

## Fence Wholesale

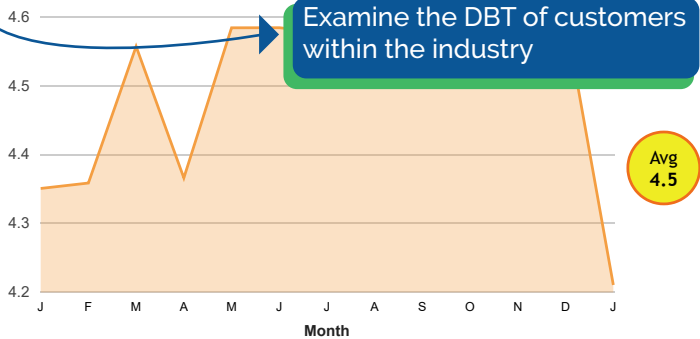
### Analysis & Trends

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)

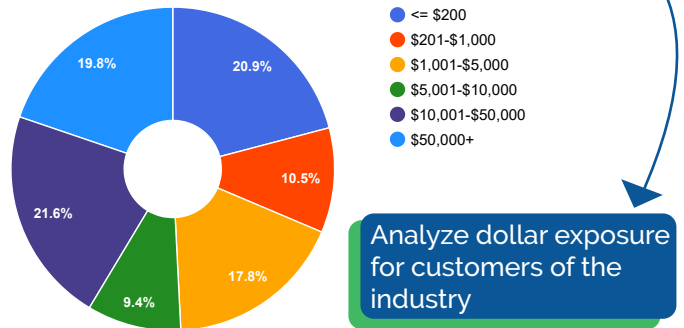
### Days Beyond Terms

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



### Balance Comparison

The percentage of customers of the FENCE WHOLESAL 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 WHOLESAL.



### Industry Score and DBT

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

| Industry                                | Avg Score | DBT *  |
|---|-----------|--------|
| WELDING                                 | 696.1 ↑   | 2.3 ↓  |
| UNDERGROUND UTILITIES                   | 695.7 ↓   | 6.1 ↑  |
| AGGREGATE                               | 695.7 ↓   | 12.4 ↓ |
| MATERIAL HANDLING                       | 695.4 ↓   | 3.5 ↑  |
| OPTIC MANUFACTURER                      | 694.7 ↑   | 7.8 ↓  |
| FENCE WHOLESAL                          | 694.6 ↓   | 3.9 ↓  |
| HEATING, VENTILATION & AIR CONDITIONING | 694.3 ↓   | 12.9 ↑ |
| LUGGAGE                                 | 694.1 ↓   | 7.5 ↑  |
| SMALL APPLIANCES                        | 694.1 ↓   | 5.9 ↑  |
| TRUCKING EQUIPMENT                      | 693.8 ↓   | 5.7 ↑  |

\* Based on calculated DBT, not reported DBT

**Avg 688.4**

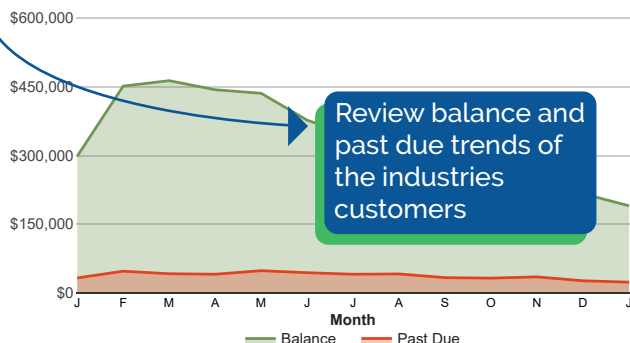
### Other Top Industries

These are the top industries that customers of Demo Copmany Fence 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               | \$3,563,616 |
| LUMBER & WOOD              | \$386,444   |
| TRANSPORTATION             | \$218,160   |
| FENCE MANUFACTURER         | \$38,167    |
| PLUMBING SUPPLIES WHOLESAL | \$27,239    |
| BUILDING MATERIALS         | \$19,124    |
| INDUSTRIAL SUPPLIES        | \$15,619    |
| CONCRETE                   | \$15,127    |
| FENCE WHOLESAL             | \$10,124    |
| ROOFING SUPPLIER           | \$8,707     |

### Balance vs. Past Due

The average balance for customers of FENCE WHOLESAL 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 WHOLESAL.



### Percent Past Due

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

