

MAFSI Business Barometer

Records 1.4% Increase in Sales for 4th Quarter 2002 Compared to the Same Time Last Year

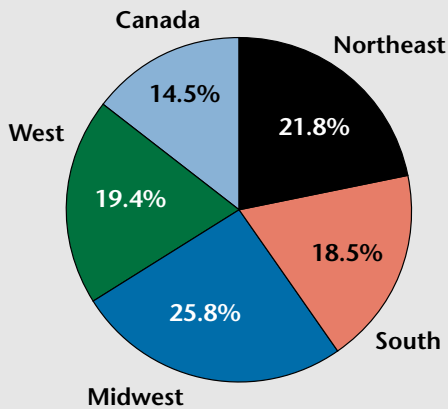
In looking ahead at first quarter 2003, MAFSI reps from across the U.S. and Canada forecast a 0.8% increase in overall sales, compared to overall sales the same time last year. This is according to the latest results of the MAFSI Business Barometer.

Additionally, MAFSI reps nationally forecast **a 2.4% increase in overall sales for the complete year of 2003 compared to 2002**. Regionally, all regions of the country and Canada expect a positive increase in 2003 sales compared to last year.

Compared to 4th quarter 2001, the MAFSI Business Barometer revealed that during the 4th quarter 2002:

- Equipment sales increased 1.3%
- Supply sales increased 1.4%
- Both tabletop and furniture sales increased 1.6% respectively

Overall sales for much of the U.S. and Canada during the 4th quarter showed a 1.6% or higher increase for the Northeast, South, West and Canada. Still, the Midwest, which has been negative the past three quarters, was again down at -1.3%. ✍



Regions Represented

Total Respondents 126

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

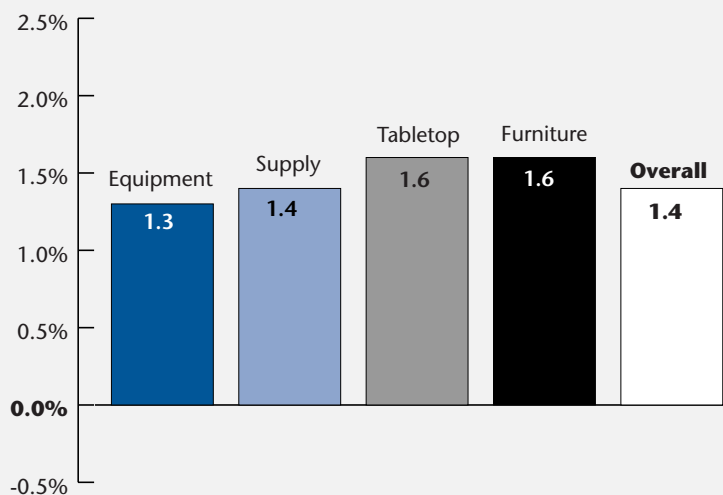
South

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

4th Quarter 2002 Sales (Oct 1–Dec 31) compared to 4th Quarter 2001



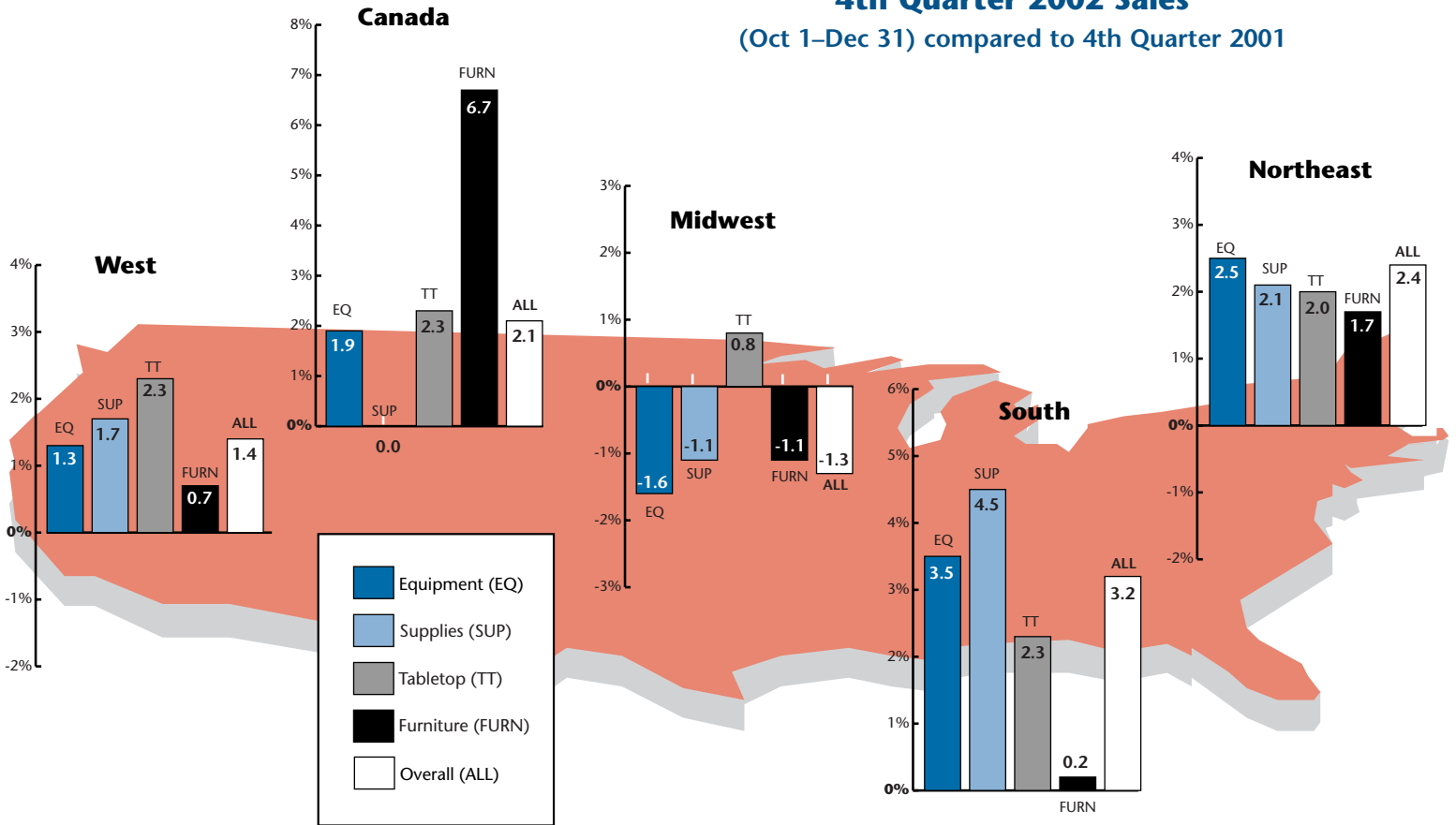
MAFSI Business Confidence Index for 1st Quarter 2003

(Jan 1–Mar 31) compared to 4th Quarter 2002

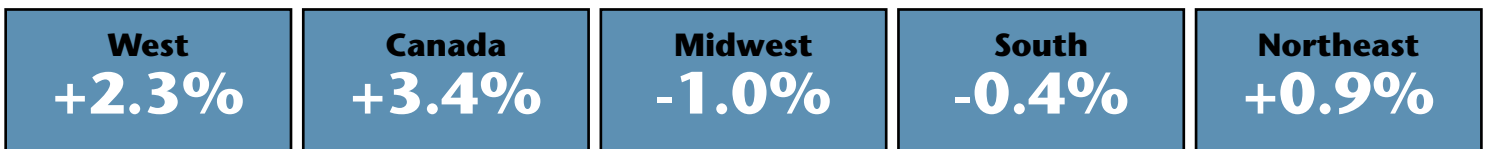
All Regions
+0.8%

MAFSI Business Barometer

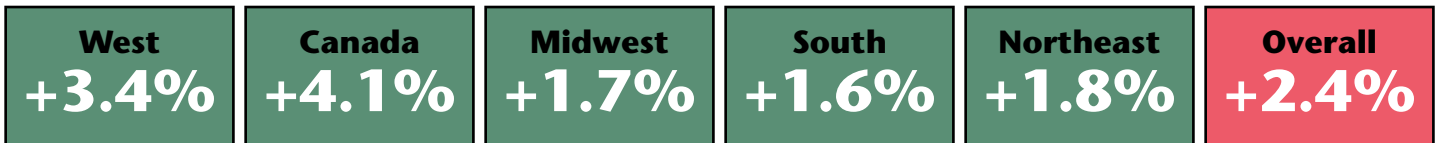
4th Quarter 2002 Sales (Oct 1–Dec 31) compared to 4th Quarter 2001



Projected 1st Quarter 2003 Sales (Jan 1–Mar 31) compared to 4th Quarter 2002



Projected Overall Sales for Complete Year of 2003 (Jan 1–Dec 31) compared to Overall 2002 Sales



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