



Largest Industrial Staffing Firms in the US

2022 Update

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Key Findings:

- We estimate that 57 firms generated at least \$100 million in US industrial temporary staffing revenue in 2021. Added together, these firms generated \$30.5 billion in such revenue, accounting for 84% of the market, by our estimates. The complete list of firms can be found starting on page three of this report.
- In this market share report, we have ranked companies in order of revenue size, according to industry custom, but this ranking should not be taken to imply that a firm with a higher rank provides better service or more value to its shareholders.
- Staffing firms varied in degree of financial transparency, and even when forthcoming
 with information, in some cases data provided was adjusted for greater accuracy and
 consistency. <u>Therefore</u>, for all firms in this report, revenue shown should be
 considered an estimation by Staffing Industry Analysts.
- Market share percentages in this report were calculated by dividing each company's revenue figure by our estimate of \$36.5 billion for the US industrial temporary staffing market in 2021.
- Overall, we believe that this list is accurate and can be used appropriately to get a "big picture" reading of the US industrial temporary staffing industry landscape. However, as transparency and availability of information from staffing companies can vary from one year to the next, this year's estimates may not be comparable to those of previous years in all cases. For that reason, we did not display prior year revenue estimates in this report.
- Six firms are included on this year's ranking that did not appear in last year's report: Ascend Staffing, LSI Staffing, On Time Staffing, TERRA Staffing Group, The Job Center Staffing, and The Reserves Network.
- Additional details on the methodology of this report are provided on page seven.

All of the companies included in this report were invited to provide their revenue numbers via online survey in February and March 2022. For firms that did not participate in the survey, revenue estimates were based on company reports, company websites and other sources. Our market share reports are of strong interest to staffing buyers and we hope those listed will benefit from the increased buyer awareness. Firms not on this list that feel they should have been included are encouraged to contact Staffing Industry Analysts, as we will be releasing a follow-up briefing for any late additions. Many thanks to the staffing firms who offered their encouragement and assistance in this year's report process.



Ranked by estimated 2021 US industrial temporary staffing revenue

Rank	Company	2021 US Industrial Staffing Revenue (\$million)	Market Share
1	EmployBridge Holding Company ¹	3,404	9%
2	Express Employment Professionals	3,043	8%
3	Aerotek (Allegis Group)	2,681	7%
4	Randstad	2,141	6%
5	TrueBlue	1,872	5%
6	Manpower	1,305	4%
7	Adecco ²	1,025	3%
8	Kelly Services	1,002	3%
9	Workrise ³	1,000	3%
10	Recruit	895	2%
11	Elwood Staffing	874	2%
12	Tradesmen International	700	2%
13	The Onin Group	625	2%
14	Partners Personnel	577	2%
15	Volt Information Sciences ⁴	474	1%
16	Surge Staffing	472	1%
17	IDC Technologies/Lyneer ⁵	396	1%
18	MAU Workforce Solutions	375	1%
19	HireQuest ⁶	354	1%
20	Hospitality Staffing Solutions	353	1%

- 1. Includes revenue from acquisition of Hire Dynamics in 4Q21.
- 2. Does not include revenue from acquisition of AKKA Technologies in 2Q22.
- 3. Rebranded from RigUp in 1Q21.
- 4. Acquired by Vega Consulting (division of ACS Solutions) in 1Q22.
- 5. Includes revenue from acquisition of Lyneer Staffing Solutions in 3Q21.
- 6. Includes revenue from multiple acquisitions in 2021. Does not include revenue from multiple acquisitions in 2022.

The revenue figures above represent SIA's best estimation based on available information at the time of publication. The accuracy of estimates may vary depending on multiple factors, including firms' willingness to provide or confirm information about their operations.



Ranked by estimated 2021 US industrial temporary staffing revenue

Rank	Company	2021 US Industrial Staffing Revenue (\$million)	Market Share
21	AtWork Group	298	1%
22	Nesco Resource	290	1%
23	Labor Finders	289	1%
24	Malone Workforce Solutions	281	1%
25	CoWorx Staffing Services	270	1%
26	CorTech	267	1%
27	Accurate Personnel	253	1%
28	Chartwell Staffing Solutions	250	1%
28	Staffing Alternatives	250	1%
28	QPS Employment Group	250	1%
31	Trillium Staffing	237	1%
32	The Peoplelink Group (Groupe CRIT)	235	1%
32	TransForce	235	1%
34	Paramount Staffing (Proman Group)	224	1%
35	Full Steam Staffing	210	1%
36	NSC Technologies	200	1%
37	SURESTAFF	194	1%
38	Effex Management Solutions	180	<1%
39	Automation Personnel Services	172	<1%
40	PrideStaff	171	<1%

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Ranked by estimated 2021 US industrial temporary staffing revenue

Rank	Company	2021 US Industrial Staffing Revenue (\$million)	Market Share
41	LaborMAX Staffing	169	<1%
42	Midway Staffing	156	<1%
43	The Job Center Staffing	149	<1%
44	On Time Staffing	147	<1%
45	Morales Group	140	<1%
46	Resource Employment Solutions	135	<1%
47	Luttrell Staffing Group	134	<1%
48	Ascend Staffing ⁷	132	<1%
49	Integrity Staffing Solutions	124	<1%
50	PDS Tech (AKKA Group) ⁸	120	<1%
51	Staffing 360 Solutions ⁹	119	<1%
52	LSI Staffing	117	<1%
53	Kimco Staffing Services	115	<1%
54	Staff Zone	110	<1%
55	The Reserves Network ¹⁰	108	<1%
56	TERRA Staffing Group	102	<1%
57	Premier Employee Solutions	100	<1%
	Total:	30,501	84%

^{7.} Includes revenue from multiple acquisitions in 2021. Does not include revenue from multiple acquisitions in 2022.

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^{8.} Parent company AKKA Technologies acquired by Adecco in 2Q22.

^{9.} Does not include revenue from acquisition of Headway Workforce Solutions in 2Q22.

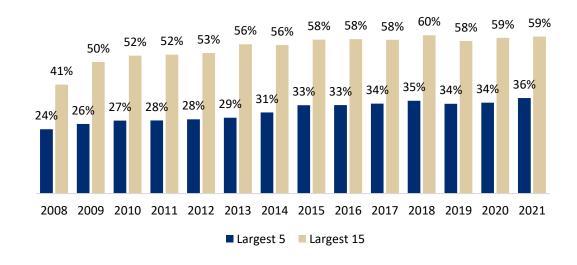
^{10.} Includes revenue from multiple acquisitions in 2021.

Market share held by the five and fifteen largest firms increases



- The chart at right shows the combined market share of the five largest and 15 largest industrial temporary staffing firms from 2008 to 2021, according to our annual reports on the largest industrial staffing firms in the United States.
- The market share held by the five largest and 15 largest industrial staffing firms has increased substantially during this period, although the trend reversed temporarily in 2019. In 2021, the market share of the five largest (36%) hit a new high over this period while the market share of the 15 largest remained the same.
- We note that this trend of consolidation over the past decade has been driven in part by some very large strategic acquisitions. In 2013, Elwood Staffing acquired SOS Staffing Services, TrueBlue acquired MDT Personnel, and EmployBridge acquired Employment Plus. In 2014, TrueBlue acquired The Seaton Companies. In 2015, EmployBridge combined with The Select Family of Staffing Companies. In 2021, EmployBridge acquired Hire Dynamics.

Combined market share of the 5 largest and 15 largest US industrial staffing firms, 2008 to 2021



Additional notes and explanation of methodology



- For the purposes of this report, we define "staffing" revenue as revenue generated from the provision of temporary workers to business clients, as well as from "place & search" services (direct hire/permanent placement and retained search.) We also include revenue from "temp-to-hire" conversions. We exclude revenue generated from other services offered by staffing companies: consulting services where billing is based on deliverables; process outsourcing (MSP, RPO, HRO); PEO and payrolling; outplacement; VMS; and "Talent Platform" services. Definitions of industry terms can be found in our online lexicon.
- We define "industrial" temporary staffing as the furnishing of temporary workers that primarily fall into "blue collar" occupations. Examples include manufacturing assemblers, machinists and welders, forklift operators and material movers, truck drivers, construction laborers and skilled trades, maintenance and cleaning workers, security guards, food service workers, retail and event staff, agricultural workers, and environmental cleanup workers.
- The definition of industrial temporary staffing revenue in this report aligns with the market size estimates that we produced in our most recent <u>US Staffing Industry Forecast report</u>, published in May 2022. This alignment allows us to calculate the market share for each listed company by dividing its staffing revenue by our 2021 US industrial staffing market size estimate of \$36.5 billion.
- To the extent possible, the staffing revenue estimates shown in this report include the full-year ("pro forma") 2021 revenue of any staffing firms acquired during 2021. We do this to more accurately reflect market share of the acquiring firm moving forward. We call out noteworthy staffing firm acquisitions in the footnotes of this report. More details can be found in our M&A database.
- Revenue estimates reflect calendar year 2021 and include gross staffing revenue generated by franchises.
- Due to the complexity involved with producing the staffing revenue estimates in this report, the presence of acquisition revenue, and variability from one year to the next in the availability of data, comparisons of revenue estimates from last year's report and this year's report do not necessarily provide a reliable measure of revenue growth at a particular company or for a particular market segment. For better insight on revenue growth trends in the US staffing industry, we recommend our US forecast reports.
- Regarding the data sources used for this report, we invited staffing firms in February to complete a detailed Excel-based application form indicating 2021 staffing revenue by country and segment. A majority of the companies appearing in this report supplied revenue information via the application form, which was then validated by comparison with other publicly available data. For companies that chose not to supply revenue information, we made staffing revenue estimates based on publicly available information and our own research. Revenue estimates were sent to company management for review, and in many cases feedback received resulted in more accurate final estimates. We invite our readers to contact us with any questions on our revenue estimates and we welcome feedback or additional data that will assist us in our research coverage and improve our revenue estimates related to the companies featured in this report.



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