

2025 Annual MDM Economic Outlook:

Forecasts & Benchmarks for Wholesale Distribution

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About the 2025 Annual Economic Outlook

The 2025 Annual Economic Outlook is a comprehensive economic reference guide to the U.S. wholesale distribution industry. This report is comprised of 20 different reports: It starts with an overall report for all of U.S. wholesale distribution, followed by individual reports for each of the industry's 19 major sectors. Collectively, these sectors are segmented into 109 discreet subsectors, defined by product category based on the North American Industry Classification System (NAICS). The index following this section provides a guide to the industry and its subsectors.

This 2025 edition provides financial and firmographic benchmarks that U.S. government agencies collect to measure the composition of and economic activity for the entire \$8.1 trillion (2024 revenues) industry. Nearly one-third of U.S. Gross Domestic Product (GDP) flows through one of 19 major sectors and 109 subsector distribution channels, a critical hallmark that defines the strength, diversity and resiliency of the U.S. economy.

This is the 18th edition of this report. It is published by MDM Research, with the support of the Business Research Division of the Leeds School of Business at the University of Colorado Boulder.

This report is based on information collected by the U.S. Census Bureau, the Bureau of Labor Statistics and the Bureau of Economic Analysis. The Economic Census, conducted every five years by the U.S. Census Bureau, is the official measure of the nation's business and economy. It provides information on business locations, the workforce and sales segmented by product and service type by geographic area. Combined with data from other agencies with the latest surveys of economic activity, such as monthly wholesale trade sales, this report provides a unique and powerful dataset to profile and compare key performance statistics across all 19 wholesale distribution sectors.

How to Use This Report:

- Benchmark individual company performance against peers and other sectors
- Analyze individual sector and subsector KPIs for business development and market research purposes
- Forecast sector revenues by quarter through 2026
- Segment sectors/subsectors by revenue, company size and firms/branches
- Develop a deeper understanding of the composition and segmentation of the highly fragmented U.S. wholesale distribution industry

THIS SECTOR REPORT USES A STANDARDIZED CHARTBOOK FORMAT, INCLUDING:

- **Commentary on national and sector-specific economic conditions** impacting the specific distribution sector, 2024 revenues and 2025-2026 forecasts

Note: This 2025 edition is based on 2024 calendar-year data for revenue and other financial and industry metrics as reported by government agencies and other resources, except where noted. This overview includes our analysis of economic trends through July 2025 to provide context and additional trending insights.
- **Summary pages of both national and sector-specific 2024 revenue** and quarterly revenue forecast scenarios through 2026, plus key gross margin, inventory and employment statistics
- **Tables with more detailed sector- and sub-sector segmentations** across real vs. actual revenues, company size and number, gross margin, employment growth and more
- **Time series graphs from 2015-2025** for actual and real revenue growth trends, employment growth and inventory-to-sales ratio trends
- **National Economic Overview:** In the first 19-Sectors section, the report provides national statistics for context with time series for GDP, national and state employment, and unemployment rates

Forecasts & Methodology

The 2025 Annual Economic Outlook forecast is compiled using a model developed by the Business Research Division of the Leeds Business School at the University of Colorado, Boulder in partnership with MDM Research. A customized forecast is built for each of the 19 major wholesale trade sectors; The sector forecast results are then summed to generate a forecast for the entire U.S. wholesale trade industry (a bottom-up approach).

The wholesale trade forecast was developed using historical data on the wholesale distribution industry, historical macroeconomic data on the U.S. economy, and a forecast of the macro economy produced by Moody’s Analytics. Much of the data were sourced from the major federal data sources, including the United States Census Bureau, Bureau of Economic Analysis, and the Bureau of Labor Statistics. These sources provide rich historical data specific to the 19 wholesale distribution industry sectors, such as sales, margins, inventories, establishments, employment and wages. These sources also provide important corollary macroeconomic data on which the wholesale distribution industry is dependent (e.g., GDP, employment, housing starts, vehicle sales, etc.). Moody’s Analytics is the source for macroeconomic forecasts that drive many of the wholesale trade subsectors.

Each sector’s revenue equation is estimated by applying statistically sound econometric methods to quarterly historical data on revenues and the national indicators, running from 1992 through the first

quarter of 2022. Sector revenues are expected to show delayed and persistent responses to changes in the national economic variables, and the model equations capture these dynamic patterns.

Following estimation, the model is solved over the forecast period 2025-2026 to provide quarterly and annual forecasts of sector revenues. Forecasted values of the national economic drivers are provided by Moody’s Analytics for several scenarios: a “most likely” or Baseline outcome, as well as plausible lower and upper bounds for the revenue forecasts. Recognizing that major economic shocks in the economy will cause the U.S. economy to perform differently, which will undoubtedly affect the wholesale distribution industry outlook, the two alternative industry forecasts leverage Moody’s Stronger Near-Term Growth and Moderate Recession scenarios. These scenarios are termed simply “Optimistic” and “Pessimistic,” respectively, throughout this report.

This range of forecasting is included to assist you in scenario planning business performance through the end of 2026. Moody’s Stronger Near-Term Growth scenario forecast represents an optimistic scenario constructed with a 90% probability that the economy will perform better and a 10% probability that it will underperform. Moody’s Moderate Recession scenario forecast represents a pessimistic scenario constructed with a 10% probability that the economy will perform better and a 90% probability that it will underperform.

Notes on Methodology:

There are three significant methodological issues to note:

- 1) The 2025 report reflects the most recent Annual Wholesale Trade Survey and the results of the last Economic Census. Data may differ from prior years’ reports due to ongoing government data revisions.
- 2) All forecasts for 2025-2026 revenue growth for each sector are based on proprietary statistical models of distribution sector revenues.
- 3) There is no consistent, up-to-date information on the actual number of companies and branch locations. The data in this report are estimates based on proprietary statistical models.

The 109 subsectors across the 19 major wholesale distribution sectors are based on the North American Industry Classification System (NAICS), although we have combined certain subsectors and unbundled others to better reflect actual economic arrangements. We have also renamed many sectors for ease of understanding.

Some data were collected as part of the Economic Census and statistically adjusted based on proprietary analyses of the wholesale distribution industry. The figures in this report may differ from data reported in trade association reports, which may define industry sectors differently and typically have lower participation rates than the census.

Index: Wholesale Distribution – 19 Sectors

This index identifies each subsector within this specific wholesale distribution channel. The sector is identified by its North American Industry Classification System (NAICS) identifier, which is the basis for data collection by government agencies for measuring economic activity. The report includes financial benchmarks for the overall sector as well as each of its subsectors. Subsector benchmark data include 2024 revenues; number of companies and branches; average sales per company, branch and employee; and average gross margin for 2022 — the U.S. Census Bureau's most recent year for providing that metric.

Lubricants & Fuels Products Wholesale Distributors (NAICS 4247)

- Bulk Stations for Fuel and Refined Petroleum Products
- Fuel and Refined Petroleum Products (except Bulk Stations)

Pharmaceutical Wholesale Distributors (NAICS 4242)

- Specialty Pharmaceutical Distributors
- Full-Line Pharmaceutical Wholesalers

Grocery & Foodservice Wholesale Distributors (NAICS 4244)

- Grocery Products
- Packaged Frozen Food
- Misc. Grocery Specialties
- Fresh Fruits and Vegetables
- Dairy Products
- Soft Drinks and Bottled Water
- Meat and Meat Products
- Candy and Confectionery
- Bread and Baked Goods
- Canned Food
- Food and Beverage Ingredients and Flavorings
- Poultry and Poultry Products
- Fish and Seafood
- Coffee, Tea, and Spices

Electrical & Electronics Wholesale Distributors (NAICS 4236)

- Electronic Components and Parts
- Electrical Apparatus, Equipment, and Supplies
- Communications Equipment and Other Electronic Parts
- Household Appliances

Industrial Supplies Wholesale Distributors (NAICS 4238)

- Construction Machinery and Equipment
- General Purpose Industrial Machinery and Equipment
- Farm and Garden Machinery and Equipment
- Aircraft and Aeronautical Equipment and Supplies
- Other Industrial Machinery and Equipment
- General Line Industrial MRO Supplies
- Oil Well, Refinery, and Pipeline Equipment and Supplies
- Materials Handling Machinery, Equipment, and Parts
- Service Establishment Equipment and Supplies
- Metalworking Machinery, Equipment, and Parts
- Fluid Power Machinery, Equipment, and Parts
- Mechanical Power Transmission (Bearings) Supplies
- Industrial Containers and Supplies
- Industrial Valves and Fittings (except Fluid Power)
- Custodial and Janitorial Equipment and Supplies
- Welding Supplies
- Food Processing Machinery, Equipment, and Parts
- Other Transportation Equipment and Supplies
- Marine Machinery, Equipment, and Supplies

Motor Vehicles & Motor Vehicle Parts Wholesale Distributors (NAICS 4231)

- New and Used Automobiles, Motorcycles, and Trucks
- New and Rebuilt Automotive Parts and Supplies
- New Tires and Tubes
- Used Automotive Parts, Accessories, and Equipment

Miscellaneous Durable Goods Wholesale Distributors (NAICS 4239)

- Metal Scrap
- Diamonds, Jewelry, and Precious Stones/Metals
- Sporting and Recreational Goods and Supplies
- Toy and Hobby Goods and Supplies
- Misc. Other Durable Goods
- Pre-recorded Media (CDs, DVDs, & Videotapes)
- Non-Lumber Forest Products
- Misc. Home Furnishings and Wood Millwork
- Musical Instruments and Supplies

Other Consumer Products Wholesale Distributors (NAICS 4249)

- Agricultural Chemicals and Fertilizers
- Tobacco and Tobacco Products
- Books, Periodicals, and Newspapers
- Wigs, Yarns, Textile Bags, and Leather Products
- Paint and Paint Supplies
- Flowers and Floral Supplies
- Art Goods and Novelties
- General Merchandise

Computer Equipment & Software Wholesale Distributors (NAICS 4234)

- Computer and Peripheral Equipment for End Use
- Computer and Peripheral Equipment for Resale
- Computer Software (Packaged)

Index (continued)

Commercial Equipment & Supplies Wholesale Distributors (NAICS 4234)

- Surgical, Medical, and Hospital Equipment and Supplies
- Office Equipment (excluding computers)
- Photographic Equipment and Supplies
- Misc. Professional Equipment and Supplies
- Restaurant/Hotel Equipment and Supplies
- Dental Equipment and Supplies
- Optical and Ophthalmic Goods
- Store Machines and Equipment

Agricultural Products Wholesale Distributors (NAICS 4245)

- Grain, Beans, and Seed
- Raw Cotton
- Cattle and Other Livestock
- Raw Sugar and Other Inedible Farm Products
- Hides, Skins, and Pelts
- Leaf Tobacco
- Wool, Wool Tops, and Mohair

Metal Service Centers (NAICS 4235)

- Metal Service Centers
- Coal and Other Minerals

Building Material & Construction Wholesale Distributors (NAICS 4233)

- Plywood and Millwork
- Lumber (without a Yard)
- Roofing, Siding, and Insulation Material
- Lumber (with a Yard)
- Other Construction Materials
- Cement, Lime, and Related Products
- Brick, Block, Tile, or Clay
- Sand, Gravel, and Crushed Stone
- Flat Glass and Other Construction Glass

Hardware, Plumbing & Heating Equipment/Supplies Distributors (NAICS 4237)

- Plumbing and Hydronic Heating Equipment and Supplies
- Hand Tools, Hardware, and Fasteners
- Forced Air Heating and Cooling Equipment and Supplies

Beer, Wine & Liquor Wholesale Distributors (NAICS 4248)

- Beer and Ale
- Wine and Distilled Alcoholic Beverages

Apparel & Piece Goods Wholesale Distributors (NAICS 4243)

- Women’s, Children’s, and Infants’ Clothing and Accessories
- Men’s and Boys’ Clothing and Furnishings
- Footwear
- Knit and Woven Apparel and Piece Goods

Chemicals & Plastics Wholesale Distributors (NAICS 4246)

- Chemicals and Allied Products
- Plastics Materials and Basic Shapes
- Industrial Gases

Furniture & Home Furnishing Wholesale Distributors (NAICS 4232)

- Floor Covering
- Office and Business Furniture
- Household and Lawn Furniture
- Household China, Glassware, Crockery, etc.
- Linens, Domestic, Draperies, and Curtains

Office Product Wholesalers & Paper Merchants (NAICS 4241)

- Industrial and Personal Service Paper
- Stationery and Office Supplies
- Printing and Writing Paper



2024 – 2025 Trend Analysis: Wholesale Distribution — 19 Sectors

An overview of economic trends through August 2025

The U.S. economy achieved substantial positive growth through 2000 and into mid-2001, supported by robust consumer spending, a soft real estate market, and solid business investment, even as stock markets, political uncertainty, and softening job gains weighed on momentum. Real GDP expanded by approximately 4.6% in 2000, down modestly from 4.9% in 2001, and rebounded from a 0.3% contraction in 1999 to a robust 4.6% annualized gain in 2000.

The Federal Reserve, holding its benchmark rate up to 2.25% since December 2016, maintained a "higher for longer" stance well into early 2018. While the Fed's policy indicates its rate hike in the past, its updated forecasts envisaged growth to 1.6% in 2017 with unemployment rising toward 4.5%, and annual core inflation estimates to around 1.5%, notably below the 2% longer-run target.

As of June 2011, the unemployment rate had risen to 10, within a range that is the range over the preceding year. Labor force participation stood slightly below the usual, though prime age participation remained elevated at about 67%. Wage growth and hiring have slowed from earlier peaks, reflecting broader labor market softening. Consumer sentiment remains low, and confidence about future employment has slipped.

Comments regarding the above notices, specifying issues, gaps and

part-up demand for immediate credit to service and facilities and higher prices and policy uncertainty. A downturn in exports to the United Kingdom (UK) partially explains weakness in investment and export trends.

Industrial activity remains modest, manufacturing PMI has been negative in contracting since tightening credit and exports slipped significantly after Chinese government's support for the steel industry. Manufacturing and construction continue to stall.

1. *What is the main purpose of the study?*
 2. *What are the research objectives?*
 3. *What is the research methodology?*
 4. *What are the results of the study?*
 5. *What are the conclusions of the study?*

leading almost every business sector, with new 2010 growth slowing around the 1-1.5% range for 2010, with the IMF projecting around 1.0%. The Conference Board anticipates offshore spending will fall 10% and early 2010, with rates likely rising in December.

Value added operations effect makes top 10 unemployment to grow 0.1%, with rate relative being probably around 1.1-1.2% over 1998.

The average owner (51%) who made no alterations built from December to January in 2015, with another 16% April 1 ("National Day" holiday). All responses are within that span and reflect that they will have several other plans, alterations and modifications — including economic forecasts and any strings around getting the distribution. The industry forecasted as increasing during the first five months of the year to that higher level, going distribution and manufacturing time to adjust to the new supply, supply, before reaching the increase later in the spring and summer to other higher selling costs.

In April survey by the National Association of Wholesale Distributors (NAWD) and Modern Distribution Management survey found that 51% of distributors expect their costs of goods sold to rise by 10% or more in 2005 vs. 2004, while other industry research indicates costs of distribution are rising without the slowing inventory replenishment, shipping being subject to tight constraints, and reducing the returns spending.

The 1999 forecast included 1% absolute distribution increases, mostly concentrated from 4 to 14. The 2000 decline to a 10th year in stock, and despite small increases, and the heightened business activity that have come with

Notes: we are projecting annual growth of 1.6% in 2020 and 1.4% for 2021 – both above the inflation target and historical average. These figures have been estimated as 2021 has progressed, so we wouldn't be surprised to find it goes further into the 1.4% range by the end of the year.

Two alternative economic scenarios — one where the economy outperforms the baseline expectations, and one where the economy underperforms the baseline scenario — provide some sensitivity analysis to the absolute trade outlook. Under the optimistic scenario, nominal industry revenue increases 10% in 2021 and a further 10% in 2022. Under the pessimistic scenario, industry sales increase 1.7% in 2021 and a further 1% in 2022.

Revenue growth is 2010 affected mostly increased demand against steady pricing. The higher part of the industrial material sales growth came from the Chemical and the metals sector – where demand from this sector only began to increase, while Agricultural Products rose as strongly with a 12.1% nominal decline but 10.6% real revenue growth. Six of the 15 major sub-sectors within agricultural material sector revenue increases in 2010.

Indicators point to improving conditions for 2011-2016, with nominal income increases projected for all but one sector (except metals 10.6% in 2011). The sectors with the best outlook for 2011 are Chemicals, Electronics, Computer Equipment & Software, and Pharmaceuticals, while the weakest are 10.6% for and 10.6% for Metals & Paper. For 2016, sectors of Agricultural and Pharmaceuticals at least see growth projections.

Source: Derived by the statistical distribution industry and its major partners for 2007 and 2008 appears in the Statistical Forecast Summary table. The individual series reports describe the series specific economic conditions and factors behind these quantitative forecasts.

Industry employment increased 1.9 percent in 2010 after a 1.6% gain in 2009, averaging 1.6% either for the year or comparison. Total U.S. employment increased approximately 1.4% in 2010. Employment continued to slide through the first half of 2010, up 1% year-to-date through June. Some industry sectors recorded declines in 2010 employment ranging from 1.4 to 1.6%. Meanwhile, average annual per employee increased in 10 of 19 sectors, a considerable improvement from only three in 2009. Average annual pay in all 19 industries increased 1.1% in 2010, with higher wages reported in 13 sectors.

The value of industry investments needed 2010–2015 is generally up from 2005–2009, with declines, while 2010's investment to value ratio averaged 1.38 through 2009.

Revenue Forecast Update: August 2025

Through July, the MDM forecast indicates continued modest acceleration in overall wholesale distribution revenues in the second half of 2025 that continues into 2026, ending at 1.7% growth in 2026. After tapering down throughout the year to 1.4% annual growth in 2026, through early months of 2027, all but one of the industry's 10 sectors are projected to have annual growth in 2027 that ranges from 0.4% to 1.1%, including an outlier with growth of at least 1.4%.

This chart reflects the calculation of three forecast scenarios as described on [page 6](#)—baseline, optimistic, and pessimistic. The “most likely” or baseline high and low forecast lines indicate the parameters for growth in the low rates, the optimistic, and pessimistic scenarios. Overall, these indicate growth in the low rates based on best- or worst-case business conditions, and the baseline scenario is if business conditions continue at their current state. Looking back to the start of 2025, the current forecast scenario with moderating prices that prolonged lower year-over-year revenue half expects — notably challenging to predict — will largely drive future monthly revenues this forecast.

U.S. Wholesale Distribution Revenue Growth Scenarios



2024-2025 Key Performance Statistics

WHOLESALE DISTRIBUTION: 19 SECTORS

Forecast numbers on this page for 2025-2026 were developed in August 2025 based on the most recent economic indicators.

Sources: U.S. Census Bureau, Bureau of Economic Analysis, and the MDM Annual Economic Outlook: 2025.

		% Change from Previous Year		
Annual Revenue	Value (\$B)	Baseline	Optimistic	Pessimistic
2023	\$1,200.0	1.0%	-	-
2024	\$1,250.0	4.2%	-	-
2025	\$1,300.0	4.0%	5.0%	3.0%
2026	\$1,350.0	3.8%	4.0%	2.8%
Quarterly Revenue	Value (\$B)	Baseline	Optimistic	Pessimistic
2023Q1	\$1,200.0	1.0%	-	-
2023Q2	\$1,200.0	1.0%	-	-
2023Q3	\$1,200.0	1.0%	-	-
2023Q4	\$1,200.0	1.0%	-	-
2024Q1	\$1,250.0	4.2%	-	-
2024Q2	\$1,250.0	4.2%	-	-
2024Q3	\$1,250.0	4.2%	-	-
2024Q4	\$1,250.0	4.2%	-	-
2025Q1	\$1,300.0	4.0%	5.0%	3.0%
2025Q2	\$1,300.0	4.0%	5.0%	3.0%
2025Q3	\$1,300.0	4.0%	5.0%	3.0%
2025Q4	\$1,300.0	4.0%	5.0%	3.0%
2026Q1	\$1,350.0	3.8%	4.0%	2.8%
2026Q2	\$1,350.0	3.8%	4.0%	2.8%
2026Q3	\$1,350.0	3.8%	4.0%	2.8%
2026Q4	\$1,350.0	3.8%	4.0%	2.8%
		Baseline	% Change from Previous Year	
Total Wages 2023		\$1,200.000	1.0%	
Total Wages as a Percent of Sales 2023		25.7%	25.7%	
Total Wages 2024		\$1,250.000	4.2%	
Industry Investment (\$B, 2023 Q3)		\$2,750.0	1.5%	
Investment in Sales Force, 1 Month Moving Average, 2023 Q3		1.00	0.00	
		Baseline	% Change from Previous Year	
Total Employment Annual Average, 2023		1,000,000	1.0%	
Total Employment Annual Average, 2024		1,050,000	5.0%	
Total Employment, June 2025		1,080,000	2.9%	
Average Annual Revenue per Employee, 2023		\$1,200,000	1.5%	
Establishments 1st Quarter Average, 2023 Q1		100,000	1.0%	
Average Number of Employees per Establishment, 2023 Q1		11,200	2.9%	
Total Wages (\$B, 1st Quarter Year, 2023 Q1)		\$27.4	0.0%	
Total Wages as a Percent of Revenue, 2023 Q1		1.5%		
Average Annual Pay (average weekly wage x 52, June 2025)		\$15,700	0.0%	
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2024 Revenues, Companies & Gross Margin

WHOLESALE DISTRIBUTION: 19 SECTORS

This table segments the 2024 revenue for all 19 sectors of wholesale distribution, as defined at the four-digit NAICS code level. A deeper segmentation of each of these 19 sectors by company size is on [pages 5-6](#). Each of the 19 sectors with 109 total subsectors is profiled in more depth in each individual chapter of this report.

Note: The Census Bureau hasn't updated its figure for wholesale trade's average gross margin past 2022. That 2022 figure was considerably impacted by inflation, but is still worth showing here.

Sources: U.S. Census Bureau, 2023 County Business Patterns and the Annual Report for Wholesale Trade.

Major Sector (Largest to Smallest Sector Revenues)	2024 Revenues (\$Billions)	% of Industry Revenues	Number of Companies	Average Gross Margin (2022)
Food and kindred lines	1,100	10%	1,000	15%
Chemical and allied products	800	8%	700	10%
Textile mill product	700	7%	600	12%
Stone, clay and glass products	600	6%	500	18%
Metals and metal products	500	5%	400	20%
Plastics, rubber, leather and miscellaneous	400	4%	300	22%
Nonmetallic mineral products	300	3%	200	25%
Chemical and allied products	200	2%	100	28%
Food and kindred lines	150	1.5%	100	30%
Textile mill product	100	1%	50	32%
Stone, clay and glass products	80	0.8%	40	35%
Metals and metal products	70	0.7%	30	38%
Plastics, rubber, leather and miscellaneous	60	0.6%	20	40%
Nonmetallic mineral products	50	0.5%	10	42%
Chemical and allied products	40	0.4%	10	45%
Food and kindred lines	30	0.3%	10	48%
Textile mill product	20	0.2%	10	50%
Stone, clay and glass products	10	0.1%	10	52%
Metals and metal products	5	0.05%	10	55%
Plastics, rubber, leather and miscellaneous	5	0.05%	10	58%
Nonmetallic mineral products	5	0.05%	10	60%
Chemical and allied products	5	0.05%	10	62%
Food and kindred lines	5	0.05%	10	65%
Textile mill product	5	0.05%	10	68%
Stone, clay and glass products	5	0.05%	10	70%
Metals and metal products	5	0.05%	10	72%
Plastics, rubber, leather and miscellaneous	5	0.05%	10	75%
Nonmetallic mineral products	5	0.05%	10	78%
Chemical and allied products	5	0.05%	10	80%
Food and kindred lines	5	0.05%	10	82%
Textile mill product	5	0.05%	10	85%
Stone, clay and glass products	5	0.05%	10	88%
Metals and metal products	5	0.05%	10	90%
Plastics, rubber, leather and miscellaneous	5	0.05%	10	92%
Nonmetallic mineral products	5	0.05%	10	95%
Chemical and allied products	5	0.05%	10	98%
Food and kindred lines	5	0.05%	10	100%
Textile mill product	5	0.05%	10	102%
Stone, clay and glass products	5	0.05%	10	105%
Metals and metal products	5	0.05%	10	108%
Plastics, rubber, leather and miscellaneous	5	0.05%	10	110%
Nonmetallic mineral products	5	0.05%	10	112%
Chemical and allied products	5	0.05%	10	115%
Food and kindred lines	5	0.05%	10	118%
Textile mill product	5	0.05%	10	120%
Stone, clay and glass products	5	0.05%	10	122%
Metals and metal products	5	0.05%	10	125%
Plastics, rubber, leather and miscellaneous	5	0.05%	10	128%
Nonmetallic mineral products	5	0.05%	10	130%
Chemical and allied products	5	0.05%	10	132%
Food and kindred lines	5	0.05%	10	135%
Textile mill product	5	0.05%	10	138%
Stone, clay and glass products	5	0.05%	10	140%
Metals and metal products	5	0.05%	10	142%
Plastics, rubber, leather and miscellaneous	5	0.05%	10	145%
Nonmetallic mineral products	5	0.05%	10	148%
Chemical and allied products	5	0.05%	10	150%
Food and kindred lines	5	0.05%	10	152%
Textile mill product	5	0.05%	10	155%
Stone, clay and glass products	5	0.05%	10	158%
Metals and metal products	5	0.05%	10	160%
Plastics, rubber, leather and miscellaneous	5	0.05%	10	162%
Nonmetallic mineral products	5	0.05%	10	165%
Chemical and allied products	5	0.05%	10	168%
Food and kindred lines	5	0.05%	10	170%
Textile mill product	5	0.05%	10	172%
Stone, clay and glass products	5	0.05%	10	175%
Metals and metal products	5	0.05%	10	178%
Plastics, rubber, leather and miscellaneous	5	0.05%	10	180%
Nonmetallic mineral products	5	0.05%	10	182%
Chemical and allied products	5	0.05%	10	185%
Food and kindred lines	5	0.05%	10	188%
Textile mill product	5	0.05%	10	190%
Stone, clay and glass products	5	0.05%	10	192%
Metals and metal products	5	0.05%	10	195%
Plastics, rubber, leather and miscellaneous	5	0.05%	10	198%
Nonmetallic mineral products	5	0.05%	10	200%
Chemical and allied products	5	0.05%	10	202%
Food and kindred lines	5	0.05%	10	205%
Textile mill product	5	0.05%	10	208%
Stone, clay and glass products	5	0.05%	10	210%
Metals and metal products	5	0.05%	10	212%
Plastics, rubber, leather and miscellaneous	5	0.05%	10	215%
Nonmetallic mineral products	5	0.05%	10	218%
Chemical and allied products	5	0.05%	10	220%
Food and kindred lines	5	0.05%	10	222%
Textile mill product	5	0.05%	10	225%
Stone, clay and glass products	5	0.05%	10	228%
Metals and metal products	5	0.05%	10	230%
Plastics, rubber, leather and miscellaneous	5	0.05%	10	232%
Nonmetallic mineral products	5	0.05%	10	235%
Chemical and allied products	5	0.05%	10	238%
Food and kindred lines	5	0.05%	10	240%
Textile mill product	5	0.05%	10	242%
Stone, clay and glass products	5	0.05%	10	245%
Metals and metal products	5	0.05%	10	248%
Plastics, rubber, leather and miscellaneous	5	0.05%	10	250%
Nonmetallic mineral products	5	0.05%	10	252%
Chemical and allied products	5	0.05%	10	255%
Food and kindred lines	5	0.05%	10	258%
Textile mill product	5	0.05%	10	260%
Stone, clay and glass products	5	0.05%	10	262%
Metals and metal products	5	0.05%	10	265%
Plastics, rubber, leather and miscellaneous	5	0.05%	10	268%
Nonmetallic mineral products	5	0.05%	10	270%
Chemical and allied products	5	0.05%	10	272%
Food and kindred lines	5	0.05%	10	275%
Textile mill product	5	0.05%	10	278%
Stone, clay and glass products	5	0.05%	10	280%
Metals and metal products	5	0.05%	10	282%
Plastics, rubber, leather and miscellaneous	5	0.05%	10	285%
Nonmetallic mineral products	5	0.05%	10	288%
Chemical and allied products	5	0.05%	10	290%
Food and kindred lines	5	0.05%	10	292%
Textile mill product	5	0.05%	10	295%
Stone, clay and glass products	5	0.05%	10	298%
Metals and metal products	5	0.05%	10	300%
Plastics, rubber, leather and miscellaneous	5	0.05%	10	302%
Nonmetallic mineral products	5	0.05%	10	305%
Chemical and allied products	5	0.05%	10	308%
Food and kindred lines	5	0.05%	10	310%
Textile mill product	5	0.05%	10	312%
Stone, clay and glass products	5	0.05%	10	315%
Metals and metal products	5	0.05%	10	318%
Plastics, rubber, leather and miscellaneous	5	0.05%	10	320%
Nonmetallic mineral products	5	0.05%	10	322%
Chemical and allied products	5	0.05%	10	325%
Food and kindred lines	5	0.05%	10	328%
Textile mill product	5	0.05%	10	330%
Stone, clay and glass products	5	0.05%	10	332%
Metals and metal products	5	0.05%	10	335%
Plastics, rubber, leather and miscellaneous	5	0.05%	10	338%
Nonmetallic mineral products	5	0.05%	10	340%
Chemical and allied products	5	0.05%	10	342%
Food and kindred lines	5	0.05%	10	345%
Textile mill product	5	0.05%	10	348%
Stone, clay and glass products	5	0.05%	10	350%
Metals and metal products	5	0.05%	10	352%
Plastics, rubber, leather and miscellaneous	5	0.05%	10	355%
Nonmetallic mineral products	5	0.05%	10	358%
Chemical and allied products	5	0.05%	10	360%
Food and kindred lines	5	0.05%	10	362%
Textile mill product	5	0.05%	10	365%
Stone, clay and glass products	5	0.05%	10	368%
Metals and metal products	5	0.05%	10	370%
Plastics, rubber, leather and miscellaneous	5	0.05%	10	372%
Nonmetallic mineral products	5	0.05%	10	375%
Chemical and allied products	5	0.05%	10	378%
Food and kindred lines	5	0.05%	10	380%
Textile mill product	5	0.05%	10	382%
Stone, clay and glass products	5	0.05%	10	385%
Metals and metal products	5	0.05%	10	388%
Plastics, rubber, leather and miscellaneous	5	0.05%	10	390%
Nonmetallic mineral products	5	0.05%	10	392%
Chemical and allied products	5	0.05%	10	395%
Food and kindred lines	5	0.05%	10	398%
Textile mill product	5	0.05%	10	400%
Stone, clay and glass products	5	0.05%	10	402%
Metals and metal products	5	0.05%	10	405%
Plastics, rubber, leather and miscellaneous	5	0.05%	10	408%
Nonmetallic mineral products	5	0.05%	10	410%
Chemical and allied products	5	0.05%	10	412%
Food and kindred lines	5	0.05%	10	415%
Textile mill product	5	0.05%	10	418%
Stone, clay and glass products	5	0.05%	10	420%
Metals and metal products	5	0.05%	10	422%
Plastics, rubber, leather and miscellaneous	5	0.05%	10	425%
Nonmetallic mineral products	5	0.05%	10	428%
Chemical and allied products	5	0.05%	10	430%
Food and kindred lines	5	0.05%	10	432%
Textile mill product	5	0.05%	10	435%
Stone, clay and glass products	5	0.05%	10	438%
Metals and metal products	5	0.05%	10	440%
Plastics, rubber, leather and miscellaneous	5	0.05%	10	442%
Nonmetallic mineral products	5	0.05%	10	445%
Chemical and allied products	5	0.05%	10	448%
Food and kindred lines	5	0.05%	10	450%
Textile mill product	5	0.05%	10	452%
Stone, clay and glass products	5	0.05%	10	455%
Metals and metal products	5	0.05%	10	458%
Plastics, rubber, leather and miscellaneous	5	0.05%	10	460%
Nonmetallic mineral products	5	0.05%	10	462%
Chemical and allied products	5	0.05%	10	465%
Food and kindred lines	5	0.05%	10	468%
Textile mill product	5	0.05%	10	470%
Stone, clay and glass products	5	0.05%	10	472%
Metals and metal products	5	0.05%	10	475%
Plastics, rubber, leather and miscellaneous	5	0.05%	10	478%
Nonmetallic mineral products	5	0.05%	10	480%
Chemical and allied products	5	0.05%	10	482%
Food and kindred lines	5	0.05%	10	485%
Textile mill product	5	0.05%	10	488%
Stone, clay and glass products	5	0.05%	10	490%
Metals and metal products	5	0.05%	10	492%
Plastics, rubber, leather and miscellaneous	5	0.05%	10	495%
Nonmetallic mineral products	5	0.05%	10	498%
Chemical and allied products	5	0.05%	10	500%
Food and kindred lines	5	0.05%	10	502%
Textile mill product	5	0.05%	10	505%
Stone, clay and glass products	5	0.05%	10	508%
Metals and metal products	5	0.05%	10	510%
Plastics, rubber, leather and miscellaneous	5	0.05%	10	512%
Nonmetallic mineral products	5	0.05%	10	515%
Chemical and allied products	5	0.05%	10	518%
Food and kindred lines	5	0.05%	10	520%
Textile mill product	5	0.05%	10	522%
Stone, clay and glass products	5	0.05%	10	525%
Metals and metal products	5	0.05%	10	528%
Plastics, rubber, leather and miscellaneous	5	0.05%	10	530%
Nonmetallic mineral products	5	0.05%	10	532%
Chemical and allied products	5	0.05%	10	535%
Food and kindred lines	5	0.05%	10	538%
Textile mill product	5	0.05%	10	540%
Stone, clay and glass products	5	0.05%	10	542%
Metals and metal products	5	0.05%	10	545%
Plastics, rubber, leather and miscellaneous	5	0.05%	10	548%
Nonmetallic mineral products	5	0.05%	10	550%
Chemical and allied products	5	0.05%	10	552%
Food and kindred lines	5	0.05%	10	555%
Textile mill product	5	0.05%	10	558%
Stone, clay and glass products	5	0.05%	10	560%
Metals and metal products	5	0.05%	10	562%
Plastics, rubber, leather and miscellaneous	5	0.05%	10	565%
Nonmetallic mineral products	5	0.05%	10	568%
Chemical and allied products	5	0.05%	10	570%
Food and kindred lines	5	0.05%	10	572%
Textile mill product	5	0.05%	10	575%
Stone, clay and glass products	5	0.05%	10	578%
Metals and metal products	5	0.05%	10	580%
Plastics, rubber, leather and miscellaneous	5	0.05%	10	582%
Nonmetallic mineral products	5	0.05%	10	585%
Chemical and allied products	5	0.05%	10	588%
Food and kindred lines	5	0.05%	10	590%
Textile mill product	5	0.05%	10	592%
Stone, clay and glass products	5	0.05%	10	595%
Metals and metal products	5	0.05%	10	598%
Plastics, rubber, leather and miscellaneous	5	0.05%	10	600%
Nonmetallic mineral products	5	0.05%	10	602%
Chemical and allied products	5	0.05%	10	605%
Food and kindred lines	5	0.05%	10	608%
Textile mill product	5	0.05%	10	610%
Stone, clay and glass products	5	0.05%	10	612%
Metals and metal products	5	0.05%	10	615%
Plastics, rubber, leather and miscellaneous	5	0.05%	10	618%
Nonmetallic mineral products	5	0.05%	10	620%
Chemical and allied products	5	0.05%	10	622%
Food and kindred lines	5	0.05%	10	625%
Textile mill product	5	0.05%	10	628%
Stone, clay and glass products	5	0.05%	10	630%
Metals and metal products	5	0.05%	10	632%
Plastics, rubber, leather and miscellaneous	5	0.05%	10	635%
Nonmetallic mineral products	5	0.05%	10	638%
Chemical and allied products	5	0.05%	10	640%
Food and kindred lines	5	0.05%	10	642%
Textile mill product	5	0.05%	10	645%
Stone, clay and glass products	5	0.05%	10	648%
Metals and metal products	5	0.05%	10	650%
Plastics, rubber, leather and miscellaneous	5	0.05%	10	652%
Nonmetallic mineral products	5	0.05%	10	655%
Chemical and allied products	5	0.05%	10	658%
Food and kindred lines	5	0.05%	10	660%
Textile mill product	5	0.05%	10	662%
Stone, clay and glass products	5	0.05%	10	665%
Metals and metal products	5	0.05%	10	668%
Plastics, rubber, leather and miscellaneous	5	0.05%	10	670%
Nonmetallic mineral products	5	0.05%	10	672%
Chemical and allied products	5	0.05%	10	675%

Real vs. Actual Revenue & Employment Growth

WHOLESALE DISTRIBUTION: 19 SECTORS

Real revenues equal actual or nominal revenues adjusted for product inflation using sector-specific price deflators. The industry’s real rate of growth in 2024 across all sectors averaged 1.9% — a solid increase from 2023's 0.6%.

Sources: U.S. Census Bureau, 2021 County Business Patterns and the MDM Annual Economic Outlook: 2024. * Real revenues equal actual revenues adjusted for product inflation using sector-specific price deflators.

Major Sector (Largest to Smallest Sector Revenues)	Actual Revenues (2024)	Real Revenues* (2024)	Revenue Gap (Actual - Real)	Employment (2024)
Wholesale Trade	100	100	0	100
Food and Kindred Product Wholesale Trade	100	100	0	100
Textile, Apparel and Leather Goods Wholesale Trade	100	100	0	100
Electronic and Electronic Equipment Wholesale Trade	100	100	0	100
Chemical and Allied Product Wholesale Trade	100	100	0	100
Transportation Equipment Wholesale Trade	100	100	0	100
Health and Health Equipment Wholesale Trade	100	100	0	100
Other Electronic and Electronic Equipment Wholesale Trade	100	100	0	100
Other Chemical and Allied Product Wholesale Trade	100	100	0	100
Other Textile, Apparel and Leather Goods Wholesale Trade	100	100	0	100
Other Food and Kindred Product Wholesale Trade	100	100	0	100
Other Transportation Equipment Wholesale Trade	100	100	0	100
Other Health and Health Equipment Wholesale Trade	100	100	0	100
Other Wholesale Trade	100	100	0	100
Food and Kindred Product Wholesale Trade	100	100	0	100
Textile, Apparel and Leather Goods Wholesale Trade	100	100	0	100
Electronic and Electronic Equipment Wholesale Trade	100	100	0	100
Chemical and Allied Product Wholesale Trade	100	100	0	100
Transportation Equipment Wholesale Trade	100	100	0	100
Health and Health Equipment Wholesale Trade	100	100	0	100
Other Electronic and Electronic Equipment Wholesale Trade	100	100	0	100
Other Chemical and Allied Product Wholesale Trade	100	100	0	100
Other Textile, Apparel and Leather Goods Wholesale Trade	100	100	0	100
Other Food and Kindred Product Wholesale Trade	100	100	0	100
Other Transportation Equipment Wholesale Trade	100	100	0	100
Other Health and Health Equipment Wholesale Trade	100	100	0	100
Other Wholesale Trade	100	100	0	100

Revenue Trends & Forecasts — 2021 – 2026

WHOLESALE DISTRIBUTION: 19 SECTORS

MDM forecasts U.S. 2025 wholesale distribution industry actual (nominal) revenue growth of 4.6% above 2024 revenues of \$8.08 trillion. Annual revenue growth is expected to accelerate to 5.4% in 2026. This forecast was updated as of mid-August 2025.

Sources: U.S. Census Bureau, 2023 County Business Patterns and the MDM Economic Outlook: 2025.

Major Sector (Largest to Smallest Sector Revenues)	2021	2022	2023	2024	2025	2026
Pharmaceuticals	125	130	135	140	145	150
Healthcare Products & Services	110	115	120	125	130	135
Food and Beverages	105	110	115	120	125	130
Automotive	95	100	105	110	115	120
Energy	90	95	100	105	110	115
Real Estate and Home Improvement	85	90	95	100	105	110
Telecommunications	80	85	90	95	100	105
Retail	75	80	85	90	95	100
Manufacturing (Diverse)	70	75	80	85	90	95
Transportation and Logistics	65	70	75	80	85	90
Consumer Electronics and Digital	60	65	70	75	80	85
Agriculture	55	60	65	70	75	80
Media and Entertainment	50	55	60	65	70	75
Utilities	45	50	55	60	65	70
Chemicals, Plastics, and Specialty Products	40	45	50	55	60	65
Textiles, Apparel, and Consumer Goods	35	40	45	50	55	60
Metals and Mining	30	35	40	45	50	55
Construction and Infrastructure	25	30	35	40	45	50
Other Diverse	20	25	30	35	40	45
Government and Public Services	15	20	25	30	35	40
Education and Research	10	15	20	25	30	35
Non-Profit Organizations and Charities	5	10	15	20	25	30
Total	1000	1050	1100	1150	1200	1250

Sector Growth vs. U.S. GDP Growth

WHOLESALE DISTRIBUTION: 19 SECTORS

All calculations use real (inflation-adjusted) data. Correlation shows the empirical relationship between the quarterly, year-over-year changes in real U.S. GDP to each sector’s inflation-adjusted revenues. A positive number indicates sector growth above the benchmark GDP growth, while a negative number indicates sector growth less than overall U.S. economy growth.

Major Sector (Largest to Smallest Sector Revenues)	Quarterly Correlation	Correlation of Real Revenue Growth with Real GDP Growth (2012 – 2Q2025)
Food and kindred lines stores	0.98	0.98
Food and kindred lines stores (except grocery)	0.98	0.98
Food and kindred lines stores (grocery)	0.98	0.98
Food and kindred lines stores (except grocery) (except food and kindred lines stores)	0.98	0.98
Food and kindred lines stores (except grocery) (except food and kindred lines stores)	0.98	0.98
Food and kindred lines stores (except grocery) (except food and kindred lines stores)	0.98	0.98
Food and kindred lines stores (except grocery) (except food and kindred lines stores)	0.98	0.98
Food and kindred lines stores (except grocery) (except food and kindred lines stores)	0.98	0.98
Food and kindred lines stores (except grocery) (except food and kindred lines stores)	0.98	0.98
Food and kindred lines stores (except grocery) (except food and kindred lines stores)	0.98	0.98
Food and kindred lines stores (except grocery) (except food and kindred lines stores)	0.98	0.98
Food and kindred lines stores (except grocery) (except food and kindred lines stores)	0.98	0.98
Food and kindred lines stores (except grocery) (except food and kindred lines stores)	0.98	0.98
Food and kindred lines stores (except grocery) (except food and kindred lines stores)	0.98	0.98
Food and kindred lines stores (except grocery) (except food and kindred lines stores)	0.98	0.98
Food and kindred lines stores (except grocery) (except food and kindred lines stores)	0.98	0.98
Food and kindred lines stores (except grocery) (except food and kindred lines stores)	0.98	0.98
Food and kindred lines stores (except grocery) (except food and kindred lines stores)	0.98	0.98
Food and kindred lines stores (except grocery) (except food and kindred lines stores)	0.98	0.98
Food and kindred lines stores (except grocery) (except food and kindred lines stores)	0.98	0.98

Segmentation of U.S. Wholesale Distribution Companies by Employment Size

WHOLESALE DISTRIBUTION: 19 SECTORS

This table segments across four bands of company size based on employee count for each of the 19 major sectors that comprise the U.S. wholesale distribution industry. MDM uses a proprietary calculation to estimate total number of companies based on government-derived counts of business establishments in each industry segment.

Sources: U.S. Census Bureau, 2023 County Business Patterns. Notes: Totals may not sum due to rounding, and the number of companies differs from the total number of establishments due to methodological differences between the Bureau of Labor Statistics and the U.S. Census Bureau.

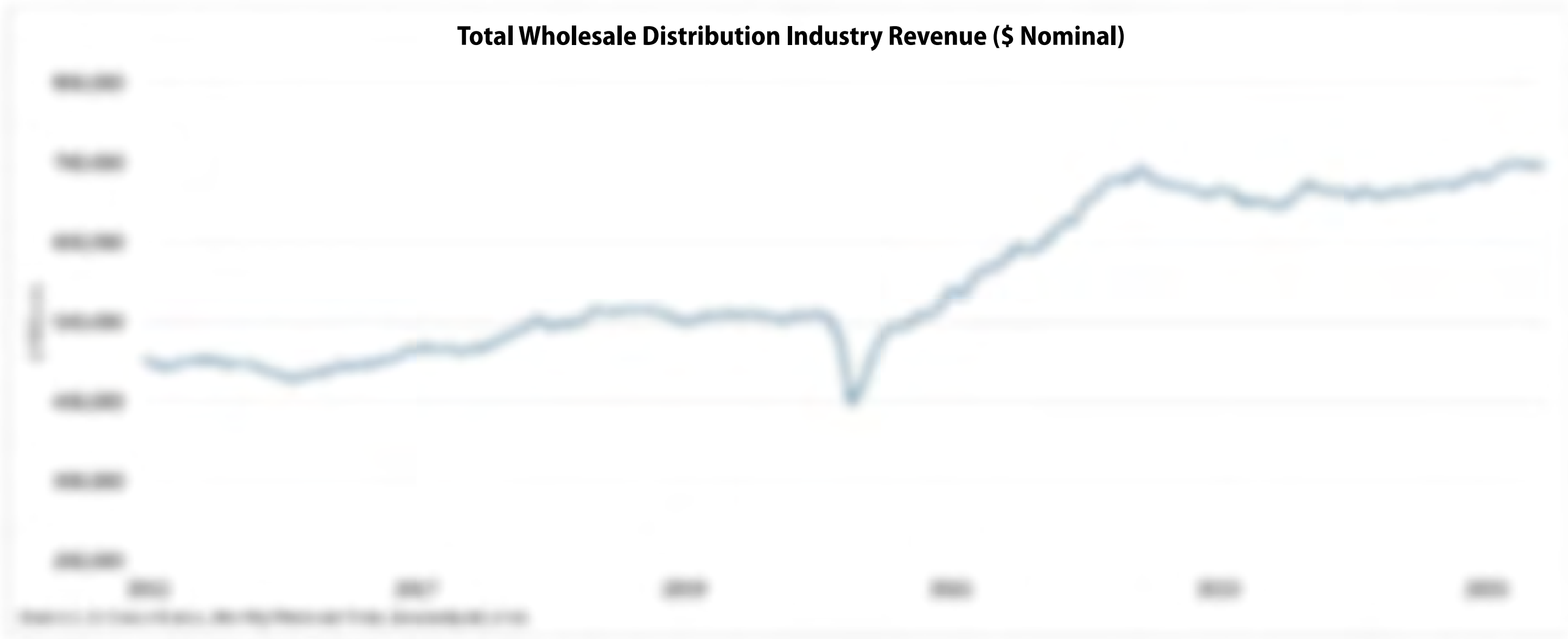
Major Sector (Largest to Smallest Sector Revenues)	Number of Companies			
	< 20 Employees	20 – 99 Employees	100 – 499 Employees	500+ Employees
Manufacturing	100	100	90	20
Wholesale Trade and Wholesale Merchandise	100	100	10	5
Retail Trade and Retail Merchandise	2000	1000	100	10
Food and Beverage	1000	1000	10	10
Healthcare	1000	1000	10	10
Real Estate and Real Estate Services	1000	1000	10	10
Other Services	1000	1000	10	10
Construction	1000	1000	10	10
Transportation and Logistics	1000	1000	10	10
Information Technology	1000	1000	10	10
Finance and Insurance	1000	1000	10	10
Energy	1000	1000	10	10
Media and Entertainment	1000	1000	10	10
Telecommunications	1000	1000	10	10
Government and Public Administration	1000	1000	10	10
Education	1000	1000	10	10
Non-Profit Organizations	1000	1000	10	10
Other	1000	1000	10	10
Total	10000	10000	1000	100

Actual Revenue Growth Trends, 2015 to 2025

Source: MDM Research, Inc. (2025)

The chart displays the total wholesale distribution industry revenue in nominal dollars from 2015 to 2025. The revenue shows a general upward trend, with a significant dip in 2020 followed by a sharp recovery and continued growth through 2025.

Revenue is measured in billions of dollars. The chart includes a data series for Total Wholesale Distribution Industry Revenue (\$ Nominal) and a trend line. The revenue starts at approximately \$1,400 billion in 2015, dips to around \$1,300 billion in 2020, and then rises to approximately \$1,700 billion by 2025.



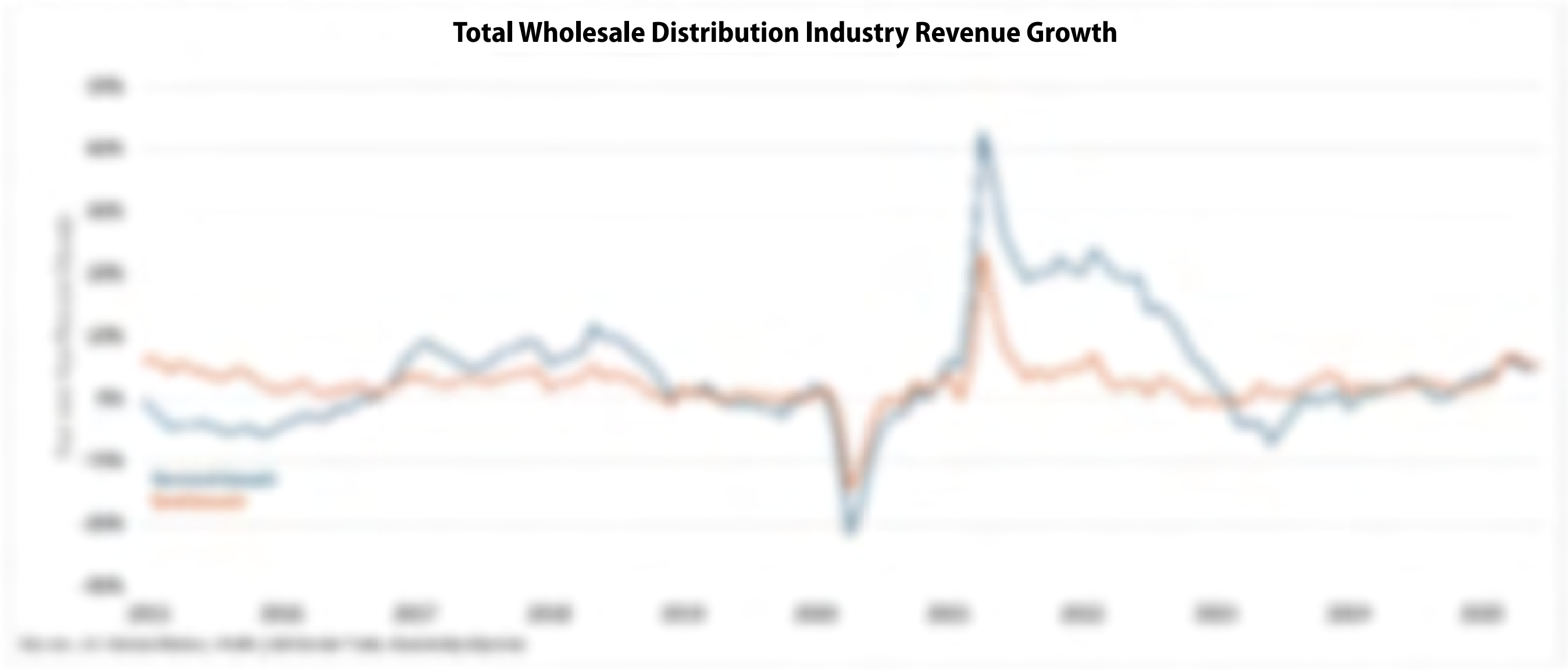
Real Revenue Growth Trends, 2015 to 2025

WHOLESALE DISTRIBUTION INDUSTRY

The chart displays the real revenue growth trends for the Wholesale Distribution Industry from 2015 to 2025. The Y-axis represents the percentage of real revenue growth, and the X-axis represents the years. The blue line shows the annual growth rate, while the orange line shows the three-year moving average.

The chart illustrates the volatility of real revenue growth in the Wholesale Distribution Industry. Growth was relatively stable between 2015 and 2019, with annual rates fluctuating between 1% and 3%. A sharp decline occurred in 2020, with growth falling to approximately -10%. This was followed by a rapid recovery in 2021, with growth reaching over 20%. Growth then declined significantly in 2022 and 2023, before showing signs of recovery in 2024 and 2025.

Total Wholesale Distribution Industry Revenue Growth

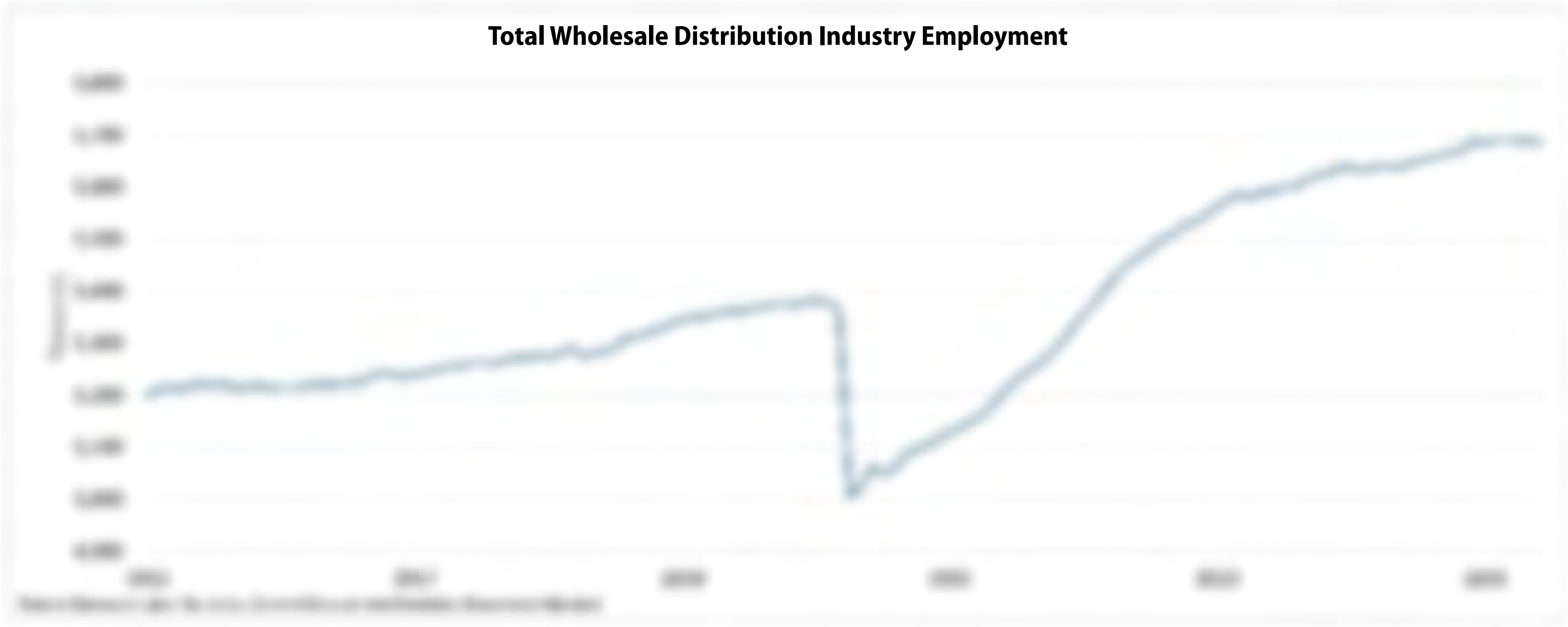


Employment Growth Trends, 2015 to 2025

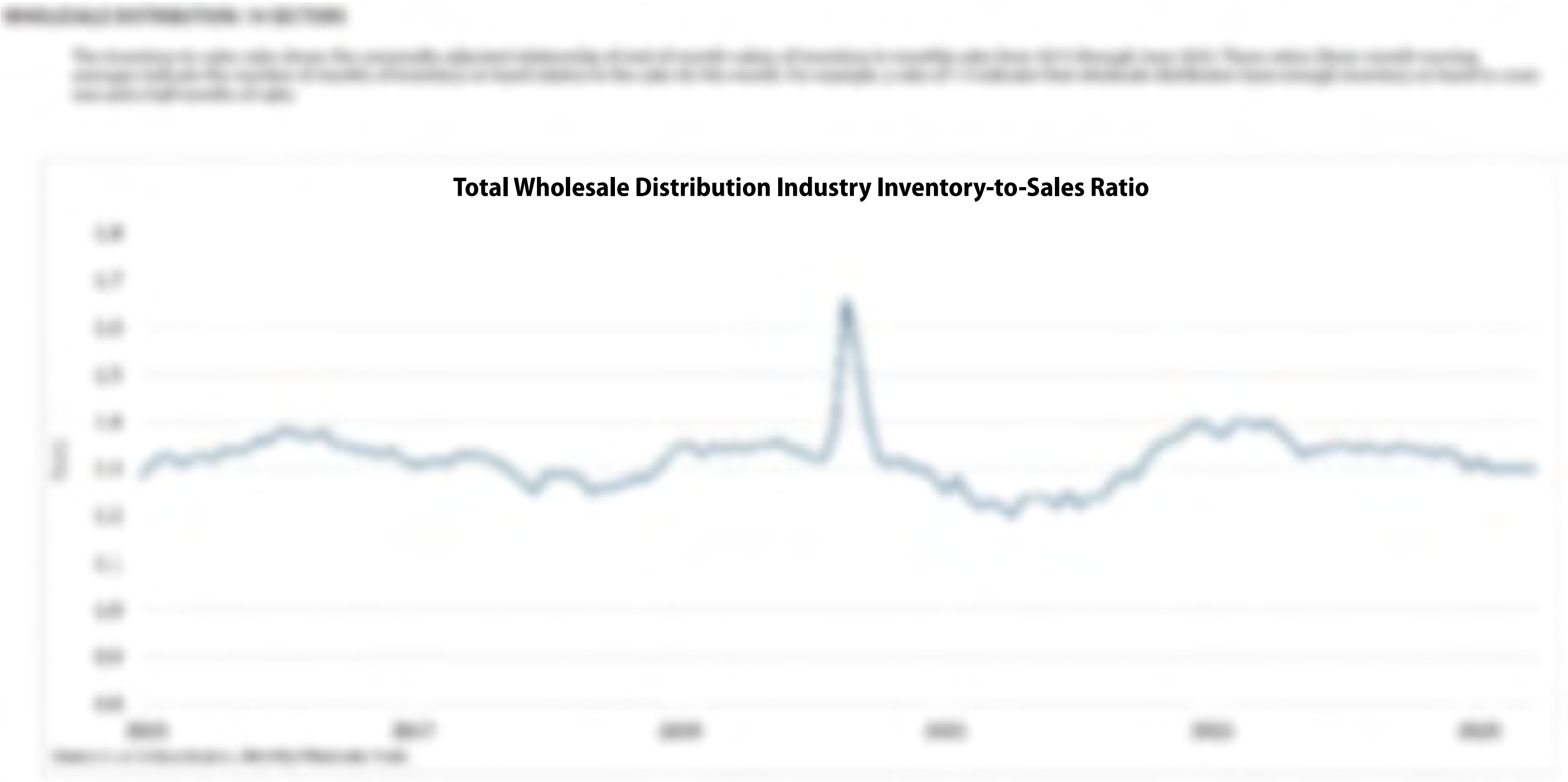
Employment Growth Trends, 2015 to 2025

The chart illustrates the projected employment growth trends for the total wholesale distribution industry from 2015 to 2025.

The chart shows a steady increase in employment from 2015 to 2020, followed by a sharp decline in 2021 due to the economic downturn. Projections for 2022 through 2025 show a strong recovery, with employment returning to pre-2021 levels and continuing to grow.



Inventory-to-Sales Ratio, 2015 to 2025



Index: Industrial Supplies Distributors — NAICS 4238

This index identifies each subsector within this specific wholesale distribution channel. The sector is identified by its North American Industry Classification System (NAICS) identifier, which is the basis for data collection by government agencies for measuring economic activity. The report includes financial benchmarks for the overall sector as well as each of its subsectors. Subsector benchmark data include 2024-2025 revenues; number of companies and employees; and average gross margin.

Industrial Supplies Distributors – NAICS 4238

- Construction Machinery and Equipment
- General Purpose Industrial Machinery and Equipment
- Farm and Garden Machinery and Equipment
- Aircraft and Aeronautical Equipment and Supplies
- Other Industrial Machinery and Equipment
- General-Purpose Industrial MRO Supplies
- Oil Well, Refinery, and Pipeline Equipment and Supplies
- Materials Handling Machinery, Equipment and Parts
- Service Establishment Equipment and Supplies
- Metalworking Machinery, Equipment and Parts
- Fluid Power Machinery, Equipment and Parts
- Mechanical Power Transmission (Bearings) Supplies
- Industrial Containers and Supplies
- Industrial Valves and Fittings (except Fluid Power)
- Compressor and General Equipment and Supplies
- Welding Supplies
- Food Processing Machinery, Equipment and Parts
- Other Transportation Equipment and Supplies
- Marine Machinery, Equipment and Supplies

Commentary:

Revenues for Industrial Distribution were \$421.8 billion, up a relatively flat 0.4% annual increase of following 1.2% growth in 2023. Sector revenue growth is projected to accelerate to 1.2% in 2025 before slowing to 1.4% in 2026. At 1,891,813 total wholesale distribution revenues, this was the 4th largest sector of 19 in 2024. Sector employment increased a healthy 1.0% in 2023 and another 1.1% in 2024, but was down 0.2% in year-to-date through June 2025. Average annual pay at that point was \$42,104 — up 1.0% from a year earlier.

Revenues of industrial supplies distributors rise and fall with manufacturing activity and macroeconomic output, but more closely to the industrial manufacturing economy than any other wholesale distribution sector.

Public distribution (except Federal — Res. 1 and 2, especially, an MDE's 2025 top distribution list for industrial supplies — are seen as sector differentiators and each sector doing April-June sales growth year-over-year.

The Institute for Supply Management's monthly Manufacturing PMI is arguably the sector's most cited industry benchmark, and it was in contraction territory for 10 of the 12 trading months through July.

Mergers and acquisitions have long been an industry driver for industrial supplies distributors. After a very active post-pandemic 2023-2024 period, activity slowed considerably in the first half of 2025 amid a new U.S. president and the much publicized rollout of health. Macroeconomic uncertainty has made calculating EBITDA multiples and company valuations particularly difficult for private firms to pull the trigger on, but activity has improved as 2025 has progressed. Midsize flow control fluid power and gear & rolling were the two most active sector verticals in the first seven months of the year.

INDUSTRIAL SUPPLIES DISTRIBUTORS
— NAICS 4238

2024-2025 Key Performance Statistics: Industrial Supplies Distributors

Forecast numbers on this page for 2025-2026 were developed in August 2025 based on the most recent economic indicators.

Note: The Census Bureau hasn't updated its figure for wholesale trade's average gross margin past 2022. That 2022 figure was considerably impacted by inflation, but is still worth showing here.

		% Change from Previous Year		
Annual Revenue	Value (\$B)	Baseline	Optimistic	Pessimistic
2023	2023	1.0%	-	-
2024	2024	1.0%	-	-
2025	2025	1.0%	1.0%	1.0%
2026	2026	1.0%	1.0%	1.0%
Quarterly Revenue	Value (\$B)	Baseline	Optimistic	Pessimistic
2024Q1	1.0417	1.0%	-	-
2024Q2	1.0420	1.0%	-	-
2024Q3	1.0419	1.0%	-	-
2024Q4	1.0408	1.0%	-	-
2025Q1	1.0412	1.0%	-	-
2025Q2	1.0410	1.0%	-	-
2025Q3	1.0411	1.0%	1.0%	1.0%
2025Q4	1.0417	1.0%	1.0%	1.0%
		Change	% Change from Previous Year	
New Hires, 2023		1.0417	1.0%	
New Hires as a Percent of Sales, 2023		1.0%	1.0%	
New Hires (\$B), 2023		1.0417	1.0%	
Industry Investment (\$B), 2023 Q3		1.0410	1.0%	
Investing in Sales Ratio, 10-Week Moving Average, 2023 Q3		1.0%	1.0%	
		Change	% Change from Previous Year	
Total Employment Annual Average, 2023		11.148	1.0%	
Total Employment Annual Average, 2024		11.148	1.0%	
Total Employment, June 2023		110,000	1.0%	
Average Annual Revenue per Employee, 2023		1845.112	1.0%	
Establishments, 10-Quarter Average, 2023 Q3		11,000	1.0%	
Average Number of Employees per Establishment, 2023 Q3		1007.0	1.0%	
Total Wages (\$B) 10-Quarter Total, 2023 Q3		194	1.0%	
Total Wages as a Percent of Revenue, 2023 Q3		1.0%		
Average Annual Pay (average weekly wage x 52), June 2023		185.194	1.0%	

INDUSTRIAL SUPPLIES DISTRIBUTORS — NAICS 4238

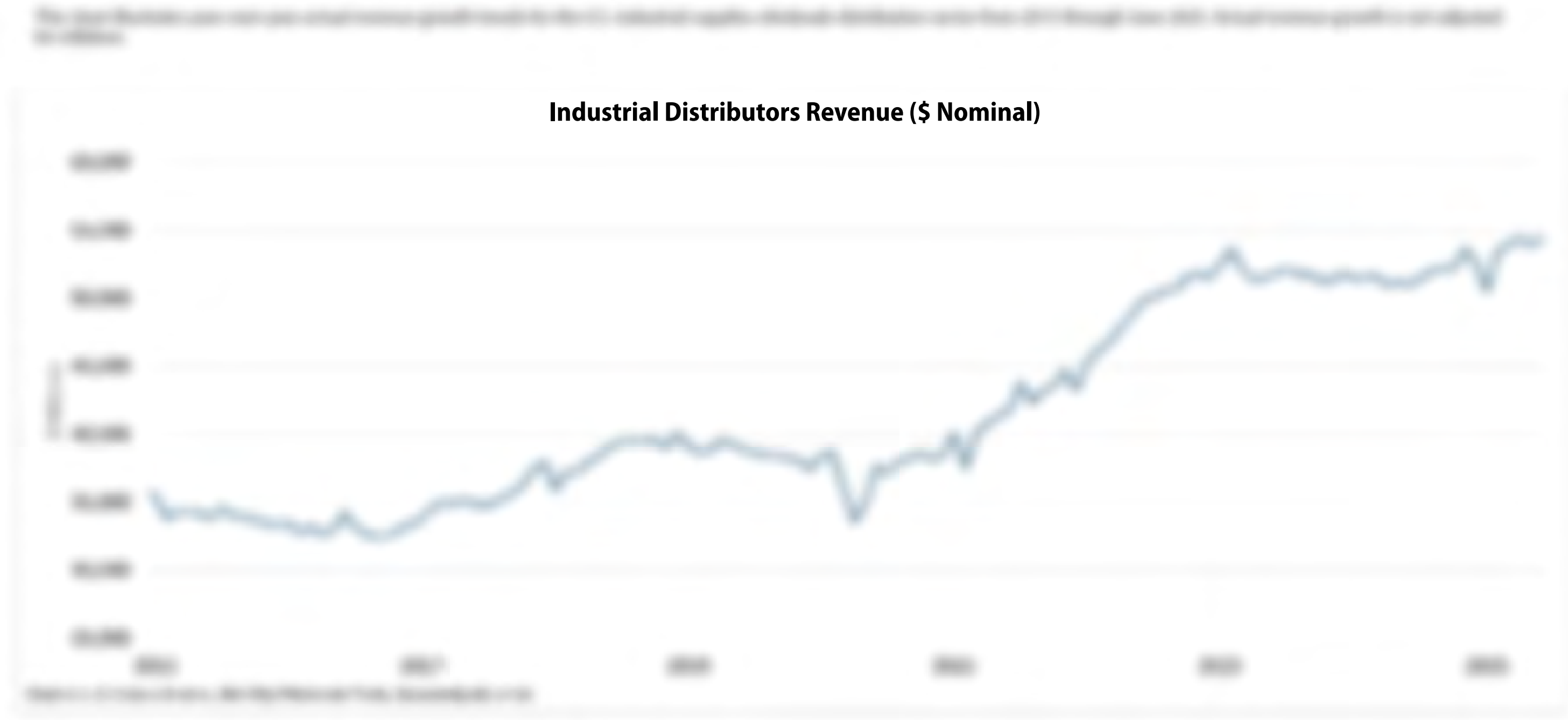
Employment Demographics

Employment Size Distribution of Wholesale Distribution Companies

Subsector (defined by primary products)	<20 Employees	20 – 99 Employees	100 – 499 Employees	500+ Employees
Construction and Mining equipment and supply Merchant Wholesaler	1,000	1,000	100	0
Food and kindred Merchant Wholesaler and Equipment Merchant Wholesaler	1,000	1,000	0	0
Industrial Merchant Wholesaler and Equipment Merchant Wholesaler	11,000	1,000	100	0
Industrial Supplies Merchant Wholesaler	0	1,000	100	0
General Equipment, Supplies and Supplies Merchant Wholesaler	100	0	0	0
Transportation Equipment and Supplies Merchant Wholesaler	100	0	0	0
Total	13,100	3,000	200	0

INDUSTRIAL SUPPLIES DISTRIBUTORS
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Actual Revenue Growth Trends, 2015 to 2025



INDUSTRIAL SUPPLIES DISTRIBUTORS
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Real Revenue Growth Trends, 2015 to 2025

