

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 = **11.7** days late

How **FAST** companies are paying Construction providers

DBT = **5.4** days late

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

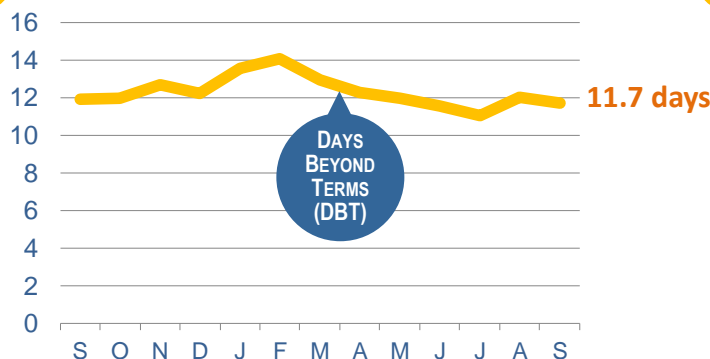
## 2 RISK SCORES

How risky are customers of Construction providers?

	Avg. Score
Manufacturing Materials	644 -3
<b>Construction</b>	<b>641</b> -
Building Supply	619 -2
Apparel & Outdoor	615 -1
Transportation	607 -2
Industrial Supply	595 -2
Food & Beverage	593 -1

More Risk

## 3 PAYMENT BEHAVIOR TRENDS

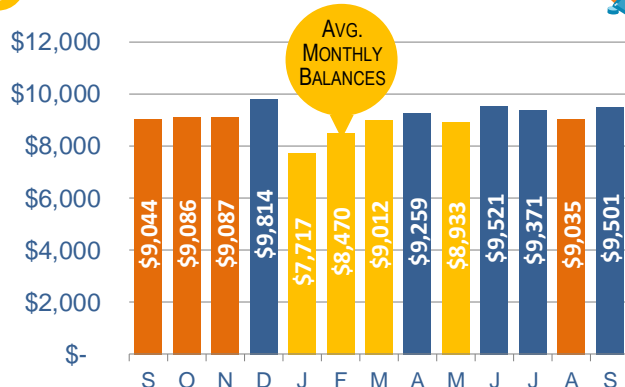


## 4 INDUSTRY PAYMENT RANKINGS

Industry	DBT
Manufacturing Materials	4.2 -0.3
Food & Beverage	4.7 -1.1
Apparel & Outdoor	7.0 +0.4
Transportation	7.6 -
Building Supply	7.6 -1.1
Industrial Supply	9.6 -1.9
<b>Construction</b>	<b>11.7</b> -0.3

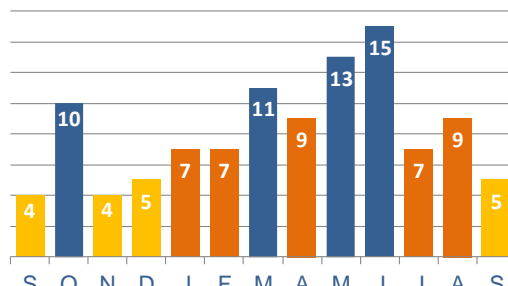
Slower Payment

## 5 CUSTOMER SPENDING TRENDS

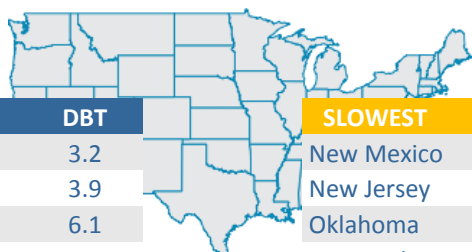


## 6 BANKRUPTCIES

**83** Construction customers have filed bankruptcy in 2016



## 7 GEOGRAPHY MATTERS



FASTEST	DBT	SLOWEST	DBT
Alabama	3.2	New Mexico	23.5
Idaho	3.9	New Jersey	21.4
Washington	6.1	Oklahoma	17.6
Arkansas	6.2	New York	16.9
Louisiana	6.7	Florida	16.4

## 8 PAYMENTS BY BALANCE SIZE



Balance size isn't a major factor in this industry

Monthly Balance	DBT
\$9,000+	12.0 days
\$2,800 - \$9,000	9.7 days
\$1,000 - \$2,800	9.4 days
\$350 - \$1,000	9.9 days
<\$350	10.9 days