

WHOLESALE TRADE'S GROWTH



Revenue Growth vs. National

4.0%

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

7.2%

Past 12 Months National

2.7%

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

4.1%

Next 12 Months National

Employment Growth

2.4%

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

4.1%

Past 12 Months National

0.9%

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

3.2%

Next 12 Months National

Top 3 Internal Challenges (Next 3 Mo.):

42%

Business Growth

31%

Staff/ Employees

17%

Costs

Top 3 Internal Challenges (Next 12 Mo.):

38%

Staff/Employees

23%

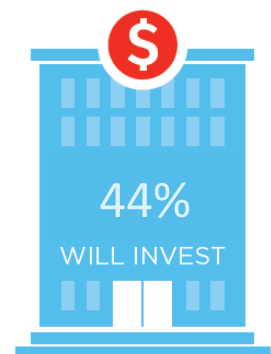
Business Growth

15%

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



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



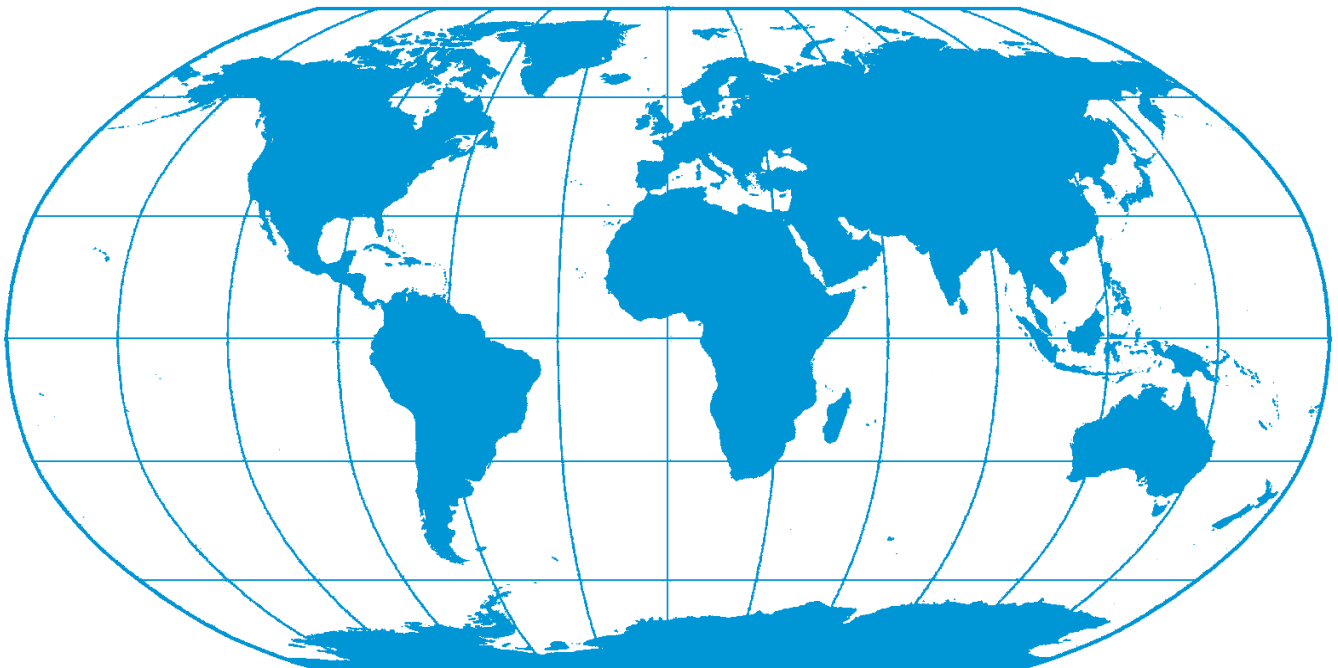
EMPLOYS

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