

# Wholesale Distribution Industry Data



National Association of Wholesaler-Distributors  
 2016 Edition



(2014)

Note: WD sales volume is 120% of retail (\$4.6 trillion).

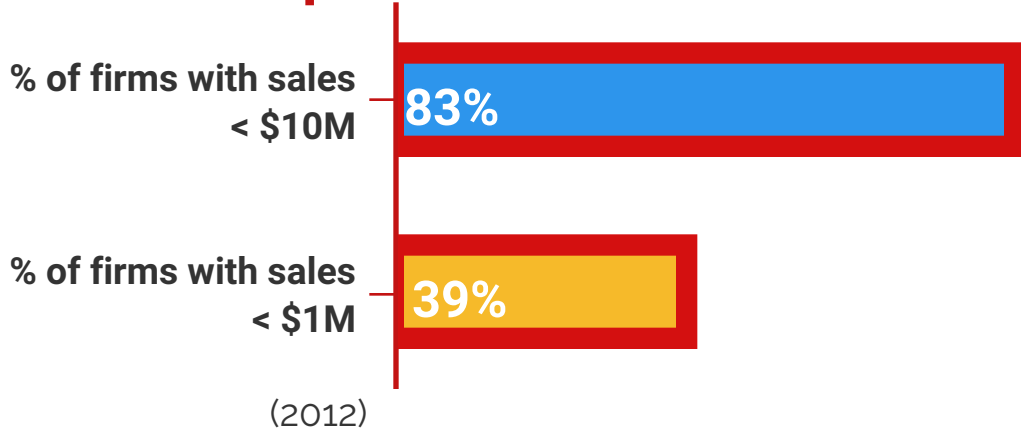


(IRS Data)



(IRS Data)

## A Snapshot of Firms



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



(Survey of WD companies.)

**Average Hourly Wage  
 for all employees  
 \$29.31**

(March 2016)

**Average Hourly Wage  
 for all nonsupervisory  
 employees  
 \$23.98**

(March 2016)



(March 2016)