



NATIONAL CENTER FOR
THE MIDDLE MARKET

WHOLESALE TRADE MIDDLE MARKET INDICATOR

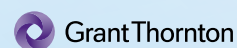


1Q | 2017

IN COLLABORATION WITH



THE OHIO STATE UNIVERSITY
FISHER COLLEGE OF BUSINESS



Wholesale Trade's Revenue Growth vs. National

5.3%

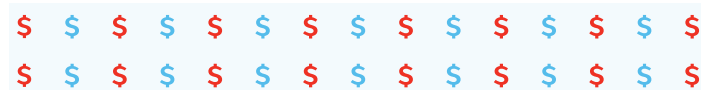
WHOLESALE TRADE'S MIDDLE MARKET GROWTH OVER THE PAST 12 MONTHS

9.2% Past 12 Months National

6.9%

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

8.8% Next 12 Months National



Wholesale Trade's Employment Growth vs. National

4.3%

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

7.5% Past 12 Months National

2.0%

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

6.0% Next 12 Months National



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



BUSINESS GROWTH

56%



STAFF/EMPLOYEES

54%



COSTS

27%

VS. NEXT 12 MONTHS

STAFF/EMPLOYEES
38%

COSTS
16%

BUSINESS GROWTH
12%

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

