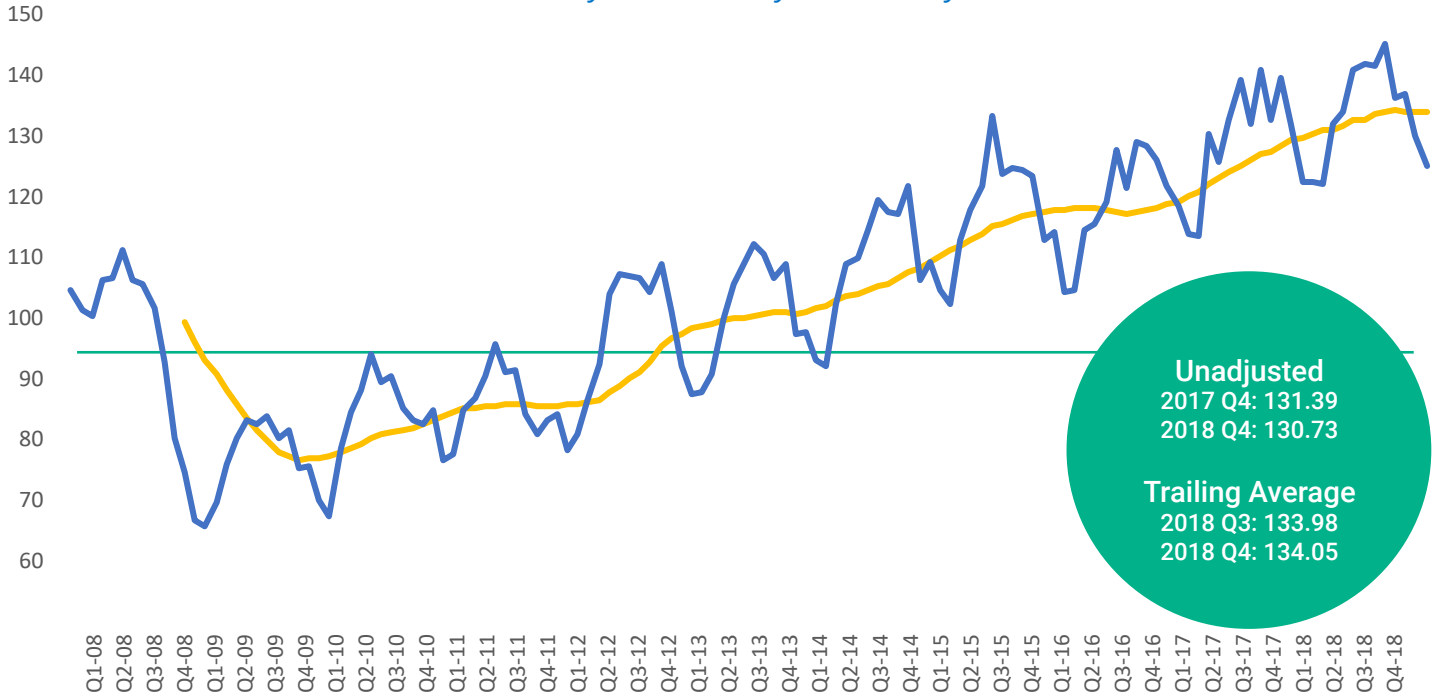


# BlueTarp Q4 2018 Building Supply Index

*Index reveals more uncertainty with first year-over-year decline since 2016*



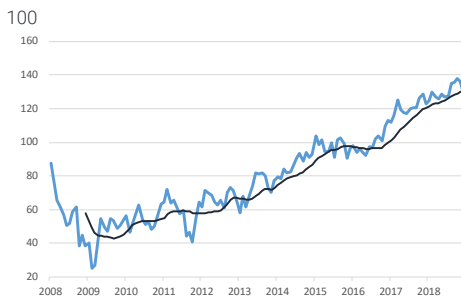
BlueTarp's Building Supply Index is a quarterly measure of the economic health of the building supply industry. The Index is a weighted composite of proprietary BlueTarp spending and delinquency data as well as three macro-economic factors: building permits, construction spend, and consumer confidence. 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 1,000 active 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.

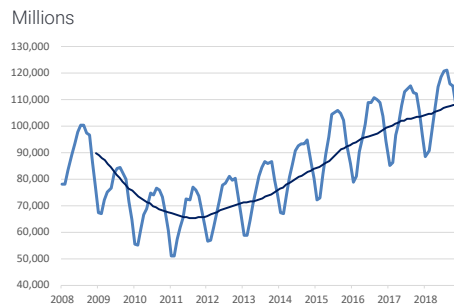
Macro-economic data points can be restated up to four months post release.

## Macro-Economic Drivers

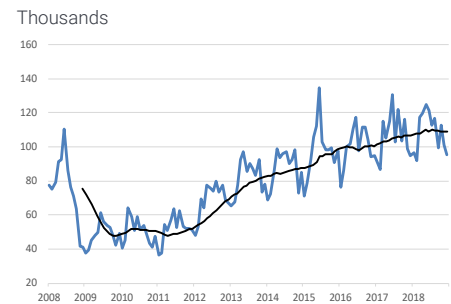
**Consumer Confidence**



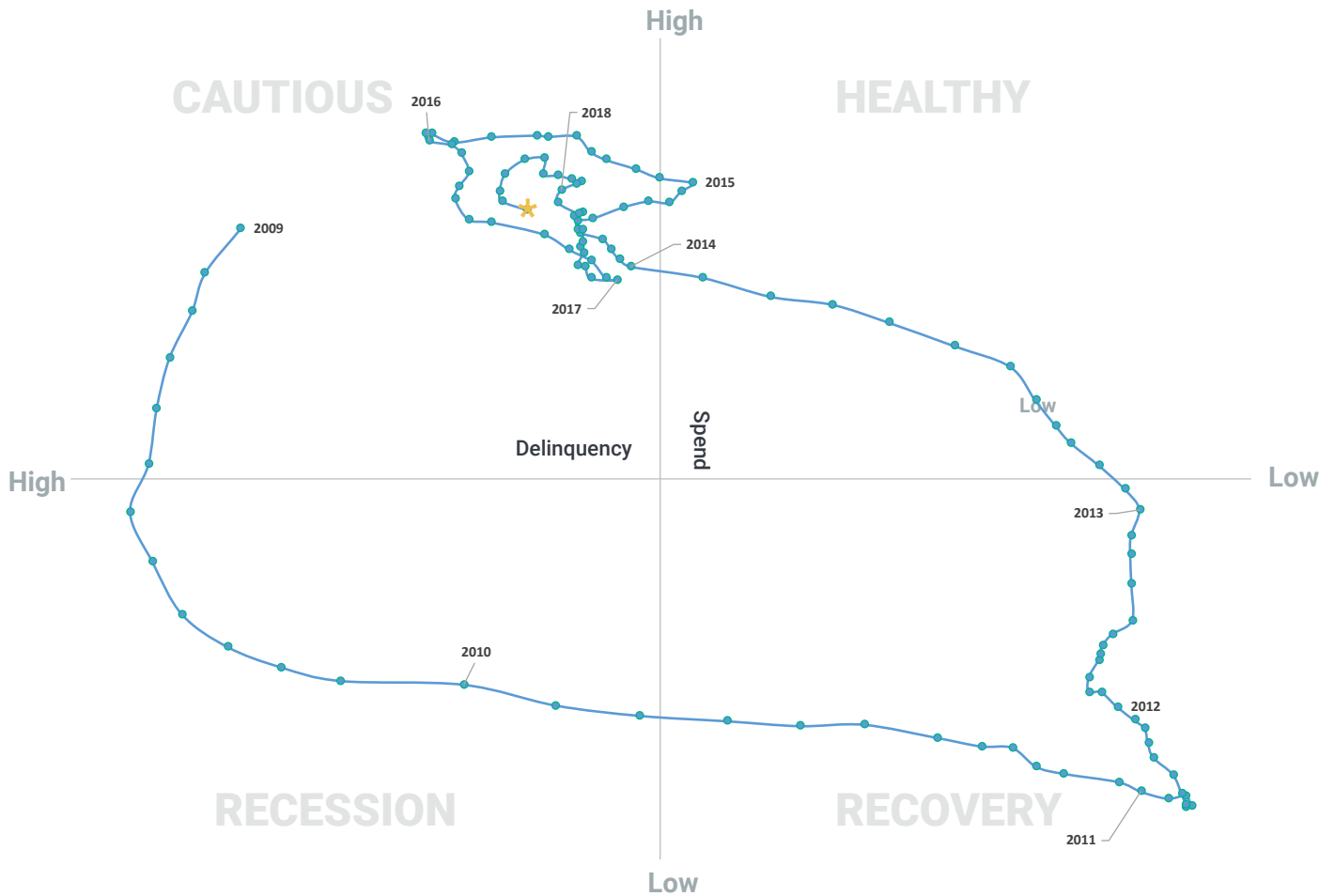
**Construction Spend**



**Building Permits**



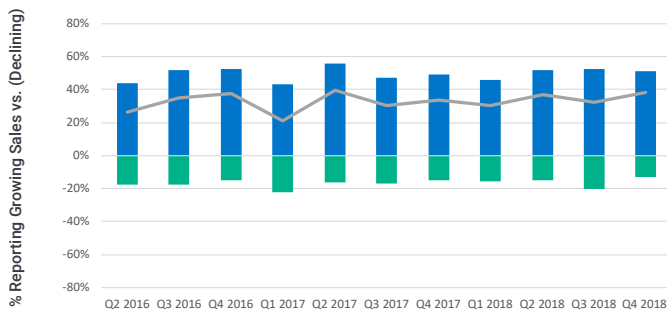
## Spend and Delinquency



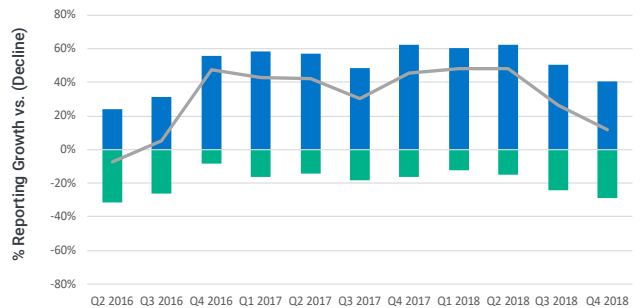
The chart above reflects a trailing 12-month average of our proprietary spend and delinquency data from pro customers of BlueTarp's 1,000+ active suppliers across the US. Each data point reflects the average spend and delinquency of contractors for a given month. The best way to read is to compare data point to data point.

## 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?



### Highlights

- Nearly 30% of respondents are anticipating an economic decline within the next 12-months.
- Contractors are uncertain about tariffs, interest rates, and trade wars.

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.

Visit [www2.bluetarp.com/content](http://www2.bluetarp.com/content) to subscribe to additional BlueTarp content.