

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 nearly \$1.7 trillion in business-to-business transactions.

## 1 PAYMENT

DBT = **6.9** days late

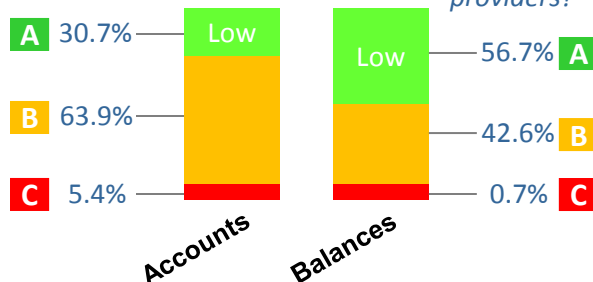
How **FAST** companies are paying Industrial Supplies providers

DBT = **7.4** days late

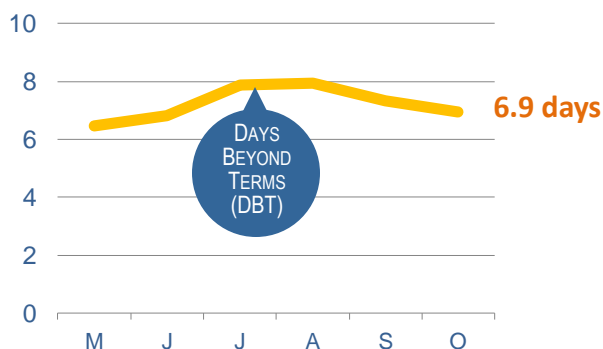
How fast those companies are **PAYING OTHER PROVIDERS**

## 2 RISK RATINGS

How risky are customers of Industrial Supplies providers?



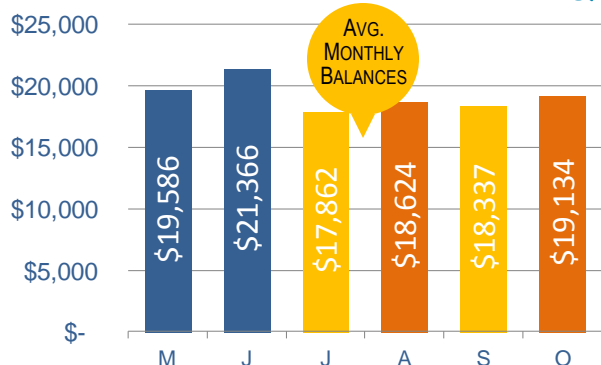
## 3 PAYMENT BEHAVIOR TRENDS



## 4 INDUSTRY RANKINGS

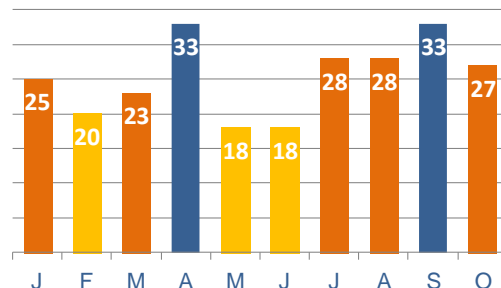
Industry	DBT
Food & Beverage	4.3
Manufacturing Materials	4.4
Transportation	6.8
<b>Industrial Supply</b>	<b>6.9</b>
Apparel & Outdoor	7.0
Building Supply	7.8
Construction	13.1

## 5 CUSTOMER SPENDING TRENDS

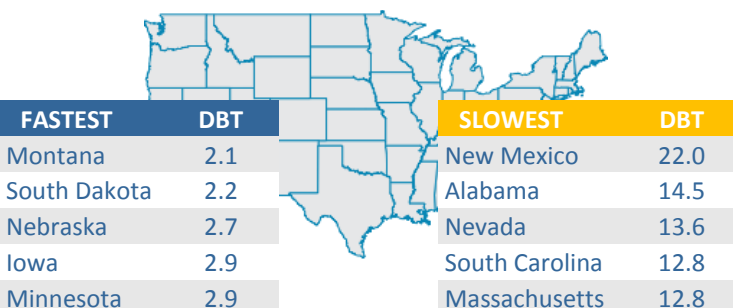


## 6 BANKRUPTCIES

**253** Industrial Supply customers have filed bankruptcy so far in 2013



## 7 GEOGRAPHY MATTERS



## 8 PAYMENTS BY BALANCE SIZE

Companies pay key suppliers **faster** than others

Monthly Balance	DBT
\$5,900+	6.8 days
\$1,600 - \$5,900	10.9 days
\$500 - \$1,600	10.5 days
\$175 - \$500	11.1 days
<\$175	11.9 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.