

# WHOLESALE TRADE

### MIDDLE MARKET INDICATOR

1Q 2019



IN COLLABORATION WITH









### Wholesale Trade's Revenue Growth vs. National

WHOLESALE TRADE'S MIDDLE MARKET

PAST 12 MO.

8.5%

Past 12 Months National WHOLESALE TRADE'S MIDDLE MARKET

NEXT 12 MO.

6.5%

5.4% Next 12 Months National Wholesale Trade's Employment Growth vs. National

WHOLESALE TRADE'S MIDDLE MARKET

PAST 12 MO.

5.9%

WHOLESALE TRADE'S MIDDLE MARKET

NEXT 12 MO.

1.3%

5.6% Past 12 Months National 3.4% Next 12 Months National



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



BUSINESS GROWTH

**TALENT MANAGEMENT** 

40%



**GOVERNMENT** 

20%

## Preparing for Growth Through Capital Investment

WHOLESALE
TRADE BUSINESSES
REPORT A DIP
IN WILLINGNESS
TO INVEST
COMPARED TO
LAST QUARTER'S
REPORTED 65%.



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

**BUSINESS GROWTH** 

39%

TALENT MANAGEMENT

36%

COSTS

21%

#### 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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