## businessbarometer



## MAFSI BUSINESS BAROMETER REPORTS +2.9\% INCREASE IN SALES FOR Q2/05, Compared to the Same Time Last Year

S
econd quarter results are 0.2 \% higher than first quarter's
$2.7 \%$ increase. Sales increased by product category range from $2.1 \%$ for tabletop, $2.7 \%$ for furnishings, $3.5 \%$ supplies and $3.0 \%$ equipment.

The geographical breakdown revealed some significant uneveness. The Midwest at 0.7\%, Northeast at 1.9\%, West at $3.3 \%$, Canada at $3.7 \%$ and the South at $5.1 \%$.

MAFSI reps are even more optimistic for the Q3/05 with a forecast of $3.6 \%$.

Compared to Q2/04, the MAFSI Business Barometer revealed that during second quarter 2005 overall:

- Equipment sales increased +3.0\%
- Supply sales increased +3.5\%
- Tabletop sales increased +2.1\%
- Furniture sales increased +2.7\%
- Overall sales increased $\mathbf{+ 2 . 9 \%}$

For further details on your region of the country please see graphs.

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.

MAFSI releases the Business Barometer on a quarterly basis. Third quarter results will be released the first week in November.

## MAFSI Business Confidence Index for 3rd Quarter 2005 <br> (July 1 - September 30) compared to 3rd Quarter 2004




## Projected 3rd Quarter 2005 Sales

(July 1 - September 30) compared to 3rd Quarter 2004


## Regions Represented

Total Respondents 133


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

SOUTH - NC, SC, GA, FL, AL, TN, MS, AR, LA, OK, TX
MIDWEST - KY, W.PA, WV, ND, SD, NE, KS, MN, IA, MO, WI, IL, IN, MI, OH

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

CANADA - Includes all of Canada

