



NATIONAL CENTER FOR
THE MIDDLE MARKET

WHOLESALE TRADE MIDDLE MARKET INDICATOR

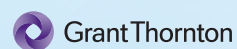


2Q | 2017

IN COLLABORATION WITH



THE OHIO STATE UNIVERSITY
FISHER COLLEGE OF BUSINESS



Wholesale Trade's Revenue Growth vs. National

3.8%

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

6.7%

Past 12 Months National

6.1%

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

5.3%

Next 12 Months National

Wholesale Trade's Employment Growth vs. National

4.1%

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

5.7%

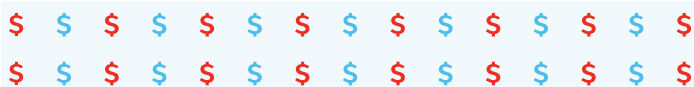
Past 12 Months National

2.7%

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

4.7%

Next 12 Months National



Wholesale Trade's Top Internal Challenges Over The Next 3 Months



STAFF/EMPLOYEES

49%



BUSINESS GROWTH

45%



COSTS

24%

VS. NEXT 12 MONTHS

STAFF/EMPLOYEES

55%

BUSINESS GROWTH

36%

COSTS

21%

Preparing for Growth Through Capital Investment

OVER HALF OF MIDDLE MARKET WHOLESALE COMPANIES PLAN TO INVEST.



Wholesale Trade's Middle Market Defined



Wholesale Trade's Percentage of Revenues Around the World

