**Wholesale Distribution Industry Data**

National Association of Wholesaler-Distributors

2019 Edition

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**Sales Volume**

$5.94 Trillion

annual sales volume

(2019)

Note: WD sales volume is as big as retail.

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**Profit**

1.8%

average after-tax profit margin

(Census Data 2019)

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**A Snapshot of Firms**

<table>
<thead>
<tr>
<th>% of firms with sales</th>
<th>83%</th>
</tr>
</thead>
<tbody>
<tr>
<td>&lt; $10M</td>
<td></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>% of firms with sales</th>
<th>39%</th>
</tr>
</thead>
<tbody>
<tr>
<td>&lt; $1M</td>
<td></td>
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</tbody>
</table>

(2012)

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

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**Average Hourly Wage**

- For all employees: $31.63
  - (2019)

- For all nonsupervisory employees: $26.32
  - (2019)

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

(Survey of WD companies.)

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(Survey of WD companies.)