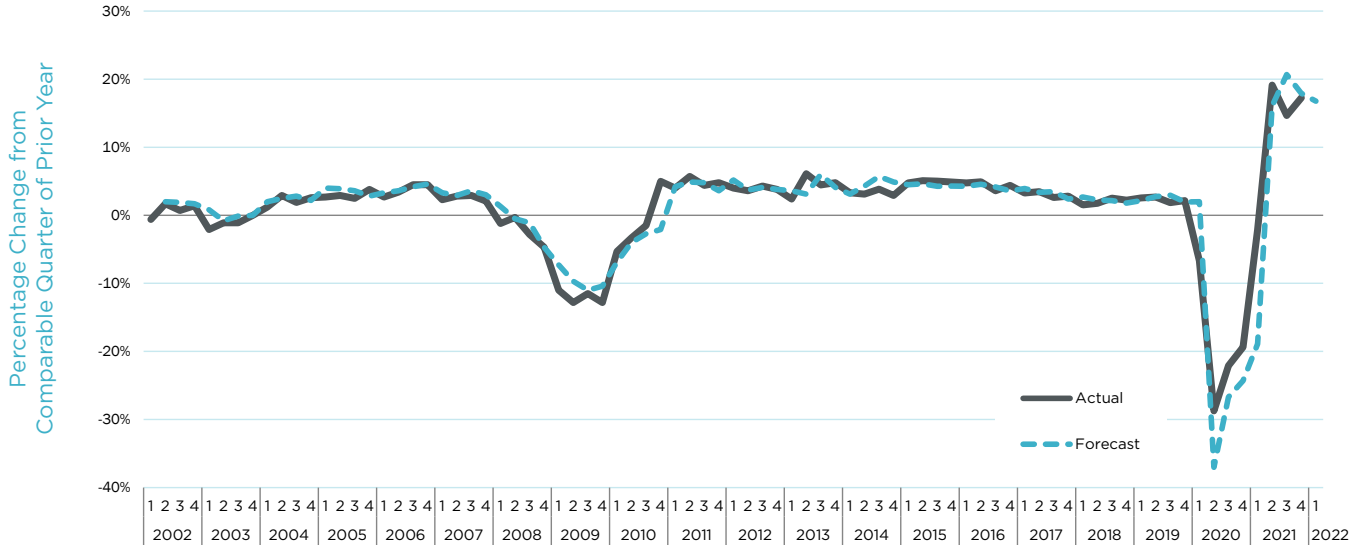




Overall Commercial Foodservice Sales Per Quarter for North America
 MAFSI Business Barometer Achieves Q4/21 Projection at +17.3% Increase in Sales;
 Strong Q1/22 Forecast as Recovery Continues



MAFSI Business Barometer Achieves Q4/21 Projection at +17.3% Increase in Sales
Strong Q1/22 Forecast as Recovery Continues

Overall sales for Q4/21 climbed by +17.3% compared to Q4/20 which was nearly exact to the +17.9% that had been forecasted for the quarter.

The breakdown for Q4 overall sales by category was +25.6% for Tabletop, +18.3% for Supplies, +16.7% for Equipment, and +9.0% for Furniture.

Canada led the way with a gain of +24.2%, while US Regions ranked with the Midwest at +18.7%, Northeast at +18.2%, South at +12.8%, and West at +11.2%.

MAFSI Reps are forecasting continued strength for Q1/22 at +16.8%. This healthy increase is due to a number of factors including high inflation, advanced placement of future orders to beat price increases and long lead times, and increased demand due to normalization of restaurant dining and

Future activity looks strong with 58% reporting more Quoting Activity and 49% indicating greater Consultant Activity.

Long lead times are still a problem but seem to be slowly turning the corner as supplies improve a bit. Higher interest rates, soaring gasoline prices, and the impact of the Ukrainian invasion and Russian sanctions are all matters of great concern.

Executive Summary written by Michael R. Posternak, PBAC & Associates LTD. Eastchester, NY mp@pbacrep.com.

Qtrly Sales Forecast for North America
Q1/22 vs. Q1/21
 16.8%

Yearly Sales Forecast for North America
2022 vs. 2021
 11.3%

Quoting Activity for Q4/21 vs. Q3/21

More	Less	No Change
58%	10%	32%

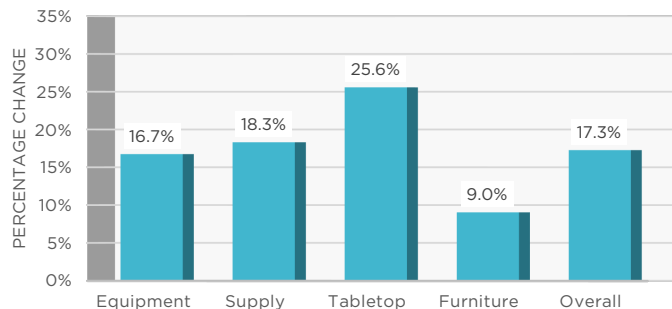
Consultant Activity for Q4/21 vs. Q3/21

More	Less	No Change
49%	9%	42%

Jan San Sales for Q4/21 vs. Q3/21

Equipment	Supplies	Disposables
14.6%	17.8%	11.9%

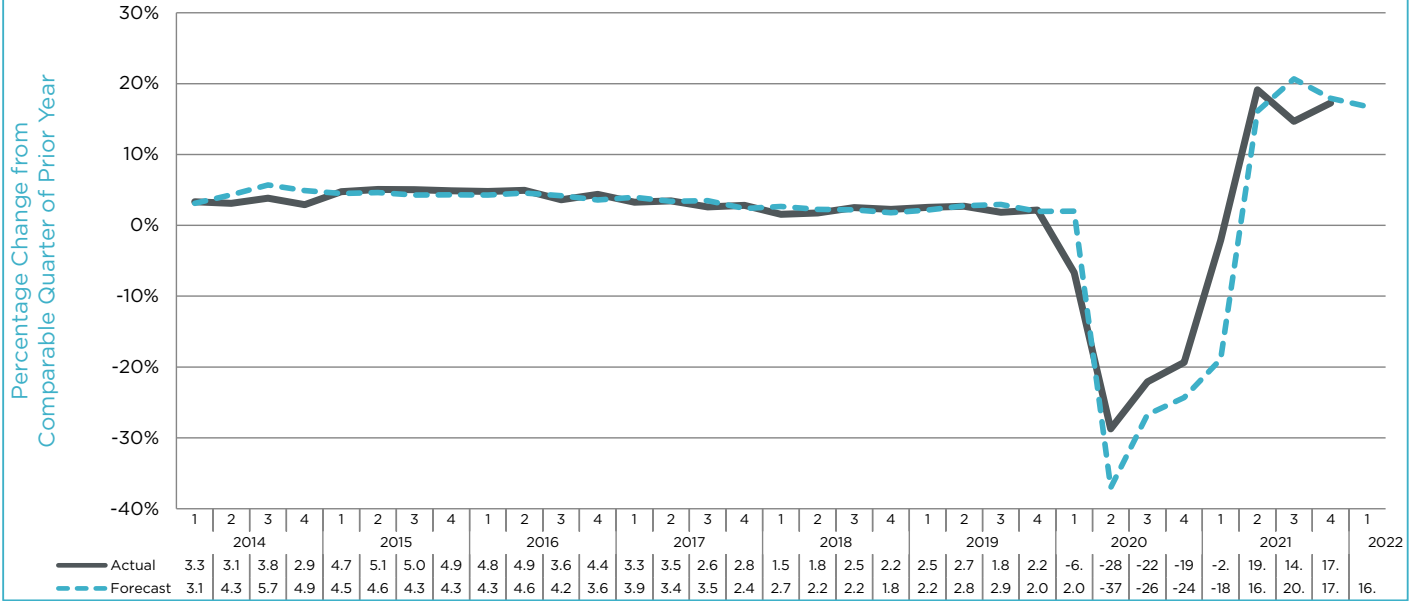
4th Quarter 2021
Overall Sales for North America
Q4/2021 vs. Q4/2020 (Oct 1 - Dec 31)



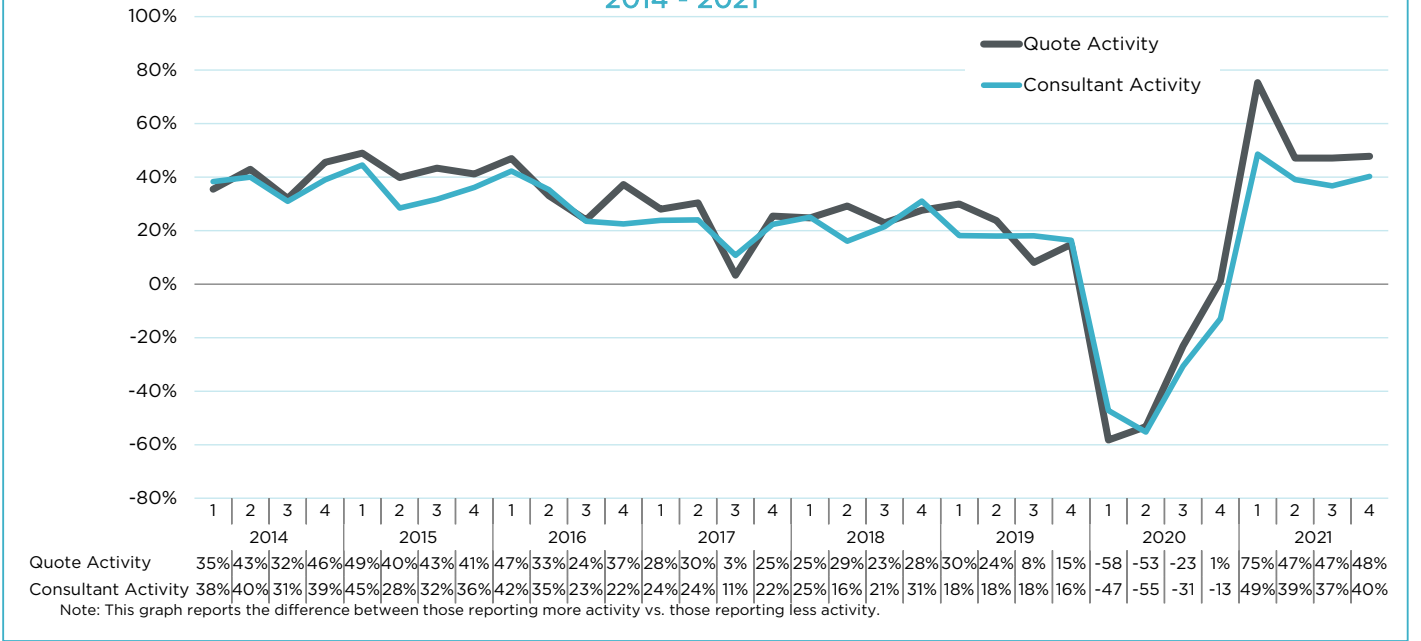
*The overall industry sales growth is calculated using a weighted average based on the percentage of the total sales volume for the overall industry represented by the various sales categories: Equipment (77%), Supplies (6%), Tabletop (11%), and Furnishings (6%). Market numbers are based on the North American Association of Food Equipment Manufacturers (NAFEM) biennial "Size & Shape of the Industry" study.



Overall Commercial Foodservice Sales Per Quarter for North America 2014 - 2021



Quotation and Consultant Activity Per Quarter for North America 2014 - 2021



Q1/22 vs. Q1/21 Sales Percentage Change Forecast by Region

1st Quarter 2022 compared to 1st Quarter 2021 (Jan 1 - Mar 31)

Northeast 9.1%	South 17.7%	Midwest 15.5%	West 22.9%	Canada 23.6%
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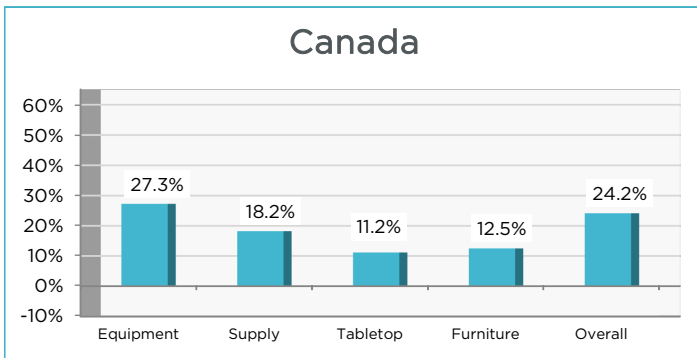
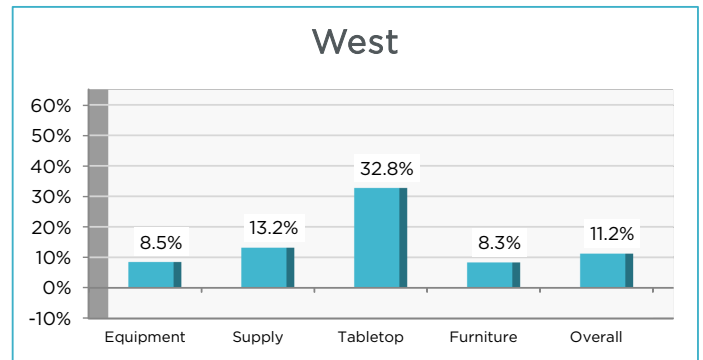
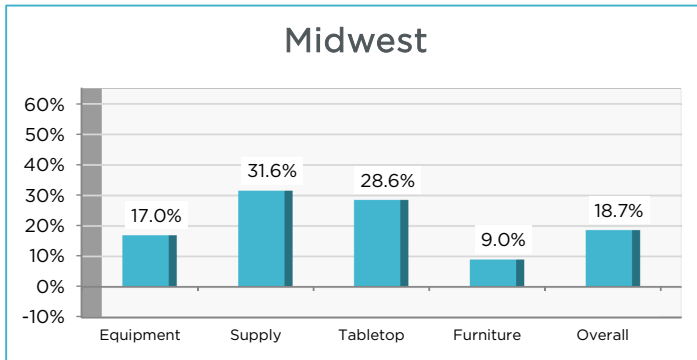
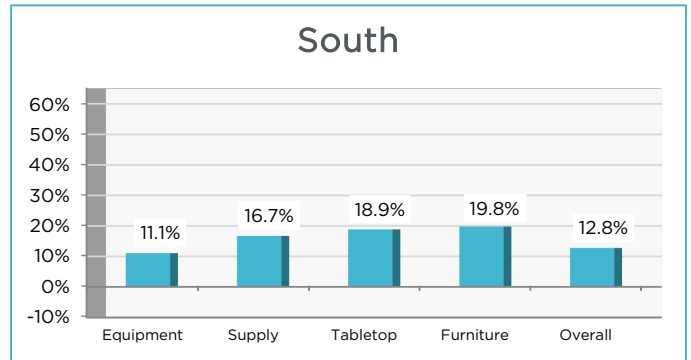
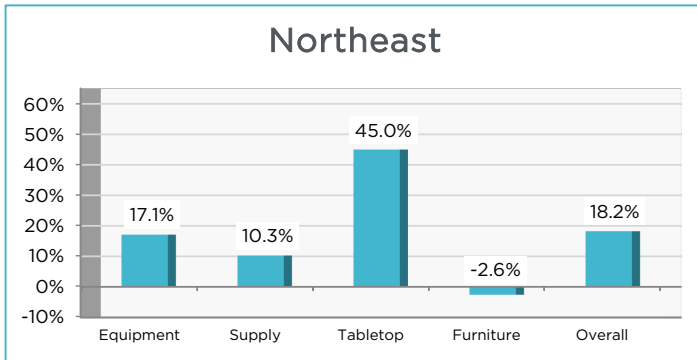
2022 vs. 2021 Overall Sales Forecast by Region

Compared to Overall Sales for 2021

Northeast 10.3%	South 10.9%	Midwest 13.3%	West 9.1%	Canada 12.8%
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4th Quarter 2021 Sales Percentage Change by Region

4th Quarter 2021 compared to 4th Quarter 2020 (Oct 1 - Dec 31)



NORTHEAST includes the states:
CT, DC, DE, MA, MD, ME, NH, NJ, NY, PA, RI, VA, VT

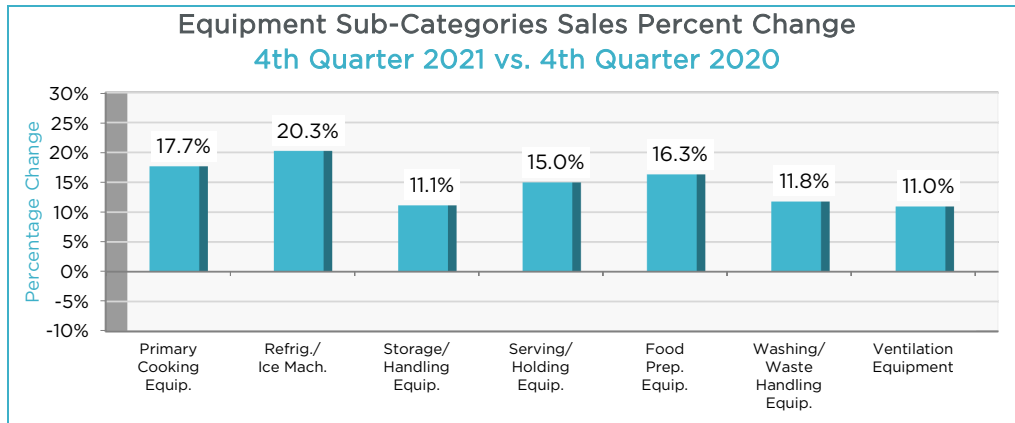
SOUTH includes the states:
AL, AR, FL, GA, LA, MS, NC, OK, SC, TN, TX

MIDWEST includes the states:
IA, IL, IN, KS, KY, MI, MN, MO, ND, NE, OH, W. PA, SD, WI, WV

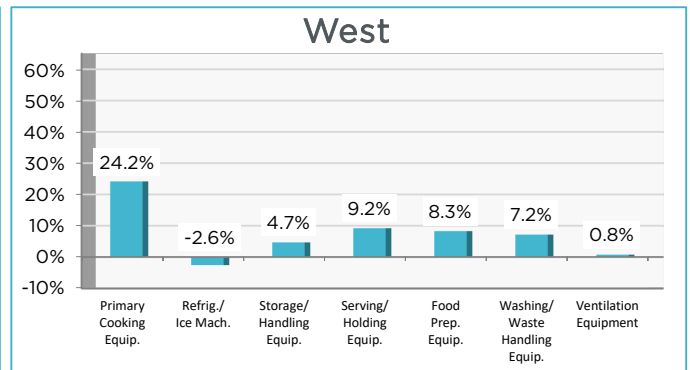
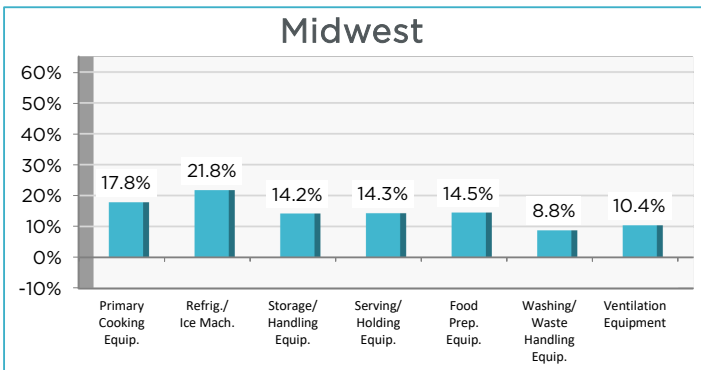
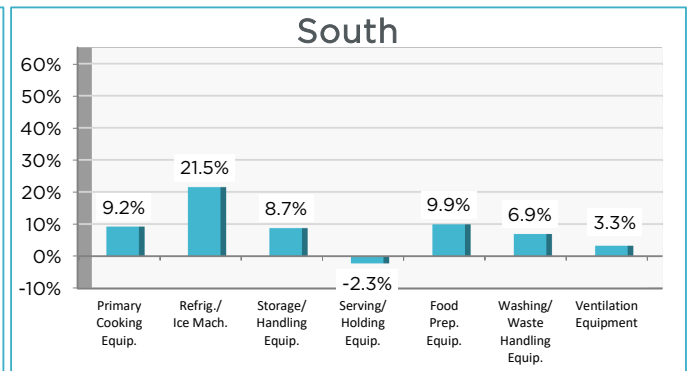
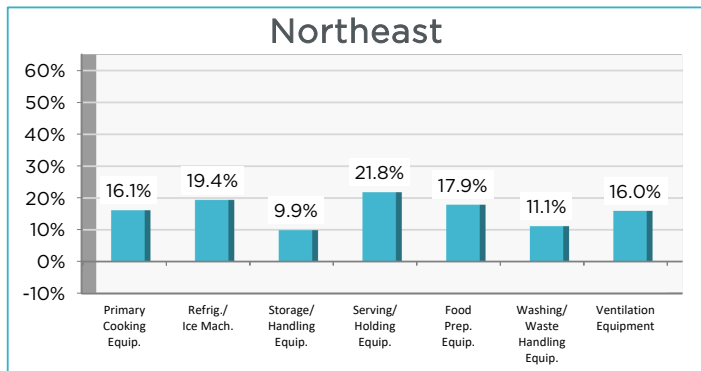
WEST includes the states:
AK, AZ, CA, CO, HI, ID, MT, OR, NM, NV, UT, WA, WY

CANADA includes all provinces and territories in Canada.

*The overall industry sales growth is calculated using a weighted average based on the percentage of the total sales volume for the overall industry represented by the various sales categories: Equipment (77%), Supplies (7%), Tabletop (10%), and Furnishings (6%). Market numbers are based on the North American Association of Food Equipment Manufacturers (NAFEM) biennial "Size & Shape of the Industry" study.



Equipment Sub-Categories Sales Percent Change by Region 4th Quarter 2021 compared to 4th Quarter 2020 (Oct 1 - Dec 31)



NORTHEAST includes the states:

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

SOUTH includes the states:

AL, AR, FL, GA, LA, MS, NC, OK, SC, TN, TX

MIDWEST includes the states:

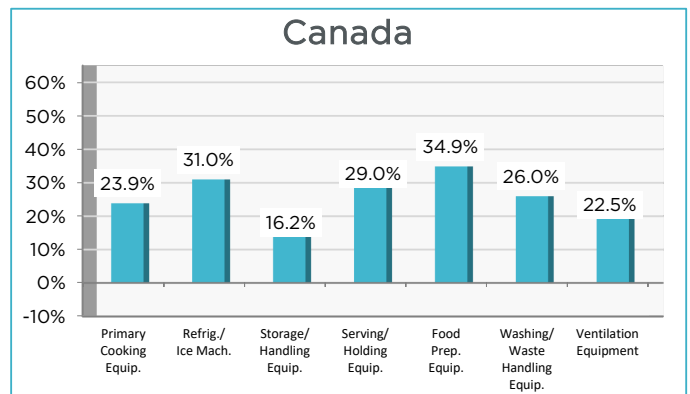
IA, IL, IN, KS, KY, MI, MN, MO, ND, NE, OH, W. PA, SD, WI, WV

WEST includes the states:

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

CANADA includes all provinces and territories in Canada.

*The equipment sub-category sales growth is calculated using a weighted average based on the percentage of the equipment sub-category sales volume represented by the various sales categories: Primary Cooking (25%), Refrigeration/Ice Machines (32%), Storage/Handling (9%), Serving (16%), Food Prep (7%), Warewashing (11%) from the (NAFEM) biennial "Size & Shape of the Industry" study. Ventilation not weighted.



PLEASE NOTE: The Business Barometer Report is compiled for the exclusive use of the participating companies and MAFSI members. Oral or written disclosure or publication of the confidential aggregate report, in whole or in part, by the participating companies or MAFSI staff to anyone other than authorized participating companies is expressly prohibited.



Category Product List

MAIN CATEGORIES	
Equipment <i>Please note:</i> as of Q315, "Thermometers and Temperature Monitoring Devices" (previously in Food Preparation Equipment) are now in Supplies.	Food Preparation Equipment, Janitorial & Sanitation Equipment, Primary Cooking Equipment, Refrigeration & Ice Machines, Serving & Holding Equipment, Storage & Handling Equipment, Ventilation, Warewashing, Waste Handling Equipment
Supplies <i>Please note:</i> as of Q315, "Menu and Message Boards" (previously calculated in Supplies) are now in Furniture.	Barware, Bakeware, Bins, Bus/Tote Boxes, Buckets (Ice & Wine), Buffetware, Can Openers, Chef Apparel/Shoes, Cleaning Tools, Colanders, Cookware/Pans/Pots, Cutting Boards, Knives/Cutlery Blocks/Sharpeners, Mixing Bowls, Storage Containers, Thermometers/Temperature Measurement/Food Safety, Textiles (Kitchen), Utensils/Tools (Kitchen)
Tabletop	Baskets, Beverage Pitchers/Servers, Candle Holders/Lamps, Candle & Chafing Fuel, Carafes/Decanters, Chafers, Covers, Dinnerware, Drinkware, Flatware, Glassware/Stemware, Linens (Napkins & Tablecloths/Covers), Menu Covers, Salt & Pepper Shakers, Serving Bowls/Plates, Servingware, Trays, Tray Stands
Furniture	Bars (Stationary & Mobile), Benches, Booths, Cabinets (Decor), Chairs, Coat Racks, Drive -Thru/Pass-Thru Windows, Heaters (Patio/Outdoor), Hostess Stands, Menu/Message Boards, Railings & Railings Fittings, Signs/Signage, Stools, Tables, Table Bases, Table Tops, Umbrellas
SUB-CATEGORIES	
Primary Cooking Equipment	Braising Pans, Broilers, Charbroilers, Cook-Chill Systems, Fryers, Griddles, Grills, Hot Dog Grills/Rollers, Microwaves, Oil Filtration Systems, Ovens, Panini Grills, Pasta Cookers, Ranges, Rice Cookers, Smokers, Steam Jacketed Kettles, Steamers, Tilting Skillets, Toasters, Waffle Bakers/Crepe Equipment
Refrigeration & Ice Machines	Air Curtains, Blast Chillers, Compressors, Condensers & Evaporators, Coolers, Doors (Walk-In/Insulated), Drop-In Pan Chillers, Freezers, Ice Cream Cabinets, Ice Machines, Refrigeration, Slush/Smoothie Machines, Soft-Serve Ice Cream/Yogurt Machines, Water Filter Systems
Storage & Handling Equipment	Cabinets, Carts, Conveyor Systems, Covers, Dispensers (non-food), Dollies (Can, Dish, Rack), Food & Ingredient Canisters & Containers, Hand Trucks/Utility Trucks, Meal Delivery Systems, Racks, Receiving Scales, Shelving, Work Tables (Bakers, Cooks, Makeup, Prep, etc.)
Serving & Holding Equipment	Beer Systems, Beverage Dispensers, Carving Stations, Coffee Equipment, Display/Merchandisers, Food Dispensers, Food Shields, Heat Lamps, Kiosks/Mobile Serving Units, Salad/Food Bars, Serving/Buffer Lines, Serving Carts, Soda Fountains, Soup Kettles/Servers, Steam Tables/Hot-Food Tables/Bain Marie, Tea Brewers, Warmers
Food Preparation Equipment	Blenders, Breaders, Bread Slicers, Choppers (Dicers, Graters, Peelers, Non-Bread Slicers), Dough Preparation Equipment, Food Processors, Juice Extractors/Juicing Equipment, Meat Saws, Meat Tenderizers/Marinators, Mixers, Mixer Stands & Tables, Pasta Makers, Popcorn Carts/Machines, Salad/Vegetable Washers & Dryers, Scales, Slicers, Timers, Vacuum-Pack Machines
Warewashing & Waste Handling Equipment <i>Please Note,</i> as of Q416, Sanitation Equipment is included under Janitorial and Sanitation Equipment.	Booster Heaters, Can & Bottle Crushers, Can Washers, Drainboards, Faucets/Spray Units/Washers/Hoses, Flatware-Handling/Recovery Systems, Floor Troughs & Drains, Mats (Anti-Fatigues, Bar, Rubber, etc.), Pulpers & De-Water Equipment, Racks (Warewashing/Dishwashing Racks), Sinks, Tables (Dish), Warewashing/Dishwashing Machines, Waste Bins/Recycling, Waste Compactors, Waste Disposal Systems
Ventilation	Appliance Connectors, Grease/Exhaust Filters, Grease Interceptors, Fire Suppression Systems/Fire Extinguishers, HVAC - Exhaust Systems, Fans, Utility Distribution Systems, Ventilation & Hoods
Janitorial & Sanitation Lines	
New! Janitorial & Sanitation Equipment	Air Blowers/Carpet Dryers, Air Filtration Equipment, Bathroom Faucets and Faucet Systems, Bathroom Stall Doors, Dehumidifying Equipment, Eye Wash Stations, Pressure Washing Systems, Restroom Partitions/Stalls, Floor Scrubbers, Sinks, Toilets, Toilet Flushing Systems, Urinals
New! Janitorial & Sanitation Supplies	Baby Changing Stations, Brooms, Dusts Mops, etc., Brushes (Equipment Cleaning Brushes, Scouring Pads, etc.), Carpet Sweepers, Vacuums, Floor & Carpet Care Products, Carts (Janitorial), Cloths Microfiber, Hand Dryers, Mops, Buckets & Pails, Odor Control Chemicals & Devices, Paper Towel Dispensers, Soaps and Hand Sanitizers, Soap Dispensers, Stall Storage Systems, Toilet Paper and Sanitary Dispensers
New! Disposables	Disposable: Catering Trays and Serving Ware, Cloths Non-Woven, Concession Food Bags, Eco-Friendly Cups, Bowls, Flatware, Lids and Plates, Deli Food Safety Labels, Food Trays & Lids, Foam Food Cups, Bowls and Plates, Gloves, Garbage Bags, Paper Napkins, Paper Cups, Lids and Plates, Placemats (Disposable), Plastic Barware, Plastic Cups, Plates and Lids, Plastic Flatware, Take-Out Containers, Trash Can Liners



Q4/2021 Foodservice Business Barometer Report

The commercial foodservice industry's
most definitive non-food sales/trend indicator

Many thanks to the firms that participated in this quarter's MAFSI Business Barometer:

2Equip	High Sabatino Associates	Preferred Marketing Group
4 Star Representatives Inc.	Hollander Company	Premier Foodservice Solutions
Agences Hamilton Agencies	HRI, Inc.	Professional Manufacturers Representatives, Inc. (PMR)
Allied Technologies Food Equipment	Johnson Pike & Associates, Inc.	Pro-Quip Foodservice Equipment & Supplies Incorporated
AFS Anderson Foodservice Solutions	Kain-McArthur Inc.	R. Henry & Associates
Apex Marketing	Kaufmann McKeown Marketing	Redco Foodservice Equipment, LLC
B Square Enterprises	KBC Specialty Products, Inc.	Schmid-Dewland Associates
Beacon Sales Group LLC	Kelly-Mincks	Sharkey & Associates
Bob Waite & Associates	Ken W. Thomson Associates Ltd.	stage KOLSTAD associates
Celco Inc.	KLH Marketing, Inc.	The 2Market Group, Inc.
Chrane Foodservice Solutions	Lake Effect Sales & Marketing	The Fischer Group
CLV Marketing	LRM Rep Group	The Pantano and Pinilla Agency, Inc.
Collis Group, Inc.	Lund-Iorio, Inc.	Thormann Associates
Copperfield Agencies Limited	MAC Sales & Marketing LTD.	TLC Marketing Inc.
Cowan Associates	McGill Hospitality	Total Tabletop Plus
Davis & Associates, Inc.	Midwest Professional Reps, Inc.	Tri-State Marketing Associates
DJ Marketing & Associates	ONE SOURCE	Vader & Landgraf, Inc.
E. Ruff & Associates, Inc.	Paglio & Associates, Inc.	Viola Group
Equipment Preference, Inc. (E.P.I.)	PB & J Commercial Agents	W. D. Colledge Co., Ltd.
Florida Agents, Inc.	PBAC & Associates LTD	Wyllie Marketing
Food Service Solutions Inc.	Pecinka Ferri Associates	YBR Marketing, Inc.
Gabriel Group LLC	Permul Ltd.	Zink Foodservice
Greenwald Sales & Marketing, LLC		