

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= **10.0** days late

How FAST companies are paying Industrial Supply providers

DBT= **6.9** days late

How fast those companies are PAYING OTHER PROVIDERS

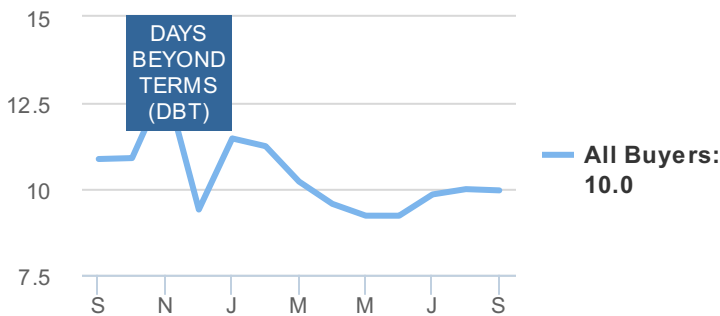
#### 2 RISK SCORES

How risky are customers of Industrial Supply providers?

	Avg. Score
Manufacturing Materials	699 <b>-2</b>
Building Supply	680 <b>-1</b>
Apparel & Outdoor	666 <b>-</b>
Construction	664 <b>-1</b>
Transportation	646 <b>-1</b>
<b>Industrial Supply</b>	<b>642 -</b>
Food & Beverage	637 <b>+1</b>

More Risk

#### 3 PAYMENT BEHAVIOR TRENDS

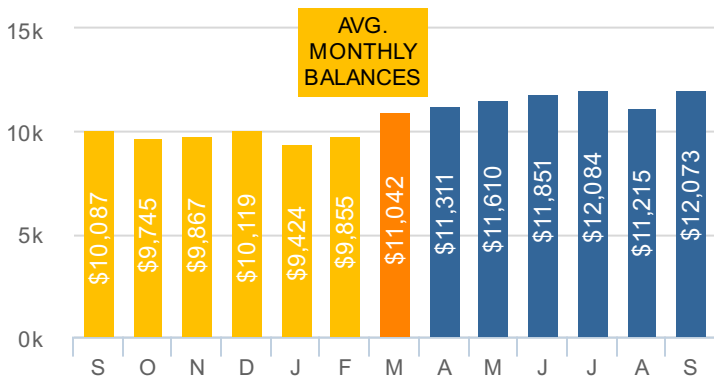


#### 4 INDUSTRY PAYMENT RANKINGS

Industry	DBT
Manufacturing Materials	4.4 <b>+0.3</b>
Food & Beverage	5.8 <b>-0.1</b>
Apparel & Outdoor	6.8 <b>+0.3</b>
Transportation	7.9 <b>-1.4</b>
Building Supply	8.2 <b>-0.0</b>
<b>Industrial Supply</b>	<b>10.0 -0.0</b>
Construction	14.3 <b>-0.3</b>

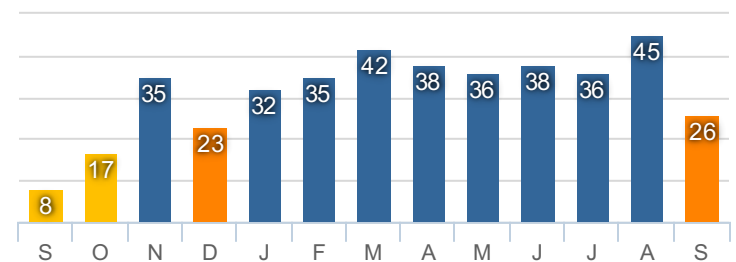
Slower Payment

#### 5 CUSTOMER SPENDING TRENDS

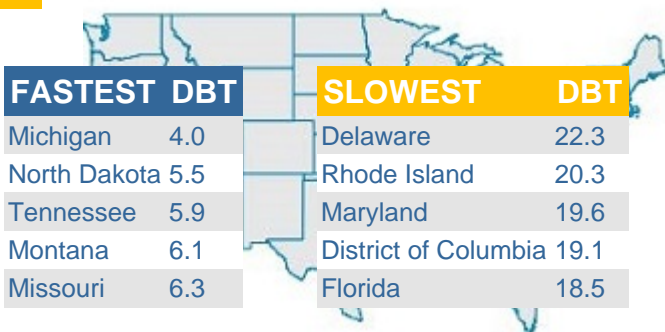


#### 6 BANKRUPTCIES

**328** Industrial Supply customers have filed bankruptcy in 2018



#### 7 GEOGRAPHY MATTERS



#### 8 PAYMENTS BY BALANCE SIZE

