

## WHOLESALE TRADE'S GROWTH



### Revenue Growth vs. National

8.1%

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

7.5%

Past 12 Months  
National

7.2%

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

5.5%

Next 12 Months  
National

### Employment Growth

3.0%

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

3.5%

Past 12 Months  
National

3.4%

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

3.6%

Next 12 Months  
National

### Top 3 Challenges:

95%

The cost of healthcare

86%

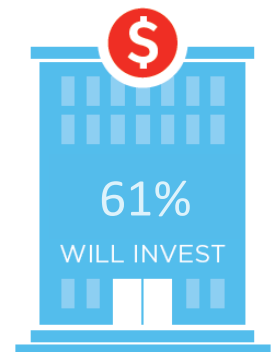
Ability to maintain  
margins

83%

Ability to grow revenue

### 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

**\$725B**

IN ANNUAL REVENUE



MORE THAN

**16,500**

BUSINESSES



REPRESENTS

**0.7%**

OF ALL NATIONAL  
COMPANIES



GENERATES

**22%**

OF ALL NATIONAL  
BUSINESS REVENUE



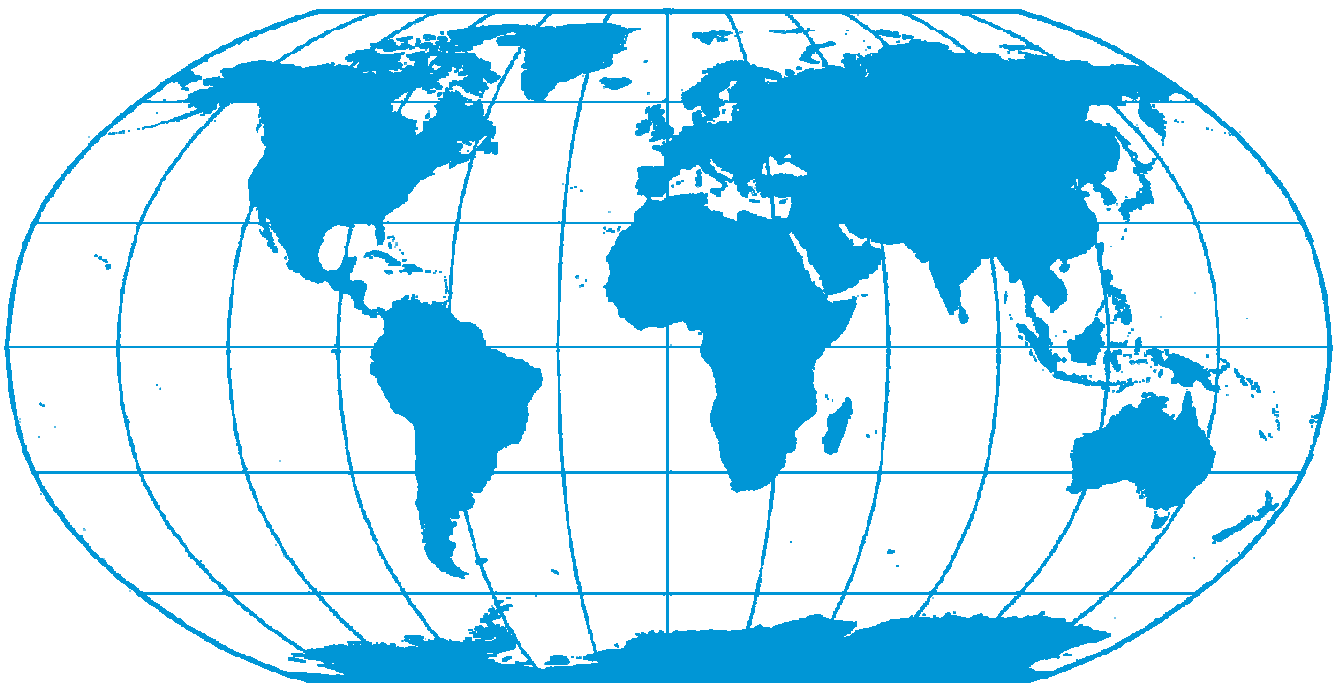
EMPLOYS

**29%**

OF THE NATIONAL  
WORKFORCE



## Percentage of Revenues around the World



85.2% United States 3.4% Canada/ Mexico 6.4% Europe 1.0% Asia 3.9% Other