

WHOLESALE TRADE'S GROWTH



Revenue Growth vs. National

5.4%

WHOLESALE TRADE'S MIDDLE MARKET GROWTH OVER THE PAST 12 MONTHS

7.4%

Past 12 Months National

5.9%

WHOLESALE TRADE'S MIDDLE MARKET GROWTH OVER THE NEXT 12 MONTHS

5.3%

Next 12 Months National

Employment Growth

1.9%

WHOLESALE TRADE'S MIDDLE MARKET GROWTH OVER THE PAST 12 MONTHS

4.3%

Past 12 Months National

1.2%

WHOLESALE TRADE'S MIDDLE MARKET GROWTH OVER THE NEXT 12 MONTHS

3.2%

Next 12 Months National

Top 3 Internal Challenges (Next 3 Mo.):

41%

Business Growth

25%

Staff/ Employees

14%

Government Regulations

Top 3 Internal Challenges (Next 12 Mo.):

43%

Staff/ Employees

38%

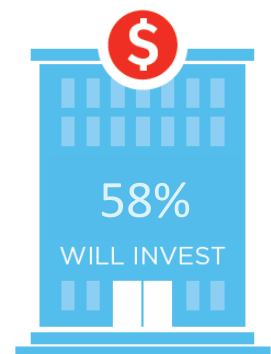
Business Growth

9%

Finances

Preparing for growth through capital investment

Middle market companies in Wholesale Trade are sending a strong message that they are poised to invest.



FOR MORE INFORMATION VISIT
MIDDLEMARKETCENTER.ORG



MEET WHOLESALE TRADE'S MIGHTY MIDDLE MARKET

Wholesale Trade's Middle Market Defined

ANNUAL REVENUE

\$10MM—\$1B



GENERATING

\$604B

IN ANNUAL REVENUE



MORE THAN

17,400

BUSINESSES



REPRESENTS

2.2%

OF ALL WHOLESALE TRADE
COMPANIES



GENERATES

28.9%

OF ALL WHOLESALE TRADE
BUSINESS REVENUE



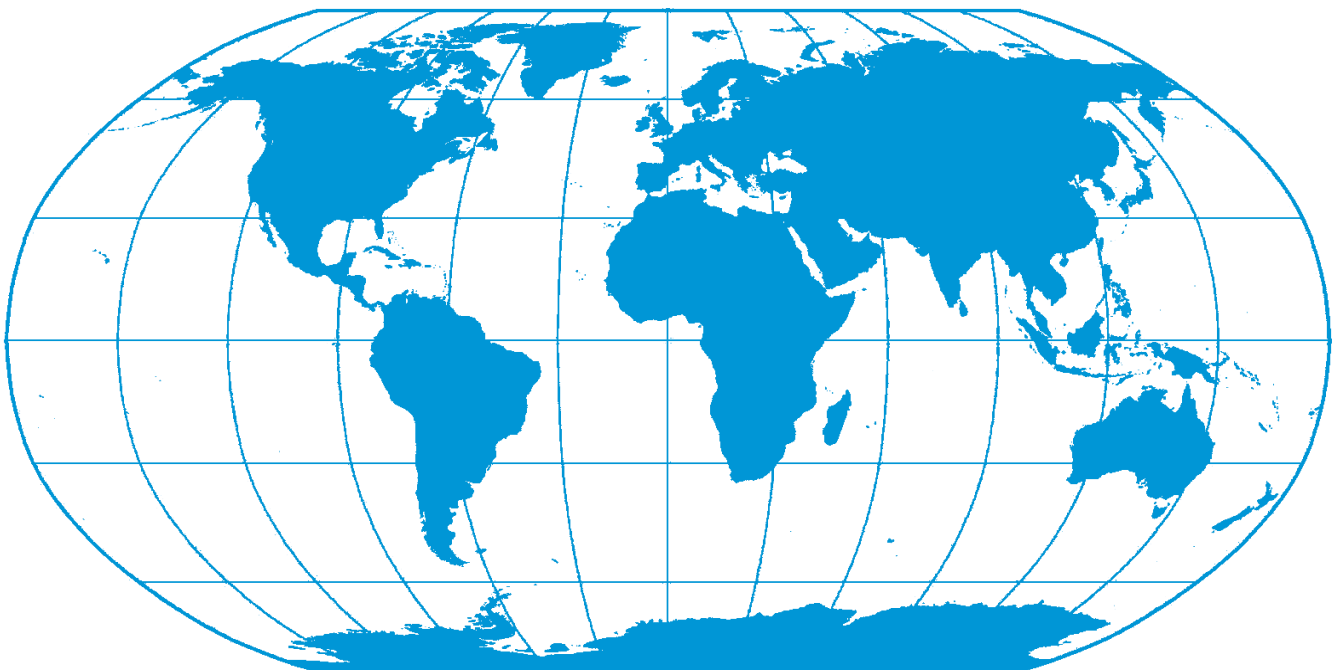
EMPLOYS

37.6%

OF THE WHOLESALE TRADE
WORKFORCE



Percentage of Revenues around the World



86.9% United States 4.8% Canada/Mexico 3.2% Europe 3.1% Asia 0.2% Other
0.8% Middle East 0.1% Africa 1% Latin America