

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 = **4.2** days late

How **FAST** companies are paying Materials providers

DBT = **5.6** days late

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

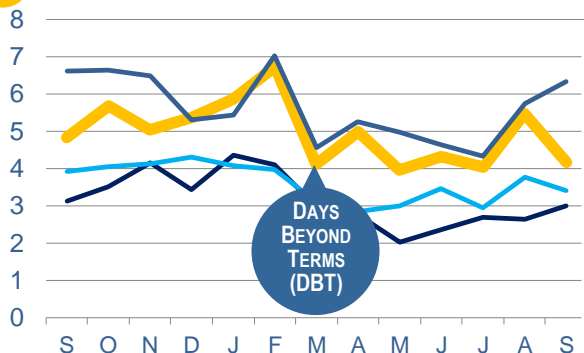
2 RISK SCORES

How risky are customers of Materials providers?

	Avg. Score	
Manufacturing Materials	644	-3
Construction	641	-
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

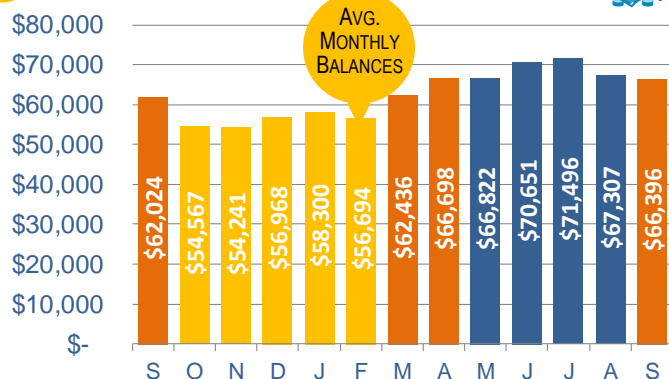


4 INDUSTRY PAYMENT RANKINGS

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
Construction	11.7	-0.3

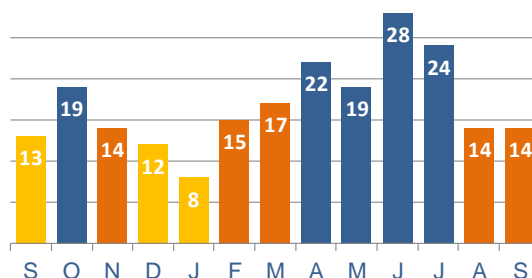
Slower Payment

5 CUSTOMER SPENDING TRENDS

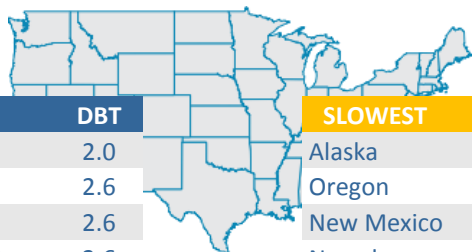


6 BANKRUPTCIES

161 Materials customers have filed bankruptcy in 2016



7 GEOGRAPHY MATTERS



FASTEST	DBT	SLOWEST	DBT
Idaho	2.0	Alaska	16.2
Tennessee	2.6	Oregon	9.7
Iowa	2.6	New Mexico	8.3
North Dakota	2.6	Nevada	7.8
Minnesota	2.8	Vermont	6.9

8 PAYMENTS BY BALANCE SIZE



Companies pay key suppliers **faster** than others

Monthly Balance	DBT
\$22,000+	4.1 days
\$5,700 - \$22,000	6.3 days
\$2,000 - \$5,700	6.6 days
\$500 - \$2,000	7.2 days
<\$500	9.6 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.