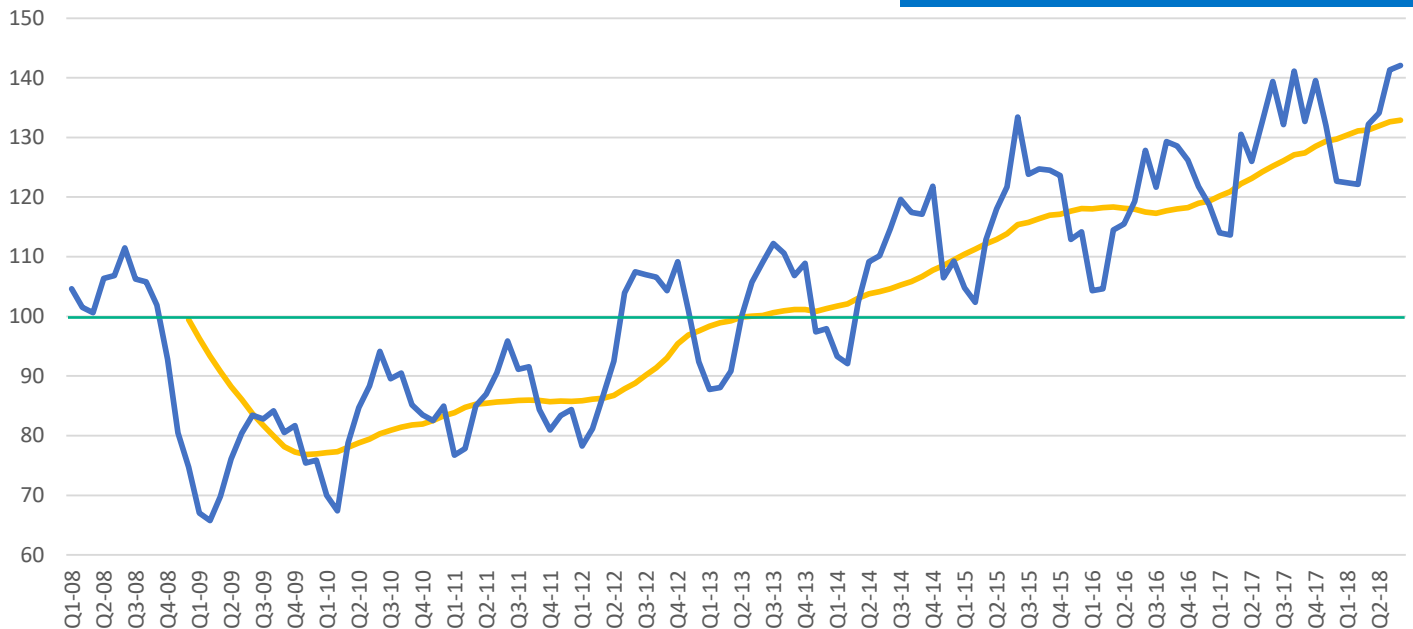


BlueTarp Building Supply Index

Unadjusted	2017 Q2	132.67
	2018 Q2	139.16
12 Mo. Trailing Average	2018 Q1	130.92
	2018 Q2	132.48



How to Interpret the Index

BlueTarp's Building Supply Index is a quarterly measure of the economic health of the building supply industry. The Index is a weighted composite of proprietary BlueTarp spending and delinquency data as well as three macro-economic factors: building permits, construction spend, and consumer confidence. BlueTarp's spending and delinquency data offers a unique cross-section of the industry, representing trends from experience with 120,000 pro customers at over 2,000 suppliers across the United States including hardware stores, lumber yards, building material suppliers, flooring, and plumbing/HVAC.

The index value of 100 is benchmarked to April 2013. Values below 100 reflect recessionary or recovering performance. Values above 100 reflect healthy economic activity. The Index shows both an unadjusted and 12-month trailing average view to incorporate seasonality. The best way to interpret the unadjusted view is to compare current quarter performance to the same quarter the previous year. The best way to read the trailing average view, is quarter to quarter in the same year. A higher value vs. previous timeframe reflects further strengthening. A lower value would indicate weakening.

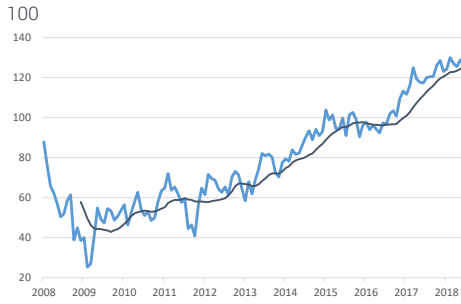
Macro-economic data points can be restated up to four months post release.

About BlueTarp:

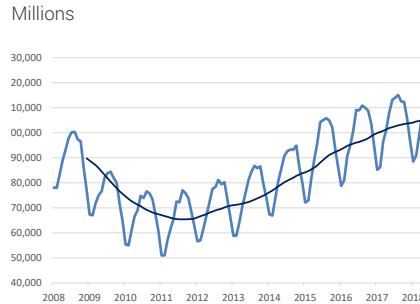
BlueTarp is a B2B credit management company that helps suppliers stop being the bank by paying them upfront for their sales and protecting them from risk so they can fund the growth of their business.

Macro-Economic Drivers

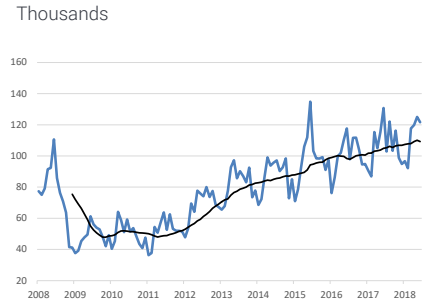
Consumer Confidence



Construction Spend

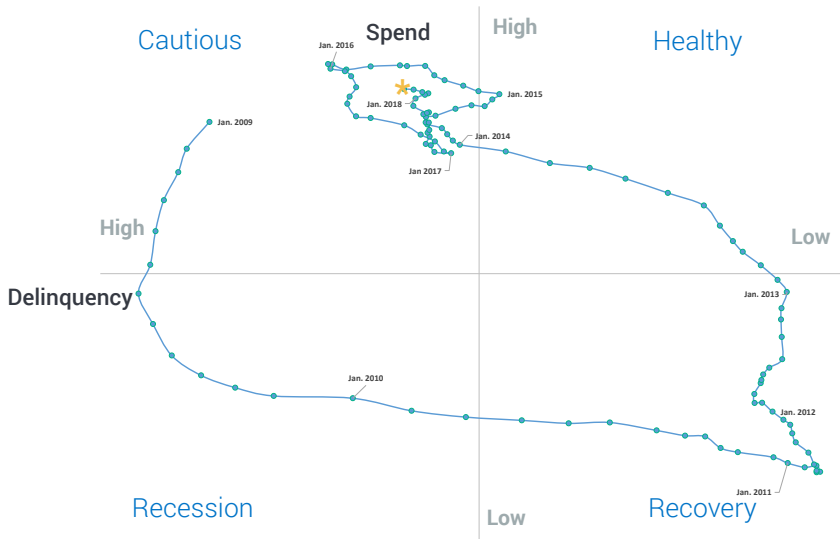


Building Permits



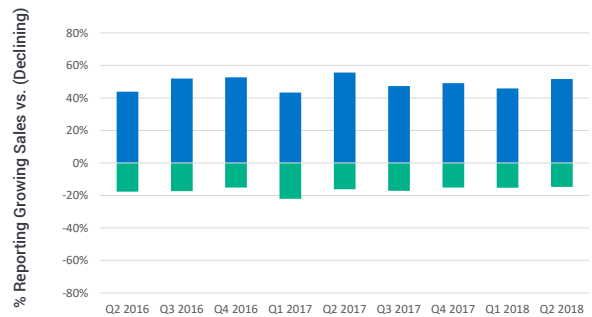
Sources: census.gov, The Conference Board

Spend and Delinquency

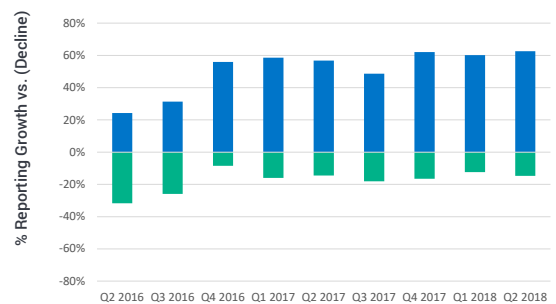


Contractor Sentiment

Compared to last year, how are your sales trending?



Looking ahead at the next 12 months, what is your view on the health of the US economy?



How to Read This:

The chart above reflects a trailing 12-month average of our proprietary spend and delinquency data from pro customers of BlueTarp's 2,000+ suppliers across the US. Each data point reflects the average spend and delinquency of contractors for a given month. The best way to read is to compare data point to data point.

Highlights:

- More than half of contractors reported having growing sales in Q2 2018 compared to last year.
- When asked about the health of the economy in the next 12 months, respondents are still optimistic. But, they are challenged with finding quality workers due to the labor shortage.

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