



Food Service Sales Continue To Lag Expectations

According to the just released MAFSI Business Barometer for the 3rd quarter of 2005, actual sales again failed to meet expectations at a 2.5% increase overall versus a forecast of 3.6%. In the 2nd quarter of 2005 sales were up 2.9% versus a forecast of 3.9%, and in the first quarter 2.7% versus 4.0%

On a regional basis, sales ranged from a 0.1% decrease in the Northeast, a 0.9% increase in the Midwest, a 3.1% increase in the South, a 3.2% increase in Canada, and a 4.6% increase in the West.

Compared to Q3/04, the MAFSI Business Barometer revealed that during third quarter 2005 overall:

- Equipment sales increased +2.3
- Supply sales increased +3.8
- Tabletop sales increased +2.2

- Furnishings sales increased +3.8
- Overall sales increased +2.5

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

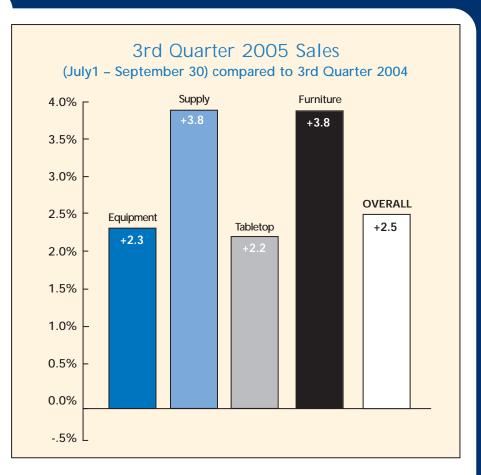
Manufacturers' representatives were surveyed from agencies across the United States and Canada for the MAFSI Business Barometer Survey. The quarterly survey is a leading economic indicator in the foodservice industry that provides an invaluable outlook on sales trends and forecast regionally and nationally.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

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

businessbarometer

MAFSI Business
Confidence Index for
4th Quarter 2005
(October 1 - December 31)
compared to
4th Quarter 2004

ALL REGIONS +2.8%



Projected 4rd Quarter 2005 Sales (October 1 – December 31) compared to 4th Quarter 2004

 $\begin{array}{c} \text{NORTHEAST} \\ +1.4\% \end{array}$

south +2.3% $^{\text{MIDWEST}}_{+2.1\%}$

 $^{\text{WEST}}_{+3.7\%}$

 $\begin{array}{c} \text{CANADA} \\ +4.9\% \end{array}$

