

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 = **12.2** days late

How **FAST** companies are paying Construction providers

DBT = **6.8** days late

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

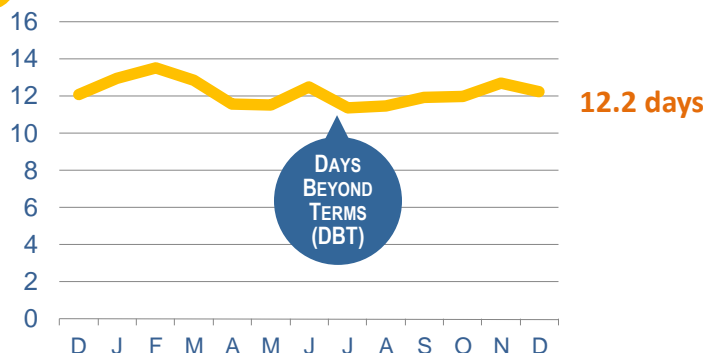
## 2 RISK SCORES

How risky are customers of Construction providers?

	Avg. Score
Manufacturing Materials	644 -1
<b>Construction</b>	<b>641 -2</b>
Building Supply	630 +2
Transportation	613 +2
Apparel & Outdoor	610 -2
Industrial Supply	609 +1
Food & Beverage	595 0

More Risk

## 3 PAYMENT BEHAVIOR TRENDS

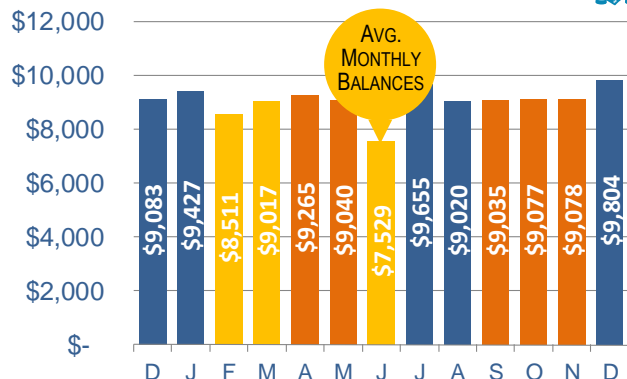


## 4 INDUSTRY PAYMENT RANKINGS

Industry	DBT
Food & Beverage	5.2 -0.8
Manufacturing Materials	5.4 +0.4
Apparel & Outdoor	7.4 +0.6
Transportation	8.2 -0.5
Building Supply	8.7 +1.1
Industrial Supply	8.9 -1.8
<b>Construction</b>	<b>12.2 -0.5</b>

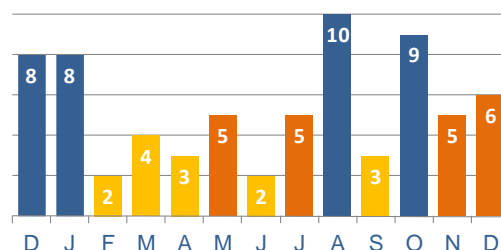
Slower Payment

## 5 CUSTOMER SPENDING TRENDS

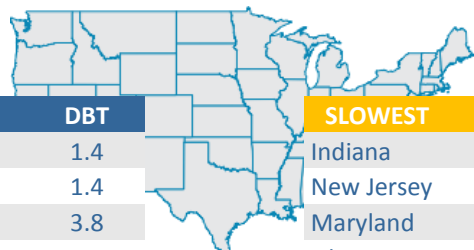


## 6 BANKRUPTCIES

**62** Construction customers have filed bankruptcy in 2015



## 7 GEOGRAPHY MATTERS



FASTEST	DBT	SLOWEST	DBT
Idaho	1.4	Indiana	19.3
Montana	1.4	New Jersey	17.0
Oregon	3.8	Maryland	16.0
Alabama	4.1	Ohio	15.9
Wisconsin	5.5	Mississippi	14.4

## 8 PAYMENTS BY BALANCE SIZE



Balance size isn't a major factor in this industry

Monthly Balance	DBT
\$8,500+	12.5 days
\$2,700 - \$8,500	10.2 days
\$1,000 - \$2,700	9.8 days
\$300 - \$1,000	10.9 days
<\$300	11.9 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.