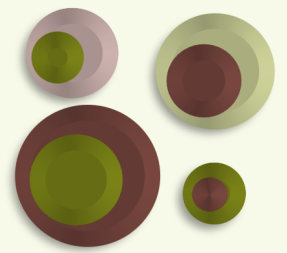
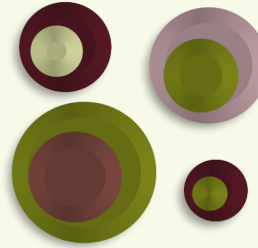


2022 IOWA INDUSTRY PROFILE

WHOLESALE TRADE

IOWA WORKFORCE DEVELOPMENT



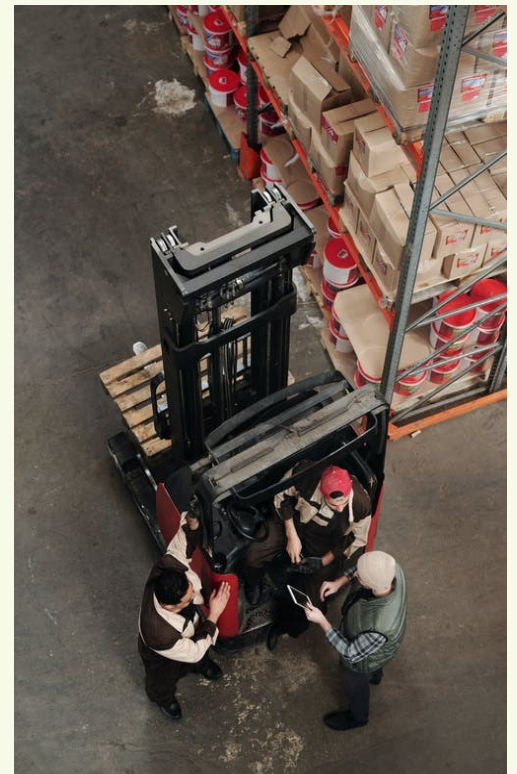
Executive Summary

In 2022, the **Wholesale Trade** sector comprised 4.3 percent of all public and private sector employment in Iowa, employing 66,450 workers with an average annual wage of \$80,256. This wage was 39.9 percent higher than the statewide average of \$57,378 for all industries. Over the last decade from 2013 to 2022 wages have increased each year

Employment has dropped every year from 69,295 employees in 2013 to 66,160 employees in 2018, but in 2019 increased to 66,237 employees, representing a 0.1 percent increase respectively. With the onset of the pandemic in 2020, employment once again slumped by 2.1 percent down to 64,844 employees. However, by 2022 the **Wholesale Trade** sector returned to pre-pandemic employment levels adding just over 1,600 jobs. Annual average wages jumped substantially from 2020 to 2022 increasing 14.9 percent to \$80,256 as well.

Wholesale and manufacturing sales representatives make up the largest share of all occupations within the **Wholesale Trade** sector, representing 9,825 employees.

Men hold a strong majority of the jobs in this industry, making up 75.9 percent of wholesale trade employment in 2022.



WHOLESALE TRADE IOWA INDUSTRY PROFILE



What is Wholesale Trade?

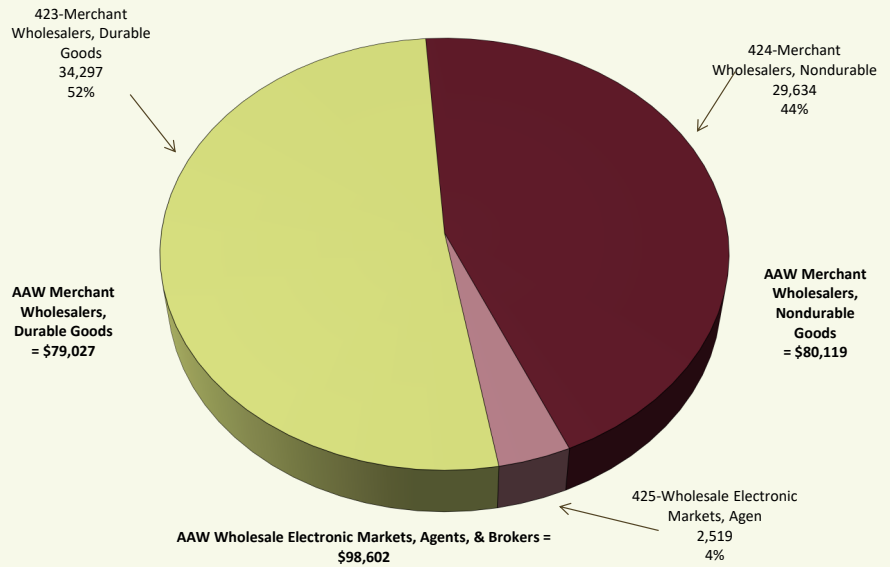
The Wholesale Trade sector comprises establishments engaged in wholesaling merchandise, generally without transformation, and rendering services incidental to the sale of merchandise. The merchandise described in this sector includes the outputs of agriculture, mining, manufacturing, and certain information 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 non-consumer goods, and (c) raw and intermediate materials and supplies used in production.

Source: www.bls.gov/cew/bls_naics/bls_naics_app.htm

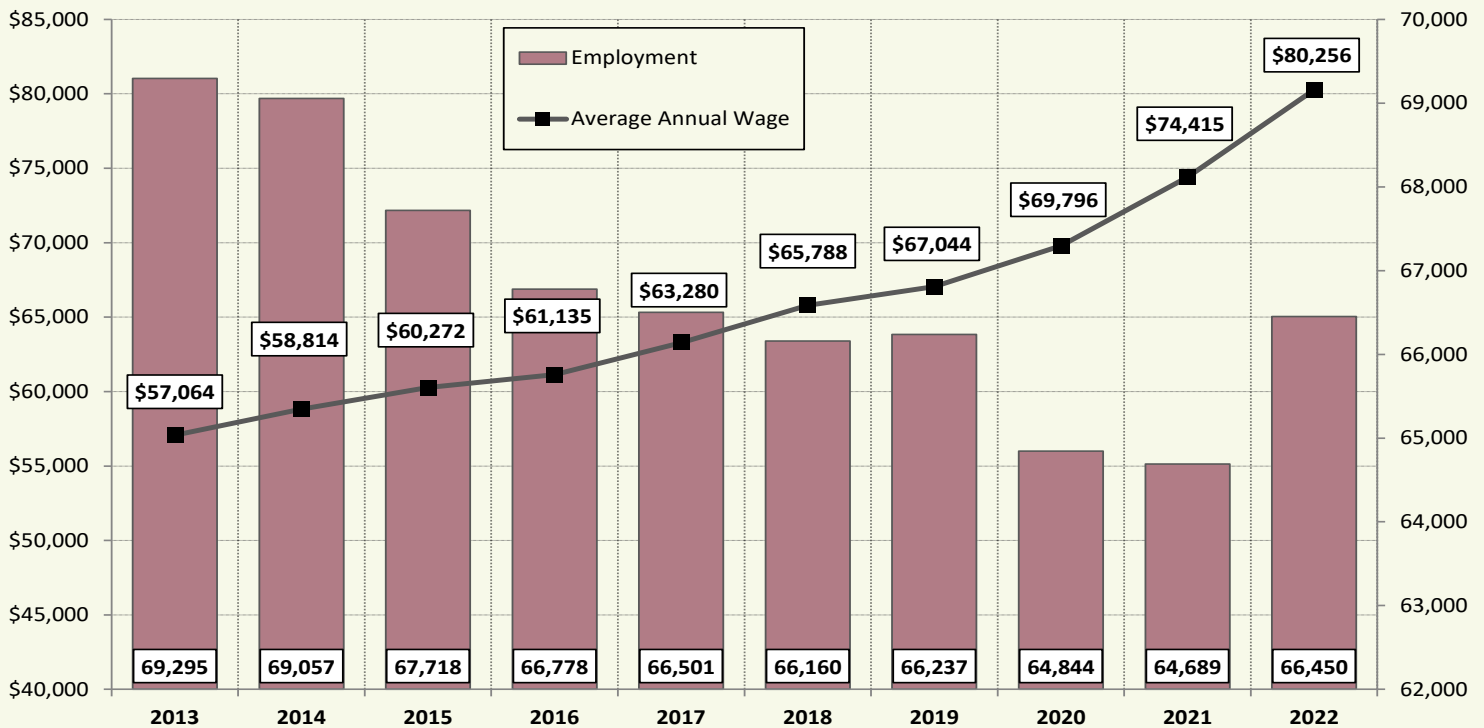
2022 Industry Breakout by Employment in Iowa

Wholesale Trade NAICS Industry Coding
Percentage Employed and Average Annual Wage by Subsector



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

2013–2022 Employment in Wholesale Trade in Iowa



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

WHOLESALE TRADE IOWA INDUSTRY PROFILE



Top Occupations in Wholesale Trade	Employment
Sales Representatives, Wholesale and Manufacturing, Except Technical and Scientific	9,825
Heavy and Tractor-Trailer Truck Drivers	5,024
Laborers and Freight, Stock, and Material Movers, Hand	3,342
Office Clerks, General	2,827
Sales and Related Workers, All Other	2,314
Packers and Packagers, Hand	2,299
Customer Service Representatives	2,097
Light Truck or Delivery Services Drivers	1,815
Stockers and Order Fillers	1,652
Agricultural Equipment Operators	1,516
Bookkeeping, Accounting, and Auditing Clerks	1,443
Sales Representatives, Wholesale and Manufacturing, Technical and Scientific Product	1,325
Parts Salespersons	1,291
Farm Equipment Mechanics and Service Technicians	1,213
Driver/Sales Workers	1,167
First-Line Supervisors of Non-Retail Sales Workers	929
Shipping, Receiving, and Traffic Clerks	922
First-Line Supervisors of Transportation & Material Moving Workers, Exc Aircraft Cargo	765
Industrial Truck and Tractor Operators	738
Bus and Truck Mechanics and Diesel Engine Specialists	723

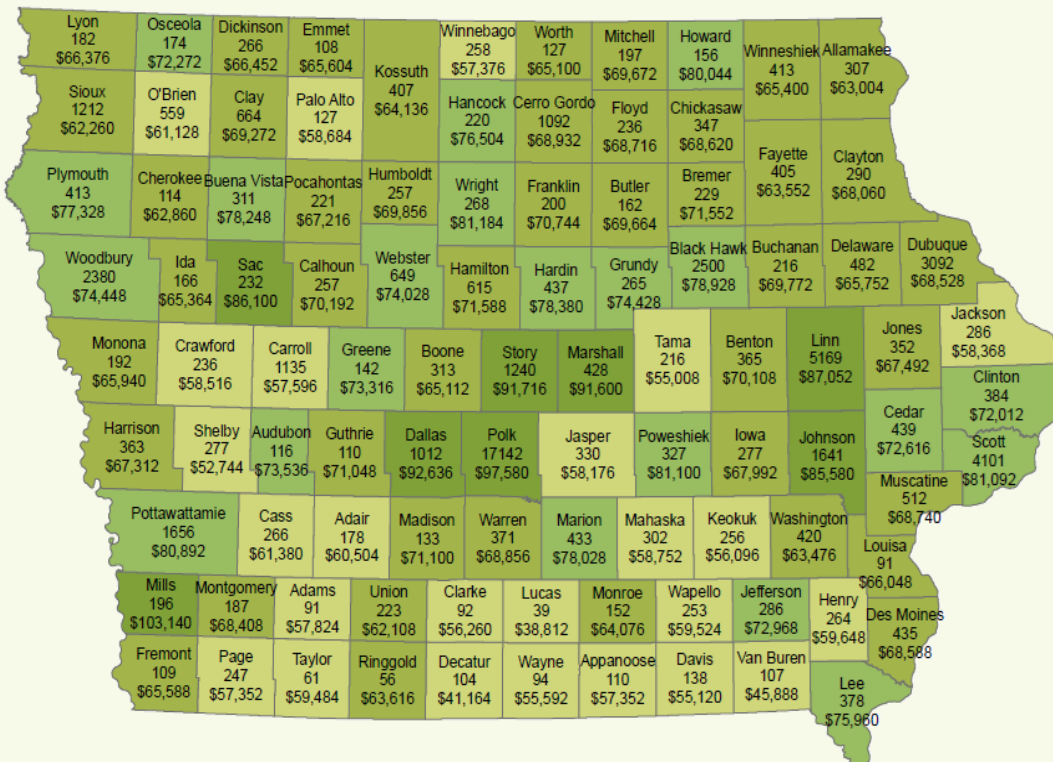
Source: Iowa Workforce Development, Labor Market Information Industry and Occupational Projections (2020-2030 Long-Term Projections)

Establishment Facts:

In 2022, there were 7,759 establishments in the **Wholesale Trade** industry across Iowa. **Durable good wholesalers** had the most locations in Iowa, with 3,884. **Nondurable good wholesalers** was second with 2,988 locations. Finally, **Electronic market and agent broker wholesalers**, had 886 establishments statewide.

The top **Wholesale Trade** occupational projections are listed in the left hand table. Wholesale & Manufacturing sale representatives with 9,825 jobs ranks first among all occupations.

2022 Covered Employment in Wholesale Trade by County



Sector Statewide:

Employment - 66,450
Average Annual Wage - \$80,256

Label Key:
First line is the county name followed by average employment and finally, average wage.

Wages ■ Less than \$61,380 ■ \$61,381 - \$71,588 ■ \$71,589 - \$81,184 ■ Greater than \$81,185

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

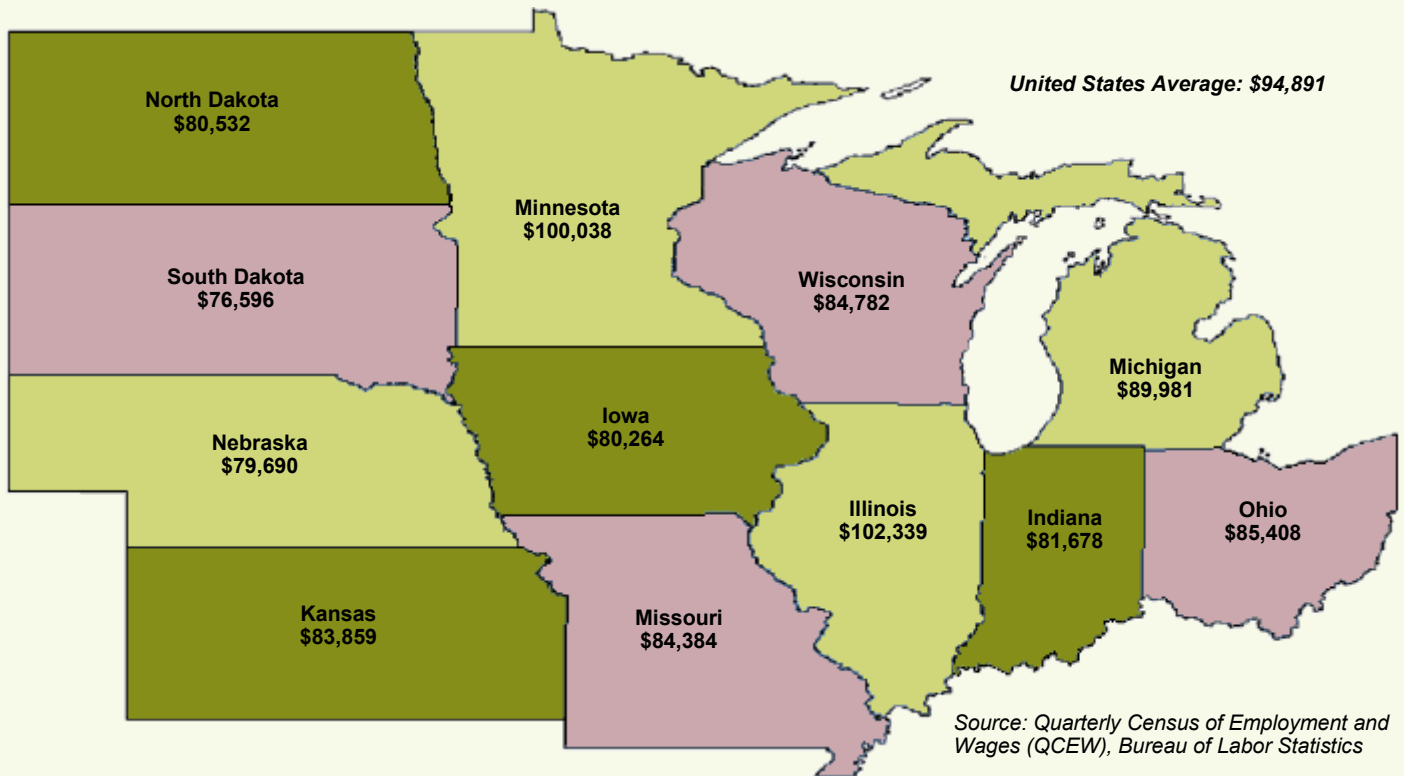
<https://www.iowalmi.gov/qcew>

WHOLESALE TRADE IOWA INDUSTRY PROFILE



2022 Average Annual Wage for Covered Employment in Wholesale Trade

State Comparisons by Private Ownership



Contact Information

Iowa Workforce Development, Employment Statistics Bureau

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lwd.lmi@iwd.iowa.gov

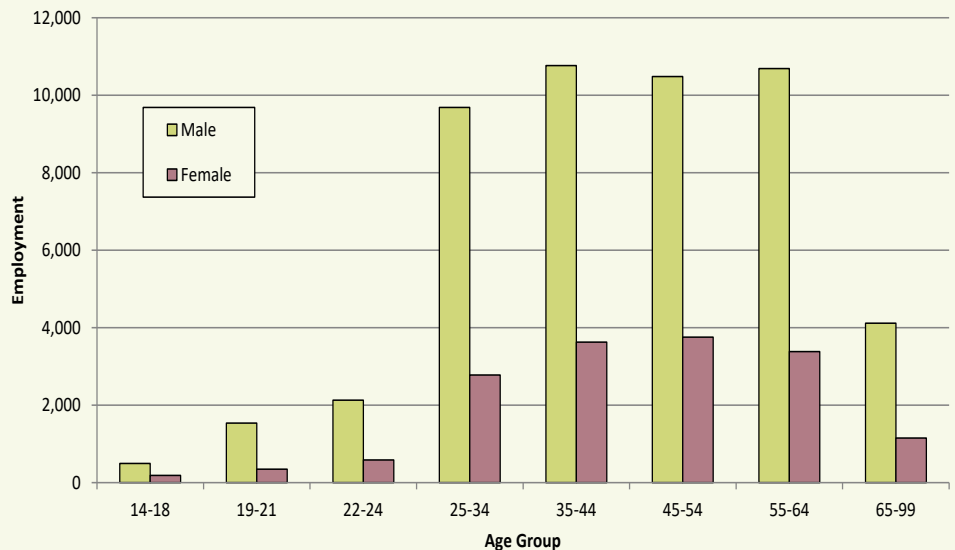
www.iowaworkforcedevelopment.gov

Equal opportunity employer/program.

Auxiliary aids and services are available upon request to individuals with disabilities.

TTY 515-281-4748
1-800-831-1399

Industry Distribution by Age and Gender, 2nd Quarter 2022



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

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