

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 = **7.6** days late

How **FAST** companies are paying Building Supply providers

DBT = **7.2** days late

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

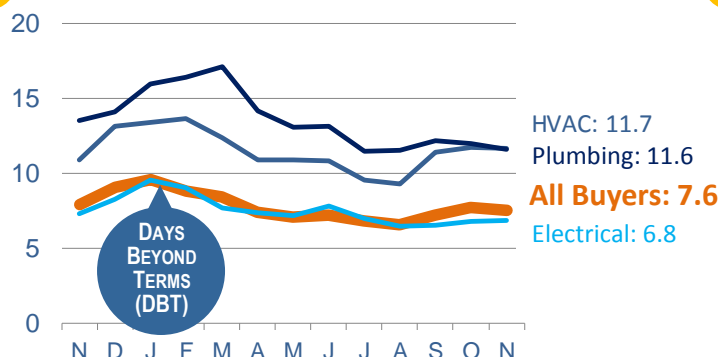
## 2 RISK SCORES

How risky are customers of Building Supply providers?

	Avg. Score
Manufacturing Materials	645 -2
Construction	643 -2
<b>Building Supply</b>	<b>628 -5</b>
Apparel & Outdoor	612 -3
Transportation	611 -3
Industrial Supply	608 -3
Food & Beverage	595 0

More Risk

## 3 PAYMENT BEHAVIOR TRENDS

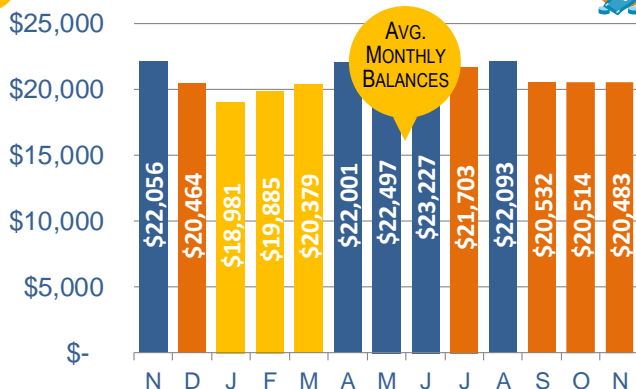


## 4 INDUSTRY PAYMENT RANKINGS

Industry	DBT
Manufacturing Materials	5.0 -0.6
Food & Beverage	6.0 +0.2
Apparel & Outdoor	6.8 +0.1
<b>Building Supply</b>	<b>7.6 -0.1</b>
Transportation	8.7 +0.2
Industrial Supply	10.7 -0.1
Construction	12.7 +0.8

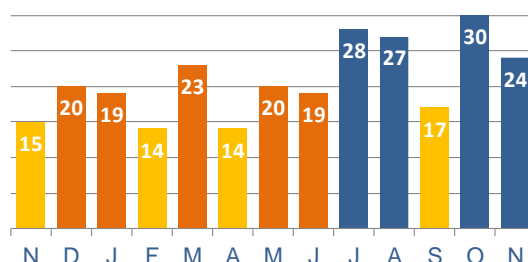
Slower Payment

## 5 CUSTOMER SPENDING TRENDS



## 6 BANKRUPTCIES

**235** Building Supply customers have filed bankruptcy in 2015



## 7 GEOGRAPHY MATTERS

FASTEST	DBT	SLOWEST	DBT
Arkansas	2.9	Maryland	11.6
New Hampshire	4.2	Oklahoma	11.6
Maine	4.2	New York	11.4
Washington	4.3	Louisiana	11.2
Massachusetts	4.6	Mississippi	10.8

## 8 PAYMENTS BY BALANCE SIZE

Balance size isn't a major factor in this industry

Monthly Balance	DBT
\$12,000+	7.5 days
\$3,000 - \$12,000	8.6 days
\$900 - \$3,000	8.3 days
\$250 - \$900	8.3 days
<\$250	10.5 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.