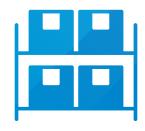


# WHOLESALE TRADE

MIDDLE MARKET INDICATOR

1Q 2018



IN COLLABORATION WITH









## Wholesale Trade's Revenue Growth vs. National

WHOLESALE TRADE'S MIDDLE MARKET

PAST 12 MO.

8.7%

8.4% Past 12 Months National WHOLESALE TRADE'S MIDDLE MARKET

NEXT 12 MO.

4.5%

5.9% Next 12 Months National Wholesale Trade's Employment Growth vs. National

WHOLESALE TRADE'S MIDDLE MARKET

PAST 12 MO.

4.1%

6.3% Past 12 Months National

WHOLESALE TRADE'S MIDDLE MARKET

NEXT 12 MO.

2.7%

4.6% Next 12 Months National





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



A Q %



38%



35%

# Preparing for Growth Through Capital Investment

MIDDLE MARKET WHOLESALE COMPANIES ARE POISED TO INVEST.



#### **VS. NEXT 12 MONTHS**

STAFF/EMPLOYEES

49%

**BUSINESS GROWTH** 

28%

FINANCIAL

18%

#### Wholesale Trade's Middle Market Defined

\$10 MM-\$1B



**REPRESENTS** 

2.2%

OF ALL WHOLESALE TRADE COMPANIES

Source: 2014 D&B Data

MORE THAN

17,400

BUSINESSES



**EMPLOYS** 

37.6%

OF THE WHOLESALE TRADE WORKFORCE

\$604B
IN ANNUAL REVENUE

GENERATES

28.9%

OF ALL WHOLESALE TRADE BUSINESS REVENUE

### Wholesale Trade's Percentage of Revenues Around the World



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