

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 PAYMENT

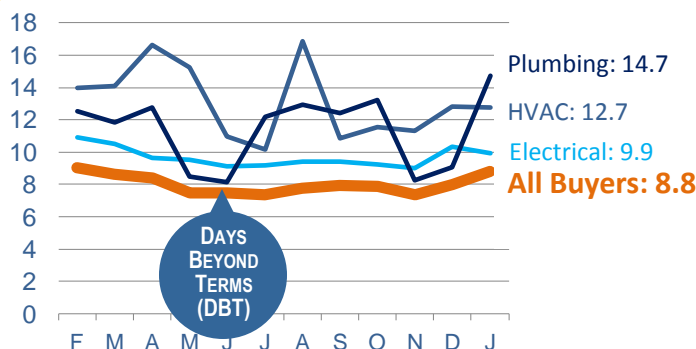
DBT = **8.8** days late

How **FAST** companies are paying Building Supply providers

DBT = **7.2** days late

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

## 3 PAYMENT BEHAVIOR TRENDS



## 2 RISK RATINGS

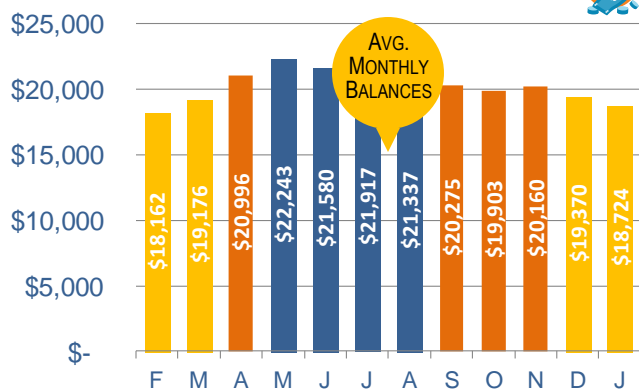
How risky are customers of Building Supply providers?



## 4 INDUSTRY RANKINGS

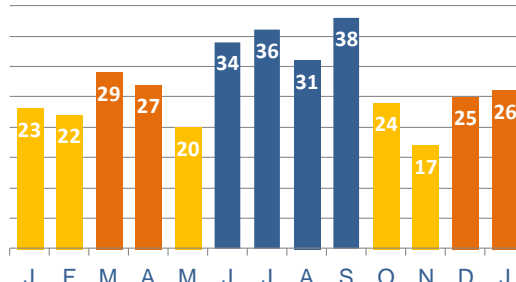
Industry	DBT
Food & Beverage	4.8
Manufacturing Materials	5.4
Industrial Supply	8.1
Transportation	8.5
Apparel & Outdoor	8.6
<b>Building Supply</b>	<b>8.8</b>
Construction	13.6

## 5 CUSTOMER SPENDING TRENDS



## 6 BANKRUPTCIES

**26** Building Supply customers have filed bankruptcy in 2014



## 7 GEOGRAPHY MATTERS

FASTEST	DBT	SLOWEST	DBT
Arkansas	3.0	New York	17.3
Idaho	3.4	Delaware	15.3
Washington	3.9	West Virginia	14.3
Montana	5.5	Missouri	13.5
Wyoming	5.6	Hawaii	13.5

## 8 PAYMENTS BY BALANCE SIZE

Balance size isn't a major factor in this industry

Monthly Balance	DBT
\$12,000+	8.7 days
\$3,000 - \$12,000	9.9 days
\$900 - \$3,000	9.4 days
\$250 - \$900	9.0 days
<\$250	11.0 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.