

The Cortera Industry Monitors are the most intuitive measures of key purchase, payment and financial trends across major industries. Industry Monitors are created from data on over 10 million companies and over \$1 trillion in business-to-business transactions.

## 1 PAYMENTS

DBT = **6.8** days late

How **FAST** companies are paying Materials providers

DBT = **6.8** days late

How fast those companies are **PAYING OTHER PROVIDERS**

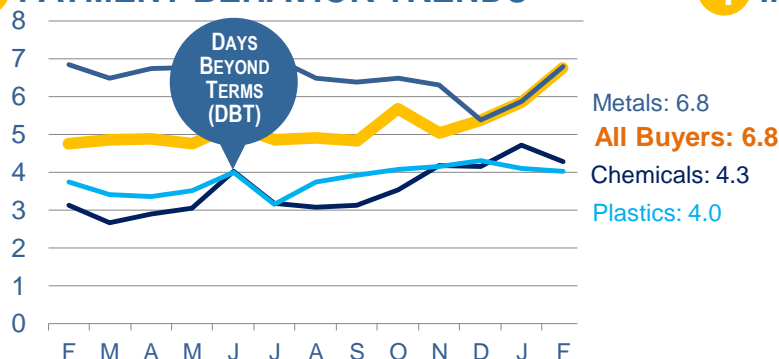
## 2 RISK SCORES

How risky are customers of Materials providers?

		Avg. Score
<b>Manufacturing Materials</b>	<b>641</b>	<b>+2</b>
Construction	636	-1
Building Supply	624	-
Transportation	610	+3
Apparel & Outdoor	605	-
Industrial Supply	601	-3
Food & Beverage	590	+1

More Risk

## 3 PAYMENT BEHAVIOR TRENDS

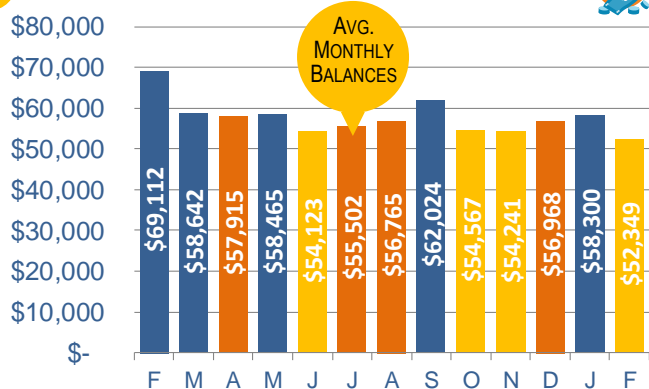


## 4 INDUSTRY PAYMENT RANKINGS

Industry	DBT	
Food & Beverage	5.8	+0.1
<b>Manufacturing Materials</b>	<b>6.8</b>	<b>+0.9</b>
Apparel & Outdoor	8.1	+0.1
Transportation	8.2	-0.3
Building Supply	8.8	-
Industrial Supply	10.7	+0.2
Construction	14.1	+0.5

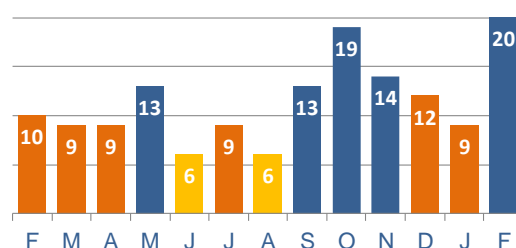
Slower Payment

## 5 CUSTOMER SPENDING TRENDS



## 6 BANKRUPTCIES

**29** Materials customers have filed bankruptcy in 2016



## 7 GEOGRAPHY MATTERS

FASTEST	DBT	SLOWEST	DBT
Georgia	3.0	West Virginia	22.2
Idaho	3.2	Arkansas	14.4
South Dakota	3.4	New Mexico	11.9
North Dakota	3.4	Delaware	11.6
Tennessee	3.6	Minnesota	10.0

## 8 PAYMENTS BY BALANCE SIZE

Companies pay key suppliers **faster** than others

Monthly Balance	DBT
\$29,200+	6.7 days
\$4,800 - \$29,200	7.6 days
\$1,500 - \$4,800	8.0 days
\$500 - \$1,500	8.9 days
<\$500	11.5 days

Don't just monitor your industry. Monitor all of your customers, see insightful trends and get alerts to changes that could negatively impact your revenue. [Click here](#) to learn more or call (877) 340-9123.