

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 \$1.2 trillion in business-to-business transactions.

## 1 PAYMENTS

DBT = **8.8** days late

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

DBT = **6.2** days late

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

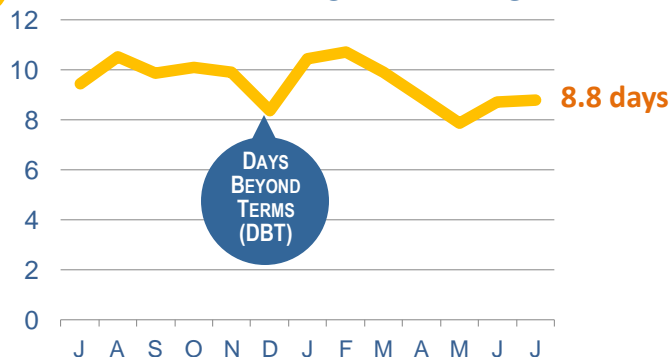
## 2 RISK SCORES

How risky are customers of Industrial Supplies providers?

	Avg. Score
Manufacturing Materials	647 +1
Construction	644 +2
Building Supply	627 -
Apparel & Outdoor	619 -2
Transportation	614 +1
<b>Industrial Supply</b>	<b>600</b> -
Food & Beverage	596 +1

More Risk

## 3 PAYMENT BEHAVIOR TRENDS

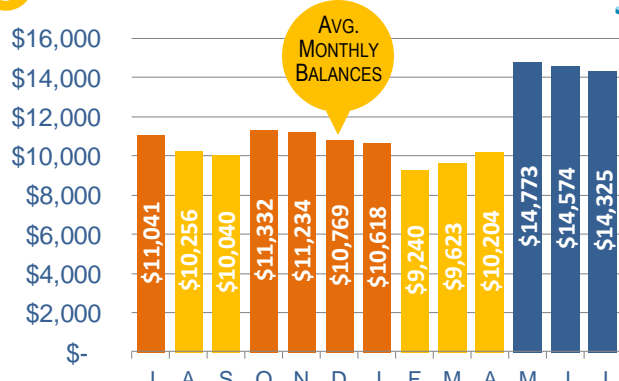


## 4 INDUSTRY PAYMENT RANKINGS

Industry	DBT
Manufacturing Materials	4.2 -0.3
Food & Beverage	4.7 +0.1
Apparel & Outdoor	6.4 -0.9
Transportation	7.2 -0.3
Building Supply	7.5 -0.4
<b>Industrial Supply</b>	<b>8.8</b> +0.1
Construction	11.0 -0.6

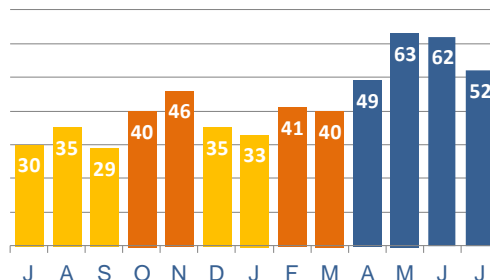
Slower Payment

## 5 CUSTOMER SPENDING TRENDS



## 6 BANKRUPTCIES

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



## 7 GEOGRAPHY MATTERS

FASTEST	DBT	SLOWEST	DBT
Washington	3.3	Texas	18.4
Michigan	4.3	Kentucky	16.5
Arkansas	4.5	Oklahoma	15.4
Iowa	4.7	Connecticut	13.7
Missouri	5.1	West Virginia	13.6

## 8 PAYMENTS BY BALANCE SIZE



Companies pay key suppliers **faster** than others

Monthly Balance	DBT
\$3,000+	8.7 days
\$900 - \$3,000	10.8 days
\$300 - \$900	12.0 days
\$100 - \$300	12.7 days
<\$100	11.3 days