CORTERA

# FOOD & BEVERAGE 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= **5.5** days late

How FAST companies are paying Food & Beverage providers

DBT= **7.0** days late

How fast those companies are PAYING OTHER PROVIDERS

## 2 RISK SCORES

How risky are customers of Food & Beverage 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

**131** Food & Beverage customers have filed bankruptcy in 2018

## 7 GEOGRAPHY MATTERS

| FASTEST | DBT |
|---|---|
| Louisiana | 1.0 |
| North Dakota | 1.1 |
| Arkansas | 1.1 |
| New Mexico | 1.2 |
| Montana | 1.6 |

| SLOWEST | DBT |
|---|---|
| California | 13.4 |
| Maryland | 13.3 |
| Georgia | 9.9 |
| New York | 9.5 |
| Kentucky | 9.5 |

## 8 PAYMENTS BY BALANCE SIZE

Companies pay key suppliers faster than others

| Monthly Balance | DBT |
|---|---|
| $12,900+ | 5.2 days |
| $4,800 - $12,800 | 10.2 days |
| $2,000 - $4,800 | 12.7 days |
| $800 - $2,000 | 15.8 days |
| <$800 | 22.9 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.**