

HEATING & A/C WHOLESALE

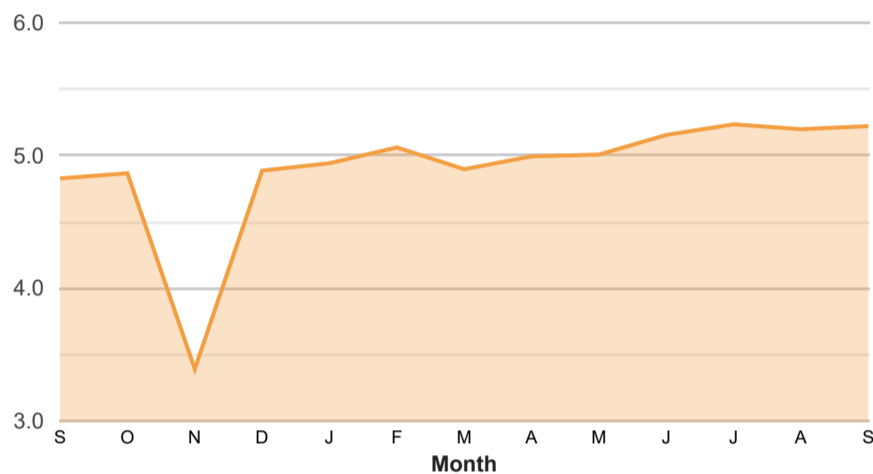
Analysis & Trends

Heating and AC wholesalers change the temperature in homes, offices, factories, refrigerators, and other specialty buildings. A rapidly growing housing sector during the first half of the period aided wholesalers in weathering the storm that was the pandemic. Falling demand from the business and commercial sectors was offset by strong demand from consumers in the residential sector since new houses had to be outfitted with heating and AC systems. However, growth after COVID was short-lived because, in 2022, the Federal Reserve had to tighten the credit markets by raising interest rates to deal with rapid inflation. This depressed demand from residential and nonresidential sectors. As a result, revenue for heating and AC wholesalers is expected to fall at a CAGR of 1.5% to \$64.1 billion over the past five years, including a 2.5% decrease in 2023 alone, with profit levels reaching 3.8%. IBISWorld

Days Beyond Terms

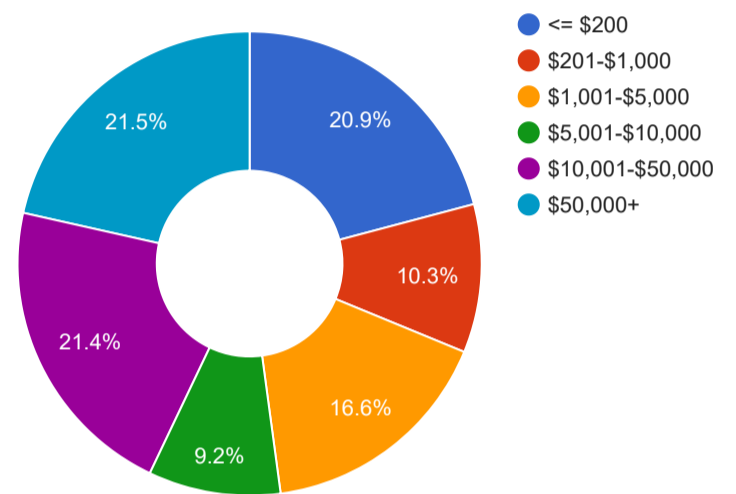
AVG: 4.9

The average DBT for customers for the HEATING & A/C WHOLESALE companies over time. The DBT is for all reported accounts regardless of industry, but the customer has at least one reported balance from HEATING & A/C WHOLESALE.



Balance Comparison

The percentage of customers of the HEATING & A/C 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 HEATING & A/C WHOLESALE.



Industry Score and DBT

AVG: 697.4

The average risk score of customers of HEATING & A/C WHOLESALE companies and customers of industries within a similar score range.

INDUSTRY	AVG SCORE	DBT *
CABINET MANUFACTURER	709.8 ↓	4.9 ↑
AIR TRANSPORTATION	709.6 —	5.6 ↓
BAKERY	709.5 ↓	16.0 ↓
PAINTS	709.3 ↑	5.9 ↑
BUILDING MATERIAL RETAIL	708.9 ↑	5.1 ↑
HEATING & A/C WHOLESALE	708.8 ↑	8.1 ↑
HEATING & A/C MANUFACTURER	708.7 ↑	11.7 ↓
SUPPLIER	708.6 ↓	7.6 ↑
STEEL BUILDING	708.6 ↑	5.7 ↑
ALUMINUM DISTRIBUTOR	708.2 ↓	2.1 ↑

*Based on calculated DBT, not reported DBT

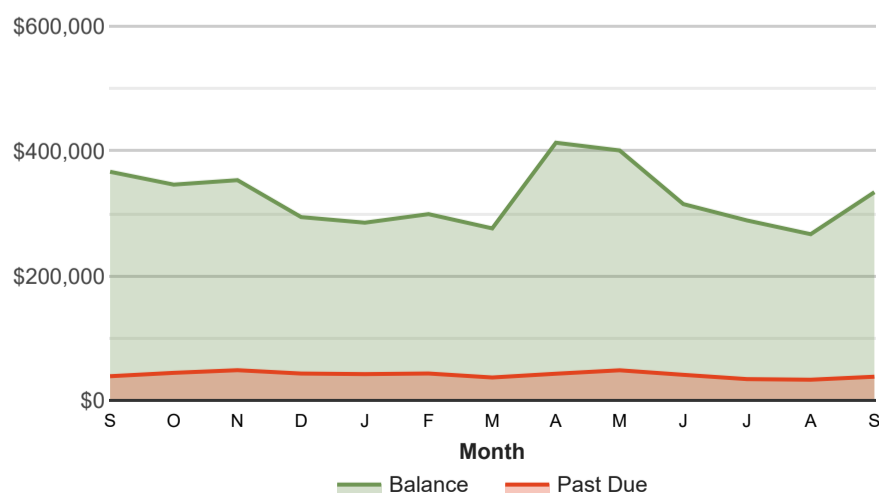
Other Top Industries

These are the top industries that customers of Demo 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 BALANCE
FOOTWEAR	\$462,549
WATER PRODUCTS	\$584,848
MISCELLANEOUS	\$592,585
SMALL APPLIANCES	\$595,498
APPAREL	\$620,179
FOOD	\$871,523
HOME CENTERS	\$1,263,644
WIRE & CABLE	\$1,486,027
HOUSEWARES	\$1,603,575
TOOLS	\$2,513,421

Balance vs. Past Due

The average balance for HEATING & A/C 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 HEATING & A/C WHOLESALE.



Percent Past Due

The average percentage past due over time for customers who purchase from HEATING & A/C WHOLESALE companies.

