Other Building Materials Dealers (5211)	3	--	4.57	--	--	4.00
Business services (73)	7	--	14.00	--	12.32	19.30
Chemicals and allied products (28)	31	5.47	2.80	1.62	3.10	3.09
Plastics Material and Synthetic Resins (2821)	4	--	4.37	--	4.05	4.05
Pharmaceutical Preparations (2834)	3	--	5.83	--	1.70	3.04
Industrial Organic Chemicals, NEC (2869)	3	--	3.70	--	6.94	--
Electrical and electronic equipment (36)	16	6.70	4.00	0.79	4.10	4.85
Fabricated metal products (34)	24	15.95	9.44	2.40	14.99	8.20
Hand and Edge Tools, Except Machine Tools and Handsaws (3423)	3	--	15.95	--	14.99	11.58
Hardware, NEC (3429)	3	--	7.00	--	--	7.00
Metal Doors, Sash, Frames, Molding, and Trim Manufacturing (3442)	3	--	10.80	--	25.12	--
Food and kindred products (20)	52	2.90	1.13	0.88	1.52	1.17
Dry, Condensed, and Evaporated Dairy Products (2023)	4	--	1.82	--	--	0.92
Ice Cream and Frozen Desserts (2024)	3	--	1.13	--	--	0.92
Fluid Milk (2026)	4	--	3.16	--	1.83	--
Canned Fruits, Vegetables, Preserves, Jams, and Jellies (2033)	6	--	2.55	--	2.36	1.40
Food Preparations, NEC (2099)	5	--	2.40	--	2.11	1.48
Grocery Products (20GP)	3	--	0.93	--	--	--
Furniture and fixtures (25)	12	12.00	4.21	2.30	3.90	9.80
Drapery Hardware and Window Blinds and Shades (2591)	3	--	6.12	--	--	--
Industrial machinery and equipment (35)	22	14.39	8.59	4.02	10.40	8.60
Construction Machinery and Equipment (3531)	3	--	11.09	--	12.32	10.53
Instruments and related products (38)	6	--	6.79	--	7.35	6.74
Lumber and wood products (24)	9	10.00	3.03	0.30	1.75	2.20
Millwork (2431)	3	--	10.00	--	--	--
Miscellaneous manufacturing industries (39)	12	15.13	9.06	4.35	10.00	10.25
Manufacturing Industries, NEC (3999)	7	--	4.80	--	2.37	6.55
Miscellaneous retail (59)	3	--	4.40	--	--	--
Nonmetallic minerals, except fuels (14)	4	--	5.04	--	2.18	2.00
Paper and allied products (26)	25	3.10	3.03	2.79	3.30	3.00
Paper Mills (2621)	4	--	2.60	--	3.90	3.00
Coated and Laminated Paper, NEC (2672)	3	--	3.03	--	--	5.30
Petroleum and coal products (29)	3	--	1.13	--	1.52	1.59
Primary metal industries (33)	6	--	7.85	--	15.80	12.83
Printing and publishing (27)	10	9.32	8.40	6.40	6.38	5.50

Industry Group (SIC Category) Major Product Classification (SIC Code)	Count	Upper Quartile	Median	Lower Quartile	Last Qtr Median	Last Year Median
Rubber and miscellaneous plastics products (30)	13	5.03	3.70	1.20	7.40	5.92
Plastics Products, NEC (3089)	5	--	1.20	--	5.15	4.75
Special trade contractors (17)	5	--	27.00	--	17.02	4.70
Stone, clay, glass, and concrete products (32)	18	7.53	6.20	0.40	4.91	5.34
Flat Glass (3211)	3	--	6.70	--	11.60	6.00
Textile mill products (22)	8	6.48	6.06	3.67	3.73	6.00
Wholesale trade--durable goods (50)	64	14.09	8.48	4.25	6.50	7.16
Home Furnishings (5023)	4	--	12.62	--	8.50	11.58
Wholesale Building Products (5030)	4	--	7.69	--	--	--
Roofing, Siding, and Insulation Materials (5033)	3	--	5.03	--	4.81	5.84
Construction Materials, NEC (5039)	3	--	14.09	--	--	--
Medical, Dental, and Hospital Equipment and Supplies (5047)	3	--	7.00	--	9.26	3.46
Metals Service Centers and Offices (5051)	10	9.05	6.19	5.74	7.43	6.03
Plumbing and Heating Equipment and Supplies (Hydronics) (5074)	4	--	14.08	--	--	--
Warm Air Heating and Air-Conditioning Equipment and Supplies (5075)	7	--	6.87	--	5.95	6.65
Construction and Mining Machinery (5082)	3	--	13.50	--	--	11.40
Wholesale trade--nondurable goods (51)	34	9.32	4.14	1.43	3.35	6.89
Drugs, Drug Proprietaries, and Druggists' Sundries (5122)	4	--	1.19	--	1.55	--
Footwear (5139)	5	--	6.60	--	9.26	--
Chemicals and Allied Products, NEC (5169)	3	--	6.90	--	1.27	6.00

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**COMPARATIVE SUMMARY MEDIANS BY INDUSTRY GROUPS
AND MAJOR PRODUCT CLASSIFICATIONS
PERCENT CURRENT**

Industry Group (SIC Category) Major Product Classification (SIC Code)	Count	Upper Quartile	Median	Lower Quartile	Last Qtr Median	Last Year Median
Apparel and other textile products (23)	15	89.20	55.40	50.10	59.50	73.00
Bldg materials, Hardware & Garden Sup's (52)	3	--	87.20	--	--	89.90
Lumber and Other Building Materials Dealers (5211)	3	--	87.20	--	--	87.15
Business services (73)	7	--	70.20	--	61.50	60.00
Chemicals and allied products (28)	31	96.25	92.50	87.70	93.20	93.10
Plastics Material and Synthetic Resins (2821)	4	--	90.45	--	90.15	90.00
Pharmaceutical Preparations (2834)	3	--	85.10	--	94.70	92.05
Industrial Organic Chemicals, NEC (2869)	3	--	92.30	--	85.30	--
Electrical and electronic equipment (36)	16	98.20	90.50	84.40	93.90	85.30
Fabricated metal products (34)	24	93.80	84.15	66.10	78.15	82.70
Hand and Edge Tools, Except Machine Tools and Handsaws (3423)	3	--	78.10	--	79.80	82.70
Hardware, NEC (3429)	3	--	84.40	--	--	84.40
Metal Doors, Sash, Frames, Molding, and Trim Manufacturing (3442)	3	--	76.80	--	29.40	--
Food and kindred products (20)	52	96.10	94.80	88.80	92.70	95.45
Dry, Condensed, and Evaporated Dairy Products (2023)	4	--	92.90	--	--	96.00
Ice Cream and Frozen Desserts (2024)	3	--	94.80	--	--	96.00
Fluid Milk (2026)	4	--	87.55	--	92.00	--
Canned Fruits, Vegetables, Preserves, Jams, and Jellies (2033)	6	--	91.20	--	90.65	94.70
Food Preparations, NEC (2099)	5	--	89.30	--	91.90	94.75
Grocery Products (20GP)	3	--	96.10	--	--	--
Furniture and fixtures (25)	12	93.80	91.25	71.40	92.25	84.90
Drapery Hardware and Window Blinds and Shades (2591)	3	--	88.70	--	--	--
Industrial machinery and equipment (35)	22	88.90	81.15	69.90	78.15	78.60
Construction Machinery and Equipment (3531)	3	--	67.80	--	61.50	70.65
Instruments and related products (38)	6	--	85.30	--	84.60	84.30
Lumber and wood products (24)	9	98.40	95.20	76.80	87.20	90.50
Millwork (2431)	3	--	76.80	--	--	--
Miscellaneous manufacturing industries (39)	12	88.00	81.30	75.30	79.80	82.70
Manufacturing Industries, NEC (3999)	7	--	85.20	--	90.50	86.95
Miscellaneous retail (59)	3	--	90.00	--	--	--
Nonmetallic minerals, except fuels (14)	4	--	85.05	--	90.30	93.50
Paper and allied products (26)	25	95.20	92.30	91.20	89.70	92.90
Paper Mills (2621)	4	--	93.15	--	89.90	92.10
Coated and Laminated Paper, NEC (2672)	3	--	91.20	--	--	88.75
Petroleum and coal products (29)	3	--	94.80	--	94.70	95.75
Primary metal industries (33)	6	--	83.80	--	76.90	78.05
Printing and publishing (27)	10	84.80	84.10	83.40	87.30	84.50

Industry Group (SIC Category) Major Product Classification (SIC Code)	Count	Upper Quartile	Median	Lower Quartile	Last Qtr Median	Last Year Median
Rubber and miscellaneous plastics products (30)	13	97.00	92.50	87.10	85.30	86.00
Plastics Products, NEC (3089)	5	--	97.00	--	85.40	85.60
Special trade contractors (17)	5	--	69.00	--	73.75	92.30
Stone, clay, glass, and concrete products (32)	18	99.00	90.20	79.50	92.10	88.90
Flat Glass (3211)	3	--	83.50	--	67.90	85.50
Textile mill products (22)	8	91.10	88.40	86.80	91.25	85.40
Wholesale trade--durable goods (50)	64	90.25	79.05	66.90	81.80	81.40
Home Furnishings (5023)	4	--	81.45	--	86.20	82.70
Wholesale Building Products (5030)	4	--	82.00	--	--	--
Roofing, Siding, and Insulation Materials (5033)	3	--	88.30	--	89.45	86.40
Construction Materials, NEC (5039)	3	--	67.10	--	--	--
Medical, Dental, and Hospital Equipment and Supplies (5047)	3	--	88.50	--	81.60	91.30
Metals Service Centers and Offices (5051)	10	84.30	82.75	78.10	79.60	83.10
Plumbing and Heating Equipment and Supplies (Hydronics) (5074)	4	--	65.80	--	--	--
Warm Air Heating and Air-Conditioning Equipment and Supplies (5075)	7	--	78.00	--	84.65	76.90
Construction and Mining Machinery (5082)	3	--	58.10	--	--	69.10
Wholesale trade--nondurable goods (51)	34	95.00	89.50	80.80	89.15	77.75
Drugs, Drug Proprietaries, and Druggists' Sundries (5122)	4	--	95.20	--	94.75	--
Footwear (5139)	5	--	88.90	--	80.20	--
Chemicals and Allied Products, NEC (5169)	3	--	85.30	--	96.50	84.60

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**COMPARATIVE SUMMARY MEDIANS BY INDUSTRY GROUPS
AND MAJOR PRODUCT CLASSIFICATIONS
PERCENT OVER 91 DAYS PAST DUE**

Industry Group (SIC Category) Major Product Classification (SIC Code)	Count	Upper Quartile	Median	Lower Quartile	Last Qtr Median	Last Year Median
Apparel and other textile products (23)	15	0.630	0.630	-0.058	0.365	0.310
Bldg materials, Hardware & Garden Sup's (52)	3	--	0.360	--	--	0.550
Lumber and Other Building Materials Dealers (5211)	3	--	0.360	--	--	0.549
Business services (73)	8	8.610	6.810	3.830	9.250	4.070
Chemicals and allied products (28)	31	0.675	0.089	0.002	0.018	0.103
Plastics Material and Synthetic Resins (2821)	4	--	0.243	--	0.055	0.123
Pharmaceutical Preparations (2834)	3	--	0.060	--	0.200	0.250
Industrial Organic Chemicals, NEC (2869)	3	--	0.001	--	0.000	--
Electrical and electronic equipment (36)	16	0.900	0.061	0.000	0.050	0.010
Fabricated metal products (34)	27	2.700	1.000	0.200	0.870	0.100
Hand and Edge Tools, Except Machine Tools and Handsaws (3423)	3	--	1.590	--	0.870	-0.270
Hardware, NEC (3429)	3	--	2.700	--	--	1.800
Metal Doors, Sash, Frames, Molding, and Trim Manufacturing (3442)	3	--	1.000	--	1.150	--
Food and kindred products (20)	53	0.310	0.180	0.089	0.330	0.130
Dry, Condensed, and Evaporated Dairy Products (2023)	4	--	0.167	--	--	0.330
Ice Cream and Frozen Desserts (2024)	3	--	0.180	--	--	0.103
Fluid Milk (2026)	4	--	0.255	--	0.585	--
Canned Fruits, Vegetables, Preserves, Jams, and Jellies (2033)	6	--	0.400	--	0.551	0.095
Food Preparations, NEC (2099)	5	--	0.180	--	0.170	0.315
Grocery Products (20GP)	3	--	0.180	--	--	--
Furniture and fixtures (25)	12	5.850	2.025	0.200	0.100	0.900
Drapery Hardware and Window Blinds and Shades (2591)	3	--	2.050	--	--	--
Industrial machinery and equipment (35)	23	3.845	1.800	0.089	1.700	0.800
Construction Machinery and Equipment (3531)	3	--	0.000	--	0.002	0.006
Instruments and related products (38)	7	--	2.680	--	1.800	2.210
Surgical and Medical Instruments and Apparatus (3841)	3	--	2.770	--	--	--
Lumber and wood products (24)	9	0.860	0.000	0.000	0.377	-0.002
Millwork (2431)	3	--	0.200	--	--	--
Miscellaneous manufacturing industries (39)	13	2.900	1.100	1.000	1.555	0.800
Manufacturing Industries, NEC (3999)	8	1.850	1.000	0.610	1.410	0.830
Miscellaneous retail (59)	3	--	0.300	--	0.460	0.130
Nonmetallic minerals, except fuels (14)	4	--	0.100	--	0.100	0.010
Paper and allied products (26)	25	1.000	0.860	0.131	0.500	0.328
Paper Mills (2621)	4	--	0.750	--	2.490	0.000
Coated and Laminated Paper, NEC (2672)	3	--	0.860	--	--	0.605
Petroleum and coal products (29)	3	--	0.080	--	0.660	0.685
Primary metal industries (33)	6	--	0.380	--	0.002	0.800

Industry Group (SIC Category) Major Product Classification (SIC Code)	Count	Upper Quartile	Median	Lower Quartile	Last Qtr Median	Last Year Median
Printing and publishing (27)	10	2.600	2.580	2.560	2.070	3.350
Rubber and miscellaneous plastics products (30)	13	0.610	0.000	0.000	0.008	0.026
Plastics Products, NEC (3089)	5	--	0.000	--	0.900	0.800
Special trade contractors (17)	5	--	11.400	--	2.130	1.475
Stone, clay, glass, and concrete products (32)	19	1.500	0.077	0.002	0.074	1.600
Flat Glass (3211)	3	--	0.500	--	1.410	1.600
Textile mill products (22)	8	1.205	0.350	0.275	0.001	0.790
Transportation services (47)	3	--	3.500	--	1.850	2.150
Wholesale trade--durable goods (50)	66	2.600	0.850	0.041	0.765	1.000
Home Furnishings (5023)	5	--	0.610	--	0.900	0.300
Wholesale Building Products (5030)	4	--	0.680	--	--	--
Roofing, Siding, and Insulation Materials (5033)	3	--	0.175	--	2.615	1.350
Construction Materials, NEC (5039)	3	--	2.600	--	--	--
Medical, Dental, and Hospital Equipment and Supplies (5047)	3	--	0.900	--	0.441	2.627
Metals Service Centers and Offices (5051)	11	0.278	0.100	0.022	0.195	0.400
Plumbing and Heating Equipment and Supplies (Hydronics) (5074)	4	--	3.800	--	--	--
Warm Air Heating and Air-Conditioning Equipment and Supplies (5075)	6	--	1.550	--	1.140	1.700
Construction and Mining Machinery (5082)	3	--	0.030	--	--	6.000
Wholesale trade--nondurable goods (51)	38	1.850	0.570	0.050	0.460	0.330
Drugs, Drug Proprietaries, and Druggists' Sundries (5122)	4	--	0.785	--	1.260	--
Footwear (5139)	5	--	-0.290	--	0.876	1.520
Groceries, General Line (5141)	3	--	0.000	--	--	--
Chemicals and Allied Products, NEC (5169)	3	--	1.000	--	0.350	0.111

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