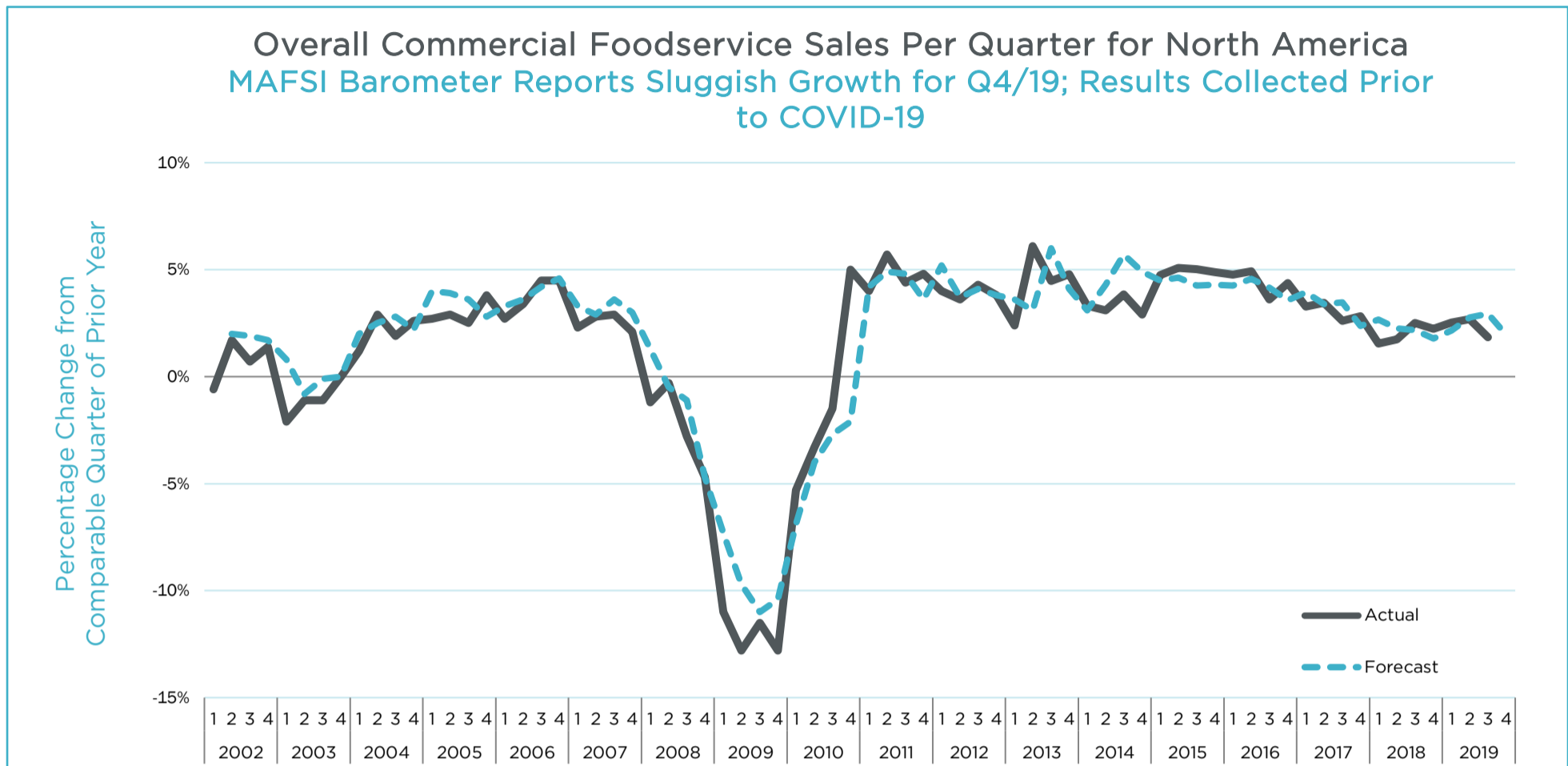




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Q4/2019 Foodservice Business Barometer Report



MAFSI Barometer Reported Sluggish Growth for Q4/19; Results Collected Prior to COVID-19

The MAFSI Business Barometer once again remained sluggish but positive with a gain of +2.2% for Q4/19. By quarter, the 2019 results were +2.5%, +2.7%, +1.8%, and +2.2%, for an average annual increase of +2.3%.

At a +2.3% gain for 2019, we fell short of the yearly forecast of +3.4%, as sales growth trailed off in the second half. This is a significant miss from prior expectations and is a strong leading indicator that business activity is slowing down. This parallels the published results of the industry's public companies and in fact, is more favorable than several reports.

By Region, sales growth ranged from +2.6% in the South, +2.5% in the Midwest, +1.8% in the Northeast, +0.9% in the West, and dead zero in Canada.

By Product type sales were +2.3% for Equipment, +2.0% for Supply, +1.6% for Tabletop, and +1.5% for Furniture.

Reps forecasted a gain of +2.0% for Q1/20. The "project pipeline" seemed to be holding steady with 36% quoting more and 33% seeing more Consultant activity.

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

Editor's note: This survey is a report of 2019 results and was compiled prior to the outbreak of the Coronavirus. MAFSI will be reporting Q1/20 results and will be examining the impact of COVID-19 on businesses.

Qtrly Sales Forecast for North America
Q1/20 vs. Q1/19
2.0%

Yearly Sales Forecast for North America
2020 vs. 2019 2019 vs. 2018
3.0% 3.4%

Quoting Activity for Q4/19 vs. Q3/19

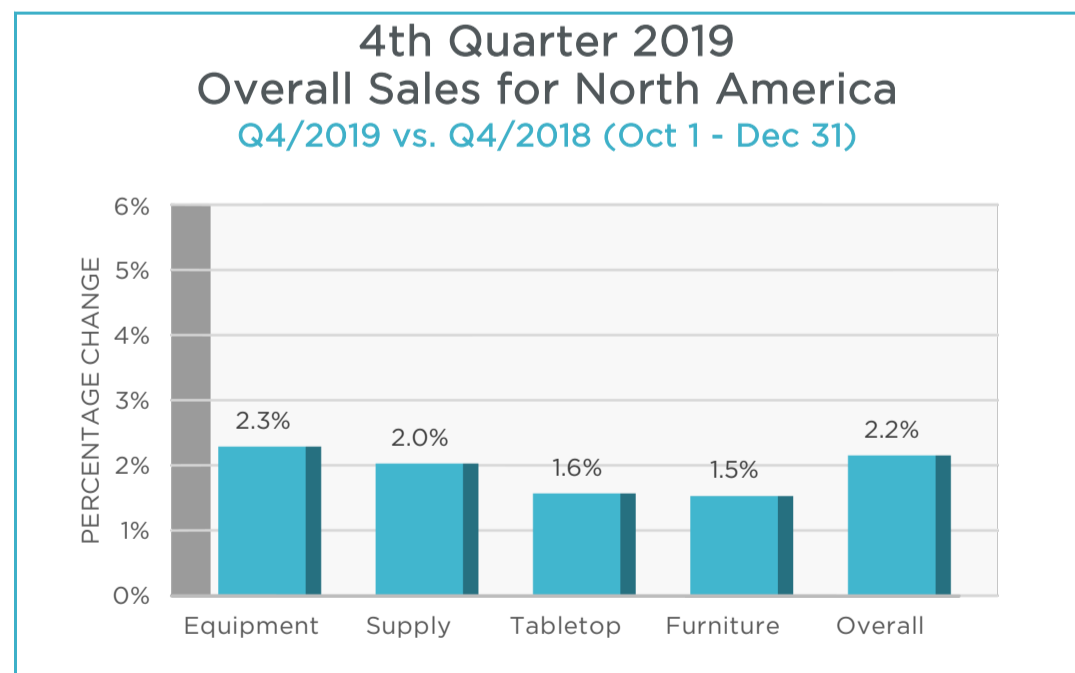
More	Less	No Change
36%	22%	42%

Consultant Activity for Q4/19 vs. Q3/19

More	Less	No Change
33%	16%	51%

Jan San Sales for Q4/19 vs. Q4/18

Equipment	Supplies	Disposables
3.1%	2.4%	3.6%



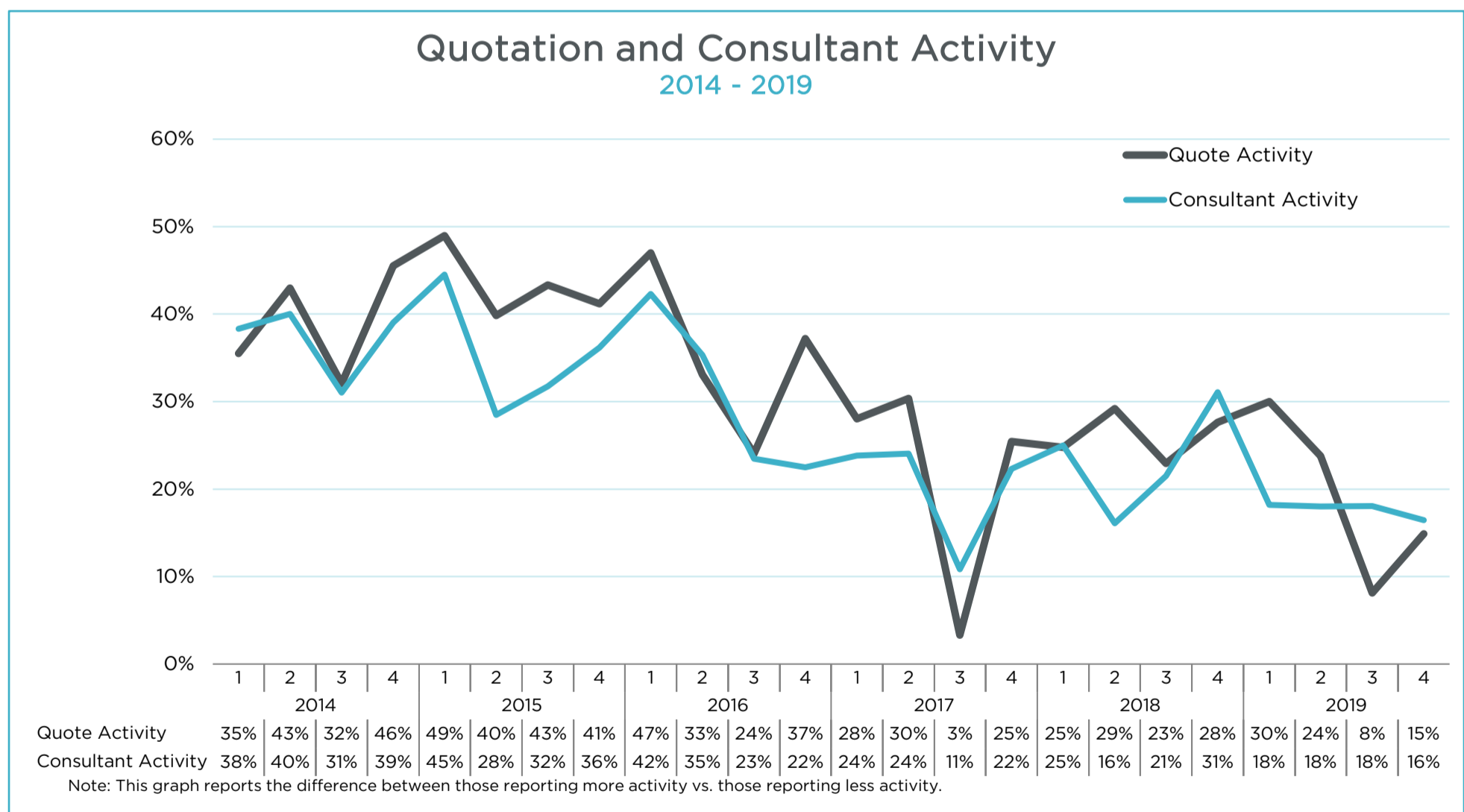
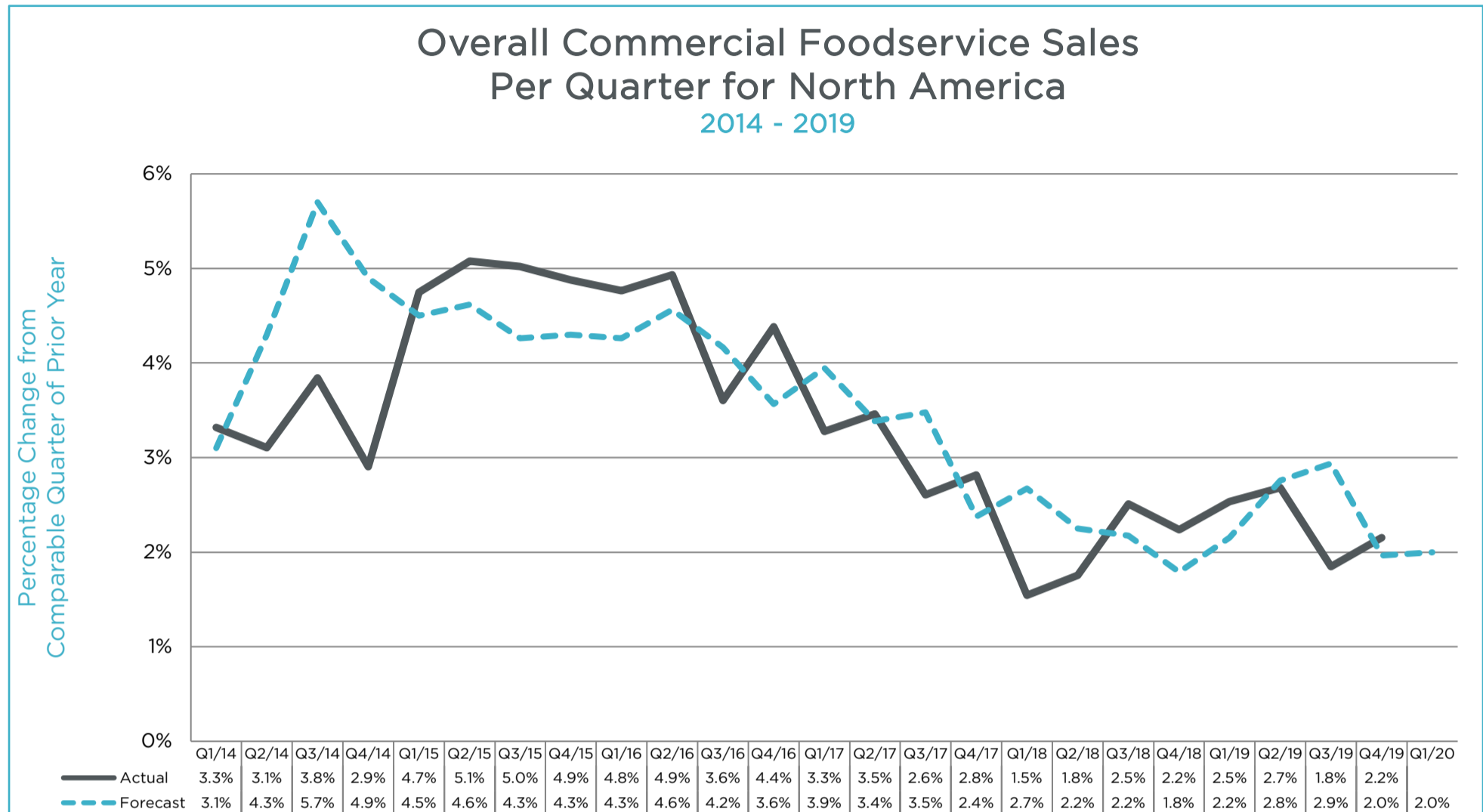
*The overall industry sales growth is calculated using a weighted average based on the percentage of the total sales volume for the overall industry represented by the various sales categories: Equipment (77%), Supplies (6%), Tabletop (11%), and Furnishings (6%). Market numbers are based on the North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





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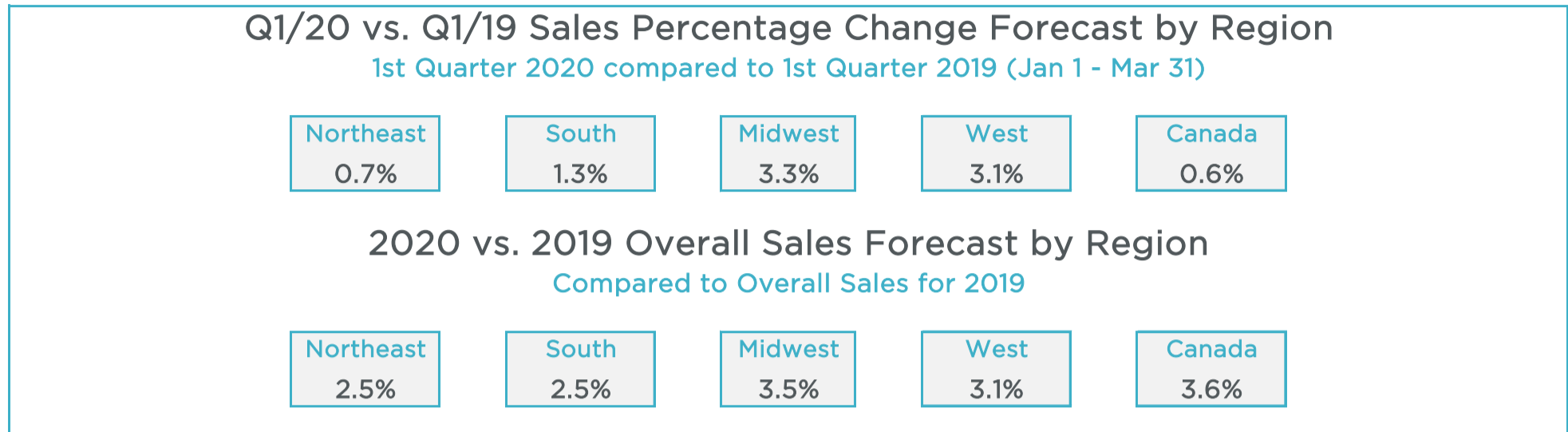
Q4/2019 Foodservice Business Barometer Report





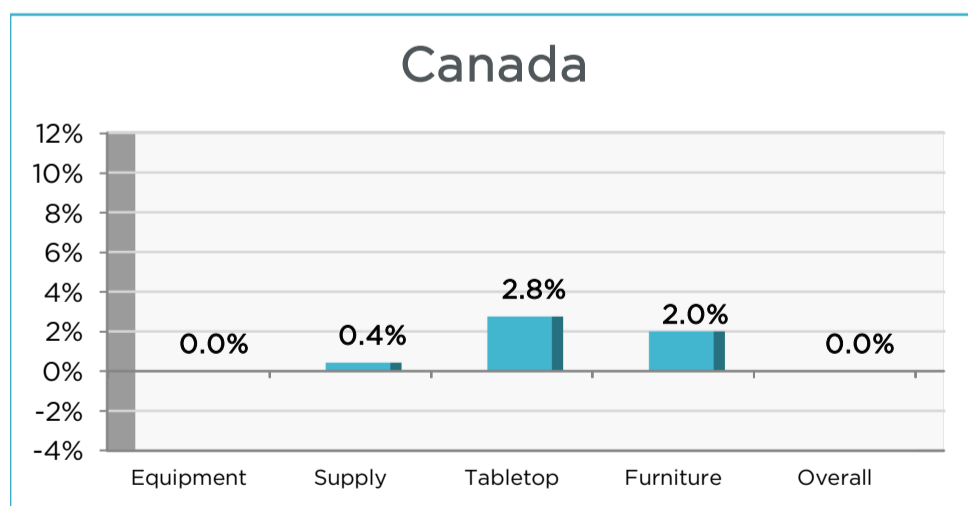
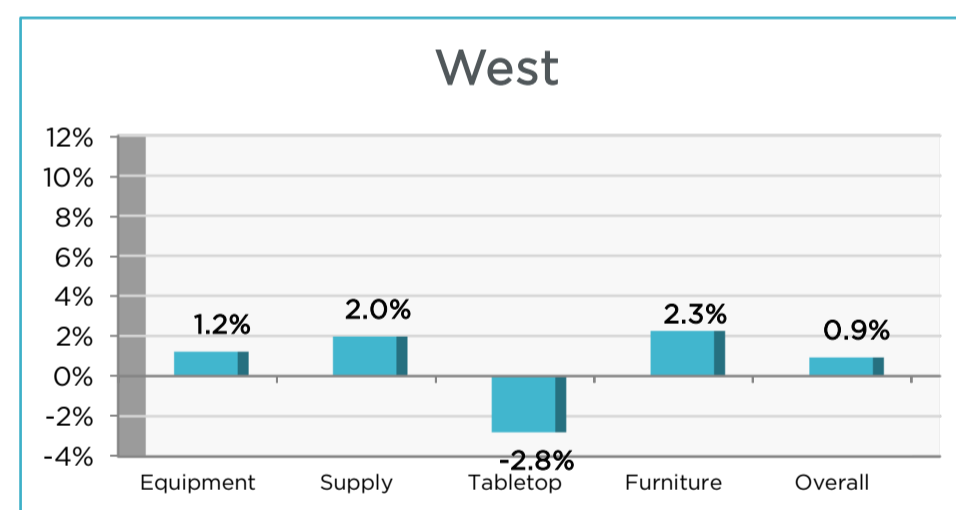
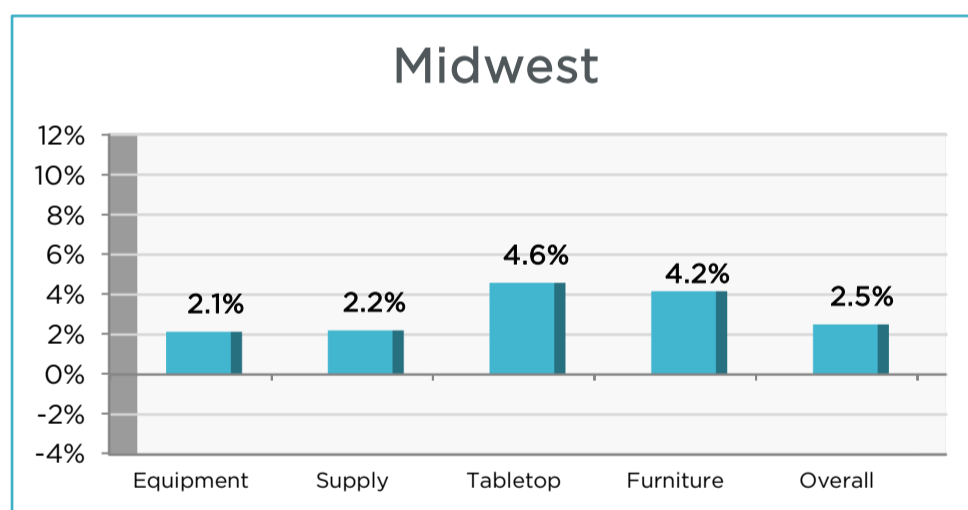
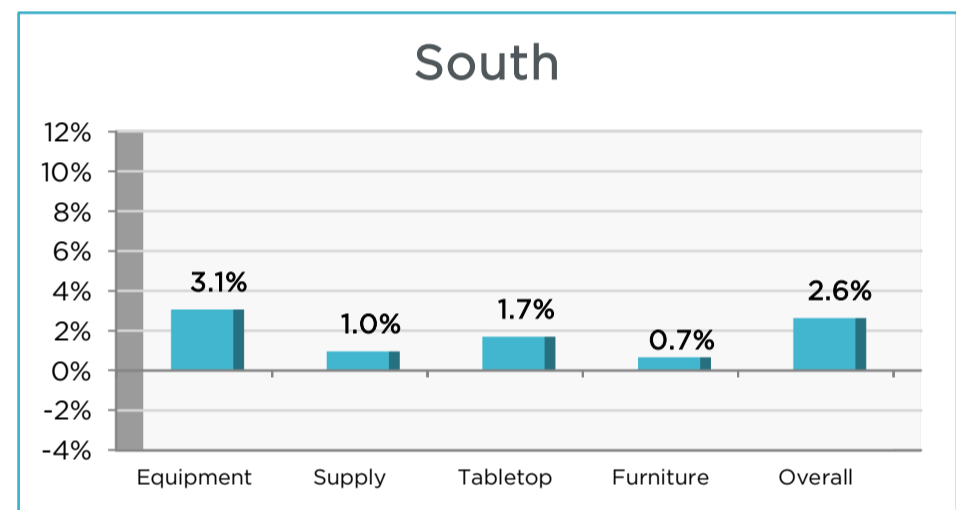
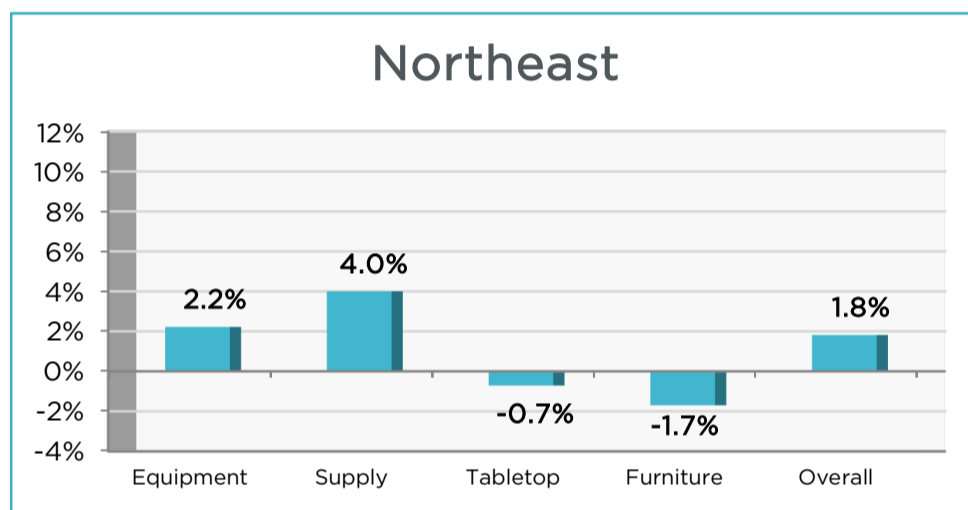
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Q4/2019 Foodservice Business Barometer Report



4th Quarter 2019 Sales Percentage Change by Region

4th Quarter 2019 compared to 4th Quarter 2018 (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.**

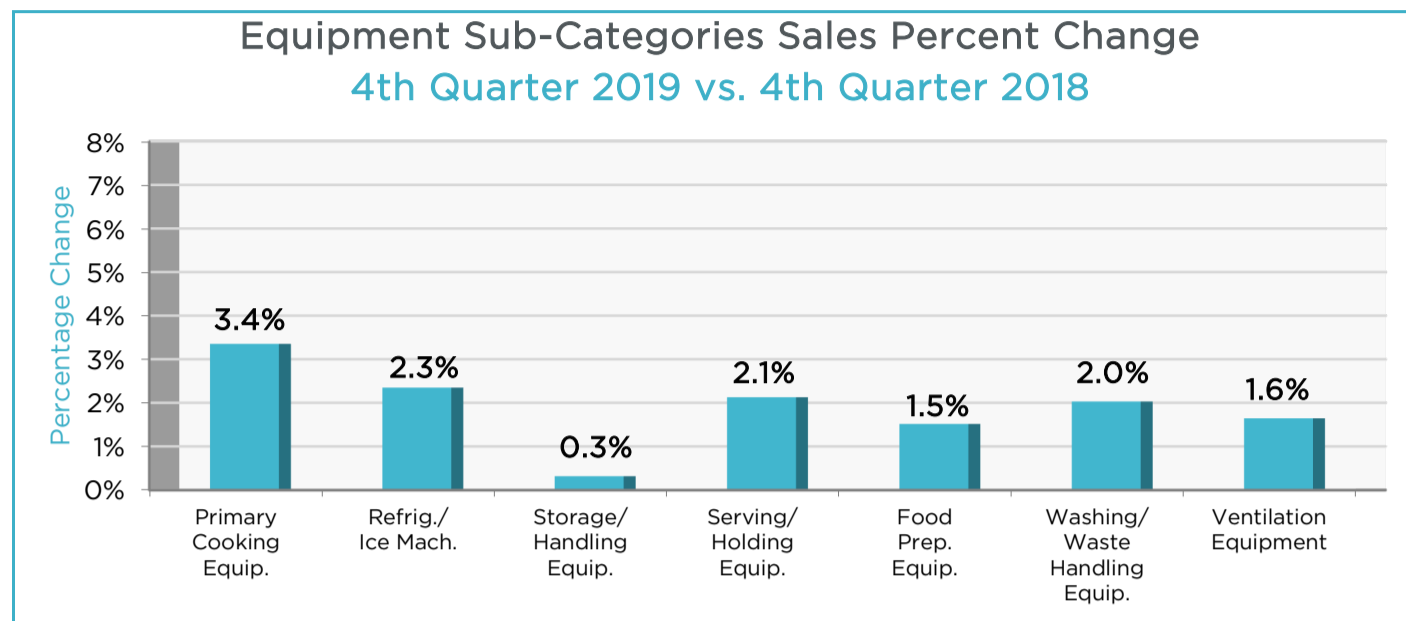
*The overall industry sales growth is calculated using a weighted average based on the percentage of the total sales volume for the overall industry represented by the various sales categories: Equipment (77%), Supplies (7%), Tabletop (10%), and Furnishings (6%). Market numbers are based on the North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



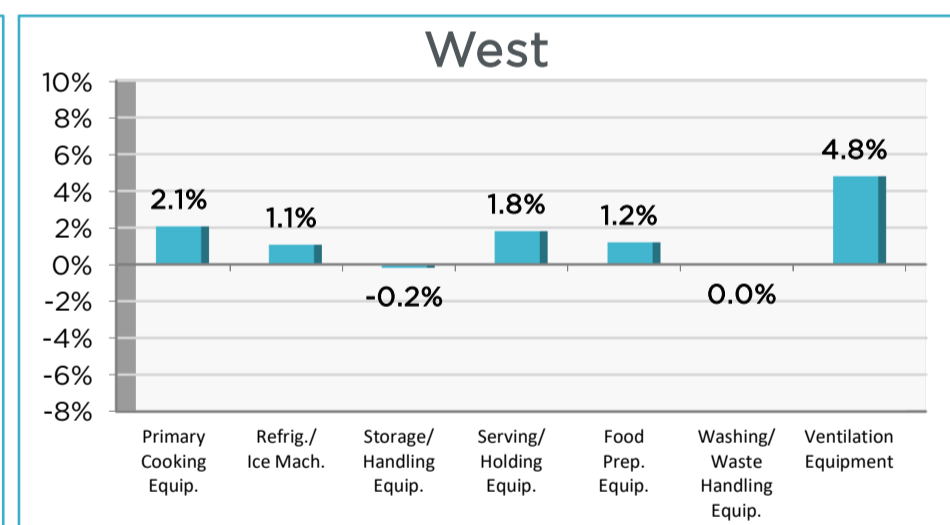
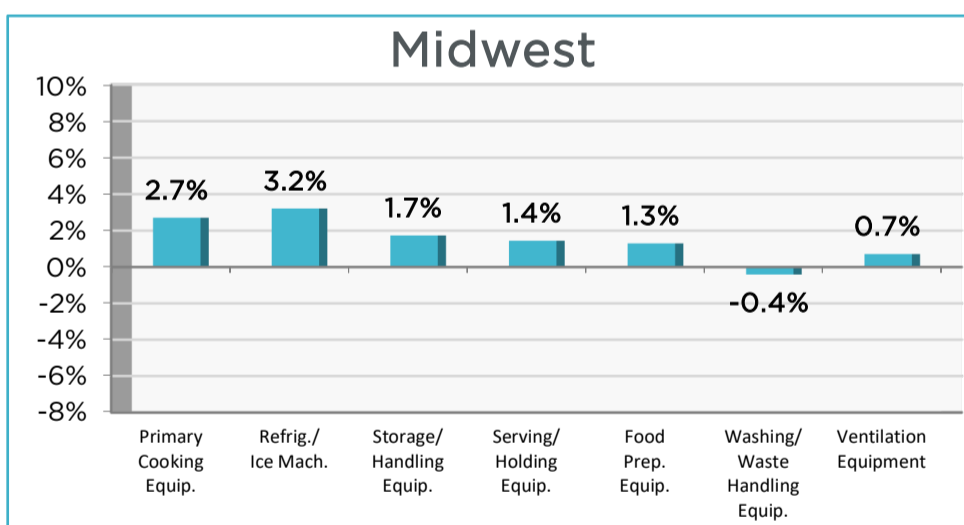
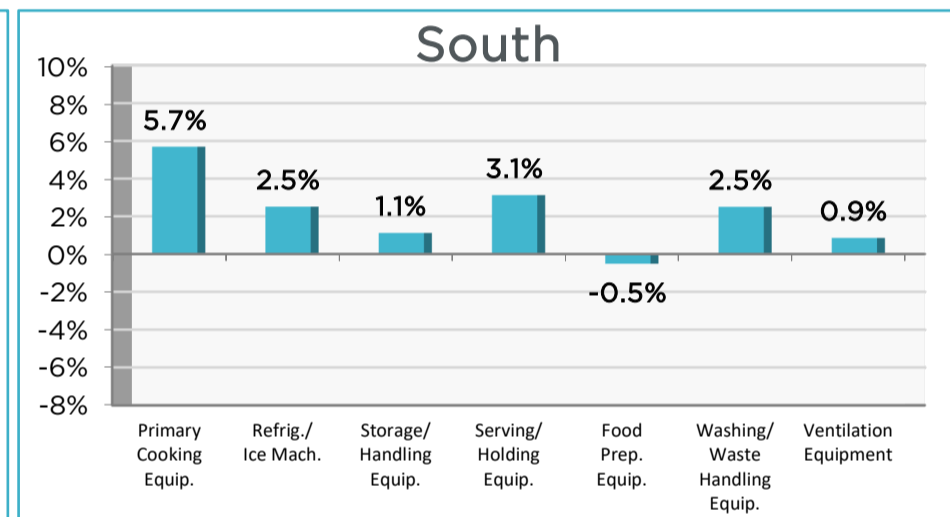
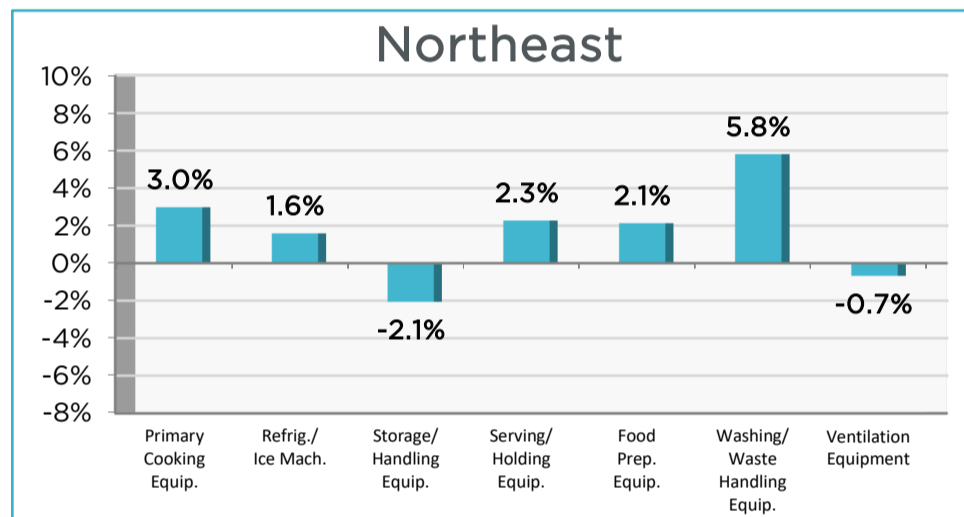


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Q4/2019 Foodservice Business Barometer Report



Equipment Sub-Categories Sales Percent Change by Region 4th Quarter 2019 compared to 4th Quarter 2018 (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:

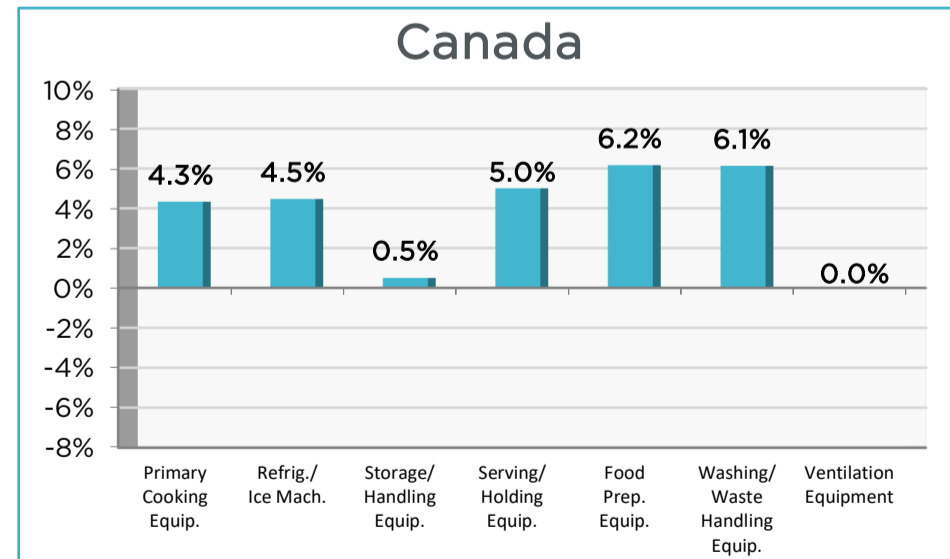
IA, IL, IN, KS, KY, MI, MN, MO, ND, NE, OH, W. PA, SD, WI, WV

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.





Business Barometer 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



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Q4/2019 Foodservice Business Barometer Report

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

Anderson Foodservice Solutions	Kain-McArthur Inc.	Redco Foodservice Equipment, LLC
Apex Marketing	KBC Specialty Products, Inc.	Schmid-Dewland Associates
Beacon Sales Group LLC	Kelly-Mincks	Shamrock Foodservice Equipment Reps. Inc
Bob Waite & Associates	Ken W. Thomson Associates Ltd.	Specialized
Brittan Associates	KLH Marketing, Inc.	stage KOLSTAD associates
Celco Inc.	Koehler-Borden & Associates, Inc.	TD Marketing Company, Inc.
Chrane Foodservice Solutions	Lake Effect Sales & Marketing	The 2Market Group, Inc.
Clements-Stella-Gallagher Marketing	Lund-Iorio, Inc.	The Burlis-Lawson Group
Collis Group, Inc.	M2 Foodservice Representatives LLC	The Daly & DeRoma Group, Inc.
Davis & Associates, Inc.	MAC Sales & Marketing LTD.	The Fischer Group
DJ Marketing & Associates	McGirr, Inc.	The Pantano and Pinilla Agency, Inc.
E. Ruff & Associates, Inc.	Mirkovich and Associates, Inc.	Thormann Associates
Eaton Marketing Associates, Inc.	Mirkovich and Associates, Inc.	Total Source Equipment & Supply
Equipment Preference, Inc. (E.P.I.)	Nick Mavro & Associates, LLC	Total Tabletop Plus
Ettinger-Rosini & Associates, Inc.	ONE SOURCE	Tri-State Marketing Associates
FOCUS Hospitality Sales	PB & J Commercial Agents	Vader & Landgraf, Inc.
Food Equipment Sales & Marketing Agents, Inc. (FESMA)	PBAC & Associates LTD	Viola Group
FS1 Inc	Pecinka Ferri Associates	Voeller & Associates, Inc.
Gabriel Group LLC	Permul Ltd.	W. D. Colledge Co., Ltd.
GMV Sales Associates	Preferred Marketing Group	Walter Zebrowski Associates
Greenwald Sales & Marketing, LLC	Premier Foodservice Solutions	Waypoint Commercial Solutions
High Sabatino Associates	Professional Manufacturers Representatives, Inc. (PMR)	West Coast Food Service Agencies
Hollander Company	Professional Reps - Region 07	Wyllie Marketing
HRI, Inc.	Pro-Quip Foodservice Equipment & Supplies Incorporated	Zink Foodservice
Johnson Pike & Associates, Inc.	R. Henry & Associates	