

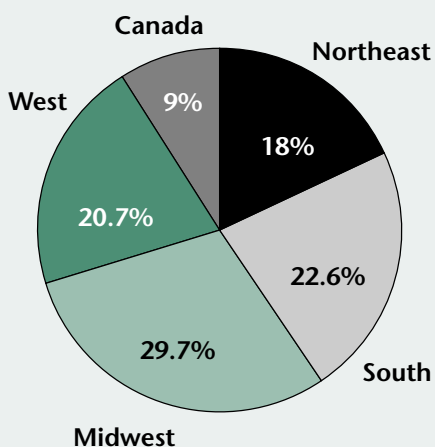
MAFSI Business Barometer Survey

Results Give Inside Look at Sales Trends for First Quarter 2002

MAFSI is excited to bring you our very own business trends survey called the MAFSI Business Barometer. The MAFSI Business Barometer is the industry's most definitive non-food sales/trend indicator. It provides an inside look at regional and national sales trends and forecast for equipment, supplies, tabletop and furniture lines.

The purpose of this one-of-a-kind survey, developed by MAFSI's Faces of the Rep World Committee, is to share—not only with MAFSI—but with other industry partners and associates how the industry fared last quarter and projected consumer confidence for this quarter.

MAFSI will continue to release the business barometer surveys on a quarterly basis. The results are compiled on an aggregate basis and are intended to only be an indicator of business trends. For more information please feel free to contact MAFSI at 770/698-8994, email at info@mafsi.org or on the Web at www.mafsi.org.



Regions Represented

Total Respondents 111

West

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

Midwest

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

South

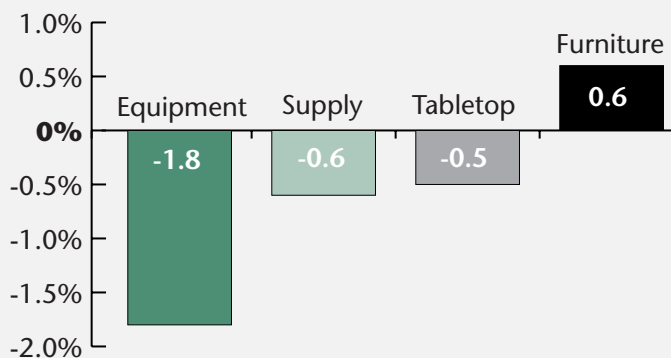
NC, SC, GA, FL, AL, TN, MS, AR, LA, OK, TX

Northeast

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

1st Quarter 2002 Sales Increase/Decrease

(Jan 1–Mar 31) compared to 1st Quarter 2001



Projected 2nd Quarter 2002 Sales Increase/Decrease

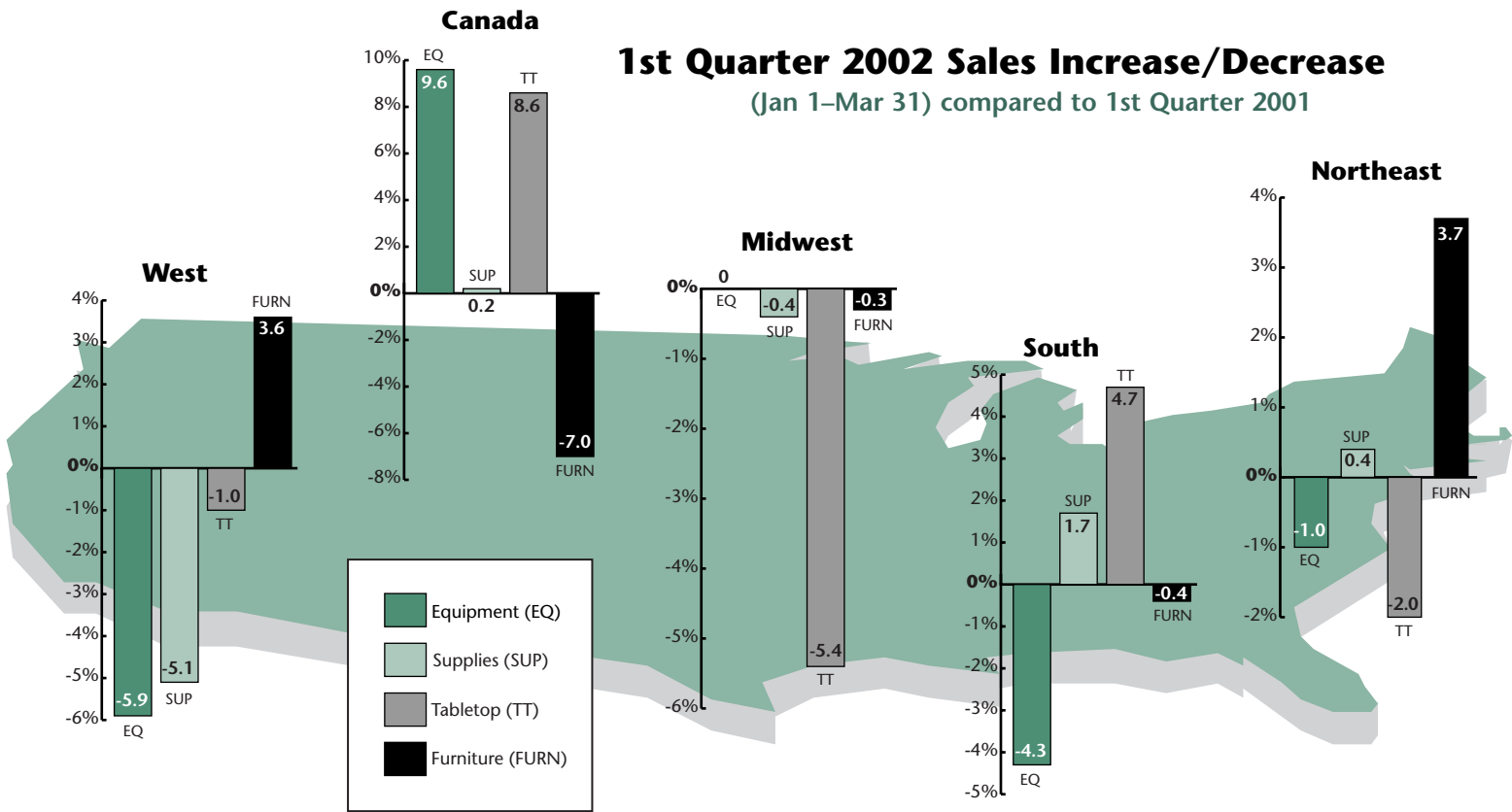
(Apr 1–Jun 30) compared to 1st Quarter 2002

All Regions

+2%

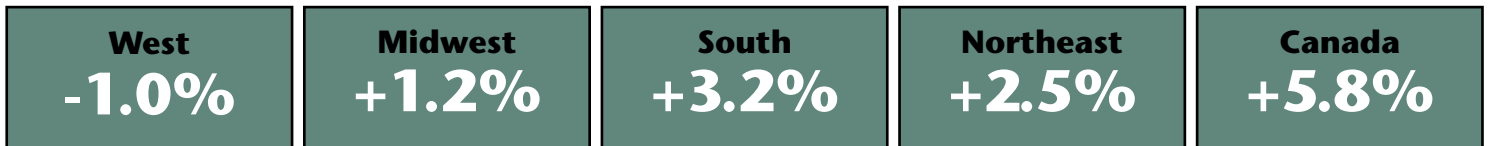
1st Quarter 2002 Sales Increase/Decrease

(Jan 1–Mar 31) compared to 1st Quarter 2001



Projected 2nd Quarter 2002 Sales Increase/Decrease

(Apr 1–Jun 30) compared to 1st Quarter 2002



Projected 2nd Quarter 2002 Consumer Confidence

(Apr 1–Jun 30) compared to 1st Quarter 2002

