

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 = **12.0** days late

How **FAST** companies are paying Construction providers

DBT = **5.6** days late

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

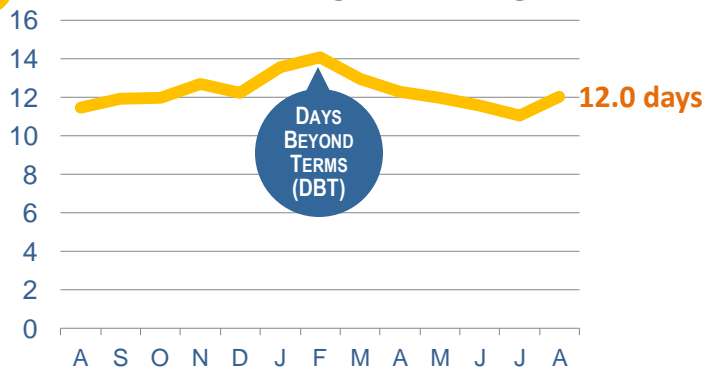
2 RISK SCORES

How risky are customers of Construction providers?

	Avg. Score	
Manufacturing Materials	647	-
Construction	641	-3
Building Supply	621	-6
Apparel & Outdoor	616	-3
Transportation	609	-5
Industrial Supply	597	-3
Food & Beverage	594	-2

More Risk

3 PAYMENT BEHAVIOR TRENDS

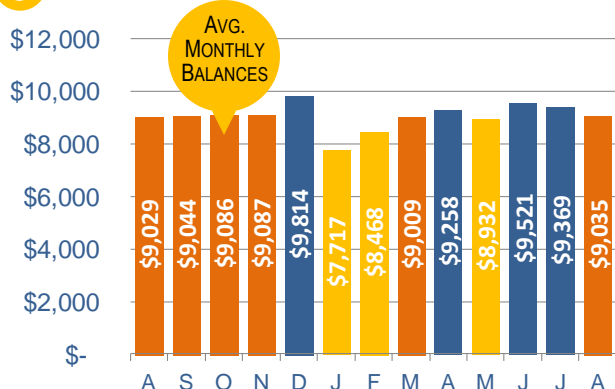


4 INDUSTRY PAYMENT RANKINGS

Industry	DBT	
Food & Beverage	5.0	+0.3
Manufacturing Materials	5.3	+1.1
Apparel & Outdoor	6.6	+0.2
Transportation	7.6	+0.4
Building Supply	8.7	+1.2
Industrial Supply	10.7	+1.9
Construction	12.0	+1.0

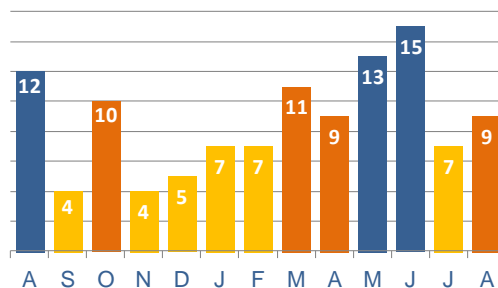
Slower Payment

5 CUSTOMER SPENDING TRENDS



6 BANKRUPTCIES

78 Construction customers have filed bankruptcy in 2016



7 GEOGRAPHY MATTERS

FASTEST	DBT		SLOWEST	DBT
Montana	1.9		New Mexico	26.8
Idaho	4.5		Oklahoma	25.3
Alabama	4.6		New Jersey	18.5
Indiana	6.4		New York	17.6
Maryland	6.7		Hawaii	17.5

8 PAYMENTS BY BALANCE SIZE

Balance size isn't a major factor in this industry

Monthly Balance	DBT
\$9,000+	12.3 days
\$3,000 - \$9,000	10.2 days
\$1,000 - \$3,000	9.7 days
\$350 - \$1,000	10.4 days
<\$350	11.4 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.