

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 = **8.1** days late

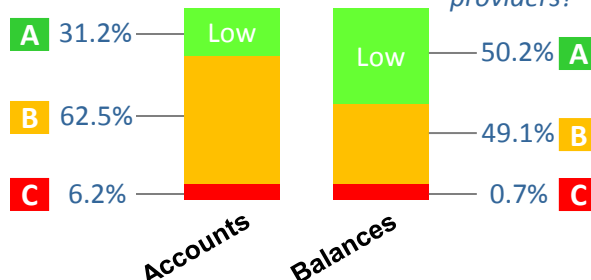
How **FAST** companies are paying Industrial Supplies providers

DBT = **6.8** days late

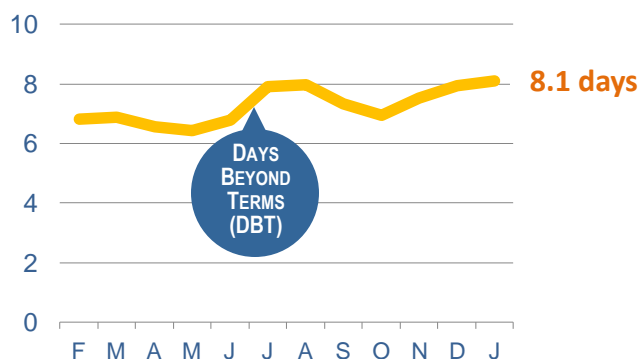
How fast those companies are **PAYING OTHER PROVIDERS**

2 RISK RATINGS

How risky are customers of Industrial Supplies providers?



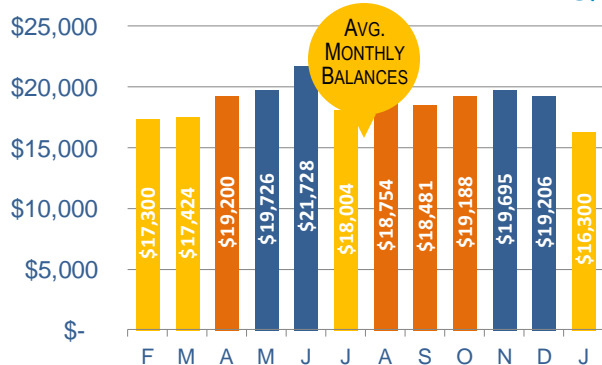
3 PAYMENT BEHAVIOR TRENDS



4 INDUSTRY RANKINGS

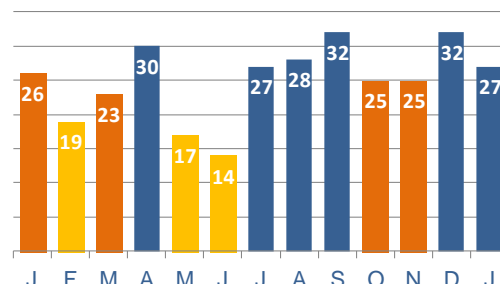
Industry	DBT
Food & Beverage	4.8
Manufacturing Materials	5.4
Industrial Supply	8.1
Transportation	8.5
Apparel & Outdoor	8.6
Building Supply	8.8
Construction	13.6

5 CUSTOMER SPENDING TRENDS

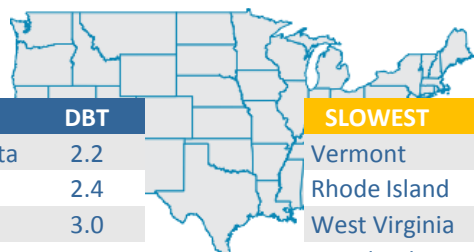


6 BANKRUPTCIES

27 Industrial Supply customers have filed bankruptcy in 2014



7 GEOGRAPHY MATTERS



FASTEST	DBT	SLOWEST	DBT
North Dakota	2.2	Vermont	22.3
Montana	2.4	Rhode Island	18.9
Kansas	3.0	West Virginia	18.1
South Dakota	3.2	Maryland	16.0
Nebraska	4.1	Alabama	15.4

8 PAYMENTS BY BALANCE SIZE



Companies pay key suppliers **faster** than others

Monthly Balance	DBT
\$5,500+	7.9 days
\$1,500 - \$5,500	14.2 days
\$500 - \$1,500	14.8 days
\$175 - \$500	15.4 days
<\$175	15.8 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.