

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= **8.3** days late

How FAST companies are paying Transportation providers

DBT= **7.9** days late

How fast those companies are PAYING OTHER PROVIDERS

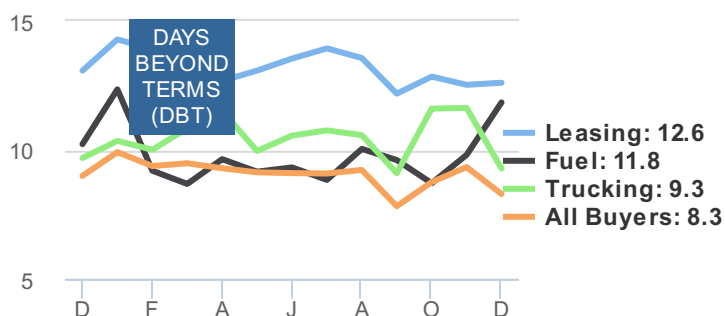
2 RISK SCORES

How risky are customers of Transportation providers?

	Avg. Score
Manufacturing Materials	701 -2
Building Supply	677 -3
Apparel & Outdoor	663 -3
Construction	661 -2
Transportation	644 -3
Industrial Supply	642 -
Food & Beverage	636 -2

More Risk

3 PAYMENT BEHAVIOR TRENDS

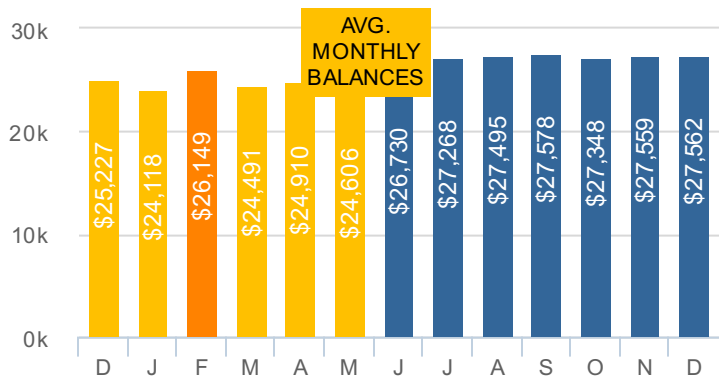


4 INDUSTRY PAYMENT RANKINGS

Industry	DBT
Manufacturing Materials	5.1 -0.7
Food & Beverage	6.4 -0.3
Apparel & Outdoor	6.9 +1.0
Transportation	8.3 -1.0
Industrial Supply	9.0 -0.8
Building Supply	9.9 +1.0
Construction	17.1 +1.5

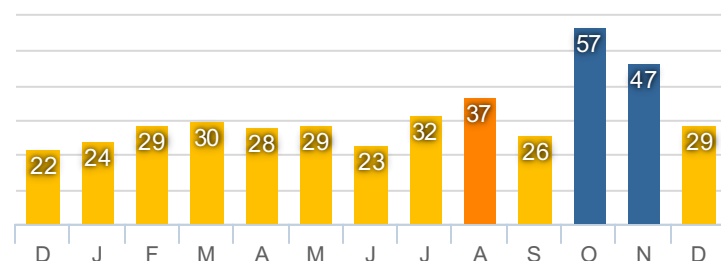
Slower Payment

5 CUSTOMER SPENDING TRENDS




6 BANKRUPTCIES

391 Transportation customers have filed bankruptcy in 2018



7 GEOGRAPHY MATTERS



FASTEST DBT		SLOWEST DBT	
Arkansas	3.4	Nevada	32.3
Mississippi	3.6	Louisiana	26.0
Idaho	3.8	District of Columbia	15.4
Alaska	3.9	Hawaii	12.7
Maine	4.4	Delaware	12.1

8 PAYMENTS BY BALANCE SIZE

Monthly Balance	DBT
\$6,300+	8.2 days
\$1,900 - \$6,300	11.4 days
\$700 - \$1,900	11.5 days
\$200 - \$700	12.5 days
<\$200	15.2 days

Balance size isn't a major factor in this industry