

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 annual business-to-business transactions.

### 1 PAYMENTS

DBT= **3.9** days late

How FAST companies are paying Manufacturing Materials providers

DBT= **6.6** days late

How fast those companies are PAYING OTHER PROVIDERS

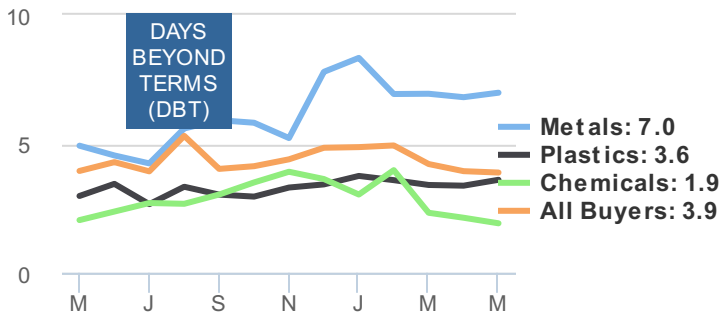
### 2 RISK SCORES

How risky are customers of Manufacturing Materials providers?

	Avg. Score
<b>Manufacturing Materials</b>	<b>672 -2</b>
Construction	660 -1
Building Supply	659 -1
Transportation	648 -1
Apparel & Outdoor	636 +3
Food & Beverage	634 -1
Industrial Supply	629 -

More Risk

### 3 PAYMENT BEHAVIOR TRENDS

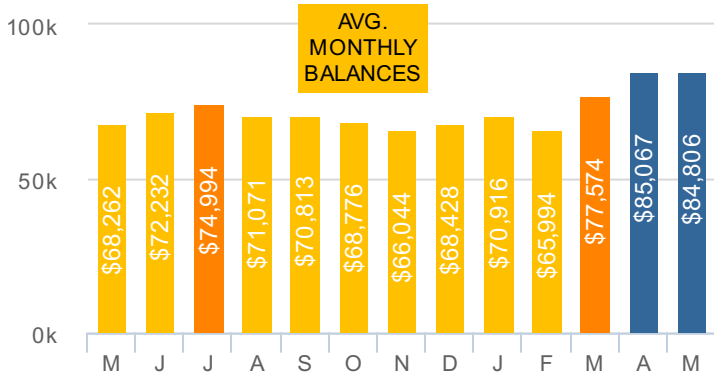


### 4 INDUSTRY PAYMENT RANKINGS

Industry	DBT
<b>Manufacturing Materials</b>	<b>3.9 -0.1</b>
Food & Beverage	5.2 +0.7
Apparel & Outdoor	6.1 +0.4
Transportation	7.3 -0.0
Industrial Supply	8.0 +0.4
Building Supply	8.2 -0.0
Construction	12.2 +0.3

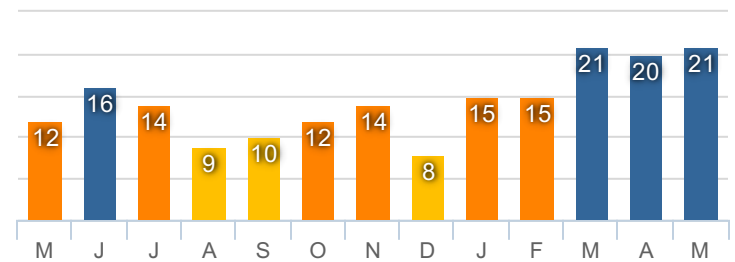
Slower Payment

### 5 CUSTOMER SPENDING TRENDS



### 6 BANKRUPTCIES

**92** Manufacturing Materials customers have filed bankruptcy in 2017



### 7 GEOGRAPHY MATTERS

FASTEST DBT	DBT	SLOWEST DBT	DBT
Idaho	2.0	Alaska	32.8
Delaware	2.0	Montana	11.6
North Carolina	2.2	Pennsylvania	7.8
Iowa	2.4	New Mexico	7.6
Indiana	2.4	Maine	7.4

### 8 PAYMENTS BY BALANCE SIZE

Monthly Balance	DBT
\$24,600+	3.8 days
\$6,500 - \$24,600	6.8 days
\$2,100 - \$6,500	7.6 days
\$600 - \$2,100	8.4 days
<\$600	11.1 days

Companies pay key suppliers faster than others