



The Inventory Reliance Score Report

November 2023

Vertical IQ and Lendovative are working together to provide the Inventory Reliance Score Report – a sales tool for lenders that provides financing to SMBs in the United States. Utilizing data from the Risk Management Association (RMA) relating to inventory and average industry growth rates, the Inventory Reliance Score serves as an indicator of how likely businesses in a specific vertical are to seek short-term working capital financing from lenders within the next 3 months.

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	64.9	4.2	6.91
Jewelry Stores	458310	59.2	1	6.05
Farm and Garden Machinery Wholesalers	423820	55.6	3.4	5.90
Used Car Dealers	441120	55.5	2.8	5.83
RV Dealers	441210	56.1	2.1	5.82
Boat Dealers	441222	51.1	2	5.32
Auto Parts Distributors	423120	48.5	4.0	5.25
Shoe Stores	458210	50	3	5.24
Residential Building Contractors	2361	47	4.7	5.12
Wineries	312130	46.0	5	5.07
Sporting Goods Stores	459110	48.2	2.3	5.05

Industry Sector	NAICS	INV as % of Assets	5-year Average Growth	Inventory Reliance Score
Heavy Duty Truck Manufacturers	336120	45.2	4	4.95
Farm Machinery Manufacturers	333111	46.4	3	4.93
Motorcycle and Bicycle Manufacturers	336991	46.5	2.5	4.90
Beer, Wine, and Liquor Stores	445320	45.3	3.5	4.88
Household Appliance Manufacturers	3352	47	2	4.88
Home Centers & Hardware Stores	444110, 444140	46	3.2	4.87
Aircraft Engine & Parts Mfrs	336412, 336413	38.9	9.5	4.84
Motorcoach, Travel Trailer & Camper Manufacturers	336213, 336214	43.6	4	4.80
Motorcycle Dealers	441227	46	2	4.79
Tobacco and Smoke Shops	459991	45.1	2	4.66
Musical Instrument & Supply Stores	459140	45.5	0.5	4.60
Single-Family Home Builders	236115	42.2	3.8	4.60
Dollar and General Merchandise Stores	455219	42.7	3.1	4.58
Utility, Cargo and Specialty Trailer Manufacturers	336212, 336214	41.4	4.4	4.58
Sporting and Recreational Goods Wholesalers	423910	44.6	0.4	4.50
Swimming Pool and Spa Retailers	459999	43	2	4.43
Auto Parts Retailers	441330	41.9	2.3	4.42
Battery Manufacturers	33591	42.9	1	4.42
Health Supplement Stores	456191	39.8	3.9	4.37

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Manufactured Home Dealers	459930	41.1	2.5	4.36
Auto Dealerships	441110	38.7	4.7	4.34
Paint and Varnish Wholesalers	424950	41	2	4.34
Furniture Stores	449110	41	2.5	4.31
Tire Wholesalers	423130	41.3	1.8	4.31
Electronic Shopping	459999	35.2	7.5	4.27
Boat Builders	336612	40.1	2.4	4.25
Auto and Motor Vehicle Wholesalers	423110	36.5	5.2	4.17
Metal Service Centers	423510	39.2	2	4.16
Wine & Spirits Distributors	424820	37.2	4.2	4.14
Hardware, Plumbing & HVAC Distributors	4237	39.0	2.2	4.12
Lawn and Garden Equipment Manufacturers	333112	37.4	3.5	4.09
Clothing Stores	4581	38.0	2.1	4.01
Distilleries	312140	35.3	3.9	3.92
Used Motor Vehicle Parts Wholesalers	423140	35.7	3.4	3.91
Industrial Supply Distributors	423840	35.7	2.9	3.86
Drug and Druggists' Sundries Wholesalers	424210	31.8	7	3.85
Paint and Wallpaper Stores	444120	36.1	2	3.85
Farm Raw Product Wholesalers	4245	34.5	3.9	3.84
Furniture & Home Furnishings Wholesalers	4232	36.0	2.2	3.82

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Powersports Equipment Manufacturers	336999	34.4	3.7	3.81
Lumber Distributors	423310	35.1	2.9	3.80
Mattress Manufacturers	337910	37.4	0.3	3.77
Apparel Wholesalers	424350	36.0	2	3.76
Textile Furnishings Mills	3141	37.2	0.1	3.73
Cosmetic and Beauty Supply Stores	456120	33.9	3.3	3.72
Automobile Manufacturers	336110	31.4	5.6	3.70
Lighting Equipment Manufacturers	3351	35.3	1.4	3.67
Jewelry and Silverware Manufacturers	339910	36.3	0.1	3.64
Construction Machinery Manufacturers	333120	33.2	3.0	3.62
Electrical Equipment Distributors	423610	34	2.5	3.61
Tire Dealers	441340	34.3	1.8	3.61
Industrial Machinery Distributors	423830	34	1.9	3.60
Building Materials Distributors	4233	34	2.3	3.59
Farm Supplies Wholesalers	424910	33.8	2.0	3.58
Gift and Souvenir Stores	459420	34.5	1.3	3.58
Pet & Pet Supplies Stores	459910	34.4	1.4	3.58
Commercial Equipment Wholesalers	423440	32.9	2.6	3.55
Land Subdivision	237210	30.7	4.8	3.55
Home Furnishings Stores	44912	32.4	2.8	3.52

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Agricultural Chemical Manufacturers	3253	31.2	3.3	3.45
Hardware Manufacturers	332510	33.6	0.7	3.43
Solar Electric Power	221114	2.2	31.7	3.39
Nurseries, Garden Centers & Farm Supply	444240	30.4	3.2	3.36
Snack Food Manufacturers	31191	29.7	3.9	3.36
Prefabricated Wood Building Manufacturers	321992	30.9	2.1	3.30
Process, Distribution & Logistics Consulting	541614	27.8	5.1	3.29
Chemical Distributors	4246	30.3	2.5	3.28
Electronic Component Manufacturers	334416, 334417, 334419	31.9	0.9	3.28
Auto Parts Manufacturers	3363	29.4	3	3.25
Locksmiths	561622	26.8	5.4	3.22
Metal Valve Manufacturers	33291	31.8	0.3	3.21
Spring and Wire Product Manufacturers	3326	30.5	1.6	3.21
Used Merchandise Stores	459510	28.5	3.5	3.20
Firearms Manufacturers	332994	30.0	1.8	3.18
Wood Window and Door Manufacturers	321911	28.4	3.0	3.14
Material Handling Equipment Manufacturers	333921, 333922, 333923, 333924	28.7	2.5	3.12
Audio & Video Equipment Manufacturers	334310	30.3	0.8	3.11
Paint, Coating & Adhesive Manufacturers	3255	28.7	2.4	3.11

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Iron & Steel Mills	331110	28.2	2.6	3.08
Seasoning and Dressing Manufacturers	311941, 311942	27.4	3.3	3.07
Medical Equipment Distributors	423450	27.0	3.5	3.05
Mining and Oil & Gas Machinery Manufacturers	333131, 333132	24.5	5.6	3.01
Plywood and Engineered Wood Manufacturers	3212	26.9	3.2	3.01
Soap & Toilet Preparation Manufacturers	3256	27.4	2.5	2.99
Steel Products Manufacturers	3312	27.3	2.6	2.99
Sawmills and Wood Preservation	3211	26.7	2.8	2.95
Clay Product & Refractory Manufacturers	3271	26.1	3	2.88
Cut Stone & Stone Product Manufacturers	327991	23.9	5	2.88
Food Distributors	4244	26.7	2.0	2.87
Pharmaceutical Manufacturers	3254	24.3	4.4	2.87
Rubber Product Manufacturers	3262	27.9	0.8	2.87
Paper Products Distributors	4241	27.8	1	2.86
Art Dealers and Galleries	459920	22	6.4	2.85
Drug Stores & Pharmacies	456110	24.4	3.9	2.83
Book Publishers	513130	27.8	0.4	2.82
Grocery Stores	445110	25	3.3	2.82
Forging and Stamping	3321	26	2.0	2.80

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Aluminum Production	3313	25.9	2.0	2.79
Grain and Oilseed Milling	3112	24.9	2.8	2.77
Coffee and Tea Manufacturers	311920	25	3.0	2.76
Electrical Equipment Manufacturers	3353	26.3	1.3	2.76
Pet & Animal Food Manufacturers	3111	24.3	3.2	2.75
Fruit & Vegetable Manufacturers	3114	25.2	2.2	2.74
Plastic Products Manufacturers	3261	24.8	2.2	2.70
Medical Device Manufacturers	339112, 339113	24.4	2.4	2.68
HVACR Equipment Manufacturers	3334	25	1.2	2.63
Packaging and Labeling Services	561910	21.8	4	2.59
Resin, Rubber & Fiber Manufacturers	3252	25.1	1	2.59
Industrial Machinery Manufacturers	3332	24.3	1.2	2.55
Perishable Prepared Food Manufacturers	311991	22.3	3.2	2.55
Tile and Terrazzo Contractors	238340	20.3	5.0	2.53
Beer Distributors	424810	21	4.5	2.52
Semiconductor Manufacturers	334413	25.1	0.0	2.51
Computer & Office Equipment Distributors	423420, 423430	21.6	3.3	2.49
Basic Chemical Manufacturers	3251	22.1	2.7	2.48
Dairy Product Manufacturers	3115	20.6	3.7	2.43

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Metalworking Machinery Manufacturers	3335	23.5	0.6	2.41
Furniture Manufacturers	3371, 3372	22.4	1.2	2.36
Seafood Product Preparation & Packaging	311710	19.8	3.1	2.29
Animal Production	112	19.9	3.0	2.29
Candy Manufacturers	311340, 311351, 311352	20.7	2.2	2.29
Architectural & Structural Metals Mfrs	3323	20.5	2.2	2.27
Paper Products Manufacturers	3222	21.0	1.7	2.27
Meat Products Manufacturers	3116	19.2	3.4	2.26
Machine Shops	332710	20.3	1.7	2.20
Wood Container and Pallet Manufacturers	321920	19.2	2.1	2.13
Cookie and Cracker Manufacturers	311821	18.1	3.1	2.12
Recyclable Material Wholesalers	423930	17.5	3.0	2.05
Interior Design Services	541410	15.6	4.6	2.02
Security System Services	561621	14.6	5	2.00
Soft Drink Manufacturers	312111	18.2	2	1.99
Equipment & Machinery Repair Services	811310	17.0	2.4	1.94
Glass & Glass Product Manufacturers	3272	16.9	2.3	1.92
Aviation Support Services	4881	12.3	6.1	1.84