CORTERA

INDUSTRIAL SUPPLY
INDUSTRY MONITOR

October 2018

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= **10.1** days late

How FAST companies are paying Industrial Supply providers

DBT= **7.6** 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	701	-1
Building Supply	678	-4
Apparel & Outdoor	666	-1
Construction	662	-3
Transportation	647	-1
Industrial Supply	*642*	*-1*
Food & Beverage	637	-

More Risk

3 PAYMENT BEHAVIOR TRENDS

4 INDUSTRY PAYMENT RANKINGS

Industry	DBT	
Manufacturing Materials	5.1	+0.8
Food & Beverage	5.5	-0.5
Apparel & Outdoor	6.2	-0.6
Transportation	8.7	+0.9
Building Supply	9.3	+1.1
Industrial Supply	*10.1*	*+0.2*
Construction	16.4	+1.8

Slower Payment

5 CUSTOMER SPENDING TRENDS

6 BANKRUPTCIES

347 Industrial Supply customers have filed bankruptcy in 2018

7 GEOGRAPHY MATTERS

FASTEST	DBT
Michigan	4.2
Minnesota	5.3
North Dakota	5.7
Arkansas	6.0
Missouri	6.1

SLOWEST	DBT
Delaware	23.1
Maryland	21.5
Florida	18.7
Nevada	18.4
District of Columbia	18.3

8 PAYMENTS BY BALANCE SIZE

Companies pay key suppliers faster than others

Monthly Balance	DBT
$3,500+	9.9 days
$1,000 - $3,500	14.9 days
$400 - $1,000	12.6 days
$100 - $400	12.2 days
<$100	12.7 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.