

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 = **8.9** days late

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

DBT = **6.2** days late

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

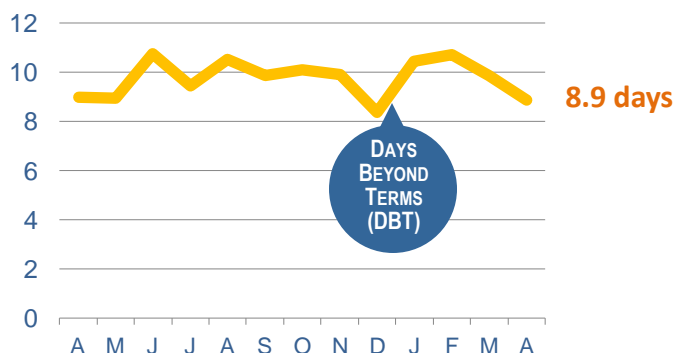
## 2 RISK SCORES

How risky are customers of Industrial Supplies providers?

	Avg. Score
Manufacturing Materials	647 +2
Construction	643 +7
Building Supply	628 +3
Transportation	617 +4
Apparel & Outdoor	615 +8
<b>Industrial Supply</b>	<b>605</b> +1
Food & Beverage	595 +3

More Risk

## 3 PAYMENT BEHAVIOR TRENDS

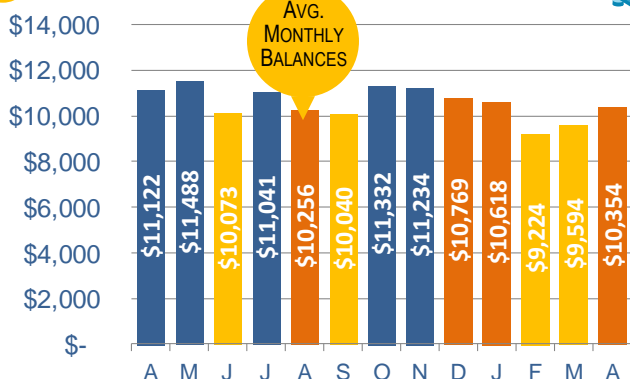


## 4 INDUSTRY PAYMENT RANKINGS

Industry	DBT
Food & Beverage	4.6 -0.1
Manufacturing Materials	5.1 +1.0
Building Supply	7.0 -0.7
Apparel & Outdoor	7.2 +0.2
Transportation	7.4 -0.6
<b>Industrial Supply</b>	<b>8.9</b> -1.0
Construction	12.3 -0.6

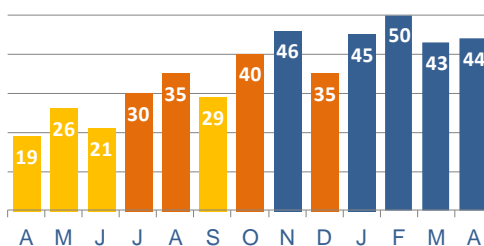
Slower Payment

## 5 CUSTOMER SPENDING TRENDS

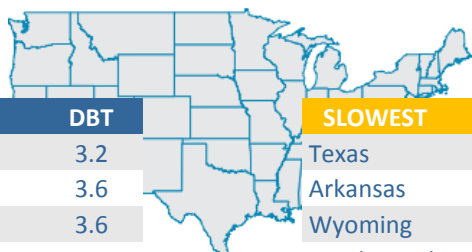


## 6 BANKRUPTCIES

**182** Industrial Supply customers have filed bankruptcy in 2016



## 7 GEOGRAPHY MATTERS



FASTEST	DBT	SLOWEST	DBT
Michigan	3.2	Texas	22.4
Louisiana	3.6	Arkansas	16.7
Arkansas	3.6	Wyoming	13.3
Wisconsin	4.4	North Carolina	13.2
Missouri	4.4	Oklahoma	12.9

## 8 PAYMENTS BY BALANCE SIZE



Companies pay key suppliers **faster** than others

Monthly Balance	DBT
\$2,700+	8.8 days
\$800 - \$2,700	10.5 days
\$300 - \$800	11.8 days
\$100 - \$300	12.4 days
<\$100	11.2 days