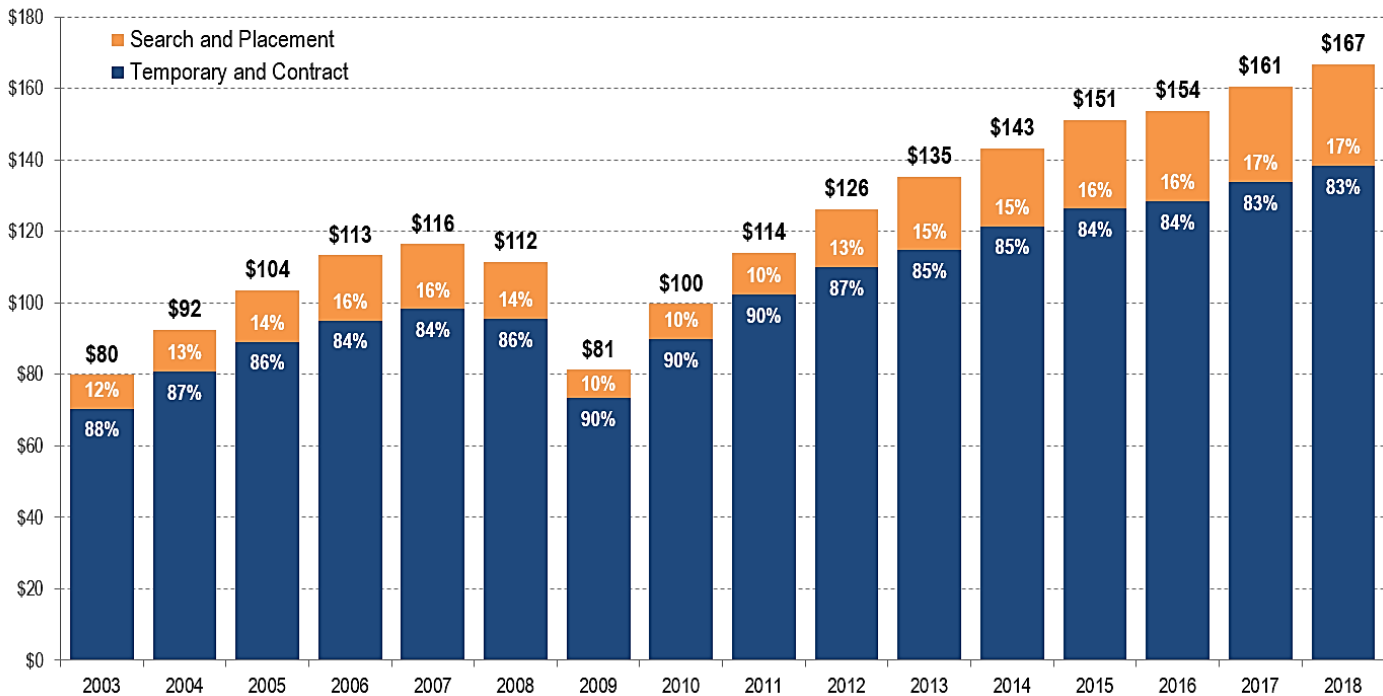


Staffing and Recruiting Industry Sales Increased 3.9% to \$167 Billion in 2018

Sales (Billions of U.S. Dollars)—Annual Totals for Staffing and Recruiting Industry



Source: American Staffing Association, Staffing Industry Analysts Inc., U.S. Department of Commerce

Temporary and contract staffing sales totaled \$138.5 billion in 2018, according to the latest annual data from the ASA Staffing Employment and Sales Survey—an increase of 3.4% over 2017.

Search and placement sales grew 6.3% in 2018, according to Staffing Industry Analysts. Applying SIA’s annual growth estimates to the most recent U.S. Economic Census benchmark indicates that search and placement sales totaled \$28.4 billion in 2018.

Combining temporary and contract staffing with search and placement services signals that U.S. staffing industry sales totaled \$166.9 billion in 2018, 3.9% more than in 2017. Search and placement sales accounted for 17.0% of total staffing and recruiting industry sales in 2018.

For additional staffing benchmarks and to learn more about the ASA Staffing Employment and Sales Survey, visit americanstaffing.net/quarterly-survey.