

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= **8.4** days late

How FAST companies are paying Industrial Supply providers

DBT= **6.3** days late

How fast those companies are PAYING OTHER PROVIDERS

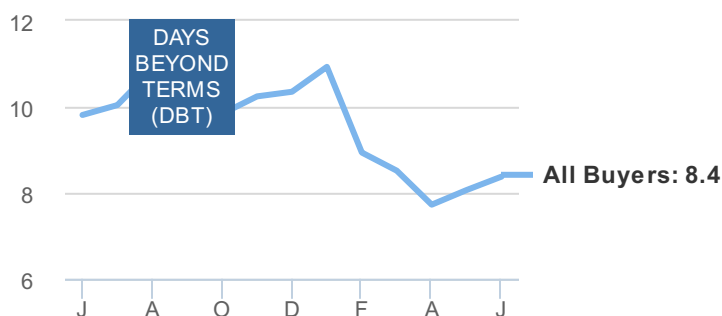
### 2 RISK SCORES

How risky are customers of Industrial Supply providers?

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

More Risk

### 3 PAYMENT BEHAVIOR TRENDS

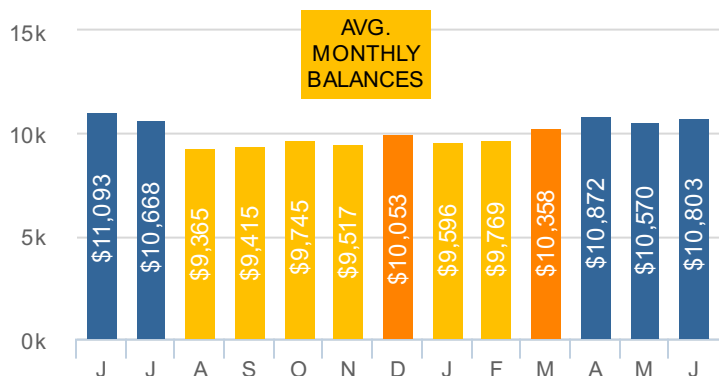


### 4 INDUSTRY PAYMENT RANKINGS

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

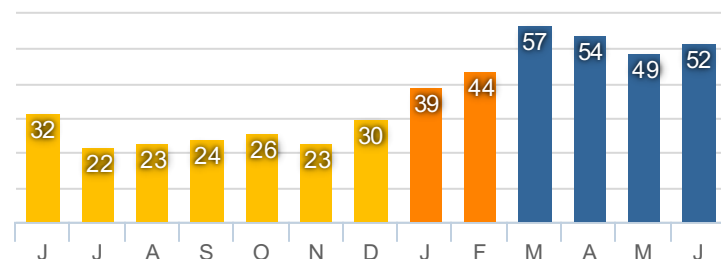
Slower Payment

### 5 CUSTOMER SPENDING TRENDS

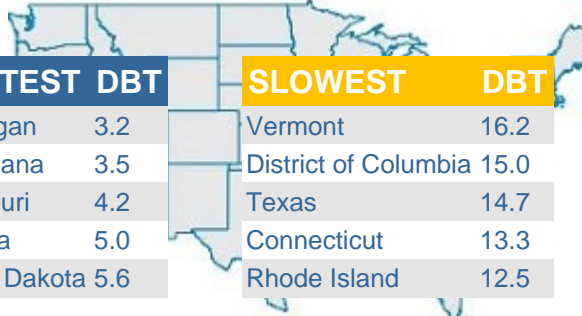


### 6 BANKRUPTCIES

**295** Industrial Supply customers have filed bankruptcy in 2017



### 7 GEOGRAPHY MATTERS



FASTEST DBT	SLOWEST DBT
Michigan 3.2	Vermont 16.2
Louisiana 3.5	District of Columbia 15.0
Missouri 4.2	Texas 14.7
Alaska 5.0	Connecticut 13.3
North Dakota 5.6	Rhode Island 12.5

### 8 PAYMENTS BY BALANCE SIZE

Monthly Balance	DBT
\$3,000+	8.3 days
\$800 - \$3,000	9.5 days
\$300 - \$800	10.5 days
\$100 - \$300	11.4 days
<\$100	11.2 days

Companies pay key suppliers faster than others