

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 = **9.0** days late

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

DBT = **6.7** days late

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

## 2 RISK SCORES

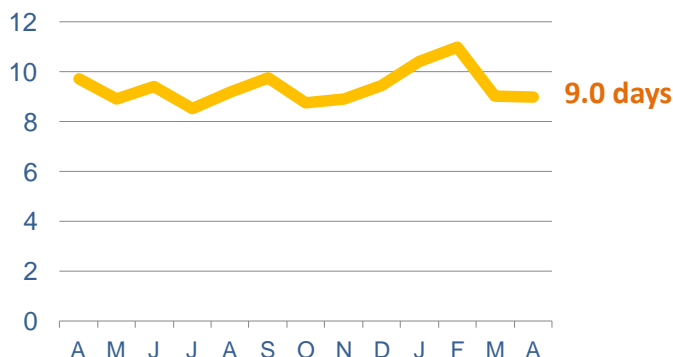
How risky are customers of Industrial Supplies providers?

Avg. Score

Manufacturing Materials	639
Construction	634
Building Supply	624
Transportation	608
Apparel & Outdoor	602
<b>Industrial Supply</b>	<b>600</b>
Food & Beverage	583

More Risk

## 3 PAYMENT BEHAVIOR TRENDS

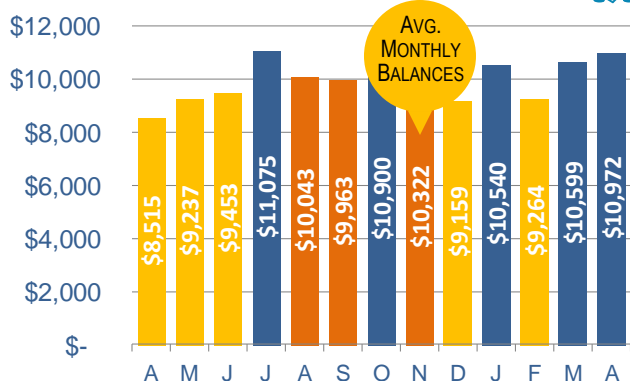


## 4 INDUSTRY PAYMENT RANKINGS

Industry	DBT
Manufacturing Materials	4.9
Food & Beverage	5.6
Apparel & Outdoor	6.9
Building Supply	8.0
Transportation	8.1
<b>Industrial Supply</b>	<b>9.0</b>
Construction	11.6

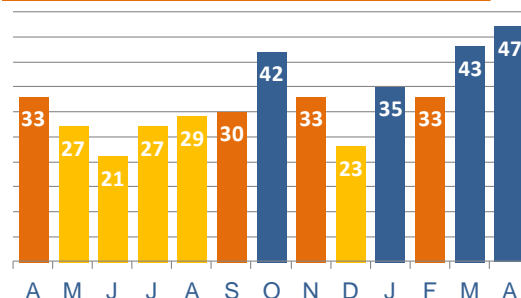
Slower Payment

## 5 CUSTOMER SPENDING TRENDS



## 6 BANKRUPTCIES

**158** Industrial Supply customers have filed bankruptcy in 2015



## 7 GEOGRAPHY MATTERS

FASTEST	DBT	SLOWEST	DBT
Louisiana	2.8	Mississippi	18.3
Nebraska	4.4	Iowa	16.8
Michigan	4.6	Delaware	16.6
Arkansas	4.9	Maryland	14.9
Ohio	5.1	Vermont	14.5

## 8 PAYMENTS BY BALANCE SIZE



Companies pay key suppliers **faster** than others

Monthly Balance	DBT
\$2,900+	8.9 days
\$850 - \$2,900	11.4 days
\$350 - \$850	11.5 days
\$150 - \$350	12.2 days
<\$150	11.0 days