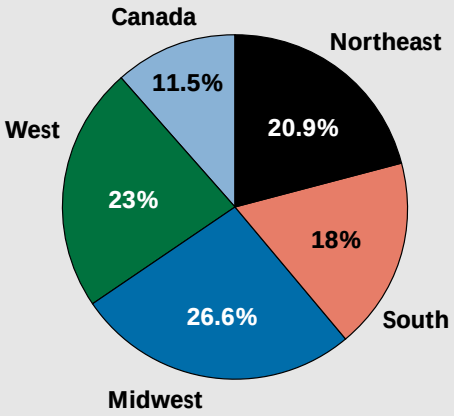
MAFSI Business Barometer

Reports -2.1% Decrease in Sales for 1st Quarter 2003

Compared to the Same Time Last Year



Regions Represented

Total Respondents 139

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

Canada

Overall sales throughout all regions of the United States were down for Q1/03, while Canada recorded a modest increase of 1.1%. In looking ahead at Q2/03, MAFSI reps from across the U.S. and Canada forecast a decrease in overall sales at -0.8%, compared to overall sales the same time last year. This is according to the latest results of the MAFSI Business Barometer.

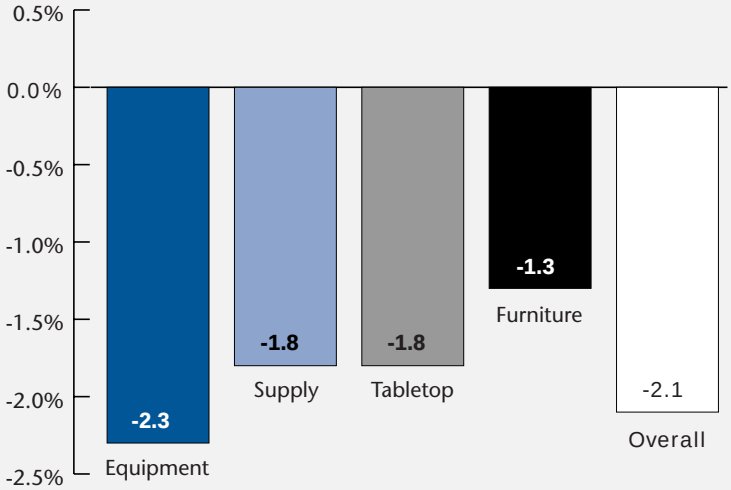
Compared to Q1/02, the MAFSI Business Barometer revealed that during first quarter 2003 overall:

- Equipment sales decreased **-2.3%**
- Both supply and tabletop sales sales decreased **-1.8%** respectively
- Furniture sales decreased **-1.3%**

Manufacturers' representatives were surveyed from agencies across the United States and Canada for the MAFSI Business Barometer Survey. The quarterly survey is a leading economic indicator in the foodservice industry that provides an invaluable outlook on sales trends and forecast regionally and nationally. This survey is the industry's most definitive non-food sales/trend indicator.

1st Quarter 2003 Sales

(Jan 1–Mar 31) compared to 1st Quarter 2002

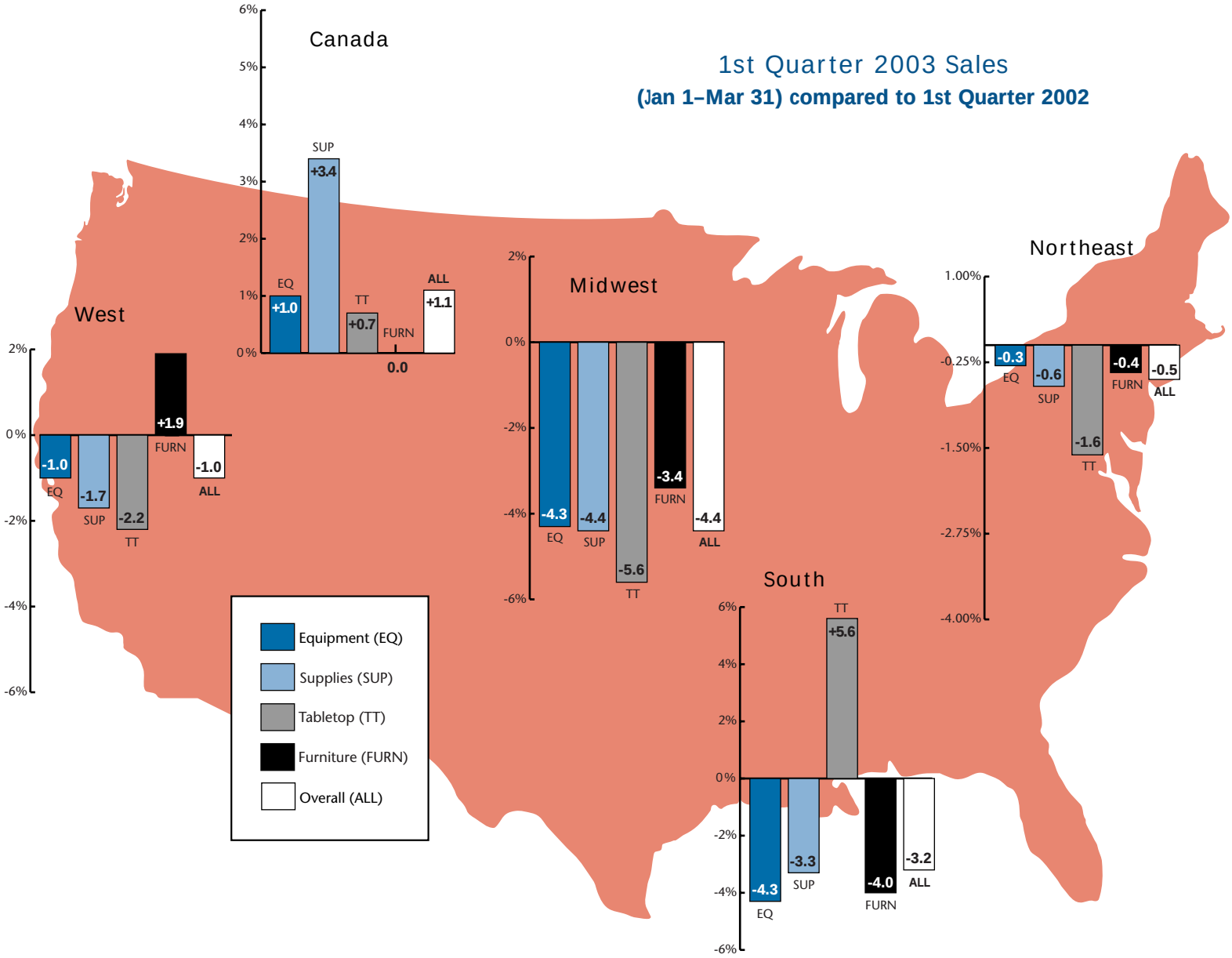


MAFSI Business Confidence Index for 2nd Quarter 2003

(Apr 1–Jun 30) compared to 2nd Quarter 2002

All Regions
-0.8%

MAFSI Business Barometer



Projected 2nd Quarter 2003 Sales

(Apr. 1–June 30) compared to 2nd Quarter 2002

West	Canada	Midwest	South	Northeast
-0.9%	+2.3%	-1.5%	-3.1%	+0.3%

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