

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 = **13.4** days late

How **FAST** companies are paying Construction providers

DBT = **5.9** days late

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

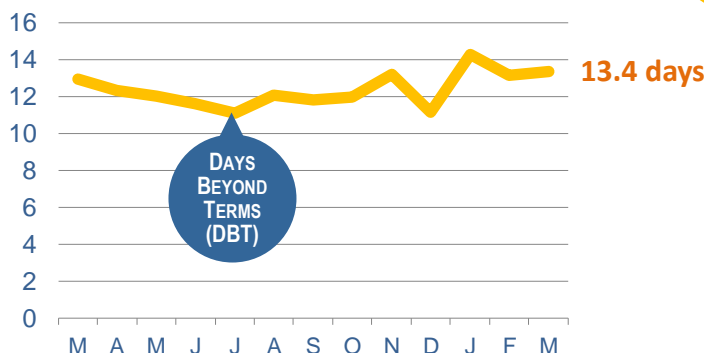
2 RISK SCORES

How risky are customers of Construction providers?

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

More Risk

3 PAYMENT BEHAVIOR TRENDS

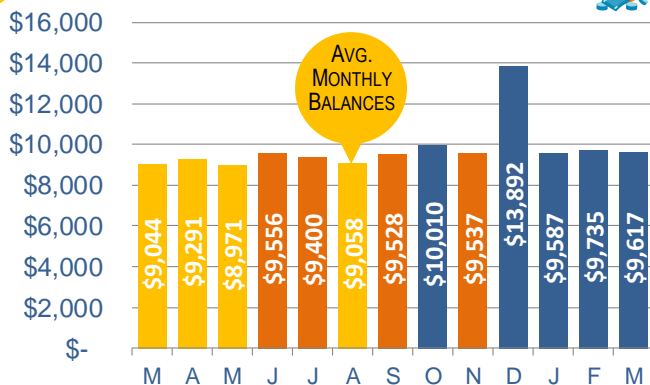


4 INDUSTRY PAYMENT RANKINGS

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
Building Supply	9.4 -0.2
Construction	13.4 +0.3

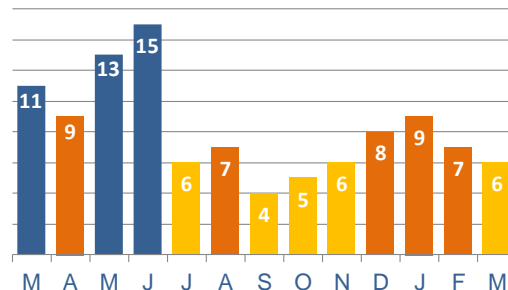
Slower Payment

5 CUSTOMER SPENDING TRENDS

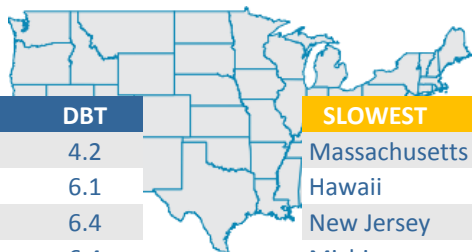


6 BANKRUPTCIES

22 Construction customers have filed bankruptcy in 2017



7 GEOGRAPHY MATTERS



FASTEST	DBT	SLOWEST	DBT
Alabama	4.2	Massachusetts	29.9
Tennessee	6.1	Hawaii	27.3
Louisiana	6.4	New Jersey	21.0
Arkansas	6.4	Michigan	18.9
Idaho	6.5	Oklahoma	16.6

8 PAYMENTS BY BALANCE SIZE



Balance size isn't a major factor in this industry

Monthly Balance	DBT
\$8,700+	13.7 days
\$2,700 - \$8,700	10.7 days
\$1,000 - \$2,700	11.0 days
\$350 - \$1,000	10.7 days
<\$350	11.6 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.