

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 = **9.4** days late

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

DBT = **6.3** days late

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

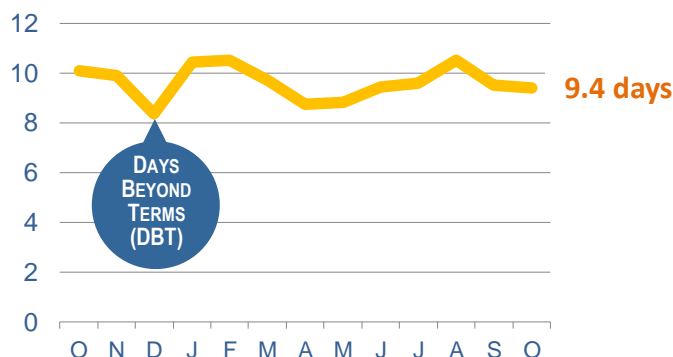
## 2 RISK SCORES

How risky are customers of Industrial Supplies providers?

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

More Risk

## 3 PAYMENT BEHAVIOR TRENDS

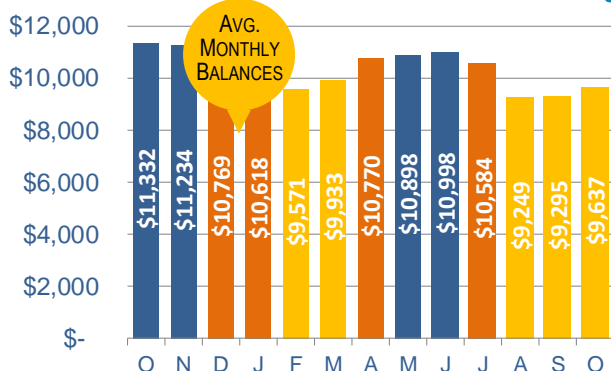


## 4 INDUSTRY PAYMENT RANKINGS

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

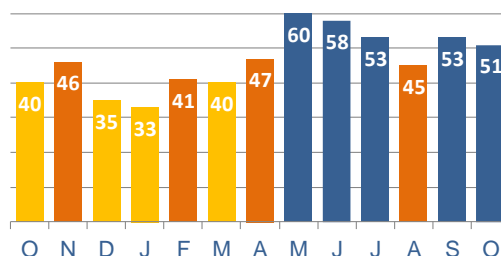
Slower Payment

## 5 CUSTOMER SPENDING TRENDS



## 6 BANKRUPTCIES

**481** Industrial Supply customers have filed bankruptcy in 2016



## 7 GEOGRAPHY MATTERS

FASTEST	DBT	SLOWEST	DBT
Michigan	3.1	Texas	22.3
Arkansas	4.7	Vermont	15.1
Tennessee	4.7	West Virginia	14.1
Delaware	5.1	Nevada	14.0
Iowa	5.3	Rhode Island	13.8

## 8 PAYMENTS BY BALANCE SIZE



Companies pay key suppliers **faster** than others

Monthly Balance	DBT
\$2,800+	9.4 days
\$800 - \$2,800	9.9 days
\$300 - \$800	11.5 days
\$100 - \$300	12.1 days
<\$100	11.3 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.