Executive Summary

In 2019, the Wholesale Trade sector comprised 4.3 percent of all public and private sector employment in Iowa, employing 66,237 workers with an average annual wage of $67,044. This wage was 37.7 percent higher than the statewide average of $48,672 for all industries. Over the last decade from 2010 to 2019 wages have increased each year.

However, employment in this industry has shown both gains and losses over the same period. Employment has dropped every year from 69,296 employees in 2013 to 66,160 employees in 2018, but in 2019 increased to 66,237 employees, which is only a 0.1 percent increase. All told, the sector has gained 174 jobs (0.3 percent) from 2010 through 2019.

Employment in this 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 76.1 percent of wholesale trade employment in 2019.
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

2010–2019 Employment in Wholesale Trade in Iowa

Source: Quarterly Census of Employment and Wages (QCEW), Iowa Workforce Development
In 2019, there were 7,646 establishments in the Wholesale Trade industry across Iowa. Durable good wholesalers had the most locations in Iowa, with 3,565. Nondurable good wholesalers was second with 2,913 locations. Finally, Electronic market and agent broker wholesalers, had 1,168 establishments statewide.

The top Wholesale Trade occupational projections are listed in the left hand table. Wholesale & Manufacturing sale representatives with 9,915 jobs ranks first among all occupations.
WHOLESALE TRADE
IOWA INDUSTRY PROFILE

2019 Average Annual Wage for Covered Employment in Retail Trade

State Comparisons by Private Ownership

North Dakota $70,291
South Dakota $62,152
Nebraska $65,886
Iowa $67,044
Kansas $72,632
Missouri $70,779
Minnesota $85,074
Wisconsin $70,652
Illinois $86,815
Indiana $69,313
Michigan $77,353
Ohio $73,440
Minnesota $85,074
United States Average: $80,193

Source: Quarterly Census of Employment and Wages (QCEW), Bureau of Labor Statistics

Contact Information
Iowa Workforce Development, Employment Statistics Bureau
1000 E Grand Ave
Des Moines, IA 50319
800-532-1249
Fax: 515-281-8195
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 2019

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

https://www.iowalmi.gov/qcew