



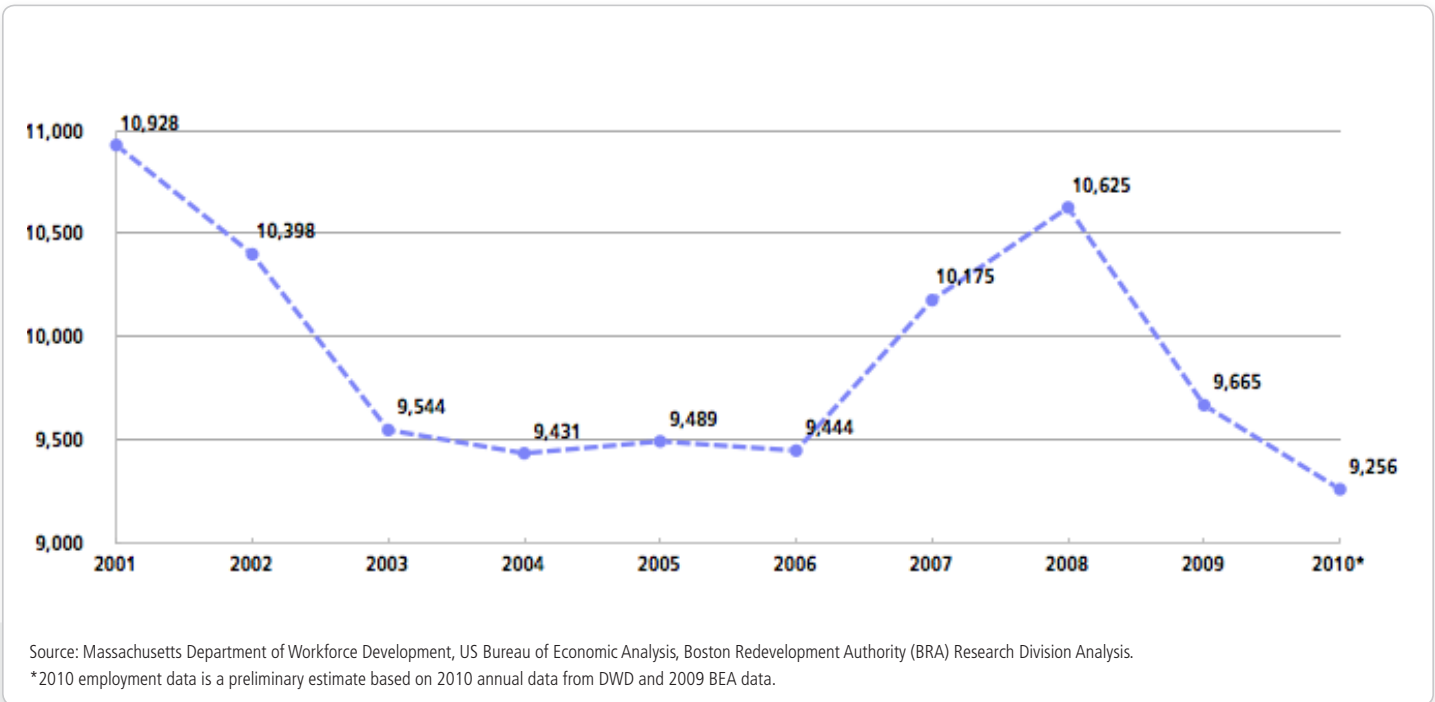
Wholesale Trade Industry

Wholesale trade is one of the smaller industries in Boston, making up 1.4% of total employment in 2010. This ranks wholesale trade 16th amongst the 20 major industrial sectors identified by the Bureau of Labor Statistics (BLS)¹. The wholesale trade industry includes business activities such as durable goods wholesalers, nondurable goods wholesalers, grocery product merchants, and electronic market agents/brokers.

Employment

Today, Boston's wholesale industry employs over 9,200 people. Overall, the industry has experienced some job losses over the last decade. Since 2001, the wholesale trade industry in Boston has decreased by about 15%. Although it regained most of its jobs from the 2001 recession by 2008, the economic recession that year hurt the industry badly. Nearly 1,400 wholesale trade jobs were lost in the two years following 2008.

Number of Wholesale Trade Jobs



1. Industry sectors were selected according to their 2-digit North American Industry Classification System (NAICS) codes. LINK: <http://www.census.gov/eos/www/naics/>

The largest occupations in the wholesale trade industry in Boston include sales, laborers and freight, stock, and material movers, and customer service representatives. Below is a list of the top ten wholesale trade occupations in Boston by employment. These ten occupations make up approximately 47% of the wholesale trade industry.

Top Ten Wholesale Trade Occupations by Employment

Job Title:	Total
Sales Representatives, Wholesale and Manufacturing, Except Technical and Scientific Products	1,185
Laborers and Freight, Stock, and Material Movers, Hand	508
Sales Representatives, Wholesale and Manufacturing, Technical and Scientific Products.....	458
Customer Service Representatives	357
Truck Drivers, Heavy and Tractor-Trailer	338
Truck Drivers, Light or Delivery Services.....	334
Stock Clerks and Order Fillers	329
Shipping, Receiving, and Traffic Clerks	284
Office Clerks, General	222
Bookkeeping, Accounting, and Auditing Clerks	203

Source: Labor Market Assessment Tool 2.0, (BRA) Research Division Analysis.

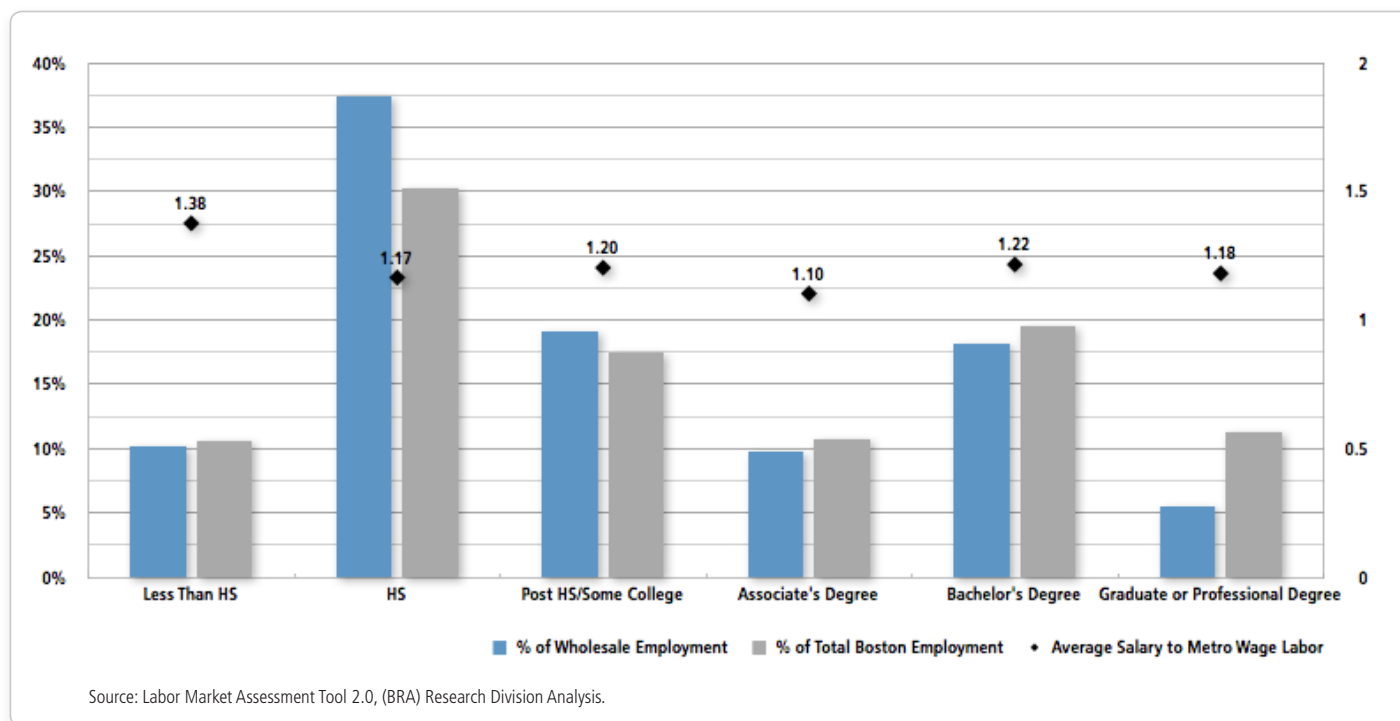
Major Employers in Wholesale Trade

The city's largest employers in the wholesale trade industry include GE Healthcare, Costa Fruit and Produce, Perkin Elmer Life Sciences, Adcotron Ems Inc, and Global Petroleum. Wholesale trade establishments are scattered across the city, in particular their concentrations are in Downtown and South Boston. The attached map depicts the wholesale trade establishments by size in Boston.

Education, Skill Requirements, and Wages

Overall, the educational requirements for the wholesale trade industry are comparable to those of Boston’s total employment averages. About 65% of jobs in wholesale trade require some college or less. This is slightly higher than Boston as a whole, where approximately 58% of jobs require some college or less. The Industry-to-Metro wage ratio shows how wages by educational requirement look different between an industry and the Metro Boston average for the same education level. In general, the average wages for jobs in wholesale trade are slightly higher than all jobs in the region by educational requirement.

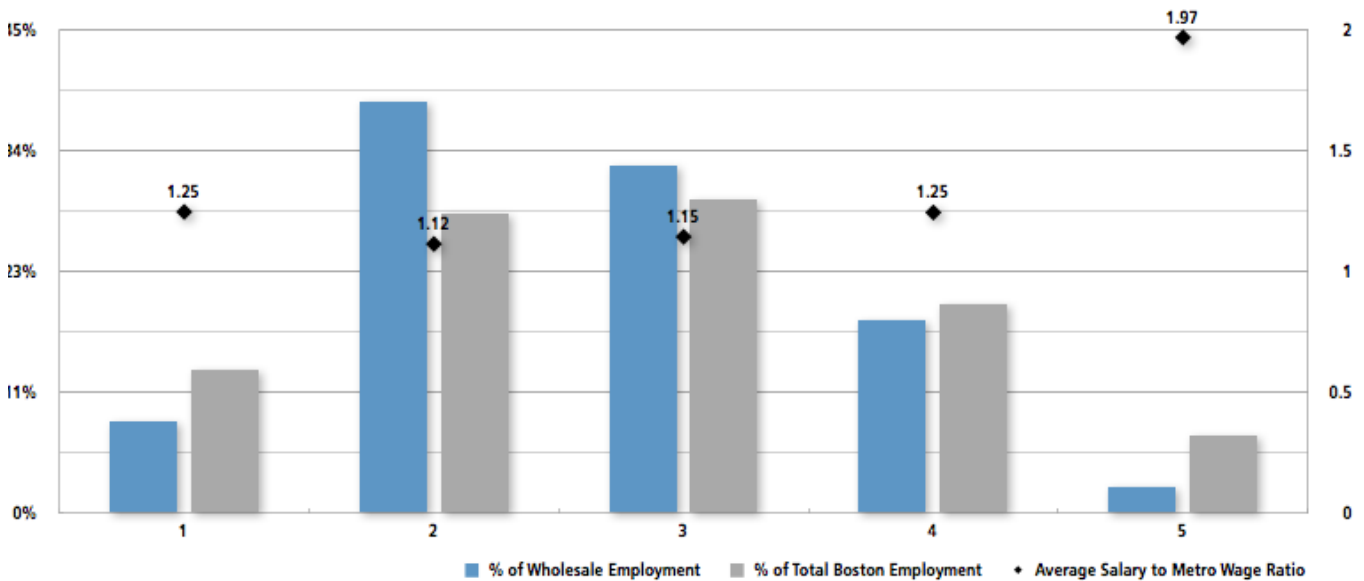
Education Requirements and Wages



The Boston Redevelopment Authority’s Labor Market Assessment Tool (LMAT)² also has different measures for job training, called job zones. The lower the job zone number, the less training, education, and previous work experience needed to perform the job. Overall, close to 80% of jobs in wholesale trade are in job zones 1, 2, and 3. This indicates the industry overall requires modest skills. Most occupations in wholesale trade require some preparation, such as a high school diploma and previous wholesale-related skills.

2. For more detailed information on LMAT, please see *Introducing the Labor Market Assessment Tool*-Boston Redevelopment Authority Research Division-publication 613.
 LINK: <http://www.bostonredevelopmentauthority.org/PDF/ResearchPublications/LMAT%20Introduction.pdf>

Job Zones and Wages



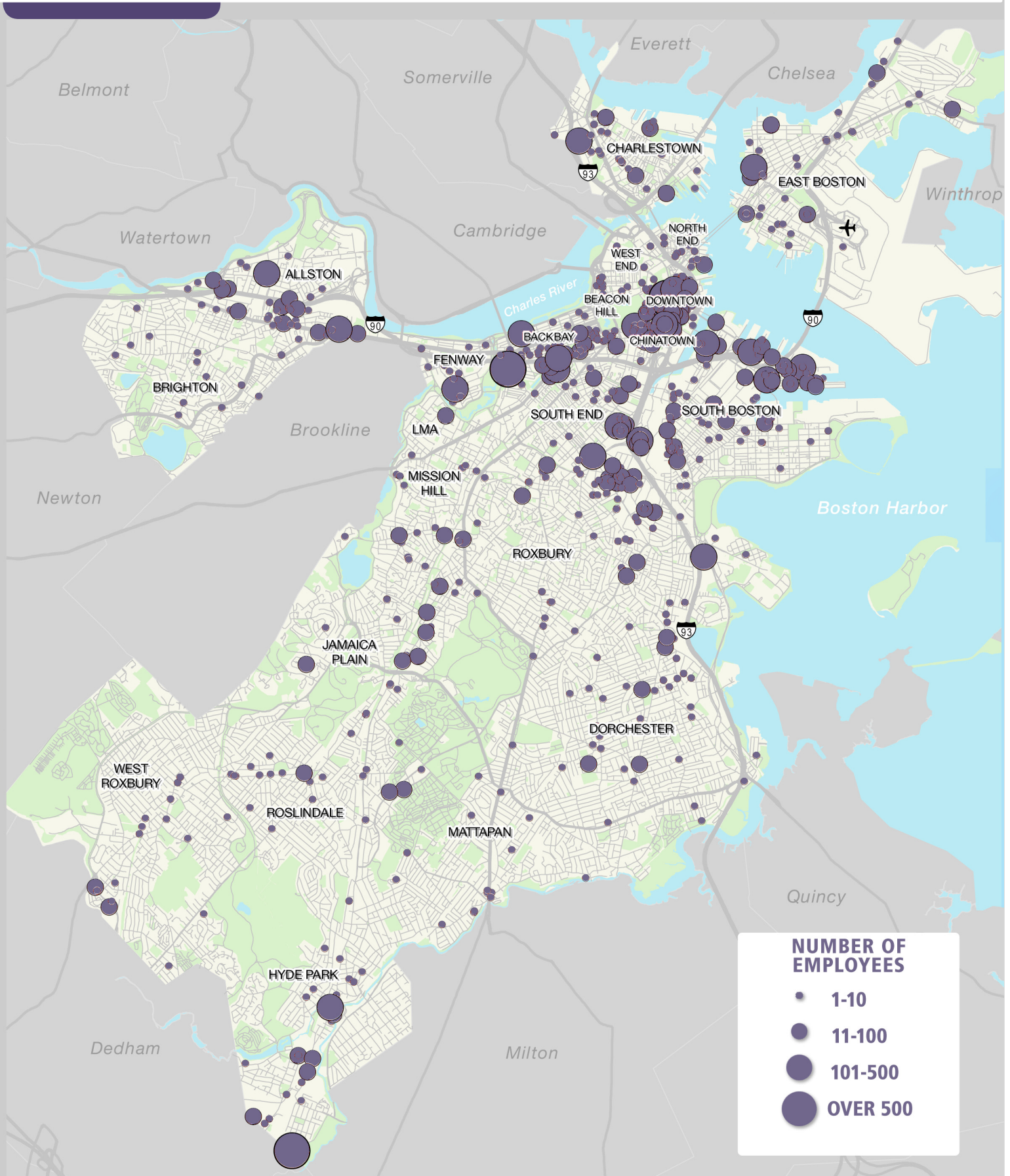
Source: Labor Market Assessment Tool 2.0, (BRA) Research Division Analysis.

Sector Trends

A location quotient (LQ) is used to assess the degree of regional specialization in an industry as compared to the national average. An LQ of "1" indicates an industry is concentrated in a region's economy in a proportion similar to the US overall. An LQ over "1" indicates that the industry is in an area of concentration for the region. With a location quotient of 0.41, the wholesale trade industry accounts for a smaller proportion of total jobs in Boston than at the national level.

In the coming years, employment in the wholesale trade industry in Boston is not expected to change a great deal. Using New England Economic Partnership (NEEP) projections, we estimate the wholesale trade industry to grow 3.1%—or 283 jobs—by 2015³. This change would account for only 0.6% of the city's total employment change during the 5-year period.

3. Projections for 2010-2015 are based upon the New England Economic Partnership (NEEP) May 2011 forecast.



Sources: InfoUSA Business Database 2010, BRA Research Division Analysis, BRA Office of Digital Cartography & GIS

City of Boston - Industry Profiles

Rank Industry:	# OF EMPLOYEES	CHANGE IN JOBS 2001-2010	% OF TOTAL EMPLOYMENT	LOCATION QUOTIENT	AVERAGE WAGES	JOBS ADDED BY 2015
1. Health Care and Social Assistance Industry	122,532	26,390	18.5%	1.67	\$67,333	13,117
2. Public Administration	78,354	(11,619)	11.8%	0.84	\$66,111	2,911
<i>State Government</i>	39,185	12,474	5.9%	1.95	-	1,456
<i>Local Government</i>	22,983	(19,428)	3.5%	0.42	-	854
<i>Federal Government</i>	16,184	1,354	2.4%	1.48	-	601
3. Finance and Insurance Industry	78,407	(5,993)	11.8%	2.28	\$170,624	1,695
4. Professional, Scientific and Technical Services Industry	73,897	1,692	11.2%	1.62	\$108,504	7,550
5. Educational Services Industry	50,247	6,585	7.6%	3.28	\$64,627	5,376
6. Accommodation and Food Services Industry	49,577	6,143	7.5%	1.06	\$25,956	4,622
7. Administrative and Support and Waste Management Remediation Services Industry	32,124	(7,675)	4.9%	1.01	\$46,005	3,286
8. Retail Trade Industry	30,477	(360)	4.6%	0.45	\$30,664	655
9. Other Services (except Public Administration)	29,279	2,967	4.4%	0.89	\$37,933	1,264
10. Real Estate and Rental and Leasing Industry	21,382	2,227	3.2%	0.75	\$80,999	465
11. Transportation and Warehousing Industry	18,537	(5,893)	2.8%	0.88	\$49,115	(426)
12. Information Industry	16,407	(5,844)	2.5%	1.28	\$88,463	1,583
13. Arts, Entertainment, and Recreation Industry	14,712	2,452	2.2%	1.00	\$79,502	1,383
14. Construction Industry	13,864	(5,794)	2.1%	0.41	\$90,825	28
15. Manufacturing Industry	9,545	(8,596)	1.4%	0.20	\$73,448	175
16. Wholesale Trade Industry	9,256	(1,672)	1.4%	0.41	\$79,231	283
17. Management of Companies and Enterprises	6,243	(4,022)	0.9%	0.86	\$122,906	643
18. Utilities Industry	2,441	(249)	0.4%	-	\$102,170	63
19. Agriculture, Forestry, Fishing and Hunting and Mining	180	(1)	0.0%	-	\$51,720	26
Total	657,461	(9,262)	99.3%	-	\$78,375	47,610

- Projections for 2010-2015 are based upon the New England Economic Partnership (NEEP) May 2011 forecast.
- 2010 employment data is a preliminary estimate based on 2010 annual data from DWD and 2009 BEA data.
- Because of low employment, Agriculture and Mining were combined for this table.

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