



The Inventory Reliance Score Report

November 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	6.5	6.9
RV Dealers	441210	64.4	2	6.64
Boat Dealers	441222	60.8	2	6.28
Farm and Garden Machinery Wholesalers	423820	57.9	4.3	6.22
Jewelry Stores	458310	60.2	1.8	6.2
Used Car Dealers	441120	55.9	4	5.99
Motorcycle Dealers	441227	55.7	0.9	5.66
Sporting Goods Stores	459110	54.5	2.1	5.66
Auto Parts Distributors	423120	51.7	3.1	5.48
Sporting and Recreational Goods Wholesalers	423910	51	0.5	5.15
Shoe Stores	458210	48.4	3	5.14
Residential Building Contractors	2361	45	6.3	5.13
Beer, Wine, and Liquor Stores	445320	46.6	3.7	5.03
Distilleries	312140	44.7	4.6	4.93
Home Centers & Hardware Stores	444110, 444140	44.3	5	4.93
Lawn and Garden Equipment Manufacturers	333112	44.7	4.3	4.9
Paint and Wallpaper Stores	444120	44.5	4.1	4.86
Tobacco and Smoke Shops	459991	47.1	1.3	4.84
Wineries	312130	43.7	4.5	4.82
Motorcycle and Bicycle Manufacturers	336991	47	1.1	4.81
Manufactured Home Dealers	459930	45.4	2.7	4.81
Heavy Duty Truck Manufacturers	336120	42.7	5.2	4.79
Musical Instrument & Supply Stores	459140	47.4	0.3	4.77

Industry Sector	NAICS	INV as % of Assets	5-year Average Growth	Inventory Reliance Score
Wine & Spirits Distributors	424820	42.8	4.5	4.73
Auto Parts Retailers	441330	44.4	2.8	4.72
Farm Machinery Manufacturers	333111	43.1	4	4.71
Apparel Wholesalers	424350	44.5	2	4.65
Furniture Stores	449110	43.8	2.6	4.64
Clothing Stores	4581	43.7	2.4	4.61
Dollar and General Merchandise Stores	455219	42.3	3.1	4.54
Auto and Motor Vehicle Wholesalers	423110	40.7	4.5	4.52
Auto Dealerships	441110	40	5.1	4.51
Tire Wholesalers	423130	42.9	2	4.49
Electronic Shopping	459999	36.5	8.4	4.49
Single-Family Home Builders	236115	38	6.8	4.48
Swimming Pool and Spa Retailers	459999	42.3	2.1	4.44
Metal Service Centers	423510	40.7	3.5	4.42
Prefabricated Wood Building Manufacturers	321992	39.5	4.5	4.4
Footwear Manufacturers	316210	43.3	0.3	4.36
Paint and Varnish Wholesalers	424950	41.6	1.7	4.33
Nurseries, Garden Centers & Farm Supply	444240	39.4	3.8	4.32
Utility, Cargo and Specialty Trailer Manufacturers	336212, 336214	37.6	5.2	4.28
Hardware, Plumbing & HVAC Distributors	4237	38.9	3.8	4.27
Lumber Distributors	423310	37.3	5.4	4.27
Cosmetic and Beauty Supply Stores	456120	39.1	3.3	4.24
Solar Electric Power	221114	7.5	34.4	4.19
Farm Supplies Wholesalers	424910	38.7	2.8	4.15
Hardware Manufacturers	332510	38.3	2.7	4.1
Commercial Equipment Wholesalers	423440	38	3	4.1
Furniture & Home Furnishings Wholesalers	4232	38.4	2.5	4.09
Building Materials Distributors	4233	35.4	5.5	4.09
Aircraft Engine & Parts Mfrs	336412, 336413	35.2	5.6	4.08
Land Subdivision	237210	35.2	5.6	4.08
Industrial Supply Distributors	423840	37.7	2.6	4.03
Boat Builders	336612	35.8	4.5	4.03
Used Motor Vehicle Parts Wholesalers	423140	36.4	3.7	4.01
Tire Dealers	441340	37.9	2	3.99
Gift and Souvenir Stores	459420	38.7	1.1	3.98
Apparel Manufacturers	3152	39.4	0.4	3.98
Motorcoach, Travel Trailer & Camper Manufacturers	336213, 336214	34.4	5.2	3.96

Industry Sector	NAICS	INV as % of Assets	5-year Average Growth	Inventory Reliance Score
Mattress Manufacturers	337910	38.1	1.1	3.92
Industrial Machinery Distributors	423830	36.8	2.3	3.91
Household Appliance Manufacturers	3352	35.7	3.1	3.88
Automobile Manufacturers	336110	33.5	4.6	3.81
Drug and Druggists' Sundries Wholesalers	424210	31.4	6.7	3.81
Powersports Equipment Manufacturers	336999	35.5	2.5	3.8
Used Merchandise Stores	459510	33.9	3.7	3.76
Home Furnishings Stores	44912	34.4	2.6	3.7
Construction Machinery Manufacturers	333120	32.7	3.7	3.64
Firearms Manufacturers	332994	33.1	3.3	3.64
Lighting Equipment Manufacturers	3351	34.7	1.5	3.62
Electrical Equipment Distributors	423610	32.7	3.4	3.61
Farm Raw Product Wholesalers	4245	32.7	3.3	3.6
Paper Products Distributors	4241	34.9	1	3.59
Seasoning and Dressing Manufacturers	311941, 311942	32.3	3.2	3.55
Computer & Peripheral Manufacturers	3341	34.9	0.1	3.5
Paint, Coating & Adhesive Manufacturers	3255	32.8	2.1	3.49
Seafood Product Preparation & Packaging	311710	31.8	3.1	3.49
Health Supplement Stores	456191	31.5	3.2	3.47
Pet & Pet Supplies Stores	459910	32.4	1.9	3.43
Grain and Oilseed Milling	3112	31.7	2.6	3.43
Metal Valve Manufacturers	33291	31.8	2.3	3.41
Mining and Oil & Gas Machinery Manufacturers	333131, 333132	27.8	6	3.38
Chemical Distributors	4246	30.8	2.9	3.37
Auto Parts Manufacturers	3363	30.7	2.7	3.34
Battery Manufacturers	33591	29.7	3.5	3.32
Spring and Wire Product Manufacturers	3326	30.4	2.4	3.28
Soap & Toilet Preparation Manufacturers	3256	30	2.5	3.25
Steel Products Manufacturers	3312	28.6	3.9	3.25
Fruit & Vegetable Manufacturers	3114	30.6	1.8	3.24
Rubber Product Manufacturers	3262	30.2	2	3.22
Agricultural Chemical Manufacturers	3253	29.1	2.9	3.2
Pet & Animal Food Manufacturers	3111	29	3	3.2
Wood Window and Door Manufacturers	321911	27.9	4	3.19
Snack Food Manufacturers	31191	28	3.6	3.16
Clay Product & Refractory Manufacturers	3271	29.6	1.9	3.15
Food Distributors	4244	28.5	3	3.15

Industry Sector	NAICS	INV as % of Assets	5-year Average Growth	Inventory Reliance Score
Sawmills and Wood Preservation	3211	27.4	4.1	3.15
Material Handling Equipment Manufacturers	3921, 333922, 333923, 3339	29	2.4	3.14
Semiconductor Manufacturers	334413	29.8	0.8	3.06
Iron & Steel Mills	331110	26.1	3.9	3
Resin, Rubber & Fiber Manufacturers	3252	27.3	2.3	2.96
Plywood and Engineered Wood Manufacturers	3212	24.7	4.9	2.96
Process Control Instrument Manufacturers	334513	29.2	0.3	2.95
Plastic Products Manufacturers	3261	26.4	3	2.94
HVACR Equipment Manufacturers	3334	27	2.2	2.92
Electrical Equipment Manufacturers	3353	27.6	1.5	2.91
Grocery Stores	445110	25.3	3.1	2.84
Book Publishers	513130	27.9	0.4	2.83
Medical Device Manufacturers	339112, 339113	25.4	2.9	2.83
Cut Stone & Stone Product Manufacturers	327991	23.4	4.8	2.82
Industrial Machinery Manufacturers	3332	26.7	1.3	2.8
Forging and Stamping	3321	25.3	2.5	2.78
Glass & Glass Product Manufacturers	3272	24.1	2.7	2.68
Coffee and Tea Manufacturers	311920	23.1	3	2.61
Aluminum Production	3313	23.2	2.3	2.55
Beer Distributors	424810	21.3	4.2	2.55
Basic Chemical Manufacturers	3251	22.5	2.7	2.52
Perishable Prepared Food Manufacturers	311991	20.8	4.3	2.51
Paper Products Manufacturers	3222	23.5	1.5	2.5
Wood Container and Pallet Manufacturers	321920	20.4	4.5	2.49
Furniture Manufacturers	3371, 3372	23.6	1.1	2.47
Dairy Product Manufacturers	3115	21	3.3	2.43
Appliance Repair and Maintenance	811412	22.9	1.4	2.43
Packaging and Labeling Services	561910	19.2	4.8	2.4
Candy Manufacturers	311340, 311351, 311352	21.5	2	2.35
Meat Products Manufacturers	3116	20.4	3.1	2.35
Drug Stores & Pharmacies	456110	20.3	3.2	2.35
Art Dealers and Galleries	459920	17.5	6	2.35
Cookie and Cracker Manufacturers	311821	20.4	2.7	2.31
Locksmiths	561622	18	4.9	2.29
Metalworking Machinery Manufacturers	3335	21.6	1.1	2.27
Machine Shops	332710	20.4	2.3	2.27
Architectural & Structural Metals Mfrs	3323	19.6	3	2.26

Industry Sector	NAICS	INV as % of Assets	5-year Average Growth	Inventory Reliance Score
Animal Production	112	19.3	2.9	2.22
Specialty Food Stores	4452	19	2.7	2.17
Tile and Terrazzo Contractors	238340	16	5.6	2.16
Convenience Stores	445131, 457110	19.7	1.2	2.09
Finish Carpentry Contractors	238350	14.6	5.6	2.02
Florists	459310	18	2.1	2.01
Recyclable Material Wholesalers	423930	17	3.1	2.01
Farm Support Services	1151, 1152	17	2.4	1.94
Linen Supply Services	812331	17.2	1.9	1.91
Sign Manufacturers	339950	16.4	2.5	1.89
Soft Drink Manufacturers	312111	17.2	1.4	1.86
Asphalt Product Manufacturers	324121, 324122	14.1	4.4	1.85
Crop Production	111	14.5	3.1	1.76
Interior Design Services	541410	13.4	4.2	1.76
Cement & Concrete Products Manufacturers	3273	12.1	4.9	1.7
Security System Services	561621	11.8	4.9	1.67
Auto Repair Shops	811111	11.9	4.6	1.65
Commercial Printers	3231	15.9	0.2	1.61
Vending Machine Operators	445132	12.4	3.5	1.59
Aviation Support Services	4881	11	4.9	1.59
Commercial Equipment Rental and Leasing	5324	10.7	4.9	1.56
Metal Coating, Engraving & Heat Treating	3328	12.8	2.5	1.53
Optometry Practices	621320	9.1	6.2	1.53
Fuel Oil & LP Gas Dealers	457210	13.2	1.9	1.51
Flooring Contractors	238330	9.4	5.6	1.5
Oil & Gas Support Services	213112	7.7	7.1	1.48
Wireless Telecommunications Carriers	517112	11.5	3.1	1.46
Food Service Contractors	722310	10	4.6	1.46
Auto Body Shops	811121	10	4.5	1.45
Forestry & Logging	113	11.7	2.7	1.44
Building Inspection Services	541350	10.3	4.1	1.44
Marinas	713930	9.4	4.9	1.43
Commercial and Retail Bakeries	311811, 311812	12	2.1	1.41
Petroleum Product Wholesalers	424720	11.8	2.1	1.39
Mobile Food Services	722330	9.2	4.6	1.38
Blood and Organ Banks	621991	7.9	5.8	1.37
Non-Metal Mining & Quarrying	2123	10.3	3.3	1.36

Industry Sector	NAICS	INV as % of Assets	5-year Average Growth	Inventory Reliance Score
Hair Care Services	812111, 812112	7.3	5.9	1.32
Wind Power	221115	0.6	12.6	1.32
Structural Steel and Precast Concrete Contractors	238120	7.5	5.6	1.31
Drilling Oil & Gas Wells	213111	6.6	6.5	1.31
Biotechnology Research Services	541714	7.5	5.4	1.29
Framing Contractors	238130	6.9	5.6	1.25
HVAC & Plumbing Contractors	238220	6.6	5.6	1.22
Residential Remodelers	236118	6	6.1	1.21
Auto Rental & Leasing	532111, 532112	6.6	5.2	1.18
Graphic Design Services	541430	7.4	4.2	1.16
Diet and Weight Reducing Centers	812191	5.3	6.2	1.15
Direct Mail Advertising	541860	6.9	4.5	1.14
Escrow Agencies and Other Real Estate Services	531390	6.7	4.7	1.14
Mortgage & Nonmortgage Loan Brokers	522310	8.4	2.8	1.12
Process, Distribution & Logistics Consulting	541614	5.6	5.6	1.12
Roofing and Siding Contractors	238160, 238170	5.6	5.6	1.12
Internet Publishing & Web Search Portals	519290	1.5	9.7	1.12
Bars & Nightclubs	722410	7.5	3.6	1.11
Petroleum Refineries	324110	8.5	2.5	1.1
Natural Gas Distribution	221210	8.4	2.6	1.1
Electrical Contractors	238210	5.4	5.6	1.1
Veterinary Practices	541940	5.7	5.2	1.09
Water Supply and Sewage Treatment	221310, 221320	6.5	4.3	1.08
Drywall and Insulation Contractors	238310	5.2	5.6	1.08
Glass and Glazing Contractors	238150	5.2	5.6	1.08
Coal Mining	2121	9.2	1.6	1.08
Data Processing & Hosting	518210	2.2	8.4	1.06
Telecommunications Resellers	517121	7.2	3.3	1.05
Day Spas and Tanning Salons	812199	4.5	5.9	1.04
Consumer Products Rental	5322	9	1.3	1.03
Utility System Construction	2371	2.8	7.5	1.03
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
Book Publishers	513130	16.4	0.4	1.68

Industry Sector	NAICS	INV as % of Assets	5-year Average Growth	Inventory Reliance Score
Railroads	4821	14.6	2.1	1.67
Caterers	722320	9.7	6.9	1.66
Cosmetic and Beauty Supply Stores	456120	13.3	3.3	1.66
Commercial and Retail Bakeries	311811, 311812	14.5	2.1	1.66
Chartered Air Passenger Services	481211	10.4	6.1	1.65
Tire Dealers	441340	14.7	1.8	1.65
TV Broadcasting	516120	12.5	3.7	1.62
Household Appliance Manufacturers	3352	13.9	2.3	1.62
Auto Body Shops	811121	11	4.8	1.58
Manufactured Home Dealers	459930	13.2	2.5	1.57
Sports Teams and Clubs	711211	9.1	6.4	1.55
Deep Sea Freight Transportation	483111	10.5	5	1.55
Used Car Dealers	441120	12.7	2.8	1.55
Firearms Manufacturers	332994	13.7	1.8	1.55
Portfolio Managers & Investment Advisors	523940	9.2	6.2	1.54
Dental Laboratories	339116	11.8	3.6	1.54
Motorcycle and Bicycle Manufacturers	336991	12.8	2.5	1.53
Mental Health Practitioners	621330	9	6.2	1.52
Single-Family Home Builders	236115	11.4	3.8	1.52
Property & Casualty Insurance Carriers	524126	9	6.1	1.51
Nurseries, Garden Centers & Farm Supply	444240	11.7	3.2	1.49
Residential Building Contractors	2361	10.1	4.7	1.48
Farm and Garden Machinery Wholesalers	423820	11.3	3.4	1.47
Sawmills and Wood Preservation	3211	11.7	2.8	1.45
Psychiatric Practices	621112	8.7	5.7	1.44
Law Firms	541110	10.5	3.5	1.4
Tax Preparation Services	541213	9.2	4.7	1.39
Used Motor Vehicle Parts Wholesalers	423140	10.4	3.4	1.38
Home Centers & Hardware Stores	444110, 444140	10.6	3.2	1.38
Family Planning Centers	621410	7.2	6.5	1.37
Health Supplement Stores	456191	9.7	3.9	1.36
Prefabricated Wood Building Manufacturers	321992	11.5	2.1	1.36
Physician Practices	621111	7.8	5.7	1.35
Auto Parts Retailers	441330	11.2	2.3	1.35
Electric Power Generation & Distribution	2211	10.4	2.8	1.32
Parking Lots and Garages	812930	11.2	2	1.32
Crop Production	111	10.3	2.6	1.29

Industry Sector	NAICS	INV as % of Assets	5-year Average Growth	Inventory Reliance Score
Boat Builders	336612	10.5	2.4	1.29
Golf Courses & Country Clubs	713910	6	6.8	1.28
Animal Production	112	9.8	3	1.28
Auto Repair Shops	811111	7.6	4.9	1.25
Movie Theaters	512131	1.9	10.4	1.23
Coffee and Tea Manufacturers	311920	9.2	3	1.22
Amusement Parks and Arcades	7131	1	11.1	1.21
Residential Brokers & Property Managers	531311, 531210	6	6	1.2
Auto Rental & Leasing	532111, 532112	7	5	1.2
Building Inspection Services	541350	8.1	3.9	1.2
Distilleries	312140	8.1	3.9	1.2
Coal Mining	2121	11	0.9	1.19
Dry Cleaning & Laundry Services	812320	9.9	1.7	1.16
Day Spas and Tanning Salons	812199	1.9	9.6	1.15
Payroll Services	541214	6.8	4.7	1.15
Beer Distributors	424810	6.9	4.5	1.14
Diet and Weight Reducing Centers	812191	0.7	10.7	1.14
Hair Care Services	812111, 812112	1.7	9.6	1.13
Specialty Food Stores	4452	8.1	3	1.11
Performing Arts Groups	7111	6.5	4.5	1.1
Continuing Care Retirement Communities	623311	5.4	5.5	1.09
Auto Dealerships	441110	6.2	4.7	1.09
Radio Stations	516210, 516110	7.2	3.7	1.09
Furniture Stores	449110	8.4	2.5	1.09
Commercial Real Estate Brokers	531210	4.8	6	1.08
Consumer Products Rental	5322	9.2	1.5	1.07
Death Care Services	8122	9.8	0.5	1.03
Optometry Practices	621320	3.9	6.2	1.01
Used Merchandise Stores	459510	6.6	3.5	1.01