

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

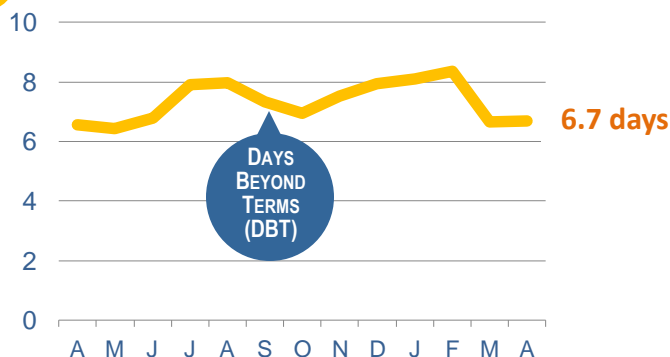
DBT = **6.7** days late

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

DBT = **5.9** days late

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

## 3 PAYMENT BEHAVIOR TRENDS



## 2 RISK RATINGS

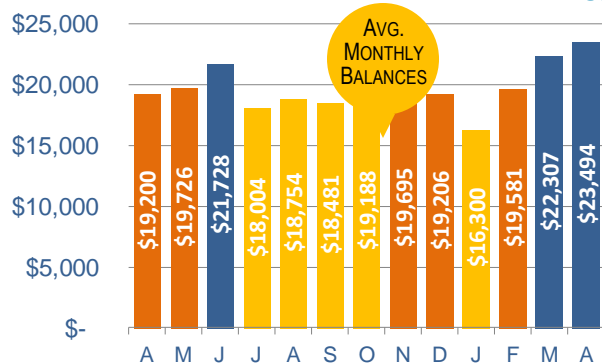
How risky are customers of Industrial Supplies providers?



## 4 INDUSTRY RANKINGS

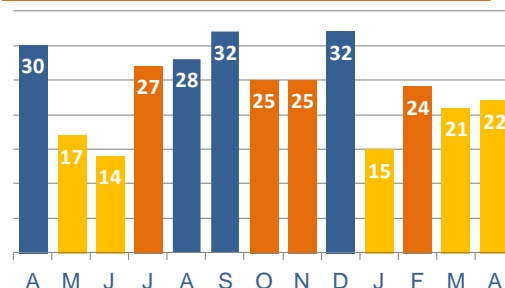
Industry	DBT
Food & Beverage	4.7
Manufacturing Materials	4.7
Building Supply	6.6
<b>Industrial Supply</b>	<b>6.7</b>
Apparel & Outdoor	6.7
Transportation	7.5
Construction	11.5

## 5 CUSTOMER SPENDING TRENDS

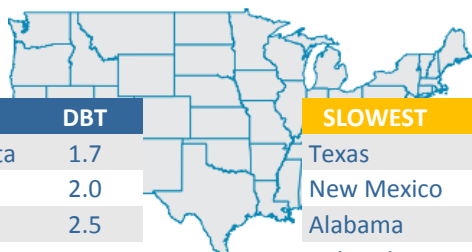


## 6 BANKRUPTCIES

**82** Industrial Supply customers have filed bankruptcy in 2014



## 7 GEOGRAPHY MATTERS



FASTEST	DBT	SLOWEST	DBT
South Dakota	1.7	Texas	16.7
Louisiana	2.0	New Mexico	14.6
Iowa	2.5	Alabama	14.2
Nebraska	2.6	Colorado	12.2
Kansas	2.6	Kentucky	12.1

## 8 PAYMENTS BY BALANCE SIZE



Companies pay key suppliers **faster** than others

Monthly Balance	DBT
\$6,000+	6.5 days
\$1,500 - \$6,000	11.3 days
\$500 - \$1,500	10.8 days
\$175 - \$500	11.7 days
<\$175	12.2 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.