


MAFSI Business Barometer

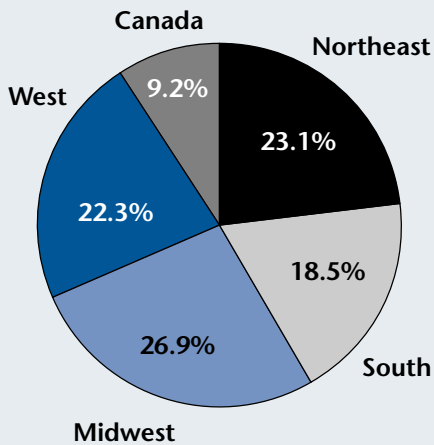
3rd Quarter Sales Lower Than Expected According to MAFSI Business Barometer; 4th Quarter Forecasts 1.7% Increase

ATLANTA— (November 5, 2002) According to results from the third quarter MAFSI Business Barometer, *MAFSI reps from across the U.S. and Canada forecast a 1.7% increase in overall sales for fourth quarter 2002*, compared to overall sales the same time last year.

This is slightly less optimistic compared to a 2.0% increase forecasted for second quarter and 1.9% increase forecasted for third quarter 2002. Actual third quarter overall sales, however, were lower than predicted, but still saw growth at 0.7% compared to third quarter 2001.

The MAFSI Business Barometer for third quarter revealed sales on equipment, supply, tabletop and furniture increased 1.2%, 0.6%, 0.9% and 0.1% respectively compared to third quarter 2001.

Overall, sales for much of the U.S. and Canada showed a small increase for third quarter, though the West was barely positive at 0.1% and the Midwest, which had been negative the past two quarters, was again down at -1.5% 



Regions Represented Total Respondents 135

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

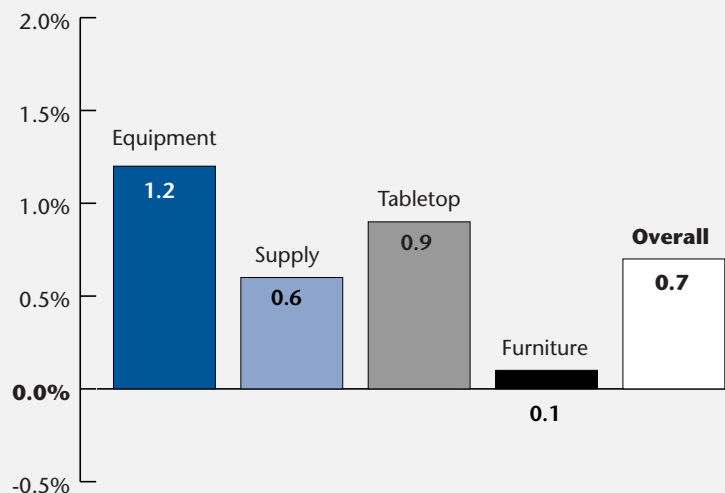
South

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

3rd Quarter 2002 Sales Increase/Decrease (July 1–Sept 30) compared to 3rd Quarter 2001

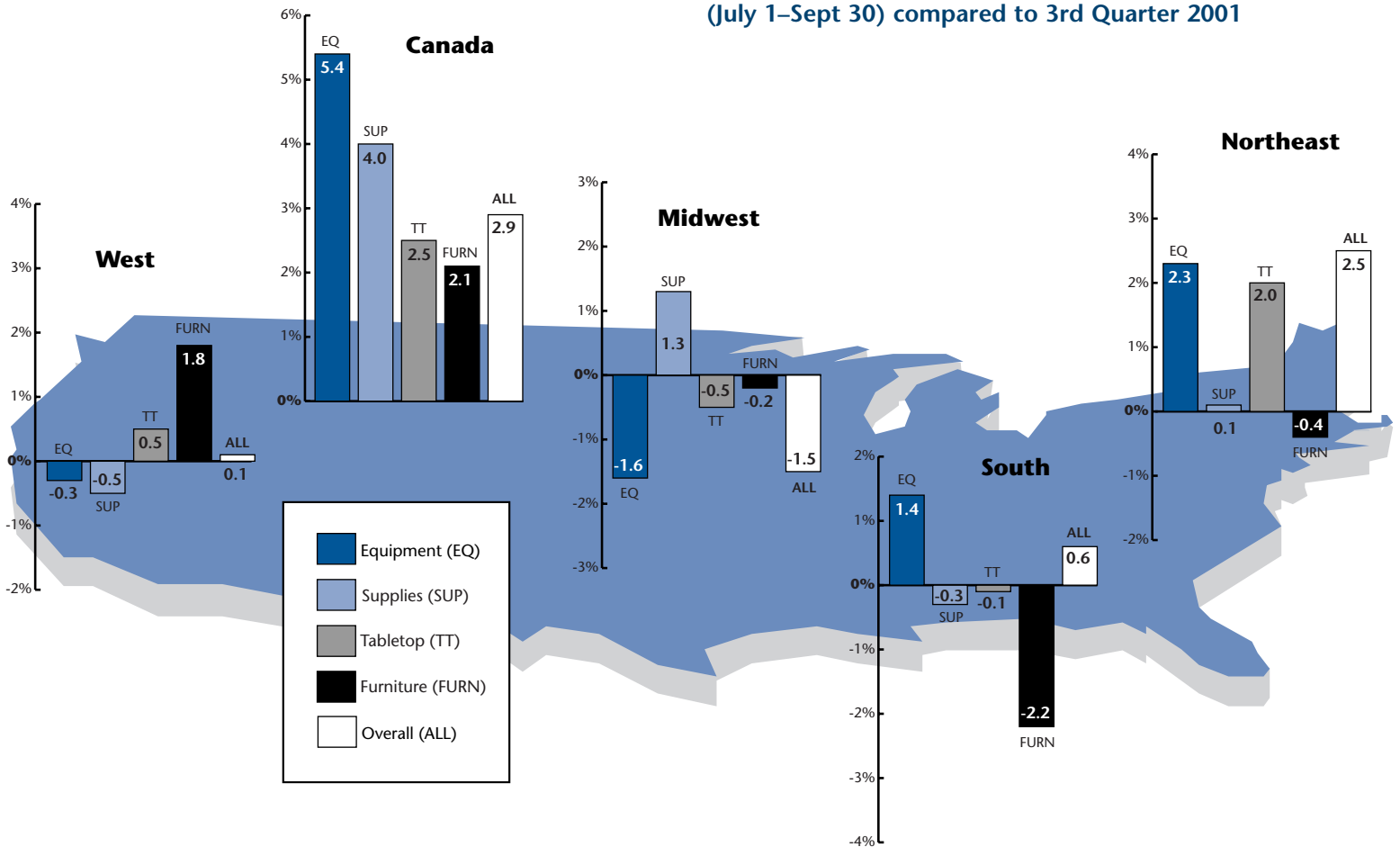


MAFSI Business Confidence Index for 4th Quarter (Oct 1–Dec 31) compared to 4th Quarter 2001

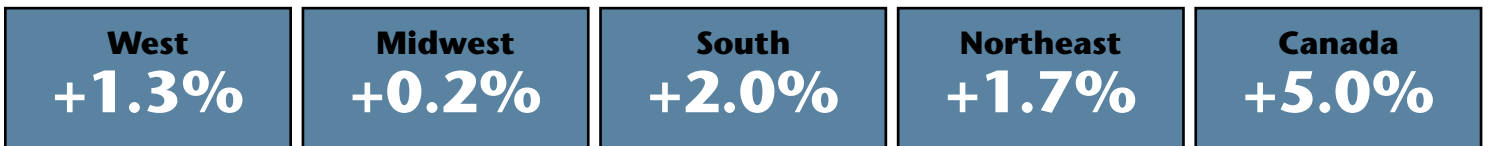
All Regions
+1.7%

MAFSI Business Barometer

3rd Quarter 2002 Sales Increase/Decrease (July 1–Sept 30) compared to 3rd Quarter 2001



Projected 4th Quarter 2002 Sales Increase/Decrease (Oct 1–Dec 31) compared to 4th Quarter 2001



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