

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 = **8.2** days late

How **FAST** companies are paying Transportation providers

DBT = **7.2** days late

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

### 2 RISK SCORES

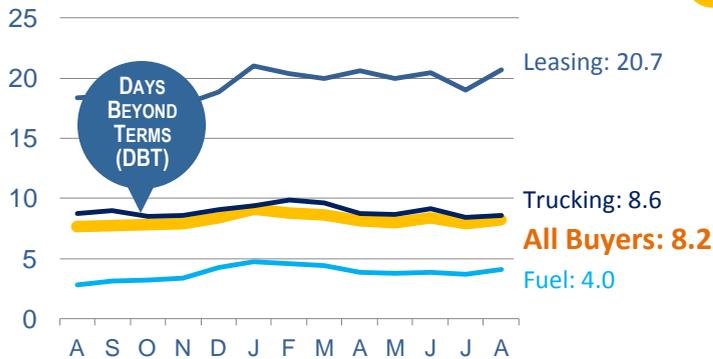
How risky are customers of Transportation providers?

Avg. Score

Manufacturing Materials	643
Construction	641
Building Supply	631
<b>Transportation</b>	<b>612</b>
Apparel & Outdoor	607
Industrial Supply	605
Food & Beverage	589

More Risk

### 3 PAYMENT BEHAVIOR TRENDS

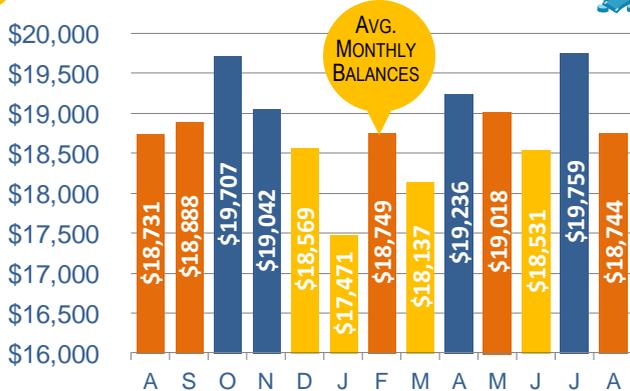


### 4 INDUSTRY PAYMENT RANKINGS

Industry	DBT
Manufacturing Materials	5.0
Food & Beverage	5.7
Building Supply	7.2
Apparel & Outdoor	7.4
<b>Transportation</b>	<b>8.2</b>
Industrial Supply	10.4
Construction	11.4

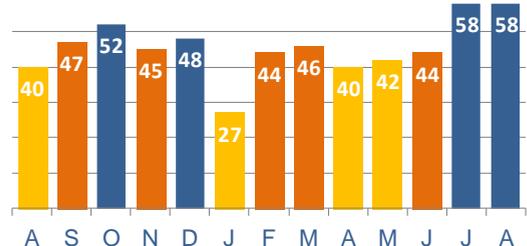
Slower Payment

### 5 CUSTOMER SPENDING TRENDS

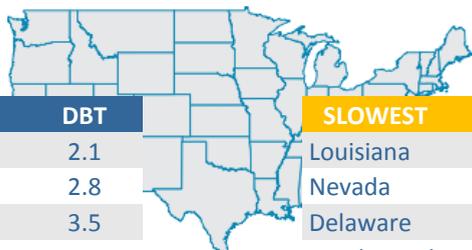


### 6 BANKRUPTCIES

**359** Transportation customers have filed bankruptcy in 2015



### 7 GEOGRAPHY MATTERS



FASTEST	DBT	SLOWEST	DBT
Wyoming	2.1	Louisiana	20.1
Alaska	2.8	Nevada	16.4
Montana	3.5	Delaware	13.0
New Mexico	4.0	South Carolina	11.6
Arkansas	4.2	Maryland	11.6

### 8 PAYMENTS BY BALANCE SIZE

Companies pay key suppliers **faster** than others

Monthly Balance	DBT
\$5,500+	8.2 days
\$1,800 - \$5,500	9.0 days
\$700 - \$1,800	8.5 days
\$200 - \$700	9.6 days
<\$200	12.3 days