

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 = **6.6** days late

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

DBT = **6.3** days late

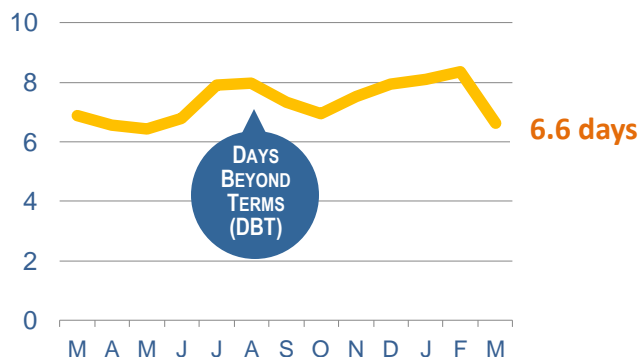
How fast those companies are **PAYING OTHER PROVIDERS**

## 2 RISK RATINGS

How risky are customers of Industrial Supplies providers?



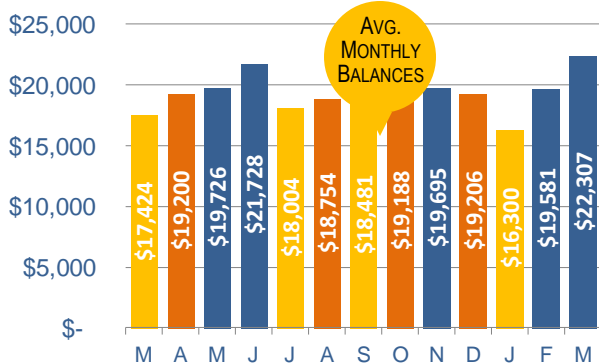
## 3 PAYMENT BEHAVIOR TRENDS



## 4 INDUSTRY RANKINGS

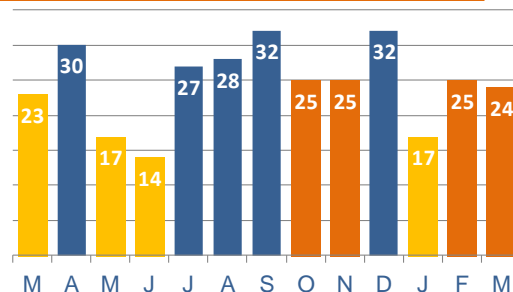
Industry	DBT
Food & Beverage	4.7
Manufacturing Materials	5.0
<b>Industrial Supply</b>	<b>6.6</b>
Transportation	7.6
Apparel & Outdoor	7.7
Building Supply	8.1
Construction	13.1

## 5 CUSTOMER SPENDING TRENDS

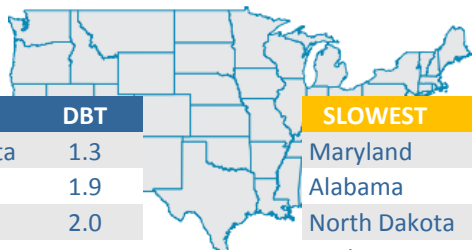


## 6 BANKRUPTCIES

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



## 7 GEOGRAPHY MATTERS



FASTEST	DBT	SLOWEST	DBT
South Dakota	1.3	Maryland	20.5
Iowa	1.9	Alabama	14.5
Montana	2.0	North Dakota	13.3
Louisiana	2.0	Utah	12.6
Kansas	2.1	New Hampshire	12.3

## 8 PAYMENTS BY BALANCE SIZE



Companies pay key suppliers **faster** than others

Monthly Balance	DBT
\$5,500+	6.4 days
\$1,500 - \$5,500	12.0 days
\$500 - \$1,500	11.7 days
\$175 - \$500	12.3 days
<\$175	12.6 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.