



NATIONAL CENTER FOR
THE MIDDLE MARKET

WHOLESALE TRADE

MIDDLE MARKET INDICATOR

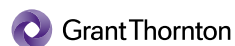
2Q | 2018



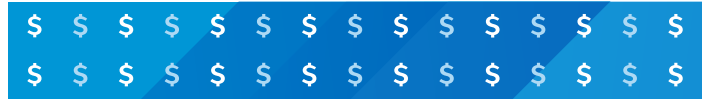
IN COLLABORATION WITH



THE OHIO STATE UNIVERSITY
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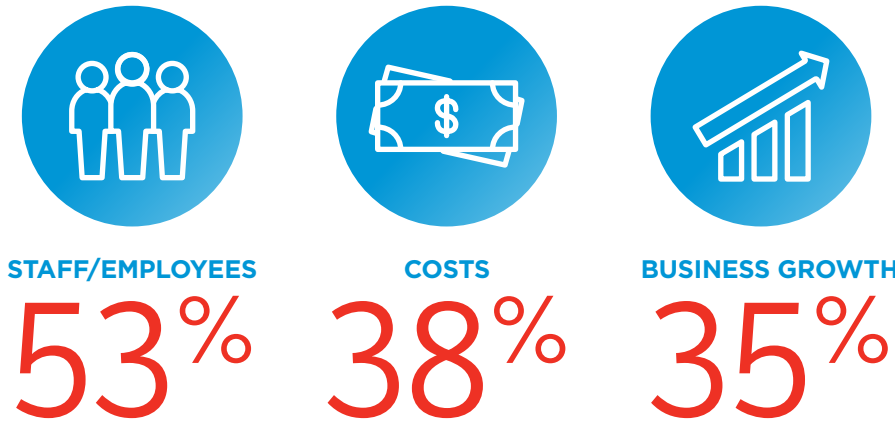
Wholesale Trade's Revenue Growth vs. National



Wholesale Trade's Employment Growth vs. National



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



Preparing for Growth Through Capital Investment



VS. NEXT 12 MONTHS

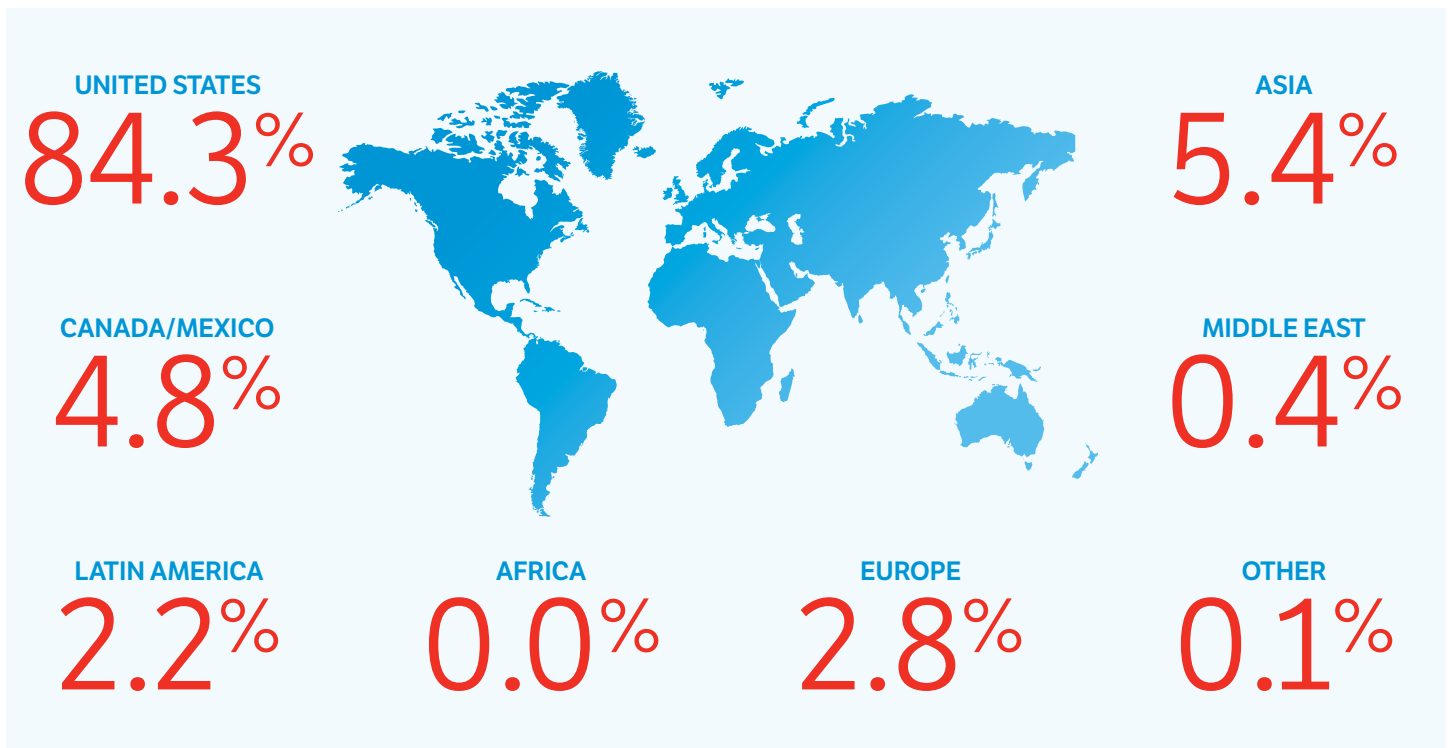


Wholesale Trade's Middle Market Defined



Source: 2014 D&B Data

Wholesale Trade's Percentage of Revenues Around the World



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