



NATIONAL CENTER FOR
THE MIDDLE MARKET

WHOLESALE TRADE

MIDDLE MARKET INDICATOR

4Q | 2019



IN COLLABORATION WITH



THE OHIO STATE UNIVERSITY
FISHER COLLEGE OF BUSINESS

CHUBB®

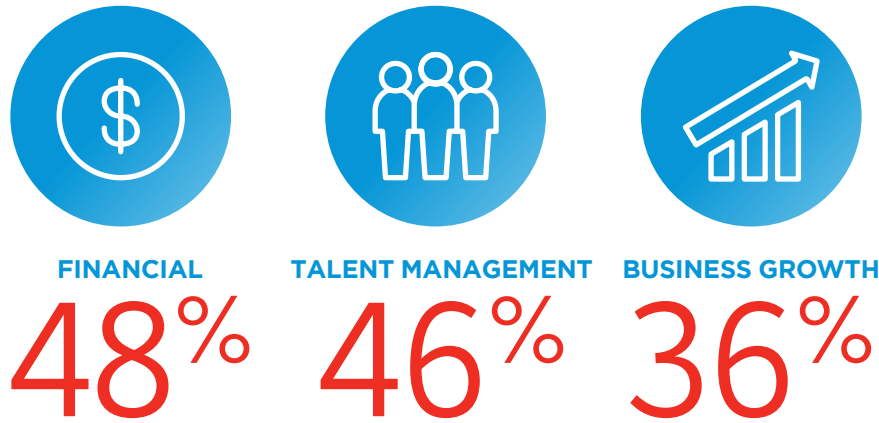
Wholesale Trade's Revenue Growth vs. National



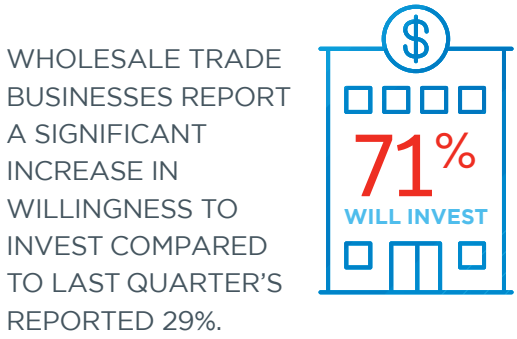
Wholesale Trade's Employment Growth vs. National



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



Preparing for Growth Through Capital Investment



VS. NEXT 12 MONTHS



Wholesale Trade's Middle Market Defined

ANNUAL REVENUE
\$10 MM-\$1B



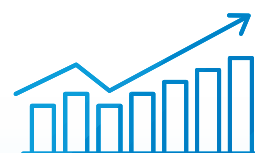
REPRESENTS
2.2%
OF ALL WHOLESALE
TRADE COMPANIES

MORE THAN
17,400
BUSINESSES



EMPLOYS
37.6%
OF THE WHOLESALE
TRADE WORKFORCE

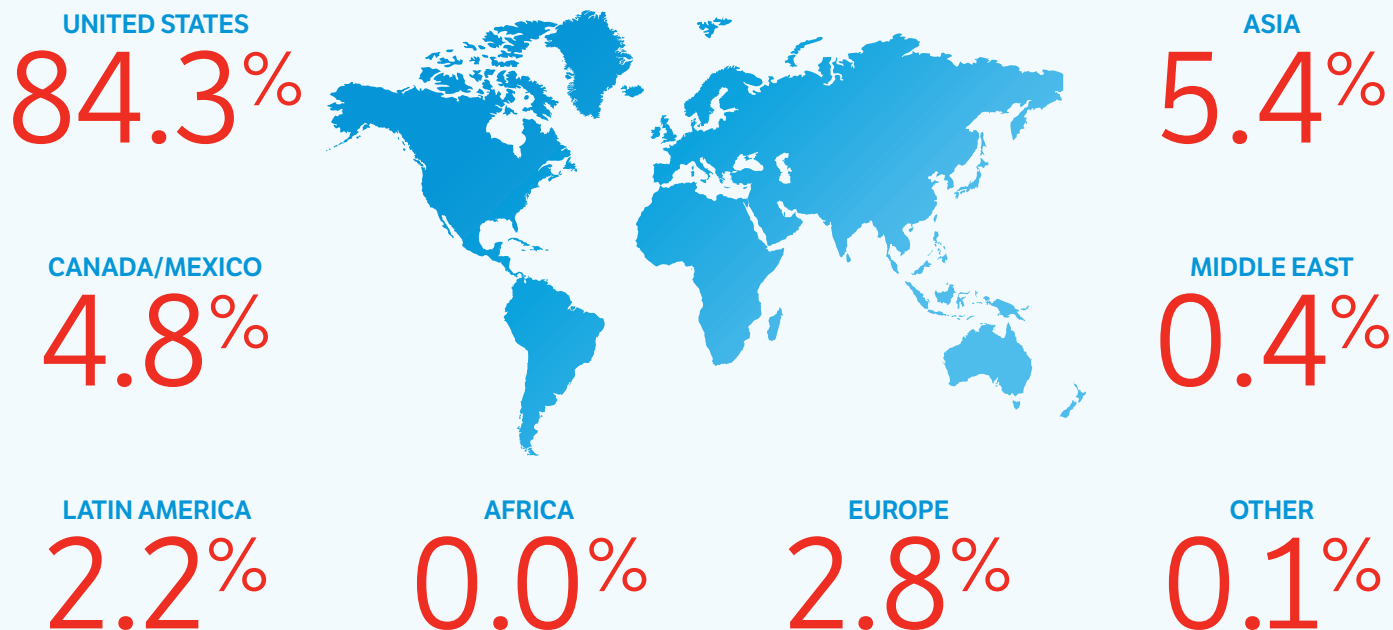
GENERATING
\$604B
IN ANNUAL REVENUE



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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