

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= **7.1** days late

How FAST companies are paying Transportation providers

DBT= **6.2** days late

How fast those companies are PAYING OTHER PROVIDERS

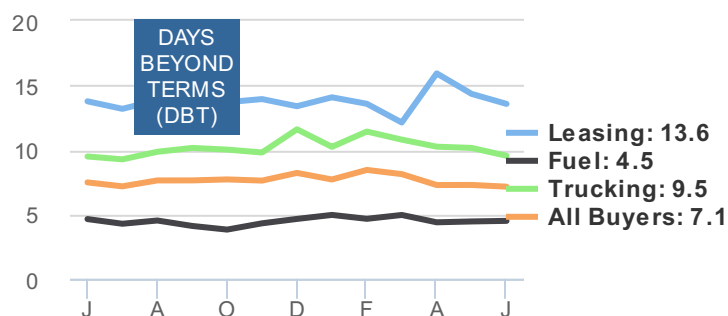
2 RISK SCORES

How risky are customers of Transportation providers?

	Avg. Score
Manufacturing Materials	671 -2
Construction	659 -1
Building Supply	659 -
Transportation	646 -3
Apparel & Outdoor	635 -1
Food & Beverage	633 -1
Industrial Supply	629 -2

More Risk

3 PAYMENT BEHAVIOR TRENDS

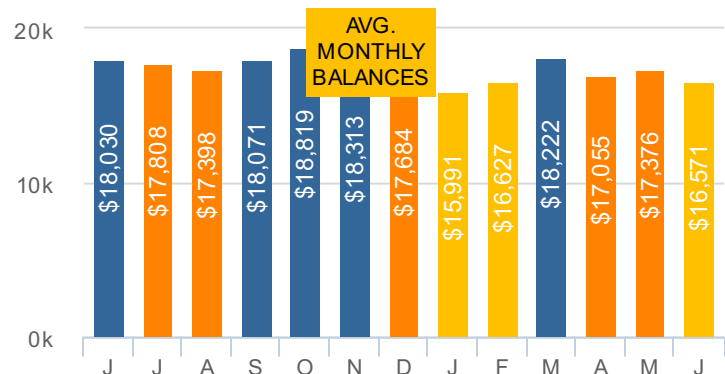


4 INDUSTRY PAYMENT RANKINGS

Industry	DBT
Manufacturing Materials	4.2 +0.3
Food & Beverage	4.4 -0.1
Apparel & Outdoor	6.1 -0.0
Transportation	7.1 -0.1
Building Supply	8.1 -0.2
Industrial Supply	8.4 +0.3
Construction	12.8 +0.6

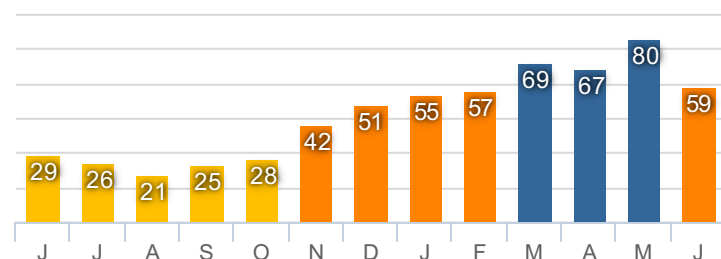
Slower Payment

5 CUSTOMER SPENDING TRENDS



6 BANKRUPTCIES

387 Transportation customers have filed bankruptcy in 2017



7 GEOGRAPHY MATTERS

FASTEST DBT		SLOWEST DBT	
Wyoming	1.6	Nevada	24.4
Alaska	2.5	Louisiana	22.9
South Dakota	2.6	District of Columbia	22.6
Mississippi	3.0	Maryland	10.4
Maine	3.1	California	8.7

8 PAYMENTS BY BALANCE SIZE

Monthly Balance	DBT
\$5,300+	7.1 days
\$1,800 - \$5,300	7.2 days
\$700 - \$1,800	7.1 days
\$200 - \$700	7.9 days
<\$200	10.7 days

Balance size isn't a major factor in this industry