Wholesale Distribution Industry Data

National Association of Wholesaler-Distributors
2019 Edition

$6.01 Trillion
annual sales volume

SALES VOLUME

27%
effective income tax rate

TAX RATE

2%
average after-tax profit margin

PROFIT

(A) Snapshot of Firms

% of firms with sales < $10M: 83%
% of firms with sales < $1M: 39%

Half to three-fourths of company expenses are attributable to employee costs – salaries, wages, benefits and required taxes

Average Hourly Wage for all employees
$31.15

(2019)

Average Hourly Wage for all nonsupervisory employees
$26.01

(2019)

The industry employs 5.93 million workers, 4.77 million are production and non-supervisory

Data taken from Census, BLS and economic research institutes.