



NATIONAL CENTER FOR  
THE MIDDLE MARKET

# WHOLESALE TRADE

MIDDLE MARKET INDICATOR

## 3Q | 2019



IN COLLABORATION WITH



THE OHIO STATE UNIVERSITY  
FISHER COLLEGE OF BUSINESS

CHUBB®

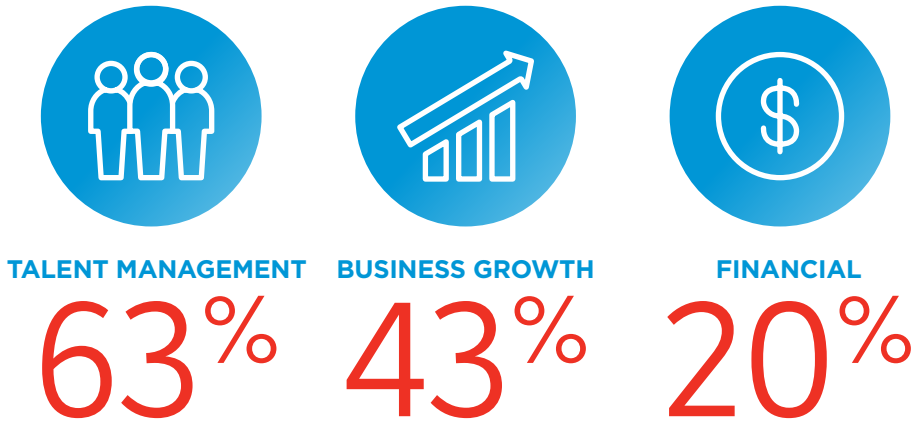
### Wholesale Trade's Revenue Growth vs. National



### Wholesale Trade's Employment Growth vs. National

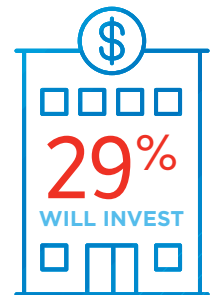


### Wholesale Trade's Top Internal Challenges Over The Next 3 Months



### Preparing for Growth Through Capital Investment

WHOLESALE TRADE BUSINESSES REPORT A SIGNIFICANT DECREASE IN WILLINGNESS TO INVEST COMPARED TO LAST QUARTER'S REPORTED 64%.



VS. NEXT 12 MONTHS

TALENT MANAGEMENT	COSTS	FINANCIAL
26%	21%	16%

## Wholesale Trade’s Middle Market Defined

ANNUAL REVENUE  
**\$10 MM-\$1B**



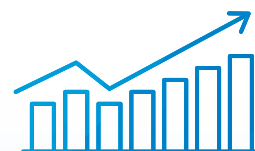
REPRESENTS  
**2.2%**  
OF ALL WHOLESALE  
TRADE COMPANIES

MORE THAN  
**17,400**  
BUSINESSES



EMPLOYS  
**37.6%**  
OF THE WHOLESALE  
TRADE WORKFORCE

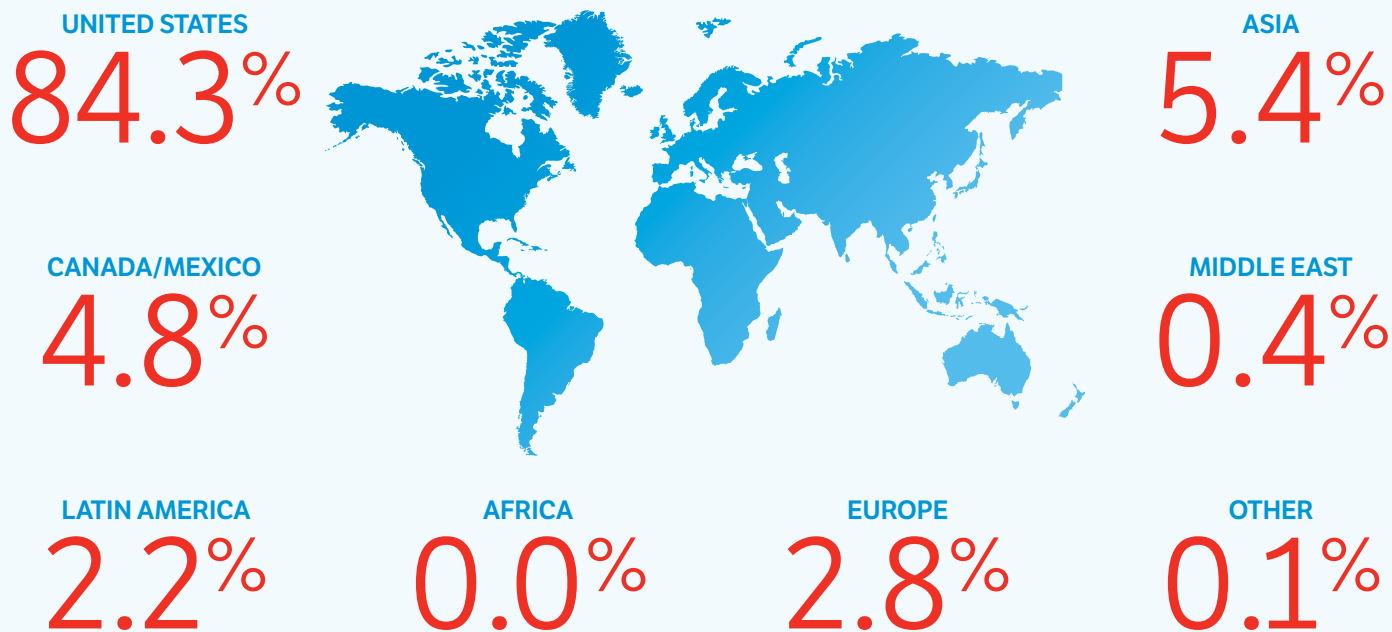
GENERATING  
**\$604B**  
IN ANNUAL REVENUE



GENERATES  
**28.9%**  
OF ALL WHOLESALE  
TRADE BUSINESS REVENUE

Source: 2014 D&B Data

## Wholesale Trade’s Percentage of Revenues Around the World



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