



NATIONAL CENTER FOR
THE MIDDLE MARKET

WHOLESALE TRADE MIDDLE MARKET INDICATOR

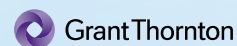


4Q | 2016

IN COLLABORATION WITH



THE OHIO STATE UNIVERSITY
FISHER COLLEGE OF BUSINESS



Wholesale Trade's Revenue Growth vs. National

6.0%

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



4.9%

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



Wholesale Trade's Employment Growth vs. National

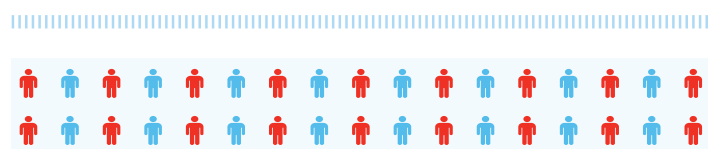
4.6%

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



3.2%

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



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



BUSINESS GROWTH

35%



STAFF/EMPLOYEES

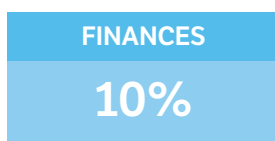
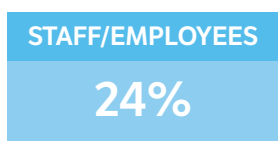
28%



COSTS

17%

VS. NEXT 12 MONTHS



Preparing for Growth Through Capital Investment

7 IN 10 WHOLESALE COMPANIES PLAN TO INVEST.



Wholesale Trade's Middle Market Defined



Source: 2014 D&B Data

Wholesale Trade's Percentage of Revenues Around the World

