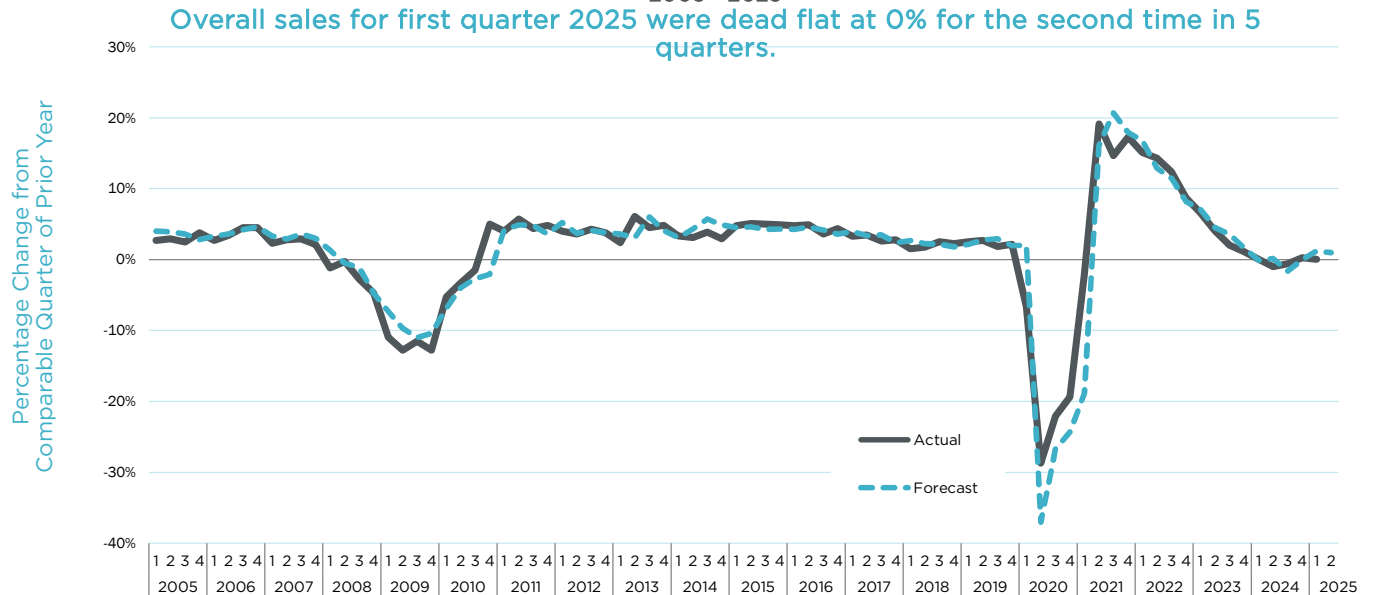


## Overall Commercial Foodservice Sales Per Quarter for North America

2005 - 2025



### Industry Is Flat At Best Coupled With Stagflation and Uncertainty

Overall sales for first quarter 2025 were dead flat at 0% for the second time in 5 quarters.

Over this period, quarterly sales changes were 0.0%, -1.0%, -0.6%, +0.2% and 0.0%, which averages out to 15 months of negativity.

By product category, Equipment was up +0.9%, while Supply, Tabletop, and Furniture were down by -2.0%, -2.5% and -4.8%.

By region, Northeast contracted by -2.3%, Midwest -0.7%, while the South increased 0.3%, West 2.0% and Canada 3.3%. Consultant and Quoting activity reflected similar contractions.

The forecast for the second quarter of 2025 is a mere increase of +1.0%.

In fact, we are now in the fourth year of slowing negative sales with further concerns on the horizon, due to tariff-induced supply distortions.

Similarly to the early days of Covid, we are in the midst of uncertainty. "Yo-Yo" tariffs make it nearly impossible to forecast future outcomes and to plan prudent actions.

Some manufacturers have been advancing orders in the hope of beating tariffs, while others have been freezing or cancelling orders. Pricing is holding or increasing while growth is absent, creating a climate of "Stagflation" and Uncertainty."

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

### Qtrly Sales Forecast for North America

Q2/25 vs. Q2/24

1.0%

### Yearly Sales Forecast for North America

2025 vs. 2024

2.7%

2024 vs. 2023

3.6%

### Quoting Activity for Q1/25 vs. Q4/24

More

38%

Less

17%

No Change

45%

### Consultant Activity for Q1/25 vs. Q4/24

More

26%

Less

21%

No Change

53%

### Jan San Sales for Q1/25 vs. Q1/24

Equipment

1.9%

Supplies

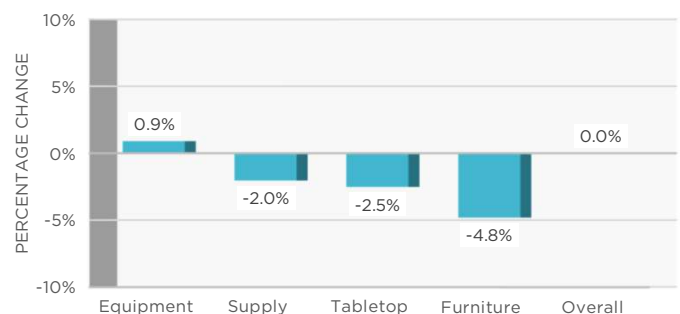
0.7%

Disposables

2.0%

### 1st Quarter 2025 Overall Sales for North America

Q1/2025 vs. Q1/2024 (Jan 1 - Mar 31)



### 2025 vs. 2024 Sales Forecast by Product Category

Equipment

2.8%

Supply

3.0%

Tabletop

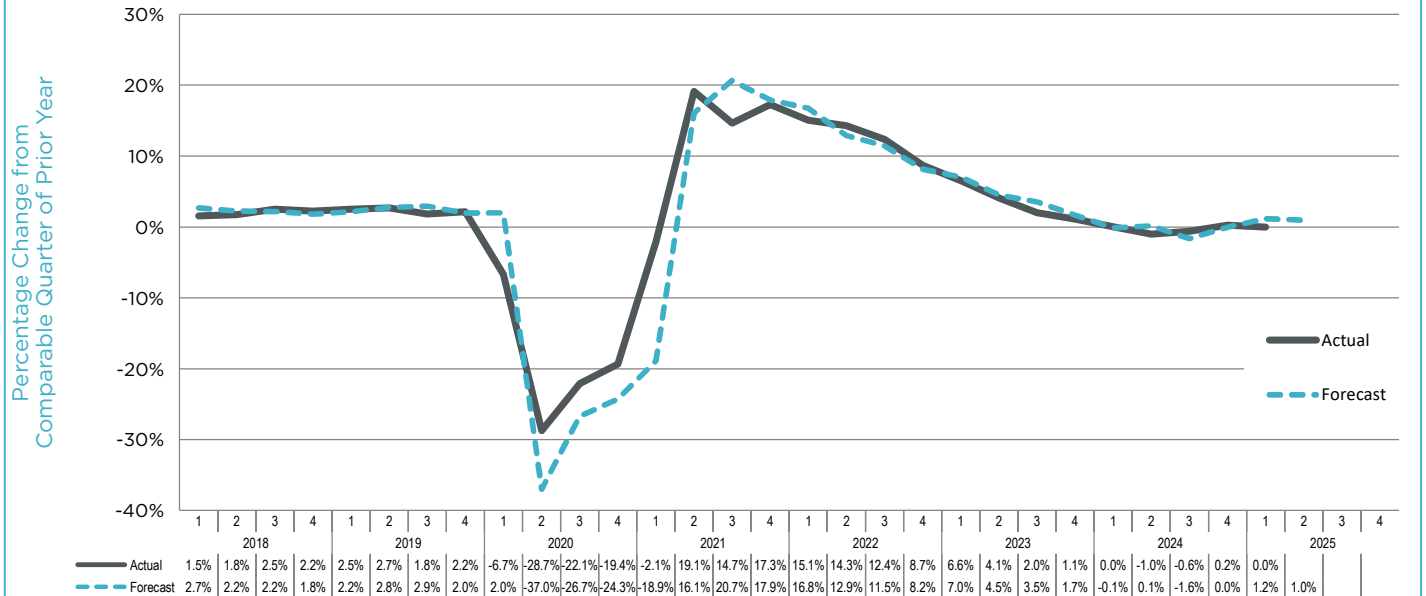
2.5%

Furniture

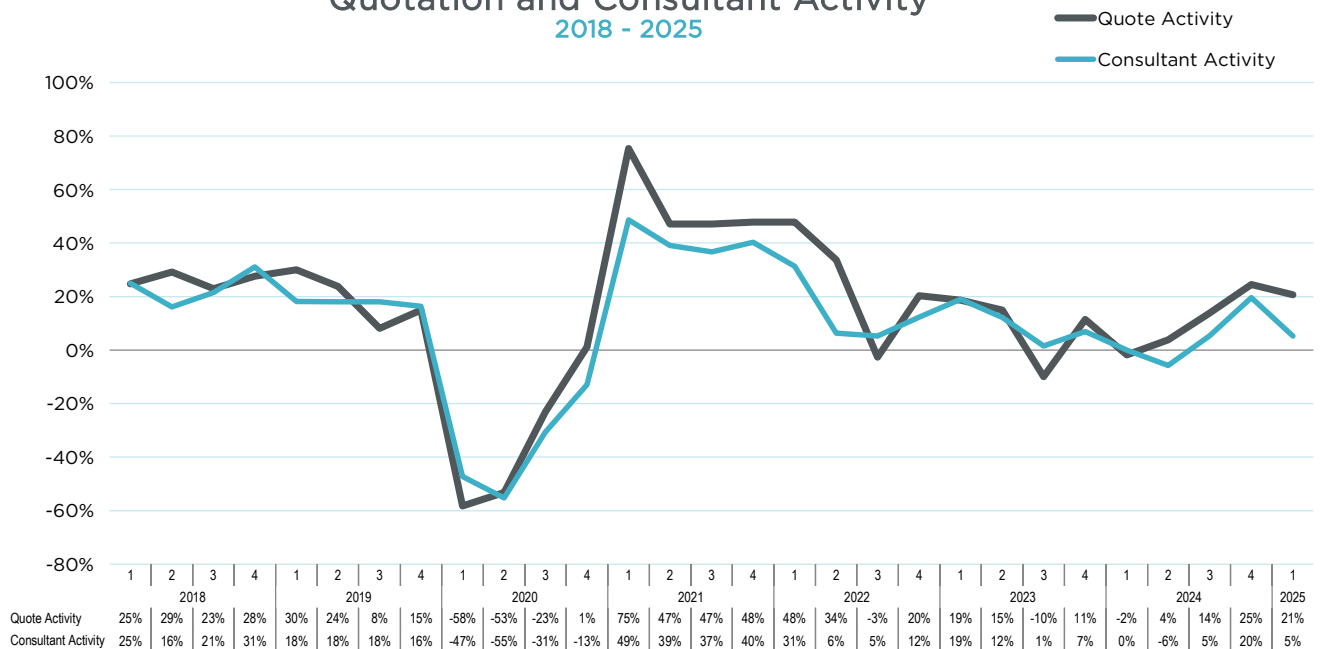
1.3%

\*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.

## Overall Commercial Foodservice Sales Per Quarter for North America 2018 - 2025



## Quotation and Consultant Activity 2018 - 2025



Note: This graph reports the difference between those reporting more activity vs. those reporting less activity.

## Q2/25 vs. Q2/24 Sales Percentage Change Forecast by Region

2nd Quarter 2025 compared to 2nd Quarter 2024 (Apr 1 - Jun 30)

<b>Northeast</b>	<b>South</b>	<b>Midwest</b>	<b>West</b>	<b>Canada</b>
-2.9%	4.7%	0.8%	3.0%	2.2%

## 2025 vs. 2024 Overall Sales Forecast by Region

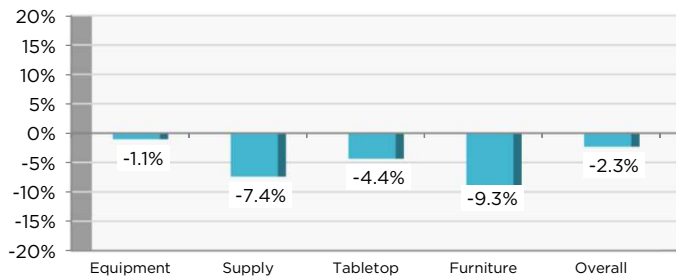
Compared to Overall Sales for 2024

<b>Northeast</b>	<b>South</b>	<b>Midwest</b>	<b>West</b>	<b>Canada</b>
2.0%	-0.3%	3.8%	2.4%	5.1%

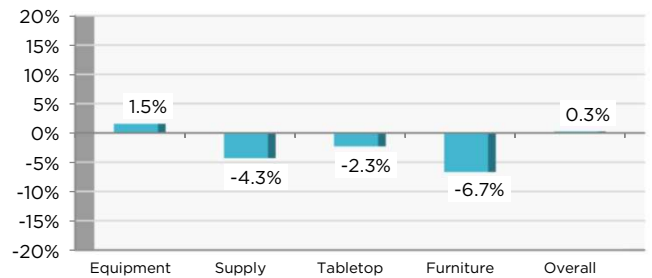
## 1st Quarter 2025 Sales Percentage Change by Region

1st Quarter 2025 compared to 1st Quarter 2024 (Jan 1 - Mar 31)

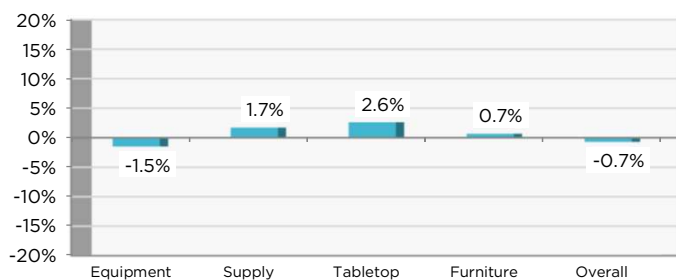
### Northeast



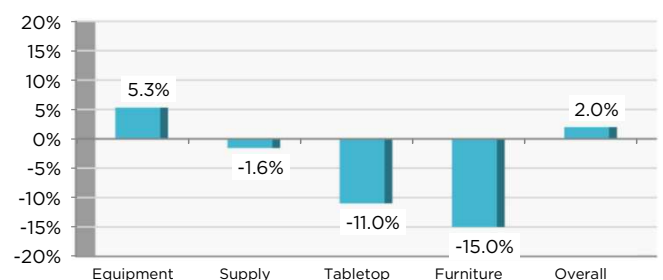
### South



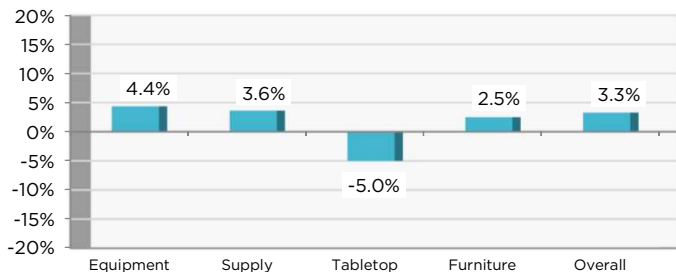
### Midwest



### West



### Canada



#### 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:

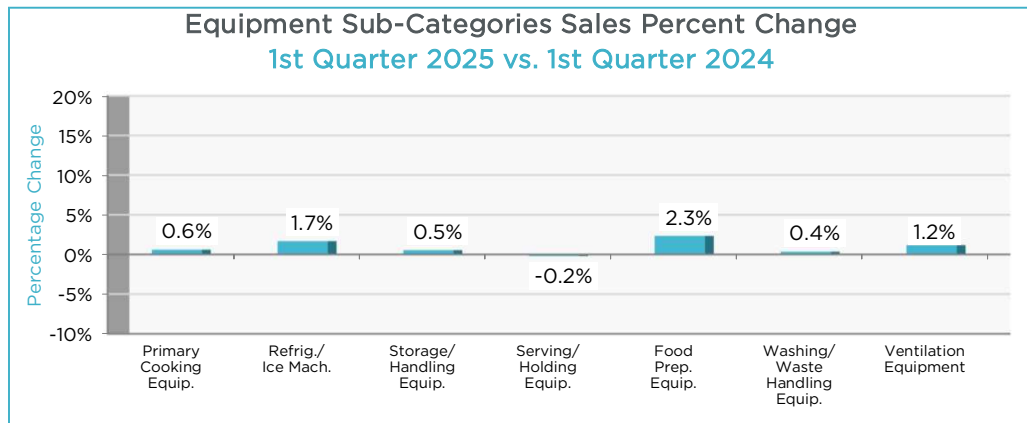
IA, IL, IN, KS, KY, MI, MN, MO, ND, NE, OH, W. PA, SD, WI, WV

#### WEST includes the states:

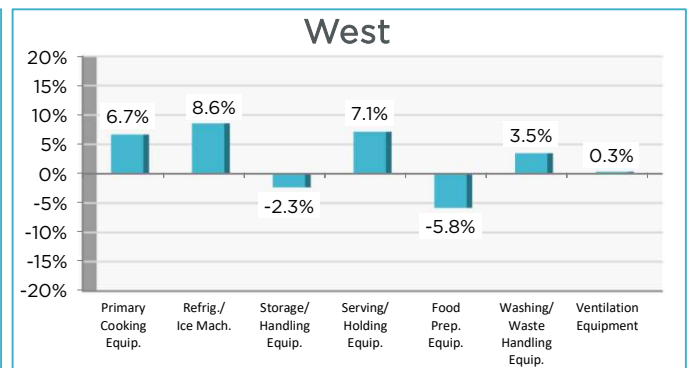
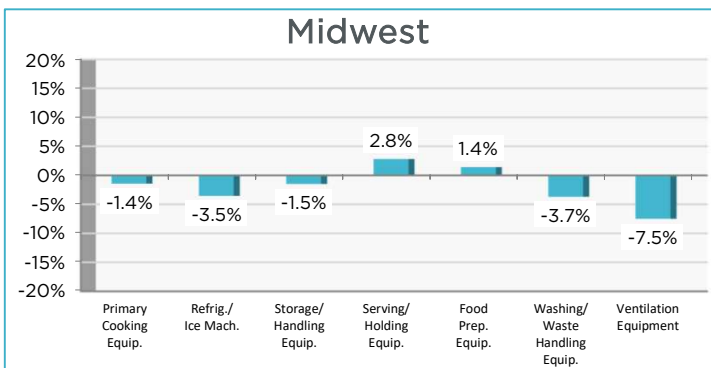
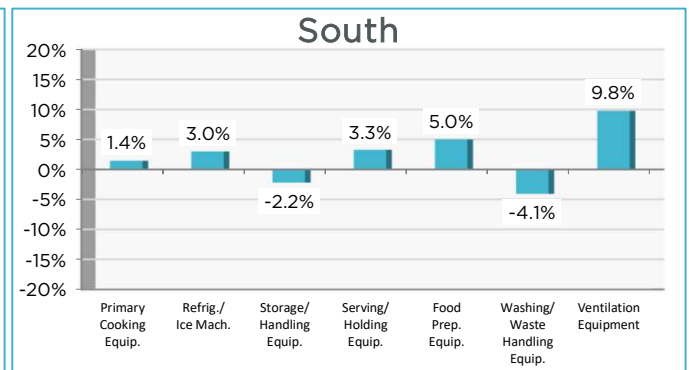
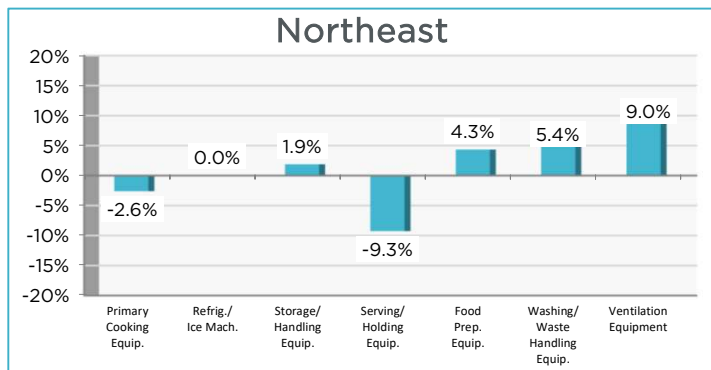
AK, AZ, CA, CO, HI, ID, MT, OR, NM, NV, UT, WA, WY

#### 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" study.



## Equipment Sub-Categories Sales Percent Change by Region 1st Quarter 2025 compared to 1st Quarter 2024 (Jan 1 - Mar 31)



#### 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:

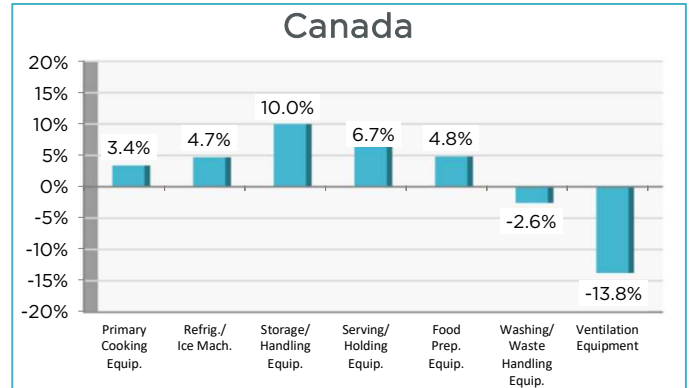
IA, IL, IN, KS, KY, MI, MN, MO, ND, NE, OH, W. PA, SD, WI, WV

#### 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.



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MAIN CATEGORIES	
<b>Equipment</b> <b>Please note:</b> as of Q315, "Thermometers and Temperature Monitoring Devices" (previously in Food Preparation Equipment) are now in Supplies.	Food Preparation Equipment, Janitorial & Sanitation Equipment, Primary Cooking Equipment, Refrigeration & Ice Machines, Serving & Holding Equipment, Storage & Handling Equipment, Ventilation, Warewashing, Waste Handling Equipment
<b>Supplies</b> <b>Please note:</b> as of Q315, "Menu and Message Boards" (previously calculated in Supplies) are now in Furniture.	Barware, Bakeware, Bins, Bus/Tote Boxes, Buckets (Ice & Wine), Buffetware, Can Openers, Chef Apparel/Shoes, Cleaning Tools, Colanders, Cookware/Pans/Pots, Cutting Boards, Knives/Cutlery Blocks/Sharpeners, Mixing Bowls, Storage Containers, Thermometers/Temperature Measurement/Food Safety, Textiles (Kitchen), Utensils/Tools (Kitchen)
<b>Tabletop</b>	Baskets, Beverage Pitchers/Servers, Candle Holders/Lamps, Candle & Chafing Fuel, Carafes/Decanters, Chafers, Covers, Dinnerware, Drinkware, Flatware, Glassware/Stemware, Linens (Napkins & Tablecloths/Covers), Menu Covers, Salt & Pepper Shakers, Serving Bowls/Plates, Servingware, Trays, Tray Stands
<b>Furniture</b>	Bars (Stationary & Mobile), Benches, Booths, Cabinets (Decor), Chairs, Coat Racks, Drive -Thru/Pass-Thru Windows, Heaters (Patio/Outdoor), Hostess Stands, Menu/Message Boards, Railings & Railings Fittings, Signs/Signage, Stools, Tables, Table Bases, Table Tops, Umbrellas
SUB-CATEGORIES	
<b>Primary Cooking Equipment</b>	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
<b>Refrigeration &amp; Ice Machines</b>	Air Curtains, Blast Chillers, Compressors, Condensers & Evaporators, Coolers, Doors (Walk-In/Insulated), Drop-In Pan Chillers, Freezers, Ice Cream Cabinets, Ice Machines, Refrigeration, Slush/Smoothie Machines, Soft-Serve Ice Cream/Yogurt Machines, Water Filter Systems
<b>Storage &amp; Handling Equipment</b>	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.)
<b>Serving &amp; Holding Equipment</b>	Beer Systems, Beverage Dispensers, Carving Stations, Coffee Equipment, Display/Merchandisers, Food Dispensers, Food Shields, Heat Lamps, Kiosks/Mobile Serving Units, Salad/Food Bars, Serving/Buffer Lines, Serving Carts, Soda Fountains, Soup Kettles/Servers, Steam Tables/Hot-Food Tables/Bain Marie, Tea Brewers, Warmers
<b>Food Preparation Equipment</b>	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, Pasta Makers, Popcorn Carts/Machines, Salad/Vegetable Washers & Dryers, Scales, Slicers, Timers, Vacuum-Pack Machines
<b>Warewashing &amp; Waste Handling Equipment</b> <b>Please Note,</b> as of Q416, Sanitation Equipment is included under Janitorial and Sanitation 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
<b>Ventilation</b>	Appliance Connectors, Grease/Exhaust Filters, Grease Interceptors, Fire Suppression Systems/Fire Extinguishers, HVAC - Exhaust Systems, Fans, Utility Distribution Systems, Ventilation & Hoods
Janitorial & Sanitation Lines	
<b>Janitorial &amp; Sanitation Equipment</b>	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
<b>Janitorial &amp; Sanitation Supplies</b>	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
<b>Disposables</b>	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, Trash Can Liners