

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

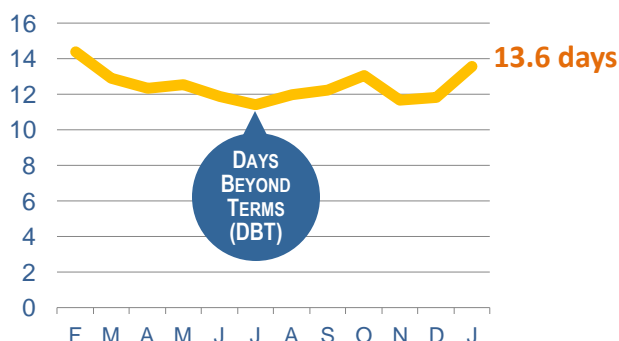
DBT = **13.6** days late

How **FAST** companies are paying Construction providers

DBT = **6.3** days late

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

## 3 PAYMENT BEHAVIOR TRENDS



## 2 RISK RATINGS

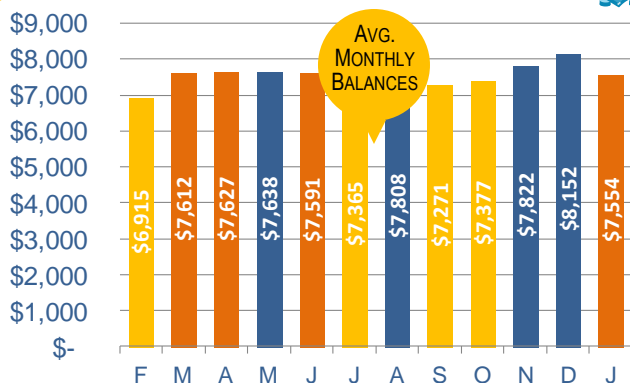
How risky are customers of Construction providers?



## 4 INDUSTRY RANKINGS

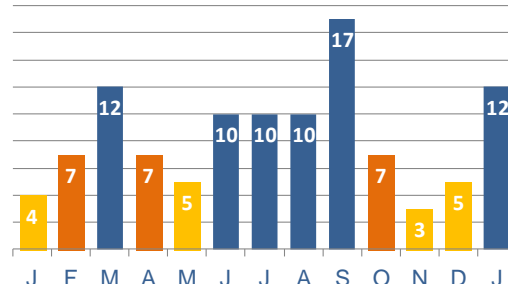
| Industry                | DBT         |
|-------------------------|-------------|
| Food & Beverage         | 4.8         |
| Manufacturing Materials | 5.4         |
| Industrial Supply       | 8.1         |
| Transportation          | 8.5         |
| Apparel & Outdoor       | 8.6         |
| Building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

## 5 CUSTOMER SPENDING TRENDS

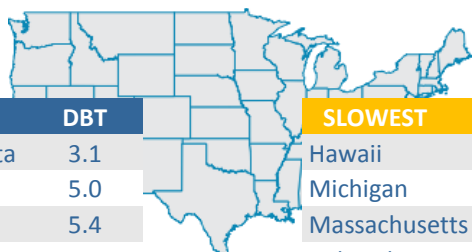


## 6 BANKRUPTCIES

**12** Construction customers have filed bankruptcy in 2014



## 7 GEOGRAPHY MATTERS



| FASTEST      | DBT | SLOWEST       | DBT  |
|--------------|-----|---------------|------|
| South Dakota | 3.1 | Hawaii        | 31.2 |
| Alabama      | 5.0 | Michigan      | 21.8 |
| Iowa         | 5.4 | Massachusetts | 18.3 |
| Idaho        | 6.3 | Colorado      | 17.7 |
| Arkansas     | 6.4 | California    | 17.7 |

## 8 PAYMENTS BY BALANCE SIZE



Customers with large balances **pay slower** in this industry

| Monthly Balance   | DBT       |
|-------------------|-----------|
| \$7,000+          | 13.7 days |
| \$2,300 - \$7,000 | 13.0 days |
| \$800 - \$2,300   | 11.6 days |
| \$300 - \$800     | 11.1 days |
| <\$300            | 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.