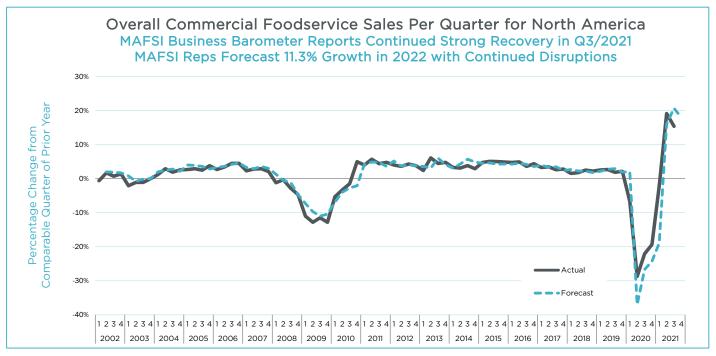


Q3/2021 Foodservice Business Barometer Report



### MAFSI Business Barometer Reports Continued Strong Recovery in Q3/2021 MAFSI Reps Forecast 11.3% Growth in 2022 with Continued Disruptions

Overall sales in Q3/21 climbed by +15.4% compared to Q3/20. This was less than the +20.7% increase that had been forecasted for Q3/21 and less than the +19.1% advance of Q2/21. It should be recognized however, that Q2/20 was the nadir of the 2020 pandemic whereas Q3/20 was less severe, hence they are uneven prior year comparables.

The breakdown for Q3 overall sales by category is +19.4% Tabletop, +15.7% Equipment, +13.2% Supply, and +8.0% in Furniture.

U.S. regions were consistent with one another, led by the Midwest at +17.5%, both the West and Northeast at +15.9%, and the South at +14.9%. While Canada lagged at +10.6%.

The market is forecasted to continue its rebound from the dismal 2020 with a projected gain of +17.9% in Q4/21 vs Q4/20. Prospects for continued robust growth remain strong with 60% of Reps quoting more while 48% of Reps reported an increased level of consultant activity.

The Foodservice E&S Supply/Demand relationship is still out of balance as waves of COVID-19 and its variants continue to play havoc with normal order fulfillment parameters, particularly regarding pricing and availability. This imbalance is exacerbated by advance ordering, in an attempt to, beat price increases and doubling up of stock orders to lock in delivery positions effected by long lead times.

As manufacturing capabilities expand, backlogs will gradually decrease and order rates will return to historic industry growth rates, likely between 2% to 5% per annum. Only time will tell how long this de-escalation will take to unwind and whether pricing will hold as demand normalizes.

As this report goes to press, MAFSI Reps have just completed their industry forecast for 2022 and are predicting further growth of 11.3%. Greater detail will be released in the MAFSI Market Forecast Report.

Executive Summary written by Michael R. Posternak, PBAC & Associates LTD. Eastchester, NY mp@pbacrep.com.

Qtrly Sales Forecast for North America Q4/21 vs. Q4/20 17.9%

Yearly Sales Forecast for North America 2022 vs. 2021

11.3%

Quoting Activity for Q3/21 vs. Q2/21MoreLessNo Change60%13%27%

Consultant Activity for Q3/21 vs. Q2/21

More Less No Change

48% 11% 41%

Jan San Sales for Q3/21 vs. Q2/21

Equipment Supplies Disposables
13.5% 17.0% 12.6%

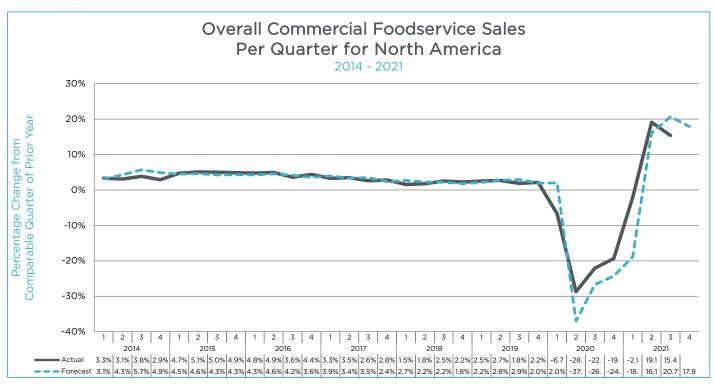
#### 3rd Quarter 2021 Overall Sales for North America Q3/2021 vs. Q3/2020 (Jul 1 - Sep 30) 35% 30% V 25% 19.4% 20% PERCENTAGE 15.7% 15.4% 15% 13 2% 8.0% 10% 5% 0% **Furniture** Equipment Supply Tabletop Overall

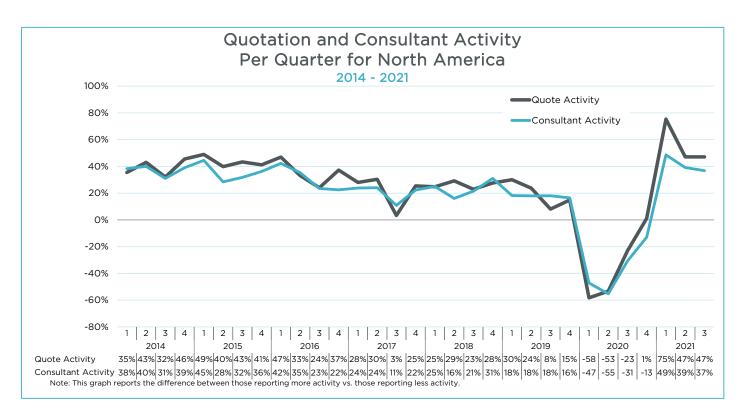
\*The overall industry sales growth is calculated using a weighted average based on the percentage of the total sales volume for the overall industry represented by the various sales categories: Equipment (77%), Supplies (6%), Tabletop (11%), and Furnishings (6%). Market numbers are based on the North American Association of Food Equipment Manufacturers (NAFEM) biennial "Size & Shape of the Industry" study.





Q3/2021 Foodservice Business Barometer Report









#### Q3/2021 Foodservice Business Barometer Report

Q4/21 vs. Q4/20 Sales Percentage Change Forecast by Region 4th Quarter 2021 compared to 4th Quarter 2020 (Oct 1 - Dec 31)

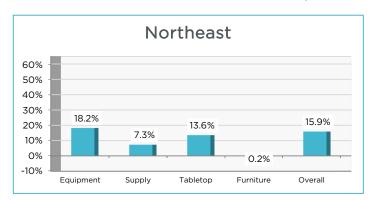
Northeast 15.1% South 18.6% Midwest 23.0% West 14.1% Canada 17.5%

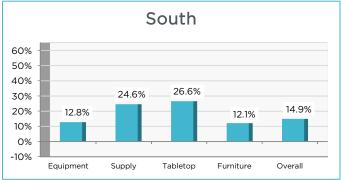
2022 vs. 2021 Overall Sales Forecast by Region Compared to Overall Sales for 2021

Overall 11.3% Northeast 10.3% South 10.9%

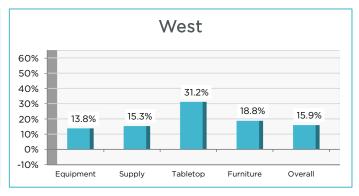
Midwest 13.3% West 9.1% Canada 12.8%

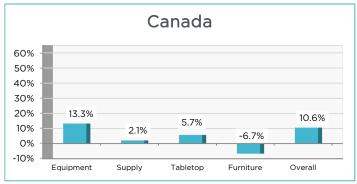
3rd Quarter 2021 Sales Percentage Change by Region 3rd Quarter 2021 compared to 3rd Quarter 2020 (Jul 1 - Sep 30)











#### NORTHEAST includes the states:

CT, DC, DE, MA, MD, ME, NH, NJ, NY, PA, RI, VA, VT

#### SOUTH includes the states:

AL. AR. FL. GA. LA. MS. NC. OK. SC. TN. TX

#### MIDWEST includes the states:

IA, IL, IN, KS, KY, MI, MN, MO, ND, NE, OH, W. PA, SD, WI, WV

#### WEST includes the states:

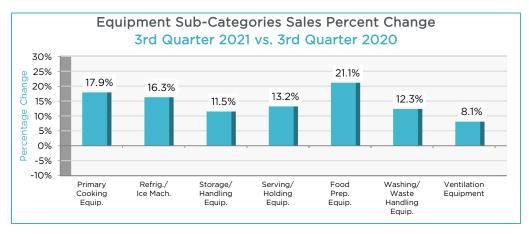
AK, AZ, CA, CO, HI, ID, MT, OR, NM, NV, UT, WA, WY

### CANADA includes all provinces and territories in Canada.

\*The overall industry sales growth is calculated using a weighted average based on the percentage of the total sales volume for the overall industry represented by the various sales categories: Equipment (77%), Supplies (7%), Tabletop (10%), and Furnishings (6%). Market numbers are based on the North American Association of Food Equipment Manufacturers (NAFEM) biennial "Size & Shape of the Industry"

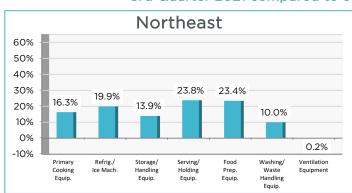


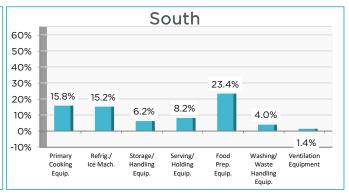
#### Q3/2021 Foodservice Business Barometer Report

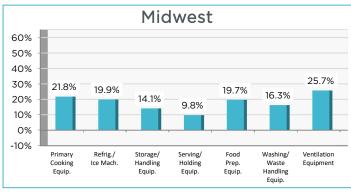


### Equipment Sub-Categories Sales Percent Change by Region

3rd Quarter 2021 compared to 3rd Quarter 2020 (Jul 1 - Sep 30)









#### NORTHEAST includes the states:

CT, DC, DE, MA, MD, ME, NH, NJ, NY, PA, RI, VA, VT

#### SOUTH includes the states:

AL, AR, FL, GA, LA, MS, NC, OK, SC, TN, TX

#### MIDWEST includes the states:

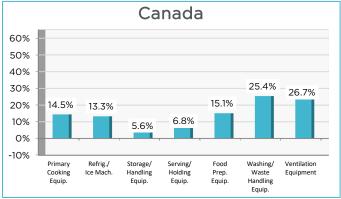
IA, IL, IN, KS, KY, MI, MN, MO, ND, NE, OH, W. PA, SD, WI, WV

#### WEST includes the states:

AK, AZ, CA, CO, HI, ID, MT, OR, NM, NV, UT, WA, WY

#### CANADA includes all provinces and territories in Canada.

\*The equipment sub-category sales growth is calculated using a weighted average based on the percentage of the equipment sub-category sales volume represented by the various sales categories: Primary Cooking (25%), Refrigeration/Ice Machines (32%), Storage/Handling (9%), Serving (16%), Food Prep (7%), Warewashing (11%) from the (NAFEM) biennial "Size & Shape of the Industry" study. Ventilation not weighted.



PLEASE NOTE: The Business Barometer Report is compiled for the exclusive use of the participating companies and MAFSI members. Oral or written disclosure or publication of the confidential aggregate report, in whole or in part, by the participating companies or MAFSI staff to anyone other than authorized participating companies is expressly prohibited.





### Business Barometer Category Product List

Varieties   Marchael Handling Equipment   Storege & Handling Equipment   Supplies	MAIN CATEGORIES		
Apparel/Shoes, Cleaning Tools, Colanders, Cookware/Pars/Pots, Cutting Boards, Knives/Cuttlery Bease note as of 03t5, "Henu and Message Boards' (reviewely calculated in Supplie) are sown in Furniture  Tabletop  Baskets, Beverage Pitchers/Servers, Candie Holders/Lamps, Candie & Chaffing Fuel, Carafas/Peconters Chaffer, Covers, Dimenvare, Drinkware, Elatvare, Classware/Stamwer, Lineus, Elayakins, S. Tablectorthy/Covers), Menu Covers, Salt & Pepper Shakers, Serving Bowls/Plates, Servingware, Trays, Tray Stands  SUB-CATEGORIES  Firmiture  Bars (Stationary & Mobile), Beaches, Booths, Cablests (Decor), Chairs, Coat Racks, Drive - Thru/Pass- Trank Mindows, Heaters (Papic/Outdoor), Dissess Stands, Menu/Message Boards, Railings & Railings Fittings, Signs/Signage, Stools, Tables, Table Bases, Table Tops, Umbrellas  Firming/Cooking Equipment  Bratising Pans, Broilers, Charbroilers, Covers, Daniers, Chenker, Serving Range, Rice Cookers, Smokers, Steam Jackted Kettles, Steamers, Titing Sigliest, Tosaters, Auffel Bakers/Creatyment  Air Curtains, Blast Chillers, Compressors, Condensers & Evaporators, Coolers, Doors (Walk-Industrial  Air Curtains, Blast Chillers, Compressors, Condensers & Evaporators, Coolers, Doors (Walk-Industrial  Air Curtains, Blast Chillers, Compressors, Condensers & Evaporators, Coolers, Doors (Walk-Industrial  Air Curtains, Blast Chillers, Compressors, Condensers & Evaporators, Coolers, Doors (Walk-Industrial  Bratising Pans, Broilers, Correyor Systems, Covers, Dispensers (non-food), Dollies (Can, Dish, Rack), Food & Ingredient Canisters & Continense, Hand Trucks/Urillity Trucks/Urillity Trucks, Mell Delivery Systems, Racks, Receiving  Storage & Handling Equipment  Beer Systems, Beverage Dispensers, Carving Stations, Coffee Equipment, Display/Merchandisers, Food Shides, Heat Lamps, Klosky, Mobile Serving Units, Salad-Food Bars, Serving/Buffet  Lines, Serving Cart, Sode Fountains, Soup Kettles/Servers, Steam Tables/Hot-Food Tables/Bein Marie  Toe Brewsers, Warmers  Food Preparation Equipment  Blenders, Br	Please note: as of Q315, "Thermometers and Temperature Monitoring Devices" (previously in	Refrigeration & Ice Machines, Serving & Holding Equipment, Storage & Handling Equipment, Ventilation, Warewashing, Waste Handling Equipment	
Chafers, Covers, Dinnerware, Pinthware, Flathware, Glassware/Stemware, Linens (Naphins & Tableciother/Covers), Penu Covers, Salt & Pepper Shakes, Serving Bware, Serving Bware, Serving Bware, Serving Bware, Penu Covers, Salt & Pepper Shakes, Serving Bware, Tray Stands  Bars (Stationary & Mobile), Beaches, Booths, Cabinets (Decor), Chairs, Coat Racks, Drive -Thru/Pasc-Thru Windows, Heaters (Patiol/Outdoor), Hostess Stands, Menu/Message Boards, Railings & Railings Fittings, Signs/Signage, Stools, Tables, Table States, Stands, Menu/Message Boards, Railings & Railings Fittings, Signs/Signage, Stools, Tables, Table States, Table Tops, Umbrellas  SUB-CATEGORIES  Primary Cooking Equipment  Braising Pans, Broilers, Charbroilers, Cook-Chill Systems, Fryers, Griddles, Grills, Hot Dog Grills/Rollers, Microwaves, Oil Pittination Systems, Overs, Panin Grills, Pasta Cookers, Smokers, Steam Jacketed Kettles, Steamers, Tilting Skillets, Toasters, Waffe Bakers/Crope Equipment  Air Curtains, Blast Chillers, Compressors, Condensers & Evaporators, Coolers, Doos (Walk-in/insulated Drop-In-Pan Childres, Freezers, Ice Cream Cabinets, Lee Maschines, Refrigeration, Slish/Smoothie Machines, Soft-Serve Ice Cream/Yogurt Machines, Water Filter Systems  Storage & Handling Equipment  Storage & Handling Equipment  Cabinets, Carts, Conveyor Systems, Covers, Dispensers (non-food), Dollies (Can, Dish, Rack), Food & Ingredient Canisters & Containers, Hand Trucks/Utility Trucks, Meal Delivery Systems, Racks, Receiving Scales, Shelving, Work Tables (Bakers, Cooks, Makeup, Prep, etc.)  Serving & Holding Equipment  Beer Systems, Beverage Dispensers, Carving Stations, Coffee Equipment, Display/Merchandisers, Food Dispensers, Food Shelds, Heat Lamps, Klosks/Mobile Swing Units, Salad/Food Bars, Serving/Buffet Lines, Serving Carts, Soda Fountains, Soup Kettles/Servers, Steam Tables/Hot-Food Tables/Bain Marie Tea Brewers, Warmers  Food Preparation Equipment  Benders, Broaders, Bread Silcers, Choopers (Dieres, Graters, Peelers, Non-Bread Silcers), Dough Pre	Please note: as of Q315, "Menu and Message Boards" (previously calculated in Supplies) are	Apparel/Shoes, Cleaning Tools, Colanders, Cookware/Pans/Pots, Cutting Boards, Knives/Cutlery Blocks/Sharpeners, Mixing Bowls, Storage Containers, Thermometers/Temperature Measurement/Food	
SUB-CATEGORIES  Primary Cooking Equipment  Braising Pans, Broilers, Charbroilers, Cook-Chill Systems, Fryers, Griddles, Grills, Hot Dog Grills/Rollers, Microwave, Oli Filtration Systems, Ovens, Panini Grills, Pasta Cookers, Ranges, Rice Cookers, Stem Jacketed Kettles, Steamers, Tilting Skillets, Toasters, Waffle Bakers/Crepe Equipment  Refrigeration & Ice Machines  Air Curtains, Blast Chillers, Compressors, Condensers & Evaporators, Coolers, Doors (Walk-In/Insulated Drop-In Pan Chillers, Freezers, Ice Cream Cabinets, Ice Machines, Berfigeration, Sulsh/Smoothle Machines, Soft-Serve Ice Cream/Vogurt Machines, Serfigeration, Sulsh/Smoothle Machines, Soft-Serve Ice Cream/Vogurt Machines, Mater Filter Systems  Storage & Handling Equipment  Cabinets, Carts, Conveyor Systems, Covers, Dispensers (non-food), Dollies (Can, Dish, Rack), Food & Ingredient Canisters & Containers, Hand Trucks/Willty Trucks, Meal Delivery Systems, Racks, Receiving Scales, Shelving, Work Tables (Bakers, Cooks, Makeup, Prep. etc.)  Serving & Holding Equipment  Beer Systems, Beverage Dispensers, Carving Stations, Coffee Equipment, Display/Merchandisers, Food Dispensers, Food Shields, Heat Lamps, Klosk/Mobile Serving Units, Salad/Food Bars, Serving/Burth, Lines, Serving Carts, Soda Fountains, Soup Kettles/Servers, Steam Tables/Bain Marie Tea Brewers, Warmers  Food Preparation Equipment  Food Preparation Equipment  Benders, Breaders, Bread Slicers, Choppers (Dicers, Graters, Peelers, Non-Bread Slicers), Dough Preparation Equipment, Food Processors, Juice Extractors/Juicing Equipment, Machines, Salad/Vegetable Washers & Dryers, Scales, Slicers, Timers, Vacuum-Pack Machines, Salad/Vegetable Washers & Dryers, Scales, Slicers, Timers, Vacuum-Pack Machines, Salad/Vegetable Washers & Dryers, Scales, Slicers, Timers, Vacuum-Pack Machines, Salad/Vegetable Washers & Dryers, Scales, Slicers, Timers, Vacuum-Pack Machines, Salad/Vegetable Washers & Dryers, Scales, Slicers, Timers, Vacuum-Pack Machines, Salad/Vegetable Washers & Dryers, Cales, Slicers, Timers,	Tabletop	Tablecloths/Covers), Menu Covers, Salt & Pepper Shakers, Serving Bowls/Plates, Servingware, Trays,	
Primary Cooking Equipment  Braising Pans, Brollers, Charbrollers, Couchchill Systems, Fyers, Griddles, Grills, Hot Dog Grills/Rollers, Microwaves, Oll Filtration Systems, Ovens, Panini Grills, Pasta Cookers, Ranges, Rice Cookers, Smokers, Steam Jacketed Retties, Steamers, Tilting Skillets, Toasters, Waffe Bakers/Crepe Equipment  Air Gurtains, Blast Chillers, Compressors, Condensers & Evaporators, Coolers, Dors (Walk-In/Insulated Drop-In) Pan Chillers, Freezers, Ice Cream Cabinets, Lee Machines, Perfoyeration, Slush/Smoothie Machines, Soft-Serve Ice Cream/Cabinets, Lee Machines, Refrigeration, Slush/Smoothie Machines, Soft-Serve Ice Cream/Cabinets, Lee Machines, Refrigeration, Slush/Smoothie Machines, Soft-Serve Ice Cream/Yogurt Machines, Water Filter Systems  Storage & Handling Equipment  Cabinets, Carts, Conveyor Systems, Covers, Dispensers (non-food), Dolliles (Can, Dish, Rack), Food & Ingredient Canisters & Containers, Hand Trucks/Utility Trucks, Meal Delivery Systems, Racks, Receiving Scales, Sheving, Work Tables (Bakers, Cooks, Makeup, Prep., etc.)  Serving & Holding Equipment  Beer Systems, Beverage Dispensers, Carving Stations, Coffee Equipment, Display/Merchandisers, Food Dispensers, Food Shields, Heat Lamps, Klobis/Mobile Serving Units, Salad/Food Bars, Serving/Buffot Unites, Serving Carts, Soda Fountains, Soup Kettles/Servers, Steam Tables/Hot-Food Tables/Bain Marie Tea Brewers, Warmers  Food Preparation Equipment  Bienders, Breaders, Bread Slicers, Choppers (Dicers, Graters, Peelers, Non-Bread Slicers), Dough Preparation Equipment, Food Processors, Juice Extractors/Juicing Equipment, Meat Saws, Meat Tenderizers/Marinators, Mixers, Mixer Stands & Tables, Pasta Makers, Popcort Carts/Machines, Salad/Vegetable Washers & Dryvers, Scales, Slicers, Timers, Vaccung Equipment, Meat Saws, Meat Tenderizers/Marinators, Mixers, Mixers Stands & Tables, Pasta Makers, Popcort Carts/Machines, Slinks, Tables (Pasta) Processors, Suice Extractors/Juicing Equipment, Meat Saws, Meat Tenderizers/Marinators, Mixers, Mixers	Furniture	Thru Windows, Heaters (Patio/Outdoor), Hostess Stands, Menu/Message Boards, Railings & Railings	
Microwaves, Oil Filtration Systems, Ovens, Panini Grills, Pasta Cookers, Ranges, Rice Cookers, Steam Jacketed Kettles, Steamers, Tilling Skillets, Toasters, Waffers/Crepe Equipment  Air Curtains, Blast Chillers, Compressors, Condensers & Evaporators, Coolers, Doors (Walk-In/Insulated Drop-in Pan Chillers, Frezzers, Ice Cream Cabinets, Ice Machines, Refrigeration, Slush/Smoothie Machines, Soft-Serve Ice Cream/Yogut Machines, Water Filter Systems, Water Filter Systems, Machines, Soft-Serve Ice Cream/Yogut Machines, Water Filter Systems, Sush/Smoothie Machines, Soft-Serve Ice Cream/Yogut Machines, Water Filter Systems, Backs, Food & Ingredient Canisters & Containers, Hand Trucks/Utility Trucks, Meal Delivery Systems, Racks, Food & Ingredient Canisters & Containers, Hand Trucks/Utility Trucks, Meal Delivery Systems, Racks, Receiving Scales, Shelving, Work Tables (Bakers, Cooks, Makeup, Prep., etc.)  Serving & Holding Equipment  Beer Systems, Beverage Dispensers, Carving Stations, Coffee Equipment, Display/Merchandisers, Food Dispensers, Food Shields, Heat Lamps, Klosks/Mobile Serving Units, Salad/Food Bars, Serving/Buffet Lines, Serving Carts, Soda Fountains, Soup Kettles/Servers, Steam Tables/Hof-Food Tables/Bain Marie Tae Brewers, Warmers  Food Preparation Equipment  Plenders, Breaders, Bread Silicers, Choppers (Dicers, Graters, Peelers, Non-Bread Silicers), Dough Preparation Equipment  Peelers Poto, so of Alie, Sanitation Equipment to Preparation Equipment, Food Precasesers, Jusice Strateators/Juliciae Lipment, Enginement, Engine	SUB-CATEGORIES		
Drop-In Pan Chillers, Freezers, Ice Cream Cabinets, Ice Machines, Refrigeration, Slush/Smoothie Machines, Soft-Serve Ice Cream/Yogurt Machines, Water Filter Systems  Storage & Handling Equipment  Cabinets, Carts, Conveyor Systems, Covers, Dispensers (non-food), Dollies (Can, Dish, Rack), Food & Ingredient Cantisers & Containers, Hand Trucks/Utility Trucks, Meal Delivery Systems, Racks, Receiving Scales, Shelving, Work Tables (Bakers, Cooks, Makeup, Prep. etc.)  Serving & Holding Equipment  Beer Systems, Beverage Dispensers, Carving Stations, Coffee Equipment, Display/Merchandisers, Food Dispensers, Food Shields, Heat Lamps, Klosks/Mobile Serving Units, Salad/Food Bars, Serving/Buffet Lines, Serving Carts, Soda Fountains, Soup Kettles/Servers, Steam Tables/Hot-Food Tables/Balin Marie Tea Brewers, Warmers  Food Preparation Equipment  Blenders, Breaders, Bread Slicers, Choppers (Dicers, Graters, Peelers, Non-Bread Slicers), Dought Preparation Equipment, Meat Saws, Meat Tanderizers/Marinators, Mixers, Mixer Stands & Tables, Pasta Makers, Popcorn Carts/Machines, Salad/Yegetable Washers & Dryers, Scales, Slicers, Timers, Vacuum-Pack Machines  Warewashing & Waste Handling  Equipment  Warewashing & Waste Handling  Equipment  Booster Heaters, Can & Bottle Crushers, Can Washers, Drainboards, Faucets/Spray Units/Washers/Hoses, Flatware-Handling/Recovery Systems, Floor Troughs & Drains, Mats (Antificuled under Janitorial and Sanitation Equipment is included under Janitorial and Sanitation  Equipment  Appliance Connectors, Grease/Exhaust Filters, Grease Interceptors, Fire Suppression Systems/Fire Extinguishers, HVAC - Exhaust Systems, Fans, Utility Distribution Systems, Ventilation & Hoods  Janitorial & Sanitation Lines  New!  Air Blowers/Carpet Dryers, Air Filtration Equipment, Bathroom Faucets and Faucet Systems, Bathroom Partitions/Stalls, Floor Scrubbers, Sinks, Tollet Fushing Systems, Canitorial), Cloths Microfiber, Hand Dryers, Mops, Buckets & Palls, Odor Control Chemicals & Devices, Paper Towel Dispensers, Soaps and	Primary Cooking Equipment	Braising Pans, Broilers, Charbroilers, Cook-Chill Systems, Fryers, Griddles, Grills, Hot Dog Grills/Rollers, Microwaves, Oil Filtration Systems, Ovens, Panini Grills, Pasta Cookers, Ranges, Rice Cookers, Smokers, Steam Jacketed Kettles, Steamers, Tilting Skillets, Toasters, Waffle Bakers/Crepe Equipment	
Ingredient Canisters & Containers, Hand Trucks/Utility Trucks, Meal Delivery Systems, Racks, Receiving Scales, Shelving, Work Tables (Bakers, Cooks, Makeup, Prep, etc.)  Serving & Holding Equipment  Beer Systems, Beverage Dispensers, Carving Stations, Coffee Equipment, Display/Merchandisers, Food Dispensers, Food Shields, Heat Lamps, Klosks/Mobile Serving Units, Salad/Food Bars, Serving/Buffet Lines, Serving Carts, Soda Fountains, Soup Kettles/Servers, Steam Tables/Hot-Food Tables/Bain Marie Tea Brewers, Warmers  Food Preparation Equipment  Blenders, Breaders, Bread Slicers, Choppers (Dicers, Graters, Peelers, Non-Bread Slicers), Dough Preparation Equipment, Food Processors, Juice Extractors/Juicing Equipment, Meat Saws, Meat Tenderizers/Marinators, Mixers, Mixer Stands & Tables, Pasts Makers, Popcom Carts/Machines, Salad/Vegetable Washers & Dryers, Scales, Slicers, Timers, Vacuum-Pack Machines  Warewashing & Waste Handling Equipment  Booster Heaters, Can & Bottle Crushers, Can Washers, Drainboards, Faucets/Spray Units/Washers/Hoses, Flatware-Handling/Recovery Systems, Floor Troughs & Drains, Mats (Anti-Fatigues, Bar, Rubber, etc.), Pulpers & De-Water Equipment, Racks (Warewashing/Dishwashing Racks), Sinks, Tables (Dish), Warewashing/Dishwashing Machines, Waste Bins/Recycling, Waste Compactors, Waste Disposal Systems  Waste Disposal Systems  Newl  Janitorial & Sanitation Lines  Newl  Janitorial  Air Blowers/Carpet Dryers, Air Filtration Equipment, Bathroom Faucets and Faucet Systems, Bathroom Stall Doors, Dehumidifying Equipment, Eye Wash Stations, Pressure Washing Systems, Restroom Partitions/Stalls, Floor Scrubbers, Sinks, Toilet Flushing Systems, Urinals  Mewl  Janitorial  Air Blowers/Carpet Dryers, Air Filtration Equipment, Bathroom Faucets and Faucet Systems, Bathroom Partitions/Stalls, Floor Scrubbers, Sinks, Toilet Flushing Systems, Urinals  Microfiber, Hand Dryers, Mops, Buckets & Pails, Odor Control Chemicals & Devices, Paper Towel Disposables  Disposables  Disposable: Catering Trays and Serving Ware,	Refrigeration & Ice Machines		
Dispensers, Food Shields, Heat Lamps, Klosks/Mobile Serving Units, Salad/Food Bars, Serving/Buffet Lines, Serving Carts, Soda Fountains, Soup Kettles/Servers, Steam Tables/Hot-Food Tables/Bain Marie Tea Brewers, Warmers  Food Preparation Equipment  Blenders, Breaders, Bread Slicers, Choppers (Dicers, Graters, Peelers, Non-Bread Slicers), Dough Preparation Equipment, Food Processors, Juice Extractors/Juicing Equipment, Meat Saws, Meat Tenderizers/Marinators, Mixers, Mixers Stands & Tables, Pasta Makers, Popcorn Carts/Machines, Salad/Vegetable Washers & Dryers, Scales, Slicers, Timers, Vacuum-Pack Machines  Boster Heaters, Can & Bottle Crushers, Can Washers, Drainboards, Faucets/Spray Units/Washers/Hoses, Flatware-Handling/Recovery Systems, Floor Troughs & Drains, Mats (Anti-Fatigues, Bar, Rubber, etc.), Pulpers & De-Water Equipment, Racks (Warewashing/Dishwashing Racks), Sirks, Tables (Dish), Warewashing/Dishwashing Machines, Waste Bins/Recycling, Waste Compactors, Waste Disposal Systems  Ventilation  Appliance Connectors, Grease/Exhaust Filters, Grease Interceptors, Fire Suppression Systems/Fire Extinguishers, HVAC - Exhaust Systems, Fans, Utility Distribution Systems, Ventilation & Hoods  Janitorial & Sanitation Lines  New!  Air Blowers/Carpet Dryers, Air Filtration Equipment, Bathroom Faucets and Faucet Systems, Bathroom Stall Doors, Dehumidifying Equipment, Eye Wash Stations, Pressure Washing Systems, Restroom Partitions/Stalls, Floor Scrubbers, Sinks, Toilet, Toilet Flushing Systems, Urinals  New!  Baby Changing Stations, Brooms, Dusts Mops, etc., Brushes (Equipment Cleaning Brushes, Scouring Pads, etc.), Carpet Sweepers, Vacuums, Floor & Carpet Care Products, Carts (Janitorial), Cloths Microfiber, Hand Dryers, Mops, Buckets, Palis, Odor Control Chemicals & Devices, Paper Towel Dispensers  Soaps and Hand Sanitzers, Soap Dispensers, Stall Storage Systems, Toilet Paper and Sanitary Dispensers  New!  Disposable: Catering Trays and Serving Ware, Cloths Non-Woven, Concession Food Bags, Eco-Friendly Cups, Bowls a	Storage & Handling Equipment	Ingredient Canisters & Containers, Hand Trucks/Utility Trucks, Meal Delivery Systems, Racks, Receiving	
Preparation Equipment, Food Processors, Juice Extractors/Juicing Equipment, Meat Saws, Meat Tenderizers/Marinators, Mixers, Mixer Stands & Tables, Pasta Makers, Popcorn Carts/Machines, Salad/Vegetable Washers & Dryers, Scales, Slicers, Timers, Vacuum-Pack Machines  Warewashing & Waste Handling Equipment  Booster Heaters, Can & Bottle Crushers, Can Washers, Drainboards, Faucets/Spray Units/Washers/Hoses, Flatware-Handling/Recovery Systems, Floor Troughs & Drains, Mats (Anti-Fatigues, Bar, Rubber, etc.), Pulpers & De-Water Equipment, Racks (Warewashing/Dishwashing Racks) Sinks, Tables (Dish), Warewashing/Dishwashing Machines, Waste Bins/Recycling, Waste Compactors, Waste Disposal Systems Equipment.  Ventilation  Appliance Connectors, Grease/Exhaust Filters, Grease Interceptors, Fire Suppression Systems/Fire Extinguishers, HVAC - Exhaust Systems, Fans, Utility Distribution Systems, Ventilation & Hoods  Janitorial & Sanitation Lines  New!  Janitorial & Sanitation Equipment  Baby Changing Stations, Brooms, Dusts Mops, etc., Brushes (Equipment Cleaning Brushes, Scouring Pads, etc.), Carpet Sweepers, Vacuums, Floor & Carpet Care Products, Carts (Janitorial), Cloths Microfiber, Hand Dryers, Mops, Buckets & Pails, Odor Control Chemicals & Devices, Paper Towel Dispensers, Soaps and Hand Sanitizers, Soap Dispensers, Stall Storage Systems, Toilet Paper and Sanitary Dispensers  New!  Disposables  Disposables Catering Trays and Serving Ware, Cloths Non-Woven, Concession Food Bags, Eco-Friending Disposables, Pads (Disposable), Plastic Barware, Plastic Cups, Plates and Lids, Plastic Flatware, Take-Out Containers, Tras (Disposable), Plastic Barware, Plastic Cups, Plates and Lids, Plastic Flatware, Take-Out Containers, Tras (Disposable), Plastic Barware, Plastic Cups, Plates and Lids, Plastic Flatware, Take-Out Containers, Tras (Disposable), Plastic Barware, Plastic Cups, Plates and Lids, Plastic Flatware, Take-Out Containers, Tras (Disposable), Plastic Barware, Plastic Cups, Plates and Lids, Plastic Flatware, Take-Out Container	Serving & Holding Equipment	Lines, Serving Carts, Soda Fountains, Soup Kettles/Servers, Steam Tables/Hot-Food Tables/Bain Marie,	
Equipment  Units/Washers/Hoses, Flatware-Handling/Recovery Systems, Floor Troughs & Drains, Mats (Anti-Fatigues, Bar, Rubber, etc.), Pulpers & De-Water Equipment, Racks (Warewashing/Dishwashing Racks) Sinks, Tables (Dish), Warewashing/Dishwashing Machines, Waste Bins/Recycling, Waste Compactors, Waste Disposal Systems  Ventilation  Appliance Connectors, Grease/Exhaust Filters, Grease Interceptors, Fire Suppression Systems/Fire Extinguishers, HVAC - Exhaust Systems, Fans, Utility Distribution Systems, Ventilation & Hoods  New!  Janitorial & Sanitation Lines  New!  Janitorial & Sanitation Equipment  Air Blowers/Carpet Dryers, Air Filtration Equipment, Bathroom Faucets and Faucet Systems, Bathroom Stall Doors, Dehumidifying Equipment, Eye Wash Stations, Pressure Washing Systems, Restroom Partitions/Stalls, Floor Scrubbers, Sinks, Toilets, Toilet Flushing Systems, Urinals  New!  Janitorial  Baby Changing Stations, Brooms, Dusts Mops, etc., Brushes (Equipment Cleaning Brushes, Scouring Pads, etc.), Carpet Sweepers, Vacuums, Floor & Carpet Care Products, Carts (Janitorial), Cloths Microfiber, Hand Dryers, Mops, Buckets & Pails, Odor Control Chemicals & Devices, Paper Towel Disponsers, Soaps and Hand Sanitizers, Soap Dispensers, Stall Storage Systems, Toilet Paper and Sanitary Dispensers  New!  Disposables  Disposables Catering Trays and Serving Ware, Cloths Non-Woven, Concession Food Bags, Eco-Friending Cups, Bowls, Plattware, Lids and Plates, Deli Food Safety Labels, Food Trays & Lids, Foam Food Cups, Bowls and Plates, Gloves, Garbage Bags, Paper Napkins, Paper Cups, Lids and Plates, Placemats (Disposable), Plastic Barware, Plastic Cups, Plastic Flatware, Trase-Out Containers, Trase-Out Conta	Food Preparation Equipment	Preparation Equipment, Food Processors, Juice Extractors/Juicing Equipment, Meat Saws, Meat Tenderizers/Marinators, Mixers, Mixer Stands & Tables, Pasta Makers, Popcorn Carts/Machines,	
Appliance Connectors, Grease/Exhaust Filters, Grease Interceptors, Fire Suppression Systems/Fire Extinguishers, HVAC - Exhaust Systems, Fans, Utility Distribution Systems, Ventilation & Hoods  New!  Janitorial & Sanitation Lines  New!  Janitorial & Sanitation Equipment  Air Blowers/Carpet Dryers, Air Filtration Equipment, Bathroom Faucets and Faucet Systems, Bathroom Stall Doors, Dehumidifying Equipment, Eye Wash Stations, Pressure Washing Systems, Restroom Partitions/Stalls, Floor Scrubbers, Sinks, Toilets, Toilet Flushing Systems, Urinals  New!  Janitorial Baby Changing Stations, Brooms, Dusts Mops, etc., Brushes (Equipment Cleaning Brushes, Scouring Pads, etc.), Carpet Sweepers, Vacuums, Floor & Carpet Care Products, Carts (Janitorial), Cloths Microfiber, Hand Dryers, Mops, Buckets & Pails, Odor Control Chemicals & Devices, Paper Towel Dispensers, Soaps and Hand Sanitizers, Soap Dispensers, Stall Storage Systems, Toilet Paper and Sanitary Dispensers  New!  Disposable: Catering Trays and Serving Ware, Cloths Non-Woven, Concession Food Bags, Eco-Friendly, Cups, Bowls, Flatware, Lids and Plates, Deli Food Safety Labels, Food Trays & Lids, Foam Food Cups, Bowls and Plates, Gloves, Garbage Bags, Paper Napkins, Paper Cups, Lids and Plates, Placemats (Disposable), Plastic Barware, Plastic Cups, Plates and Lids, Plastic Flatware, Take-Out Containers, Tras	Equipment  Please Note, as of Q416, Sanitation Equipment is included under Janitorial and Sanitation	Units/Washers/Hoses, Flatware-Handling/Recovery Systems, Floor Troughs & Drains, Mats (Anti-Fatigues, Bar, Rubber, etc.), Pulpers & De-Water Equipment, Racks (Warewashing/Dishwashing Racks), Sinks, Tables (Dish), Warewashing/Dishwashing Machines, Waste Bins/Recycling, Waste Compactors,	
New! Janitorial & Sanitation Equipment Baby Changing Stations, Brooms, Dusts Mops, etc., Brushes (Equipment Cleaning Brushes, Scouring Pads, etc.), Carpet Sweepers, Vacuums, Floor & Carpet Care Products, Carts (Janitorial), Cloths Microfiber, Hand Dryers, Mops, Buckets & Pails, Odor Control Chemicals & Devices, Paper Towel Dispensers  New! Disposables  Disposables  Air Blowers/Carpet Dryers, Air Filtration Equipment, Bathroom Faucets and Faucet Systems, Bathroom Stall Doors, Dehumidifying Equipment, Eye Wash Stations, Pressure Washing Systems, Restroom Partitions/Stalls, Floor Scrubbers, Sinks, Toilets, Toilet Flushing Systems, Urinals  Baby Changing Stations, Brooms, Dusts Mops, etc., Brushes (Equipment Cleaning Brushes, Scouring Pads, etc.), Carpet Sweepers, Vacuums, Floor & Carpet Care Products, Carts (Janitorial), Cloths Microfiber, Hand Dryers, Mops, Buckets & Pails, Odor Control Chemicals & Devices, Paper Towel Dispensers, Soaps and Hand Sanitizers, Soap Dispensers, Stall Storage Systems, Toilet Paper and Sanitary Dispensers  New!  Disposable: Catering Trays and Serving Ware, Cloths Non-Woven, Concession Food Bags, Eco-Friendly Cups, Bowls, Flatware, Lids and Plates, Deli Food Safety Labels, Food Trays & Lids, Foam Food Cups, Bowls and Plates, Gloves, Garbage Bags, Paper Napkins, Paper Cups, Lids and Plates, Placemats (Disposable), Plastic Barware, Plastic Cups, Plates and Lids, Plastic Flatware, Take-Out Containers, Tras			
New! Janitorial & Sanitation Equipment Baby Changing Stations, Brooms, Dusts Mops, etc., Brushes (Equipment Cleaning Brushes, Scouring Pads, etc.), Carpet Sweepers, Vacuums, Floor & Carpet Care Products, Carts (Janitorial), Cloths Microfiber, Hand Dryers, Mops, Buckets & Pails, Odor Control Chemicals & Devices, Paper Towel Dispensers  New!  Disposables  Disposables  Air Blowers/Carpet Dryers, Air Filtration Equipment, Bathroom Faucets and Faucet Systems, Bathroom Stall Doors, Dehumidifying Equipment, Eye Wash Stations, Pressure Washing Systems, Restroom Partitions/Stalls, Floor Scrubbers, Sinks, Toilets, Toilet Flushing Systems, Urinals  Baby Changing Stations, Brooms, Dusts Mops, etc., Brushes (Equipment Cleaning Brushes, Scouring Pads, etc.), Carpet Sweepers, Vacuums, Floor & Carpet Care Products, Carts (Janitorial), Cloths Microfiber, Hand Dryers, Mops, Buckets & Pails, Odor Control Chemicals & Devices, Paper Towel Dispensers, Soaps and Hand Sanitizers, Soap Dispensers, Stall Storage Systems, Toilet Paper and Sanitary Dispensers  New!  Disposable: Catering Trays and Serving Ware, Cloths Non-Woven, Concession Food Bags, Eco-Friendly Cups, Bowls, Flatware, Lids and Plates, Deli Food Safety Labels, Food Trays & Lids, Foam Food Cups, Bowls and Plates, Gloves, Garbage Bags, Paper Napkins, Paper Cups, Lids and Plates, Placemats (Disposable), Plastic Barware, Plastic Cups, Plates and Lids, Plastic Flatware, Take-Out Containers, Tras	Janitorial & Sanitation Lines		
Janitorial  & Sanitation Supplies  Pads, etc.), Carpet Sweepers, Vacuums, Floor & Carpet Care Products, Carts (Janitorial), Cloths Microfiber, Hand Dryers, Mops, Buckets & Pails, Odor Control Chemicals & Devices, Paper Towel Dispensers, Soaps and Hand Sanitizers, Soap Dispensers, Stall Storage Systems, Toilet Paper and Sanitary Dispensers  New!  Disposable: Catering Trays and Serving Ware, Cloths Non-Woven, Concession Food Bags, Eco-Friendly Cups, Bowls, Flatware, Lids and Plates, Deli Food Safety Labels, Food Trays & Lids, Foam Food Cups, Bowls and Plates, Gloves, Garbage Bags, Paper Napkins, Paper Cups, Lids and Plates, Placemats (Disposable), Plastic Barware, Plastic Cups, Plates and Lids, Plastic Flatware, Take-Out Containers, Tras	New! Janitorial		
Disposables  Cups, Bowls, Flatware, Lids and Plates, Deli Food Safety Labels, Food Trays & Lids, Foam Food Cups, Bowls and Plates, Gloves, Garbage Bags, Paper Napkins, Paper Cups, Lids and Plates, Placemats (Disposable), Plastic Barware, Plastic Cups, Plates and Lids, Plastic Flatware, Take-Out Containers, Tras	Janitorial	Pads, etc.), Carpet Sweepers, Vacuums, Floor & Carpet Care Products, Carts (Janitorial), Cloths Microfiber, Hand Dryers, Mops, Buckets & Pails, Odor Control Chemicals & Devices, Paper Towel Dispensers, Soaps and Hand Sanitizers, Soap Dispensers, Stall Storage Systems, Toilet Paper and	
		Bowls and Plates, Gloves, Garbage Bags, Paper Napkins, Paper Cups, Lids and Plates, Placemats (Disposable), Plastic Barware, Plastic Cups, Plates and Lids, Plastic Flatware, Take-Out Containers, Trash	



### Q3/2021 Foodservice Business Barometer Report

#### Many thanks to the firms that participated in this quarter's MAFSI Business Barometer:

2Equip	Hollander Company	Premier Foodservice Group
4 Star Representatives Inc.	HRI, Inc.	Premier Marketing Group, Inc.
Agences Hamilton Agencies	Johnson Pike & Associates, Inc.	Professional Manufacturers Representatives, Inc. (PMR)
Allied Technologies Food Equipment	Kain-McArthur Inc.	& Supplies Incorporated
AFS Anderson Foodservice Solutions	Kaufmann & Associates	R. Henry & Associates
Apex Commercial Kitchen Co.	KBC Specialty Products, Inc.	Raleigh W. Johnson & Company
Apex Marketing	Kelly-Mincks	Redco Foodservice Equipment, LLC
Beacon Sales Group LLC	Ken W. Thomson Associates Ltd.	Schmid-Dewland Associates
Bob Waite & Associates	KLH Marketing, Inc.	Sharkey & Associates
BWA Reps	Lane Marketing Group	Southwest Foodservice Equipment Marketing
Celco Inc.	Link2 Hospitality Solutions	stage KOLSTAD associates
CMA Foodservice Solutions	LRM Rep Group	The 2Market Group, Inc.
Chrane Foodservice Solutions	Lund-Iorio, Inc.	The Daly & DeRoma Group, Inc.
Collis Group, Inc.	M2 Foodservice Representatives LLC	The Fischer Group
Copperfield Agencies Limited	MAC Sales & Marketing LTD.	The Pantano and Pinilla Agency, Inc
Cowan Associates	Marketing Agents South, Inc.	The Redstone Group
DJ Marketing & Associates	McGill Hospitality	The YES Group
DRC Marketing Group	Moccia Enterprises	Thormann Associates
E. Ruff & Associates, Inc.	Nick Mavro & Associates, LLC	TLC Marketing Inc.
Eaton Marketing Associates, Inc.	ONE SOURCE	Total Tabletop Plus
Elevate Foodservice Group	P3Reps-NNY/Lake Effect	Tri-State Marketing Associates
Equipment Preference, Inc. (E.P.I.)	Paglio & Associates, Inc.	Vader & Landgraf, Inc.
Food Service Solutions Inc.	Pardee, Freeman, Inc.	Viola Group
Florida Agents, Inc.	PB & J Commercial Agents	Voeller & Associates, Inc.
FOCUS Hospitality Sales LLC	PBAC & Associates LTD	W. D. Colledge Co., Ltd.
Forbes, Hever & Wallace, Inc.	Pecinka Ferri Associates	Walter Zebrowski Associates
Greenwald Sales & Marketing, LLC	Performance Reps Northwest, Inc.	Wyllie Marketing
Griffin Marketing Group, Inc.	Permul Ltd.	YBR Marketing, Inc.
High Sabatino Associates	Preferred Marketing Group	Zink Foodservice

