

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

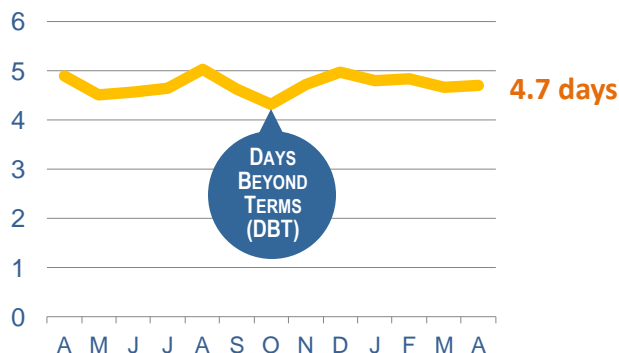
DBT = **4.7** days late

How **FAST** companies are paying Food & Beverage providers

DBT = **6.0** days late

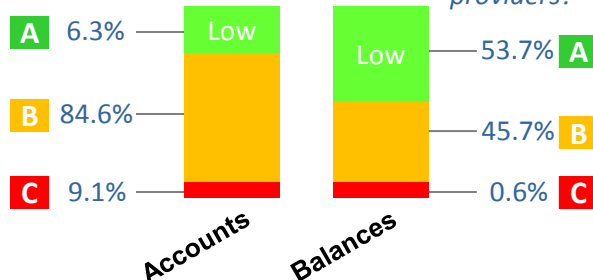
How fast those companies are **PAYING OTHER PROVIDERS**

## 3 PAYMENT BEHAVIOR TRENDS



## 2 RISK RATINGS

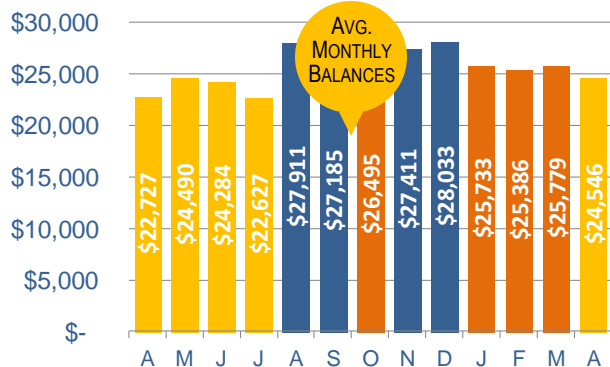
How risky are customers of Food & Beverage providers?



## 4 INDUSTRY RANKINGS

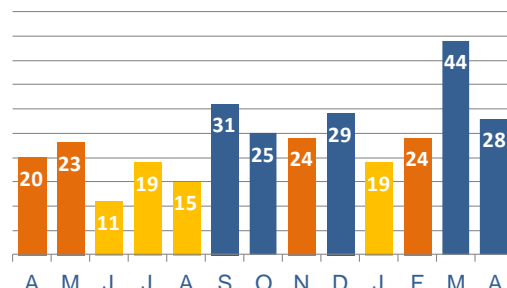
Industry	DBT
<b>Food &amp; Beverage</b>	<b>4.7</b>
Manufacturing Materials	4.7
Building Supply	6.6
Industrial Supply	6.7
Apparel & Outdoor	6.7
Transportation	7.5
Construction	11.5

## 5 CUSTOMER SPENDING TRENDS

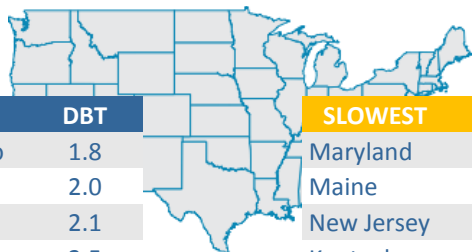


## 6 BANKRUPTCIES

**115** Food & Beverage customers have filed bankruptcy in 2014



## 7 GEOGRAPHY MATTERS



FASTEST	DBT	SLOWEST	DBT
New Mexico	1.8	Maryland	17.3
Arkansas	2.0	Maine	16.6
Kansas	2.1	New Jersey	11.8
Idaho	2.5	Kentucky	11.2
Montana	2.5	Pennsylvania	9.7

## 8 PAYMENTS BY BALANCE SIZE



Companies pay key suppliers **faster** than others

Monthly Balance	DBT
\$10,300+	4.1 days
\$3,500 - \$10,300	10.8 days
\$1,300 - \$3,500	13.6 days
\$400 - \$1,300	15.6 days
<\$400	21.0 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.