



The Inventory Reliance Score Report

August 2024

Vertical IQ and Lendovative are working together to provide the Inventory Reliance Score – a sales tool for lenders that provides accounts receivable (AR) financing to SMBs in the United States. Utilizing data from the Risk Management Association (RMA) relating to AR and average industry growth rates, the Inventory Reliance Score serves as an indicator of how likely specific NAICS groups are to need receivables financing over the short term.

If you would like to know more about the full scope of Vertical IQ's and Lendovative Technologies' services, reach out to either organization at info@verticaliq.com or info@lendovative.com.

Industry Sector	NAICS	INV as % of Assets	5-year Average Growth	Inventory Reliance Score
New Housing For-Sale Builders	236117	62.5	4.2	6.67
RV Dealers	441210	64.4	2.1	6.65
Boat Dealers	441222	60.8	2.1	6.29
Jewelry Stores	458310	60.2	1.3	6.15
Farm and Garden Machinery Wholesalers	423820	57.9	3.4	6.13
Used Car Dealers	441120	55.9	2.8	5.87
Motorcycle Dealers	441227	55.7	2.4	5.81
Sporting Goods Stores	459110	54.5	2.3	5.68
Auto Parts Distributors	423120	51.7	4	5.57
Sporting and Recreational Goods Wholesalers	423910	51	0.4	5.14
Shoe Stores	458210	48.4	2.8	5.12
Beer, Wine, and Liquor Stores	445320	46.6	3.5	5.01
Residential Building Contractors	2361	45	4.7	4.97
Motorcycle and Bicycle Manufacturers	336991	47	2.5	4.95
Tobacco and Smoke Shops	459991	47.1	1.5	4.86
Distilleries	312140	44.7	3.9	4.86
Wineries	312130	43.7	4.7	4.84
Lawn and Garden Equipment Manufacturers	333112	44.7	3.5	4.82
Musical Instrument & Supply Stores	459140	47.4	0.5	4.79
Manufactured Home Dealers	459930	45.4	2.5	4.79
Home Centers & Hardware Stores	444110, 444140	44.3	3.2	4.75
Wine & Spirits Distributors	424820	42.8	4.2	4.7
Heavy Duty Truck Manufacturers	336120	42.7	4.3	4.7
Paint and Wallpaper Stores	444120	44.5	2.4	4.69

Industry Sector	NAICS	INV as % of Assets	5-year Average Growth	Inventory Reliance Score
Auto Parts Retailers	441330	44.4	2.3	4.67
Furniture Stores	449110	43.8	2.5	4.63
Apparel Wholesalers	424350	44.5	1.6	4.61
Farm Machinery Manufacturers	333111	43.1	2.9	4.6
Auto and Motor Vehicle Wholesalers	423110	40.7	5.2	4.59
Clothing Stores	4581	43.7	2.1	4.58
Dollar and General Merchandise Stores	455219	42.3	31	4.54
Tire Wholesalers	423130	42.9	1.8	4.47
Auto Dealerships	441110	40	4.7	4.47
Aircraft Engine & Parts Mfrs	336412, 336413	35.2	9.5	4.47
Electronic Shopping	459999	36.5	7.5	4.4
Swimming Pool and Spa Retailers	459999	42.3	1.6	4.39
Paint and Varnish Wholesalers	424950	41.6	2.2	4.38
Metal Service Centers	423510	40.7	2.4	4.31
Nurseries, Garden Centers & Farm Supply	444240	39.4	3.2	4.26
Cosmetic and Beauty Supply Stores	456120	39.1	3.3	4.24
Utility, Cargo and Specialty Trailer Manufacturers	336212, 336214	37.6	4.4	4.2
Single-Family Home Builders	236115	38	3.8	4.18
Prefabricated Wood Building Manufacturers	321992	39.5	2.1	4.16
Hardware, Plumbing & HVAC Distributors	4237	38.9	2.2	4.11
Farm Supplies Wholesalers	424910	38.7	2	4.07
Furniture & Home Furnishings Wholesalers	4232	38.4	2.2	4.06
Commercial Equipment Wholesalers	423440	38	2.6	4.06
Industrial Supply Distributors	423840	37.7	2.9	4.06
Lumber Distributors	423310	37.3	2.9	4.02
Gift and Souvenir Stores	459420	38.7	1.3	4
Land Subdivision	237210	35.2	4.8	4
Used Motor Vehicle Parts Wholesalers	423140	36.4	3.4	3.98
Tire Dealers	441340	37.9	1.8	3.97
Powersports Equipment Manufacturers	336999	35.5	3.7	3.92
Solar Electric Power	221114	7.5	31.7	3.92
Automobile Manufacturers	336110	33.5	5.6	3.91
Audio & Video Equipment Manufacturers	334310	38.3	0.8	3.91
Hardware Manufacturers	332510	38.3	0.7	3.9
Motorcoach, Travel Trailer & Camper Manufacturers	336213, 336214	34.4	4.4	3.88
Industrial Machinery Distributors	423830	36.8	1.9	3.87
Mattress Manufacturers	337910	38.1	0.3	3.84
Boat Builders	336612	35.8	2.4	3.82

Industry Sector	NAICS	INV as % of Assets	5-year Average Growth	Inventory Reliance Score
Drug and Druggists' Sundries Wholesalers	424210	31.4	6.7	3.81
Household Appliance Manufacturers	3352	35.7	2.3	3.8
Building Materials Distributors	4233	35.4	2.3	3.77
Textile Furnishings Mills	3141	37.3	0.1	3.74
Used Merchandise Stores	459510	33.9	3.5	3.74
Home Furnishings Stores	44912	34.4	2.8	3.72
Farm Raw Product Wholesalers	4245	32.7	3.9	3.66
Jewelry and Silverware Manufacturers	339910	36.2	0.1	3.63
Lighting Equipment Manufacturers	3351	34.7	1.4	3.61
Construction Machinery Manufacturers	333120	32.7	3	3.57
Paper Products Distributors	4241	34.9	0.8	3.57
Seasoning and Dressing Manufacturers	311941, 311942	32.3	3.3	3.56
Electronic Component Manufacturers	334416, 334417, 334419	34.5	0.9	3.54
Health Supplement Stores	456191	31.5	3.9	3.54
Electrical Equipment Distributors	423610	32.7	2.5	3.52
Paint, Coating & Adhesive Manufacturers	3255	32.8	2.4	3.52
Firearms Manufacturers	332994	33.1	1.8	3.49
Seafood Product Preparation & Packaging	311710	31.8	3.1	3.49
Grain and Oilseed Milling	3112	31.7	2.8	3.45
Pet & Pet Supplies Stores	459910	32.4	1.4	3.38
Auto Parts Manufacturers	3363	30.7	3.1	3.38
Mining and Oil & Gas Machinery Manufacturers	333131, 333132	27.8	5.6	3.34
Chemical Distributors	4246	30.8	2.5	3.33
Medical Equipment Distributors	423450	29.8	3.5	3.33
Fruit & Vegetable Manufacturers	3114	30.6	2.2	3.28
Soap & Toilet Preparation Manufacturers	3256	30	2.5	3.25
Agricultural Chemical Manufacturers	3253	29.1	3.3	3.24
Clay Product & Refractory Manufacturers	3271	29.6	2.7	3.23
Pet & Animal Food Manufacturers	3111	29	3.2	3.22
Metal Valve Manufacturers	33291	31.8	0.3	3.21
Spring and Wire Product Manufacturers	3326	30.4	1.6	3.2
Snack Food Manufacturers	31191	28	3.9	3.19
Material Handling Equipment Manufacturers	33921, 333922, 333923, 33392	29	2.5	3.15
Steel Products Manufacturers	3312	28.6	2.6	3.12
Rubber Product Manufacturers	3262	30.2	0.8	3.1
Battery Manufacturers	33591	29.7	1.3	3.1
Wood Window and Door Manufacturers	321911	27.9	3	3.09
Food Distributors	4244	28.5	2	3.05

Industry Sector	NAICS	INV as % of Assets	5-year Average Growth	Inventory Reliance Score
Sawmills and Wood Preservation	3211	27.4	2.8	3.02
Semiconductor Manufacturers	334413	29.8	0	2.98
Electrical Equipment Manufacturers	3353	27.6	1.3	2.89
Pharmaceutical Manufacturers	3254	24.5	4.4	2.89
Iron & Steel Mills	331110	26.1	2.6	2.87
Plastic Products Manufacturers	3261	26.4	2.2	2.86
Grocery Stores	445110	25.3	3.3	2.86
Book Publishers	513130	27.9	0.4	2.83
Cut Stone & Stone Product Manufacturers	327991	23.4	4.9	2.83
HVACR Equipment Manufacturers	3334	27	1.2	2.82
Resin, Rubber & Fiber Manufacturers	3252	27.3	0.8	2.81
Industrial Machinery Manufacturers	3332	26.7	1.2	2.79
Plywood and Engineered Wood Manufacturers	3212	24.7	3.2	2.79
Medical Device Manufacturers	339112, 339113	25.4	2.4	2.78
Computer & Office Equipment Distributors	423420, 423430	24.3	3.3	2.76
Forging and Stamping	3321	25.3	2	2.73
Glass & Glass Product Manufacturers	3272	24.1	2.3	2.64
Coffee and Tea Manufacturers	311920	23.1	3	2.61
Appliance Repair and Maintenance	811412	22.9	3.2	2.61
Beer Distributors	424810	21.3	4.5	2.58
Paper Products Manufacturers	3222	23.5	1.7	2.52
Aluminum Production	3313	23.2	2	2.52
Basic Chemical Manufacturers	3251	22.5	2.7	2.52
Furniture Manufacturers	3371, 3372	23.6	1.2	2.48
Dairy Product Manufacturers	3115	21	3.7	2.47
Drug Stores & Pharmacies	456110	20.3	3.9	2.42
Perishable Prepared Food Manufacturers	311991	20.8	3.2	2.4
Art Dealers and Galleries	459920	17.5	6.4	2.39
Meat Products Manufacturers	3116	20.4	3.4	2.38
Candy Manufacturers	311340, 311351, 311352	21.5	2.2	2.37
Cookie and Cracker Manufacturers	311821	20.4	3.1	2.35
Locksmiths	561622	18	5.4	2.34
Packaging and Labeling Services	561910	19.2	4.1	2.33
Wood Container and Pallet Manufacturers	321920	20.4	2.1	2.25
Animal Production	112	19.3	3	2.23
Metalworking Machinery Manufacturers	3335	21.6	0.6	2.22
Machine Shops	332710	20.4	1.7	2.21
Specialty Food Stores	4452	19	3	2.2

Industry Sector	NAICS	INV as % of Assets	5-year Average Growth	Inventory Reliance Score
Architectural & Structural Metals Mfrs	3323	19.6	2.2	2.18
Tile and Terrazzo Contractors	238340	16	5	2.1
Florists	459310	18	2	2
Recyclable Material Wholesalers	423930	17	3	2
Finish Carpentry Contractors	238350	14.6	5	1.96
Sign Manufacturers	339950	16.4	2.6	1.9
Linen Supply Services	812331	17.2	1.7	1.89
Soft Drink Manufacturers	312111	17.2	1.7	1.89
Equipment & Machinery Repair Services	811310	16.3	2.4	1.87
Farm Support Services	1151, 1152	17	1.3	1.83
Interior Design Services	541410	13.4	4.6	1.8
Security System Services	561621	11.8	5.4	1.72
Crop Production	111	14.5	2.6	1.71
Aviation Support Services	4881	11	6.1	1.71
Food Service Contractors	722310	10	6.9	1.69
Hair Care Services	812111, 812112	7.3	9.6	1.69
Auto Repair Shops	811111	11.9	4.9	1.68
Vending Machine Operators	445132	12.4	4.1	1.65
Marinas	713930	9.4	6.8	1.62
Commercial Printers	3231	15.9	0.2	1.61
Cement & Concrete Products Manufacturers	3273	12.1	4	1.61
Mobile Food Services	722330	9.2	6.9	1.61
Diet and Weight Reducing Centers	812191	5.3	10.7	1.6
Optometry Practices	621320	9.1	6.2	1.53
Commercial Equipment Rental and Leasing	5324	10.7	4.4	1.51
Auto Body Shops	811121	10	4.8	1.48
Oil & Gas Support Services	213112	7.7	6.9	1.46
Asphalt Product Manufacturers	324121, 324122	14.1	0.4	1.45
Wireless Telecommunications Carriers	517112	11.5	3	1.45
Flooring Contractors	238330	9.4	5	1.44
Metal Coating, Engraving & Heat Treating	3328	12.8	1.4	1.42
Building Inspection Services	541350	10.3	39	1.42
Amusement Parks and Arcades	7131	3.1	11.1	1.42
Commercial and Retail Bakeries	311811, 311812	12	2.1	1.41
Day Spas and Tanning Salons	812199	4.5	9.6	1.41
Blood and Organ Banks	621991	7.9	5.9	1.38
Non-Metal Mining & Quarrying	2123	10.3	31	1.34
Drilling Oil & Gas Wells	213111	6.6	6.6	1.32

Industry Sector	NAICS	INV as % of Assets	5-year Average Growth	Inventory Reliance Score
Forestry & Logging	113	11.7	1.2	1.29
Biotechnology Research Services	541714	7.5	5.2	1.27
Special Needs Transportation	485991	3	9.7	1.27
Structural Steel and Precast Concrete Contractors	238120	7.5	4.8	1.23
Graphic Design Services	541430	7.4	4.6	1.2
Direct Mail Advertising	541860	6.9	5.1	1.2
Veterinary Practices	541940	5.7	6.3	1.2
Framing Contractors	238130	6.9	5	1.19
Wind Power	221115	0.6	11.3	1.19
Auto Rental & Leasing	532111, 532112	6.6	5	1.16
HVAC & Plumbing Contractors	238220	6.6	5	1.16
Residential Remodelers	236118	6	5.6	1.16
Escrow Agencies and Other Real Estate Services	531390	6.7	4.8	1.15
Computer Facilities Management Services	541513	7.1	4.2	1.13
School & Employee Bus Transportation	485410	1.5	9.7	1.12
Movie Theaters	512131	0.8	10.4	1.12
Bars & Nightclubs	722410	7.5	3.6	1.11
Charter Bus Services	485510	1.4	9.7	1.11
Nail Salons	812113	1.3	9.6	1.09
Water Supply and Sewage Treatment	221310, 221320	6.5	4.3	1.08
Process, Distribution & Logistics Consulting	541614	5.6	5.1	1.07
Roofing and Siding Contractors	238160, 238170	5.6	5	1.06
Consumer Products Rental	5322	9	1.5	1.05
Natural Gas Distribution	221210	8.4	2	1.04
Electrical Contractors	238210	5.4	5	1.04
Telecommunications Resellers	517121	7.2	3.1	1.03
Mortgage & Nonmortgage Loan Brokers	522310	8.4	1.8	1.02
Drywall and Insulation Contractors	238310	5.2	5	1.02
Glass and Glazing Contractors	238150	5.2	5	1.02
Coal Mining	2121	9.2	0.9	1.01
Data Processing & Hosting	518210	2.2	7.7	0.99