CORTERA

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.
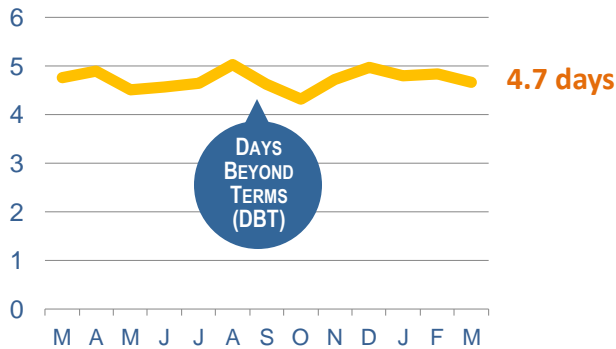
1 PAYMENTS

DBT = 4.7 days late

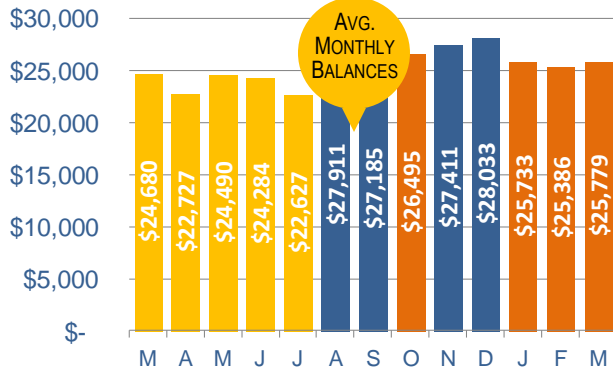How **FAST** companies are paying Food & Beverage providers

DBT = 6.4 days late

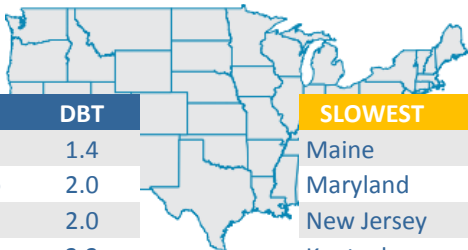How fast those companies are **PAYING OTHER PROVIDERS**

2 RISK RATINGS

How risky are customers of Food & Beverage providers?

	Accounts	Balances
A	6.3%	61.7%
B	84.4%	37.6%
C	19.3%	0.7%

3 PAYMENT BEHAVIOR TRENDS

4.7 days

DAYS BEYOND TERMS (DBT)

Axis: 0–6

Months: M A M J J A S O N D J F M

4 INDUSTRY RANKINGS

Industry	DBT
Food & Beverage	**4.7**
Manufacturing Materials	5.0
Industrial Supply	6.6
Transportation	7.6
Apparel & Outdoor	7.7
Building Supply	8.1
Construction	13.1

5 CUSTOMER SPENDING TRENDS

AVG. MONTHLY BALANCES

M	A	M	J	J	A	S	O	N	D	J	F	M
$24,680	$22,727	$24,490	$24,284	$22,627	$27,911	$27,185	$26,495	$27,411	$28,033	$25,733	$25,386	$25,779

6 BANKRUPTCIES

91 Food & Beverage customers have filed bankruptcy in 2014

M	A	M	J	J	A	S	O	N	D	J	F	M
17	20	23	11	19	15	31	25	24	29	21	26	44

7 GEOGRAPHY MATTERS

FASTEST	DBT
Arkansas	1.4
New Mexico	2.0
Kansas	2.0
Washington	2.2
Missouri	2.7

SLOWEST	DBT
Maine	17.5
Maryland	17.1
New Jersey	10.7
Kentucky	10.5
Vermont	9.8
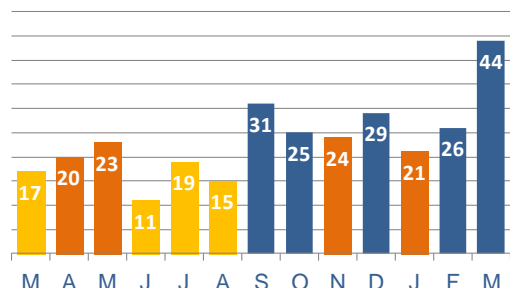
8 PAYMENTS BY BALANCE SIZE

Companies pay key suppliers *faster* than others

Monthly Balance	DBT
$10,300+	4.1 days
$3,500 - $10,300	11.6 days
$1,300 - $3,500	13.8 days
$400 - $1,300	16.0 days
<$400	21.6 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.