



NATIONAL CENTER FOR
THE MIDDLE MARKET

WHOLESALE TRADE MIDDLE MARKET INDICATOR

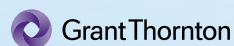


2Q | 2017

IN COLLABORATION WITH



THE OHIO STATE UNIVERSITY
FISHER COLLEGE OF BUSINESS



Wholesale Trade's Revenue Growth vs. National

3.8%

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

6.7% Past 12 Months National

6.1%

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

5.3% Next 12 Months National

Wholesale Trade's Employment Growth vs. National

4.1%

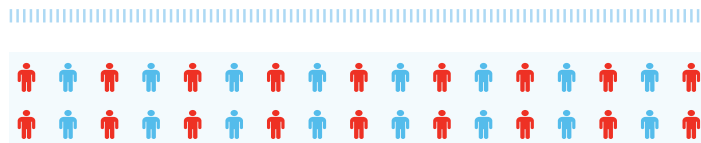
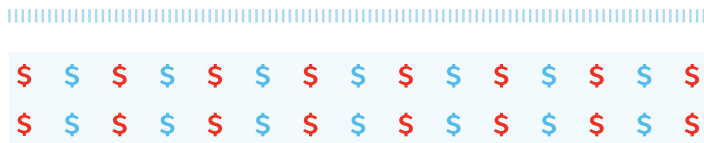
WHOLESALE TRADE'S MIDDLE MARKET GROWTH OVER THE PAST 12 MONTHS

5.7% Past 12 Months National

2.7%

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

4.7% Next 12 Months National



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



STAFF/EMPLOYEES

49%



BUSINESS GROWTH

45%



COSTS

24%

VS. NEXT 12 MONTHS

STAFF/EMPLOYEES
55%

BUSINESS GROWTH
36%

COSTS
21%

Preparing for Growth Through Capital Investment

OVER HALF OF MIDDLE MARKET WHOLESALE COMPANIES PLAN TO INVEST.



Wholesale Trade's Middle Market Defined

ANNUAL REVENUE
\$10 MM-\$1 B



REPRESENTS
2.2%
OF ALL WHOLESALE
TRADE COMPANIES

MORE THAN
17,400
BUSINESSES



EMPLOYS
37.6%
OF THE WHOLESALE
TRADE WORKFORCE

GENERATING
\$604B
IN ANNUAL REVENUE



GENERATES
28.9%
OF ALL WHOLESALE
TRADE BUSINESS REVENUE

Source: 2014 D&B Data

Wholesale Trade's Percentage of Revenues Around the World



UNITED STATES
84.3%

CANADA/MEXICO
4.8%

EUROPE
2.8%

ASIA
5.4%

LATIN AMERICA
2.2%

MIDDLE EAST
0.4%

AFRICA
0.0%

OTHER
0.1%