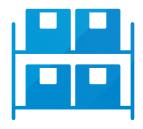


WHOLESALE TRADE

MIDDLE MARKET INDICATOR

2Q 2019



IN COLLABORATION WITH









Wholesale Trade's Revenue Growth vs. National

WHOLESALE TRADE'S MIDDLE MARKET

PAST 12 MO.

6.9%

8.5% Past 12 Months National WHOLESALE TRADE'S MIDDLE MARKET

NEXT 12 MO.

3.8%

5.4% Next 12 Months National

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Wholesale Trade's Employment Growth vs. National

WHOLESALE TRADE'S MIDDLE MARKET

PAST 12 MO.

5.9%

6.4% Past 12 Months National

WHOLESALE TRADE'S MIDDLE MARKET

NEXT 12 MO.

2.8%

4.8% Next 12 Months National



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



TALENT MANAGEMENT



BUSINESS GROWTH

43%



\$

FINANCIAL

20%

Preparing for Growth Through Capital Investment

WHOLESALE TRADE BUSINESSES REPORT AN INCREASE IN WILLINGNESS TO INVEST COMPARED TO LAST QUARTER'S REPORTED 55%.



VS. NEXT 12 MONTHS

TALENT MANAGEMENT

47%

BUSINESS GROWTH

21%

COSTS

15%

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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