

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 = **8.2** days late

How **FAST** companies are paying Building Supply providers

DBT = **6.2** days late

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

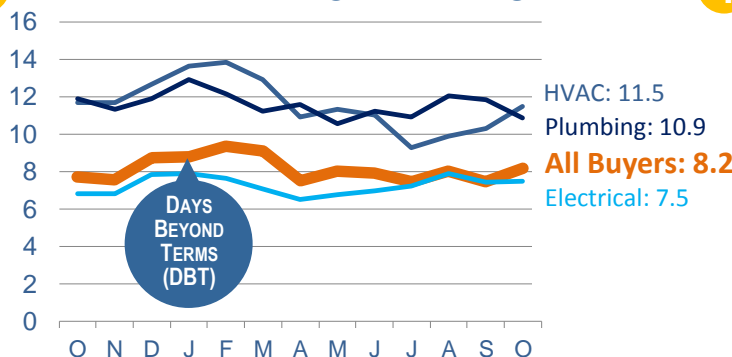
## 2 RISK SCORES

How risky are customers of Building Supply providers?

	Avg. Score
Manufacturing Materials	651 +7
Construction	647 +6
<b>Building Supply</b>	<b>630 +11</b>
Apparel & Outdoor	620 +5
Transportation	616 +9
Industrial Supply	605 +10
Food & Beverage	599 +6

More Risk

## 3 PAYMENT BEHAVIOR TRENDS

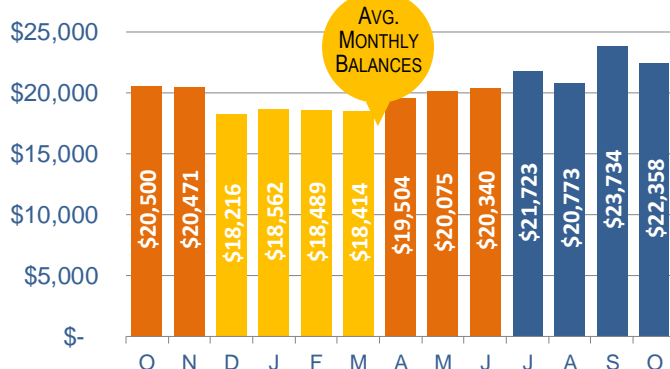


## 4 INDUSTRY PAYMENT RANKINGS

Industry	DBT
Manufacturing Materials	4.2 -
Food & Beverage	4.7 -
Apparel & Outdoor	7.1 +0.1
Transportation	7.4 -0.2
<b>Building Supply</b>	<b>8.2 +0.6</b>
Industrial Supply	9.4 -0.2
Construction	11.5 -0.2

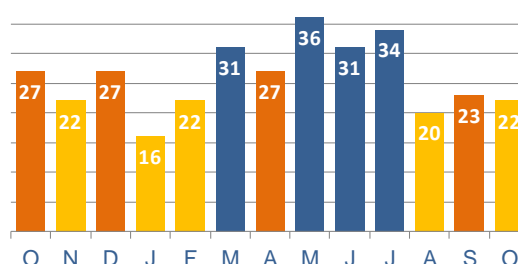
Slower Payment

## 5 CUSTOMER SPENDING TRENDS

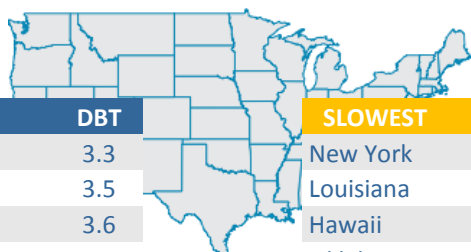


## 6 BANKRUPTCIES

**262** Building Supply customers have filed bankruptcy in 2016



## 7 GEOGRAPHY MATTERS



FASTEST	DBT	SLOWEST	DBT
Alaska	3.3	New York	14.5
Arkansas	3.5	Louisiana	13.4
Washington	3.6	Hawaii	12.5
Montana	4.3	Oklahoma	12.5
Idaho	4.6	Maryland	12.5

## 8 PAYMENTS BY BALANCE SIZE



Balance size isn't a major factor in this industry

Monthly Balance	DBT
\$15,600+	8.1 days
\$4,000 - \$15,600	8.8 days
\$1,100 - \$4,000	8.4 days
\$250 - \$1,100	8.1 days
<\$250	10.8 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.