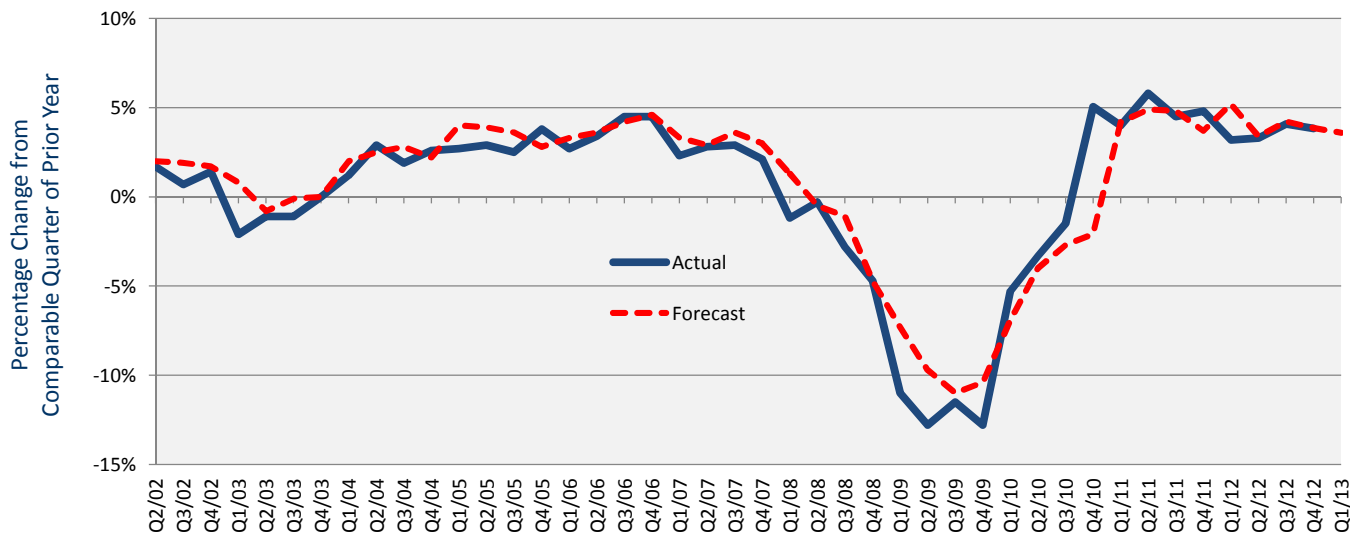


MAFSI businessbarometer

The industry's definitive non-food sales/trend indicator
Q4/12 Report

Overall Sales Per Quarter



Q4/12 MAFSI MBB Advances 3.8% As Predicted

Q1/13 forecast is for steady 3.6% growth

Overall sales for Q4/12 (compared to Q4/11) increased by 3.8% - down a bit from the 4.3% of the previous quarter but precisely as forecasted.

Sales have now expanded for nine consecutive quarters after three prior years of decline. Stronger than usual regional variations were reported, ranging from 4.2% in the Northeast, 3.9% in the Midwest, 4.6% in the South, 2.7% in Canada and a slim gain of 2.5% in the West.

By product type equipment rose 4.2%, supplies 3.6%, tabletop 2.8%, and furnishings 2.2%.

Our forecast for the first quarter 2013 is 3.6%.

Our industry continues to advance with slow but steady growth, which is a very healthy position. Further optimism can be derived from the fact that 44% of reps are quoting more and only 22% less, while 32% report busier consultants and 17% state they are slower.

With a just completed and highly enthusiastic NAFEM show behind us, we are moving forward on solid ground. However just as we breathe easier now that the recession is behind us, we add a new term to our vocabulary, SEQUESTRATION and anxiously await its impact on the economy and on the foodservice industry.

Compiled and written by Michael R. Posternak/PBAC

MAFSI Business Confidence Index for 1st Quarter 2013
Jan 1 - Mar 31 compared to 1st Quarter 2012

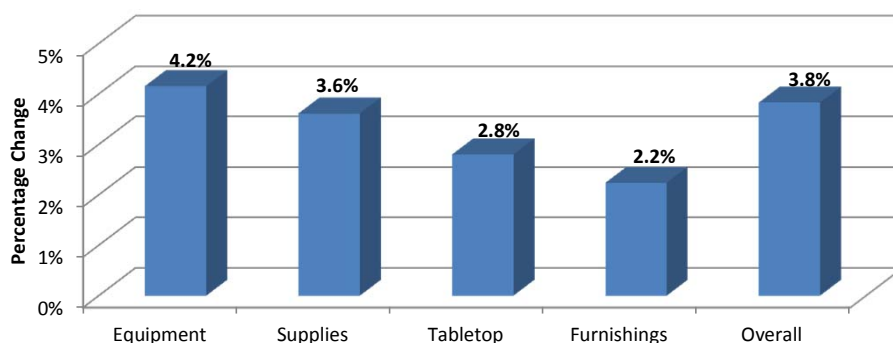
All Regions
3.6%

MAFSI Business Confidence Index for 2013
Compared to 2012

Overall
4.7%

4th Quarter 2012 Overall Sales

Oct 1 - Dec 31 compared to 4th Quarter 2011



MAFSI businessbarometer

Projected 1st Quarter 2013 Sales Percentage Change

Jan 1 - Mar 31 compared to 1st Quarter 2012

Northeast
5.4%

South
4.3%

Midwest
2.8%

West
2.8%

Canada
3.2%

Projected 2013 Overall Sales Percentage Change Forecast

Compared to Overall Sales for 2012

Northeast
5.3%

South
2.6%

Midwest
4.0%

West
5.9%

Canada
5.5%

4th Quarter 2012 Overall Sales Percentage Change

Oct 1 - Dec 31 compared to 4th Quarter 2011

