

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 = **8.9** days late

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

DBT = **7.1** days late

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

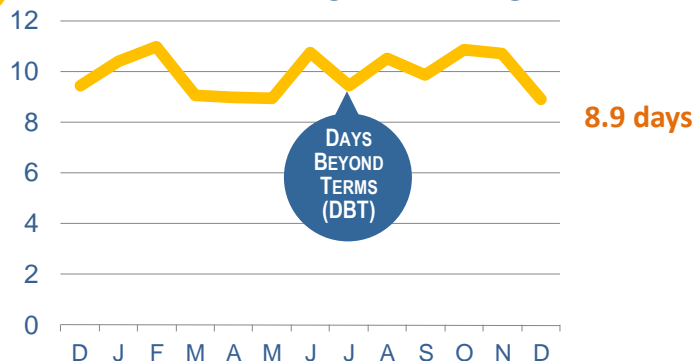
2 RISK SCORES

How risky are customers of Industrial Supplies providers?

	Avg. Score
Manufacturing Materials	644 -1
Construction	641 -2
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

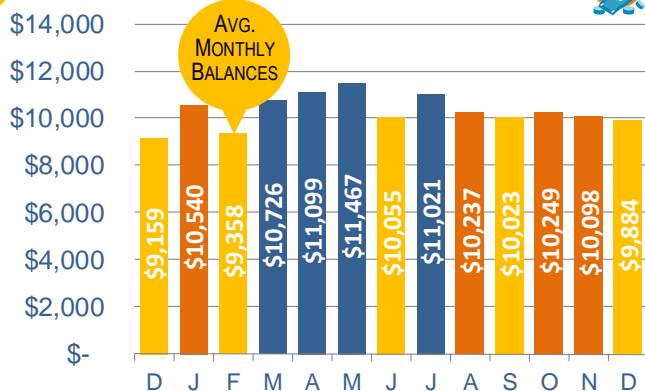


4 INDUSTRY PAYMENT RANKINGS

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
Construction	12.2 -0.5

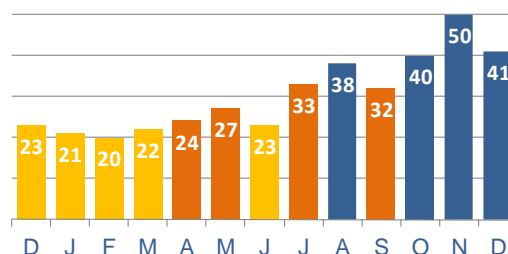
Slower Payment

5 CUSTOMER SPENDING TRENDS



6 BANKRUPTCIES

371 Industrial Supply customers have filed bankruptcy in 2015



7 GEOGRAPHY MATTERS

FASTEST	DBT	SLOWEST	DBT
Michigan	4.5	Delaware	27.8
Wisconsin	4.6	Mississippi	18.4
Hawaii	4.7	Texas	17.0
Idaho	5.1	Nevada	16.8
Louisiana	5.5	Vermont	15.4

8 PAYMENTS BY BALANCE SIZE

Companies pay key suppliers **faster** than others

Monthly Balance	DBT
\$2,800+	8.9 days
\$900 - \$2,800	9.5 days
\$350 - \$900	10.7 days
\$150 - \$350	12.9 days
<\$150	11.7 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.