

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 Building Supply providers

DBT = **6.5** days late

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

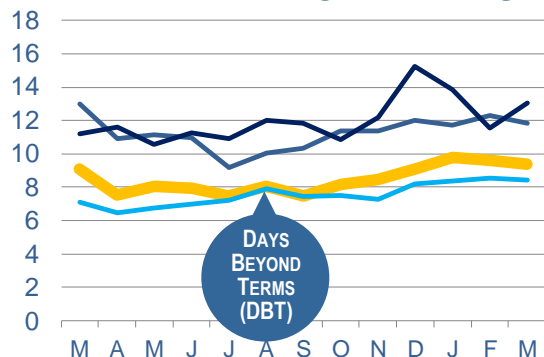
## 2 RISK SCORES

How risky are customers of Building Supply providers?

	Avg. Score	
Manufacturing Materials	670	-
Construction	658	-
<b>Building Supply</b>	<b>656</b>	<b>+1</b>
Transportation	641	-
Food & Beverage	634	+2
Industrial Supply	628	+2
Apparel & Outdoor	628	+5

More Risk

## 3 PAYMENT BEHAVIOR TRENDS

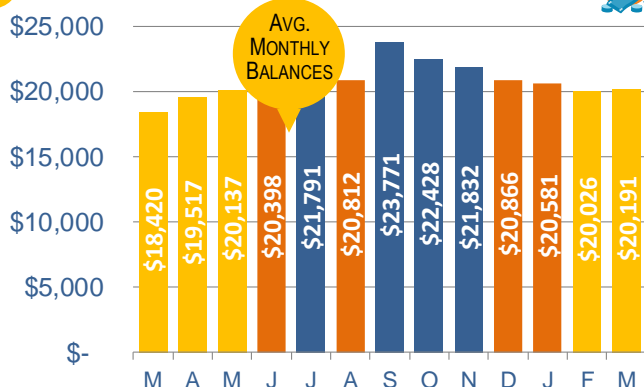


## 4 INDUSTRY PAYMENT RANKINGS

Industry	DBT	
Manufacturing Materials	4.4	-0.7
Food & Beverage	4.8	-0.3
Apparel & Outdoor	6.5	-3.1
Transportation	8.1	-0.3
Industrial Supply	8.4	-0.4
<b>Building Supply</b>	<b>9.4</b>	<b>-0.2</b>
Construction	13.4	+0.3

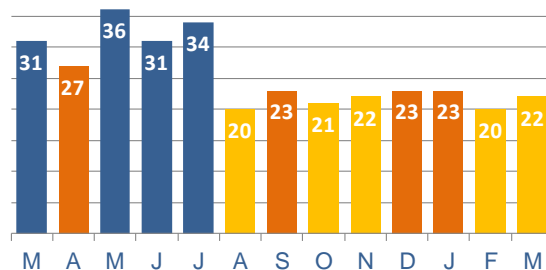
Slower Payment

## 5 CUSTOMER SPENDING TRENDS



## 6 BANKRUPTCIES

**65** Building Supply customers have filed bankruptcy in 2017



## 7 GEOGRAPHY MATTERS

FASTEST	DBT	SLOWEST	DBT
Arkansas	3.0	Vermont	20.4
Washington	3.4	New York	17.7
Alaska	3.6	New Jersey	14.8
Idaho	5.0	West Virginia	13.7
Oregon	5.9	Maryland	13.6

## 8 PAYMENTS BY BALANCE SIZE

Balance size isn't a major factor in this industry

Monthly Balance	DBT
\$13,900+	9.3 days
\$3,600 - \$13,900	10.3 days
\$1,000 - \$3,600	9.4 days
\$250 - \$1,000	9.0 days
<\$250	11.4 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.