



NATIONAL CENTER FOR
THE MIDDLE MARKET

WHOLESALE TRADE

MIDDLE MARKET INDICATOR

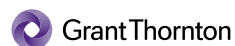
3Q | 2018



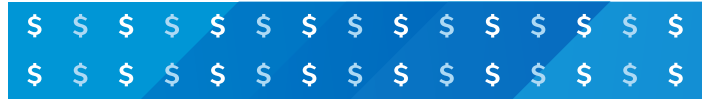
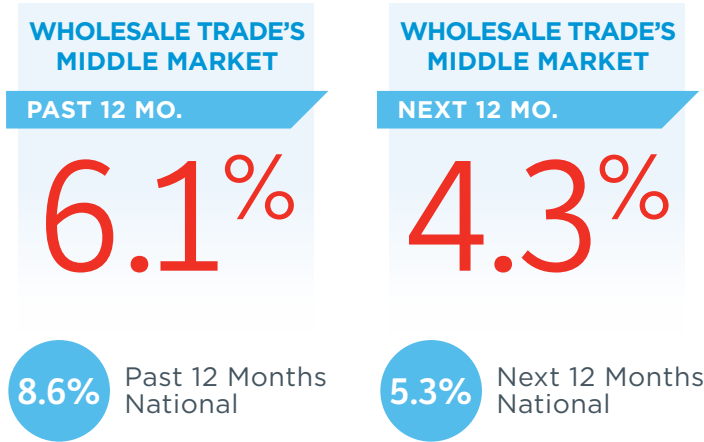
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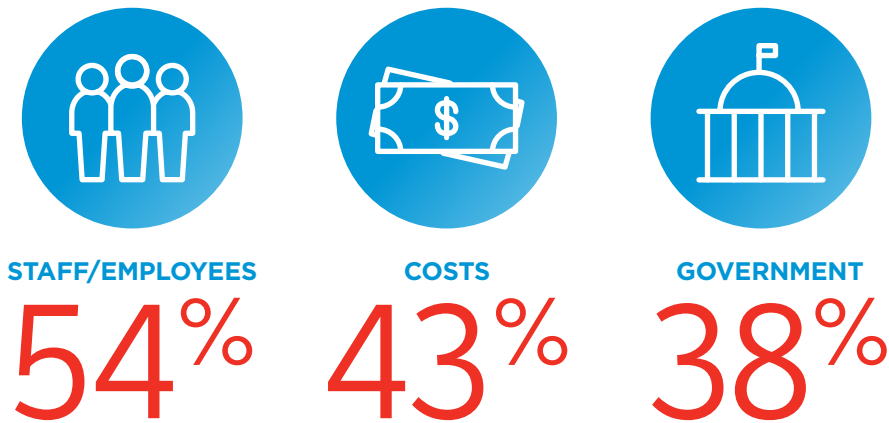
Wholesale Trade's Revenue Growth vs. National



Wholesale Trade's Employment Growth vs. National

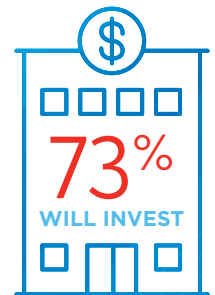


Wholesale Trade's Top Internal Challenges Over The Next 3 Months



Preparing for Growth Through Capital Investment

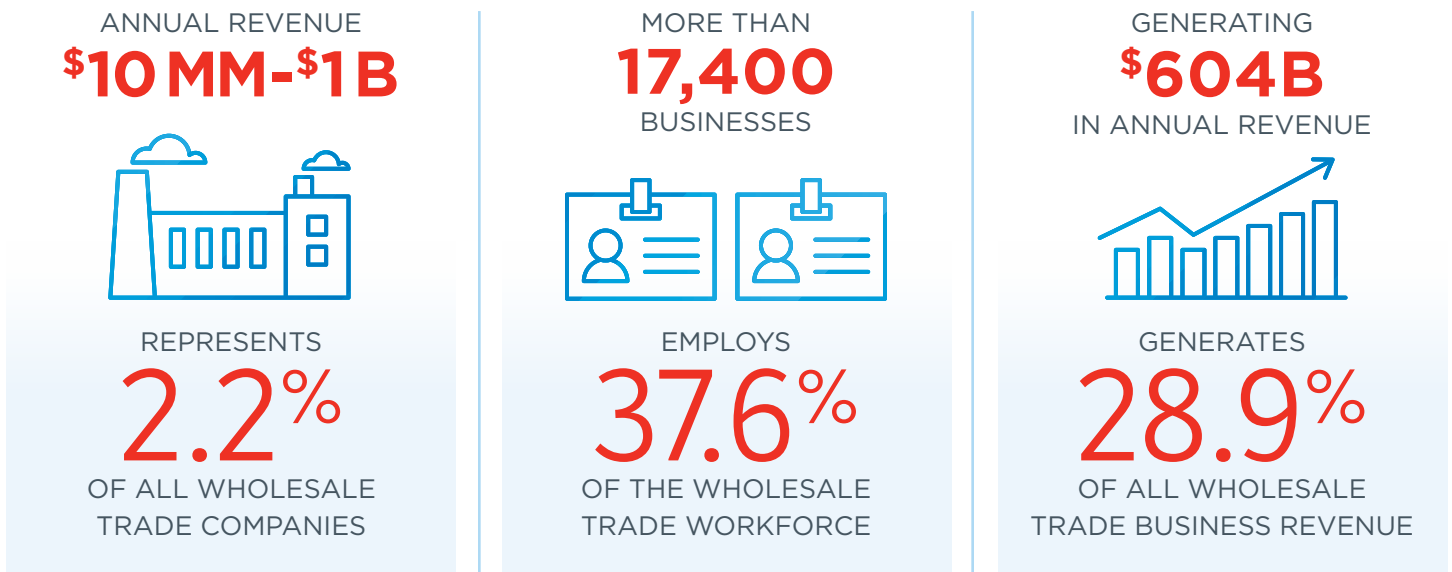
WHOLESALE TRADE BUSINESSES SEE A SIGNIFICANT INCREASE IN WILLINGNESS TO INVEST COMPARED TO LAST QUARTER'S REPORTED 60%.



VS. NEXT 12 MONTHS

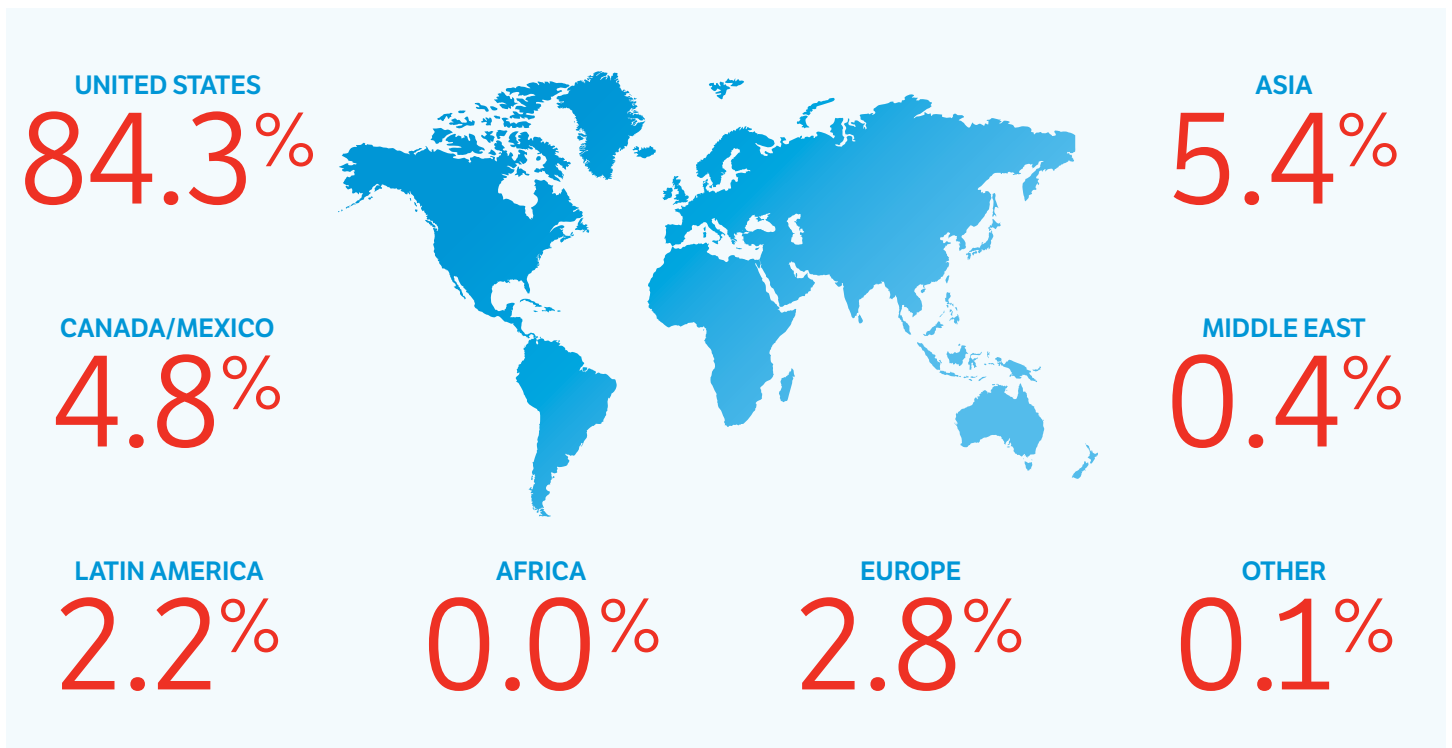


Wholesale Trade's Middle Market Defined



Source: 2014 D&B Data

Wholesale Trade's Percentage of Revenues Around the World



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