

## WHOLESALE TRADE'S GROWTH



### Revenue Growth vs. National

**5.6%**

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

**6.6%**

Past 12 Months National

**3.7%**

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

**5.1%**

Next 12 Months National

### Employment Growth

**3.1%**

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

**3.9%**

Past 12 Months National

**1.4%**

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

**2.7%**

Next 12 Months National

### Top 3 Internal Challenges (Next 3 Mo.):

55%

Business Growth

32%

Staff/ Employees

24%

Costs

### Top 3 Internal Challenges (Next 12 Mo.):

37%

Business Growth

31%

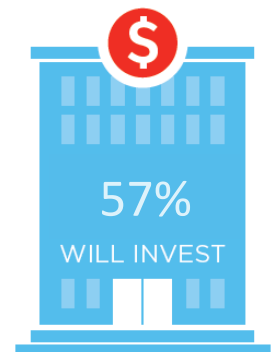
Staff/Employees

22%

Costs

### 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](http://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



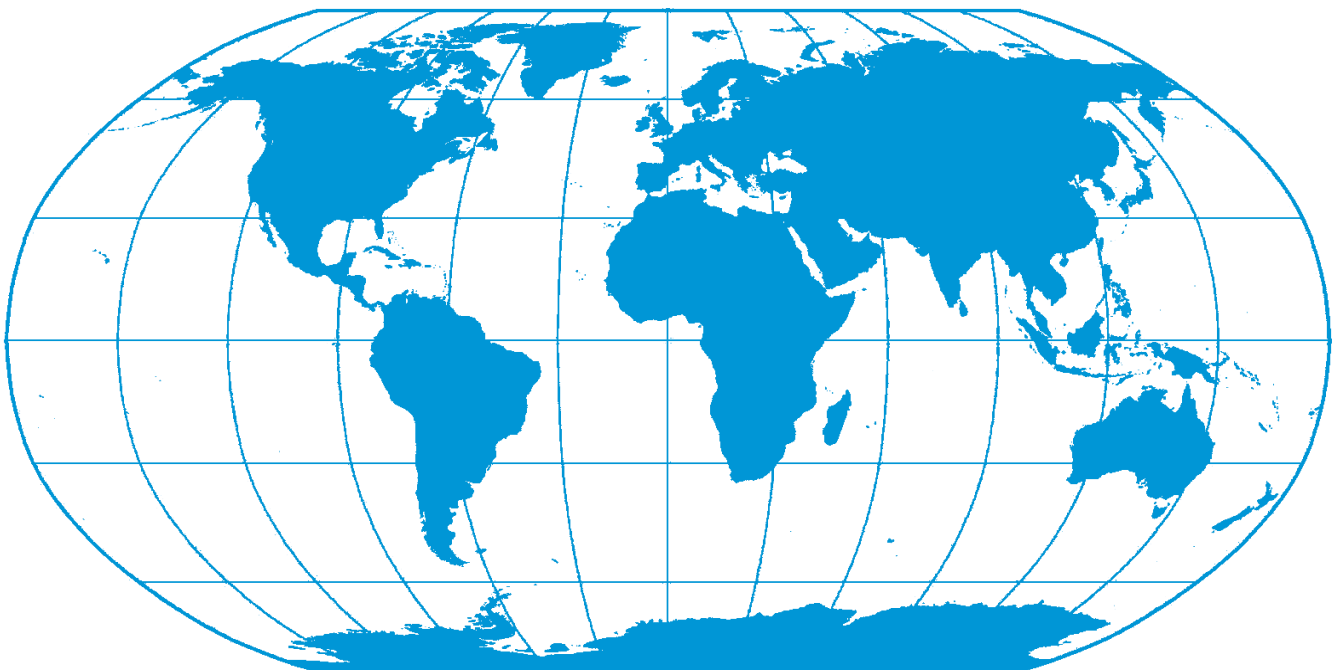
EMPLOYS

**37.6%**

OF THE WHOLESALE TRADE  
WORKFORCE



## Percentage of Revenues around the World



81.7% United States 6.2% Canada/Mexico 5.7% Europe 4.9% Asia 0% Other  
0.4% Middle East 0.1% Africa 1% Latin America