

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 = **4.7** days late

How **FAST** companies are paying Food & Beverage providers

DBT = **5.5** days late

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

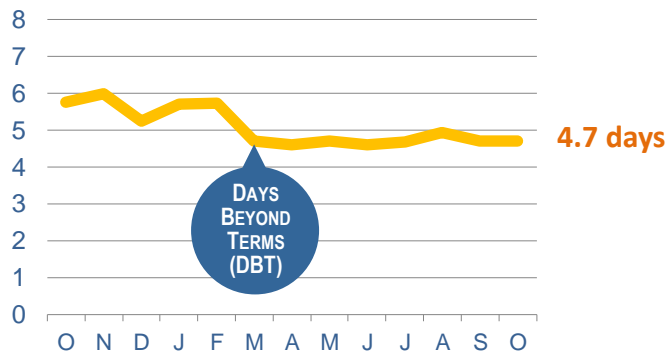
## 2 RISK SCORES

How risky are customers of Food & Beverage providers?

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

More Risk

## 3 PAYMENT BEHAVIOR TRENDS

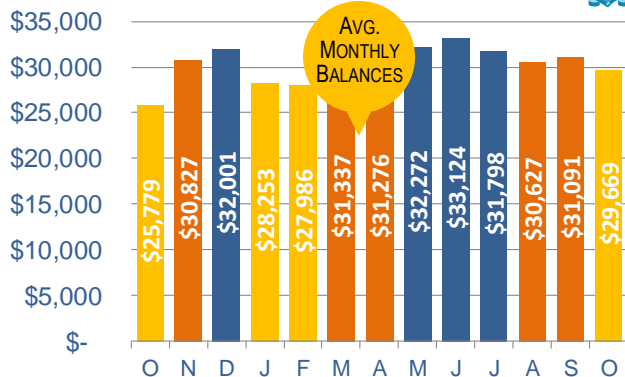


## 4 INDUSTRY PAYMENT RANKINGS

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

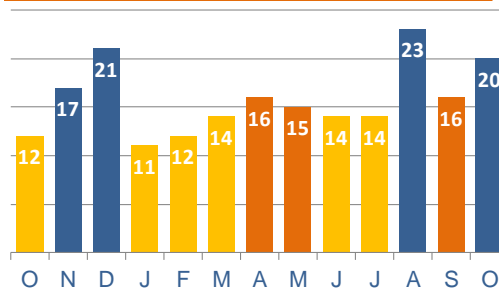
Slower Payment

## 5 CUSTOMER SPENDING TRENDS



## 6 BANKRUPTCIES

**155** Food & Beverage customers have filed bankruptcy in 2016



## 7 GEOGRAPHY MATTERS

FASTEST	DBT	SLOWEST	DBT
South Dakota	0.6	Kentucky	15.0
Montana	1.2	Maryland	14.8
North Dakota	1.2	Vermont	11.3
New Mexico	1.3	New Jersey	8.9
Wyoming	1.3	Pennsylvania	8.1

## 8 PAYMENTS BY BALANCE SIZE

Companies pay key suppliers **faster** than others

Monthly Balance	DBT
\$11,400+	4.3 days
\$4,000 - \$11,400	9.2 days
\$1,600 - \$4,000	11.6 days
\$550 - \$1,600	13.8 days
<\$550	18.8 days