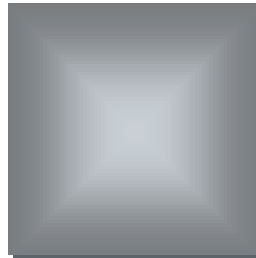


2016 IOWA INDUSTRY PROFILE

WHOLESALE TRADE

IOWA WORKFORCE DEVELOPMENT



Executive Summary

In 2015, the **wholesale trade** sector comprised 4.4 percent of all public and private sector employment in Iowa, employing 67,718 workers with an average annual wage of \$60,272. This wage is 36.7 percent higher than the statewide average of \$44,094 for all industries.

Employment in this sector has recovered since the Great Recession. However, in 2014, the industry again began to shed employment, dropping from 69,295 employees in 2013 to its current level of 67,718, a decline of 2.3 percent. All told, the sector has only gained 1,659 jobs (2.5 percent) since hitting a rock bottom of 66,059 in 2010.

Employment in the wholesale trade sector tends to be higher in counties in the northern half of the state due to a higher number of grain elevators and greater ethanol production.

Men hold a strong majority of the jobs in this industry, making up 75.5 percent of wholesale trade employment in 2015.





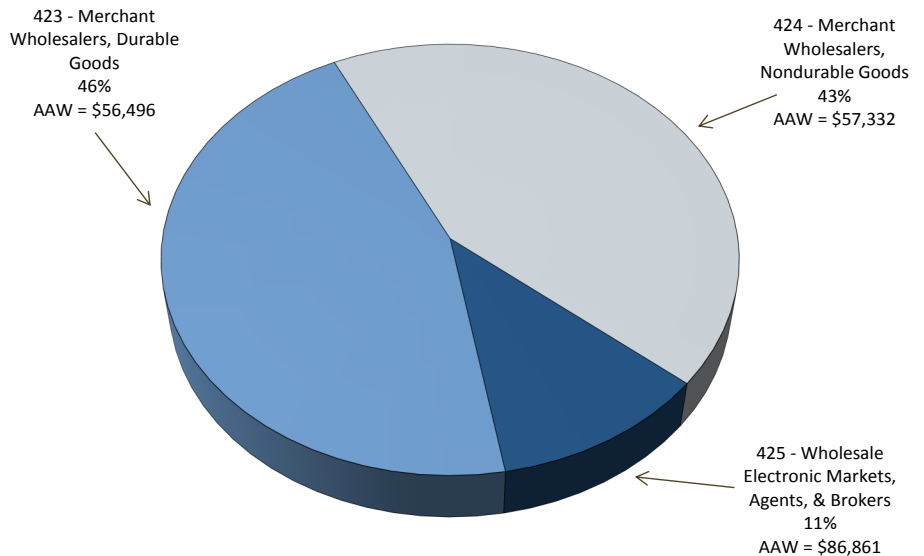
WHOLESALE TRADE IOWA INDUSTRY PROFILE

What is Wholesale Trade?

The **wholesale trade** sector comprises establishments engaged in wholesaling merchandise, generally without transformation, and rendering services incidental to the sale of merchandise. The merchandise described in this sector includes the outputs of agriculture, mining, manufacturing, and certain information industries, such as publishing.

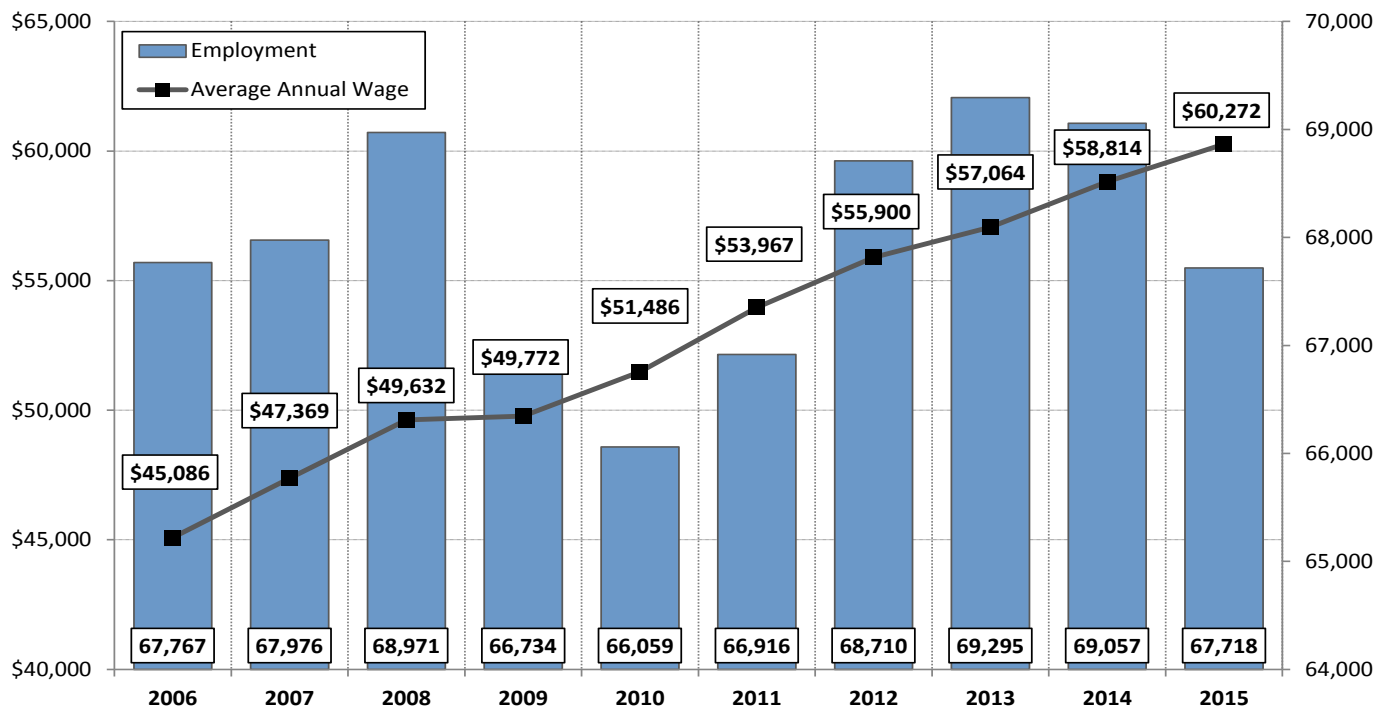
The wholesaling process is an intermediate step in the distribution of merchandise. Wholesalers are organized to sell or arrange the purchase or sale of (a) goods for resale (i.e., goods sold to other wholesalers or retailers), (b) capital or durable nonconsumer goods, and (c) raw and intermediate materials and supplies used in production.

2015 Industry Breakout by Employment in Iowa
Wholesale Trade
Percentage Employed & Average Annual Wage (AAW) by Subsector



Source: www.bls.gov/cew/bls_naics/bls_naics_app.htm Source: Quarterly Census of Employment and Wages (QCEW), Iowa Workforce Development

2006-2015 Employment in Wholesale Trade



Source: Quarterly Census of Employment and Wages (QCEW), Iowa Workforce Development

WHOLESALE TRADE IOWA INDUSTRY PROFILE



Examples of Wholesale Trade Employers

Name of Company	Industry
Capital City Fruit	Grocery and related product wholesalers
Farner-Bocken	Grocery and related product wholesalers
Martin Brothers Distribution	Grocery and related product wholesalers
Pech Optical	Commercial equip. merchant wholesalers
Sysco Food Services of Iowa	Grocery and related product wholesalers
US Foods	Grocery and related product wholesalers
Van Diest Supply	Misc. nondurable goods merchant wholesalers

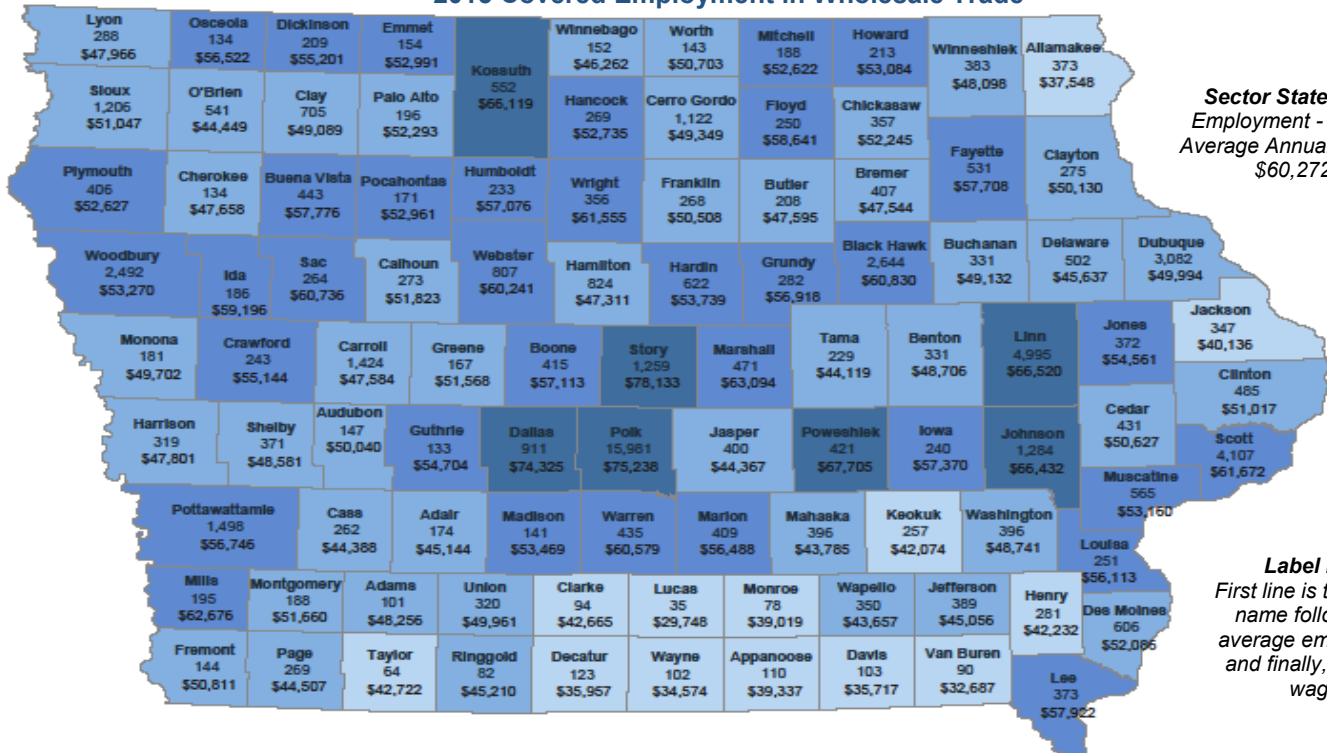
Employers

In 2015, there were 7,536 establishments in the **wholesale trade** industry across Iowa. **Durable good wholesalers** had the most locations in Iowa, with 2,631. **Electronic market and agent broker wholesalers** was a close second with 2,607 locations. Finally, **nondurable wholesalers** had 2,298 establishments statewide.

The employers listed to the left are classified in the subsector that reflects their primary industry, although each company may be engaged in other economic activities.

Source: www.iowaworkforcedevelopment.gov/employer-database

2015 Covered Employment in Wholesale Trade



Wages Less than \$42,722 \$42,723 - \$52,293 \$52,294 - \$63,094 Greater than \$63,095

Source: Quarterly Census of Employment and Wages (QCEW), Iowa Workforce Development

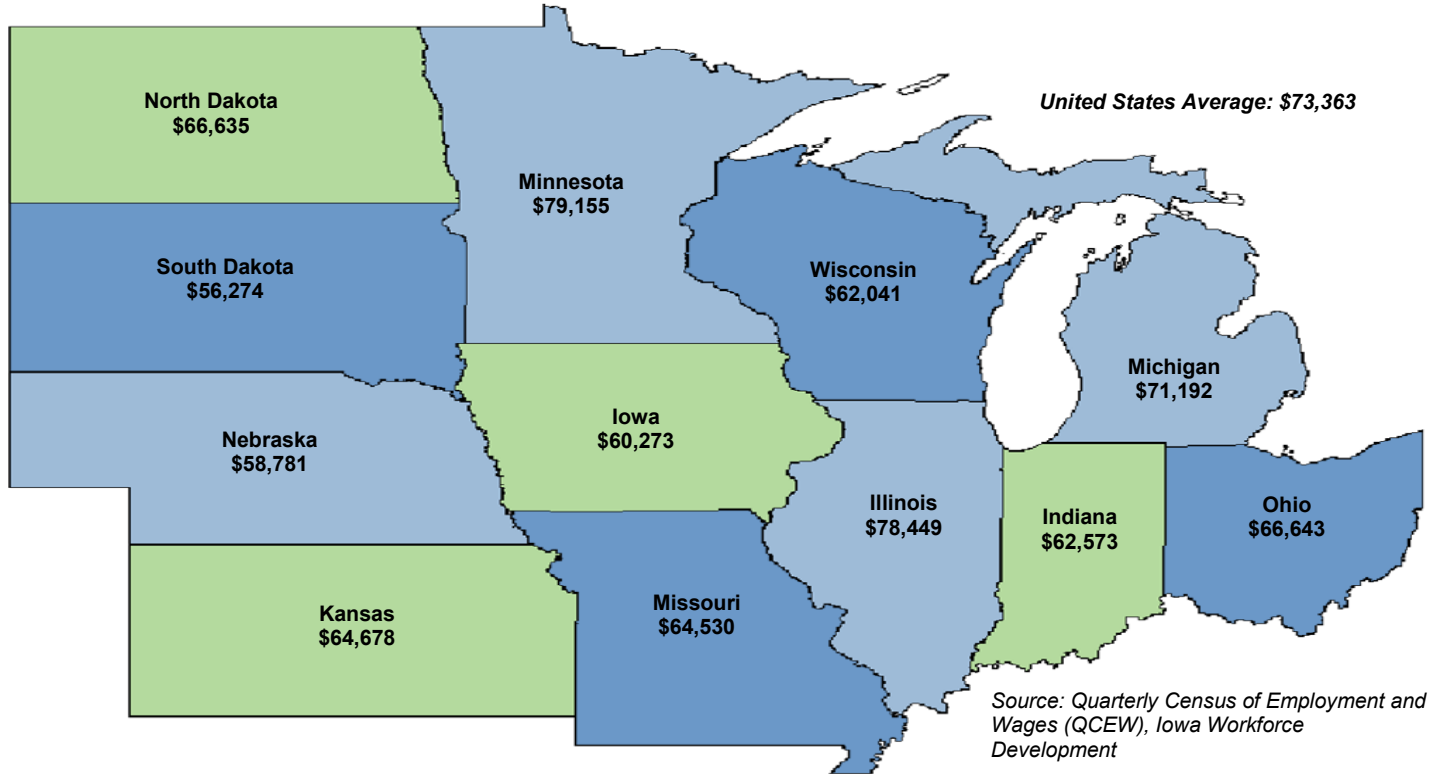
<https://www.iowaworkforcedevelopment.gov/labor-market-information-division>



WHOLESALE TRADE IOWA INDUSTRY PROFILE

2015 Average Annual Wage for Covered Employment in Wholesale Trade

State Comparisons by Private Ownership



Contact Information

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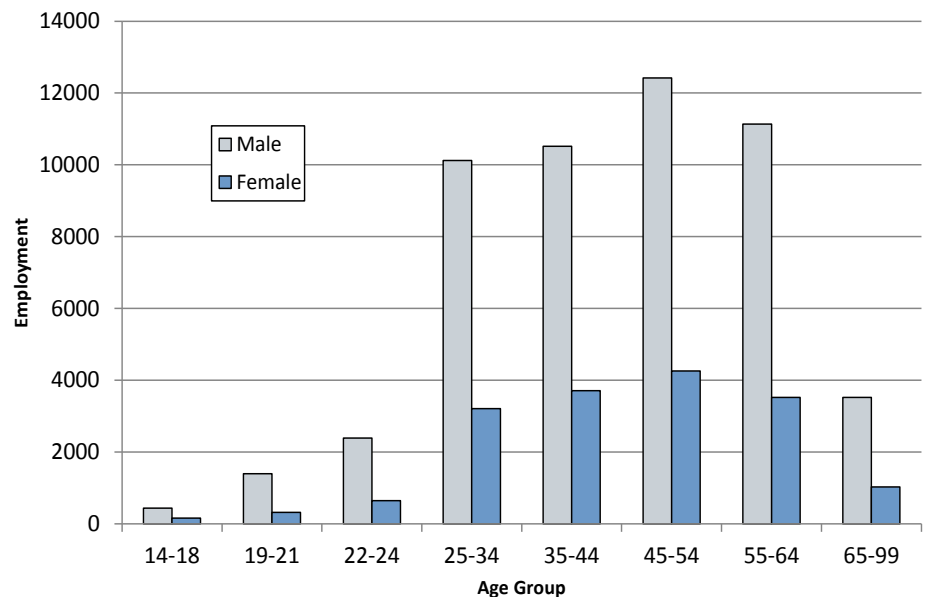
*Equal opportunity employer/program.
Auxiliary aids and services are available
upon request to individuals with disabilities.*

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Industry Distribution by Age & Gender 4th Qtr. 2015



Source: Local Employment Dynamics, Iowa Workforce Development and U.S. Census Bureau
<http://lehd.did.census.gov>