



## MAFSI BUSINESS BAROMETER REPORTS +2.7% INCREASE IN SALES FOR Q1/05, Compared to the Same Time Last Year

Sales are strong into first quarter 2005, according to the MAFSI Business Barometer survey. Reps' predictions from last quarter came true as first quarter overall sales grew 2.7% (a 2.6% increase was projected last quarter).

All four regions of the U.S. as well as Canada reported at least a 2.0% overall increase in sales as well as sales growth in equipment, supply, tabletop and furnishings categories. The only exception was the Midwest which had flat furniture sales and the West which reported slightly declining tabletop sales.

Second quarter overall sales forecasts are even more optimistic at  ${\bf 3.9\%}.$ 

Compared to Q1/04, the MAFSI Business Barometer revealed that during first quarter 2005 overall:

- Equipment sales increased +2.7%
- Supply sales increased +2.8%

- Tabletop sales increased +3.1%
- Furniture sales increased +2.6%
- Overall sales increased +2.7%

For further details on your region of the country please see graphs.

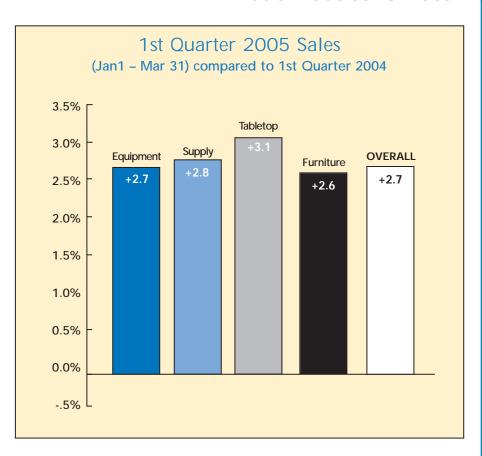
Manufacturers' representatives were surveyed from agencies across the United States and Canada for the MAFSI Business Barometer Survey. The quarterly survey is a leading economic indicator in the foodservice industry that provides an invaluable outlook on sales trends and forecast regionally and nationally. This survey is the industry's most definitive non-food sales/trend indicator.

MAFSI releases the Business Barometer on a quarterly basis. Second quarter results will be released the first week in August.

## businessbarometer

MAFSI Business
Confidence Index for
2nd Quarter 2005
(Apr 1 – June 30) compared to
2nd Quarter 2004

ALL REGIONS +3.9%



Projected 2nd Quarter 2005 Sales (Apr 1 – June 30) compared to 2nd Quarter 2004

NORTHEAST +4.1%

south +3.6%  $\begin{array}{c} \text{MIDWEST} \\ +3.1\% \end{array}$ 

west +4.3%

CANADA +4.8%

