



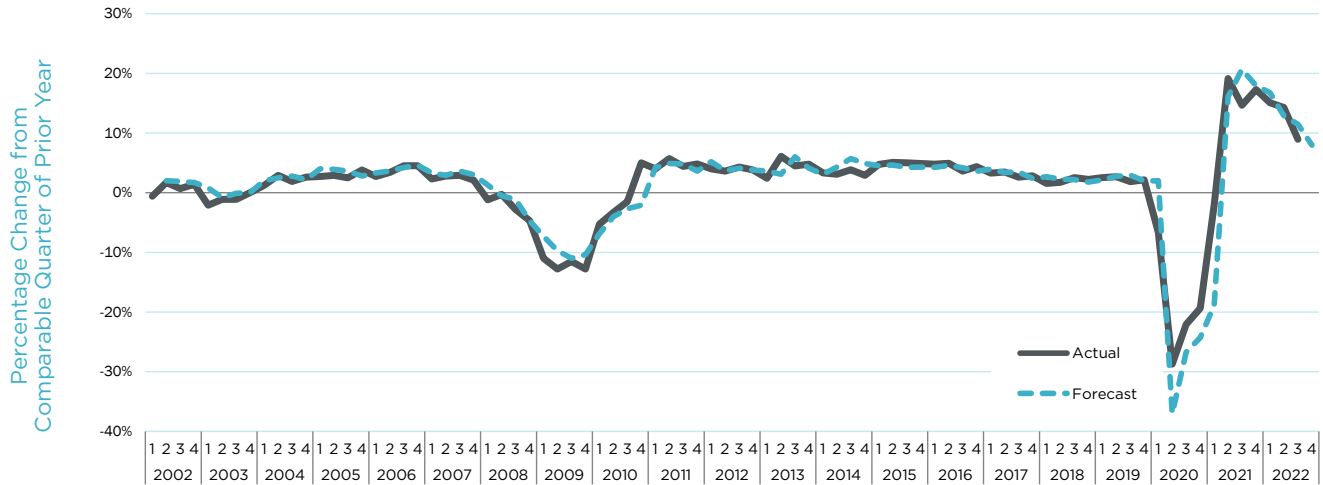
Q3/2022 Foodservice Business Barometer Report

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

Overall Commercial Foodservice Sales Per Quarter for North America

2002 - 2022

Industry Sales Abate to High Single Digits as Supply and Demand Come into Balance



Industry Sales Abate to High Single Digits as Supply and Demand Come into Balance

Overall sales for Q3/22 continued to abate with a still healthy advance of +9.0%, having receded from +17.3%, +15.2%, and +14.3%, over the past year and a record high of +19.1% in Q2/21. This represents the first time in the past 6 quarters that the sales increase was single digit.

The forecast for Q4/22 vs Q4/21 is +8.0%, down from +20.7%, +17.9%, +16.8%, +13.2%, and +11.5%, over the past 6 quarters. Whereas we are now measuring GROWTH ON GROWTH, in the prior year we were measuring GROWTH ON PANDEMIC FACTORS.

Although there currently is no industry wide definitive measurement of Foodservice Equipment and Supply inflation, clearly most price increases over the past year have cumulatively been in the range of 10% to 20% (or higher!). As such, it is logical that's real growth in terms of unit sales, which very few companies actually report, has fallen into negative or at best, very minimal growth.

Both Quotation and Consultant Activity have slowed as shown in the lower performance chart on Page 2 of this report. Aside from the Pandemic period, this is the first time in at least 7 years that more Reps are reporting less Quoting Activity at 32% Less than 29% More for a negative gap of -3%.

Certainly the pipeline is filling up with increased dealer stock and advanced ordering of projects to insure completion when needed and to beat price increases, coupled with the improvement of manufacturer's lead times. The long proven laws of Supply/Demand relationships are coming into balance as business normalizes.

MAFSI will be releasing its detailed annual forecast for 2023 very shortly.

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

Qtrly Sales Forecast for North America

Q4/22 vs. Q4/21

8.0%

Quoting Activity for Q3/22 vs. Q2/22

More Less No Change

29% 32% 39%

Consultant Activity for Q3/22 vs. Q2/22

More Less No Change

25% 19% 56%

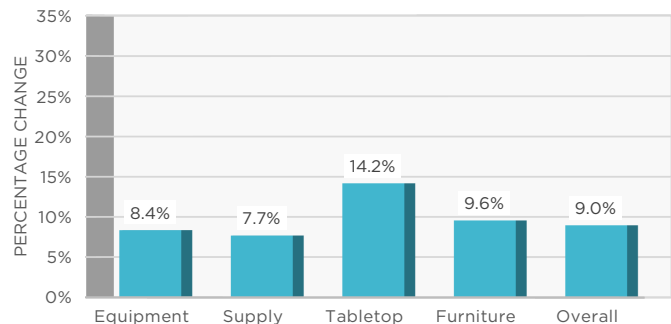
Jan San Sales for Q3/22 vs. Q3/21

More Less No Change

5.3% 4.7% 6.9%

3rd Quarter 2022 Overall Sales for North America

Q3/2022 vs. Q3/2021 (Jul 1 - Sep 30)

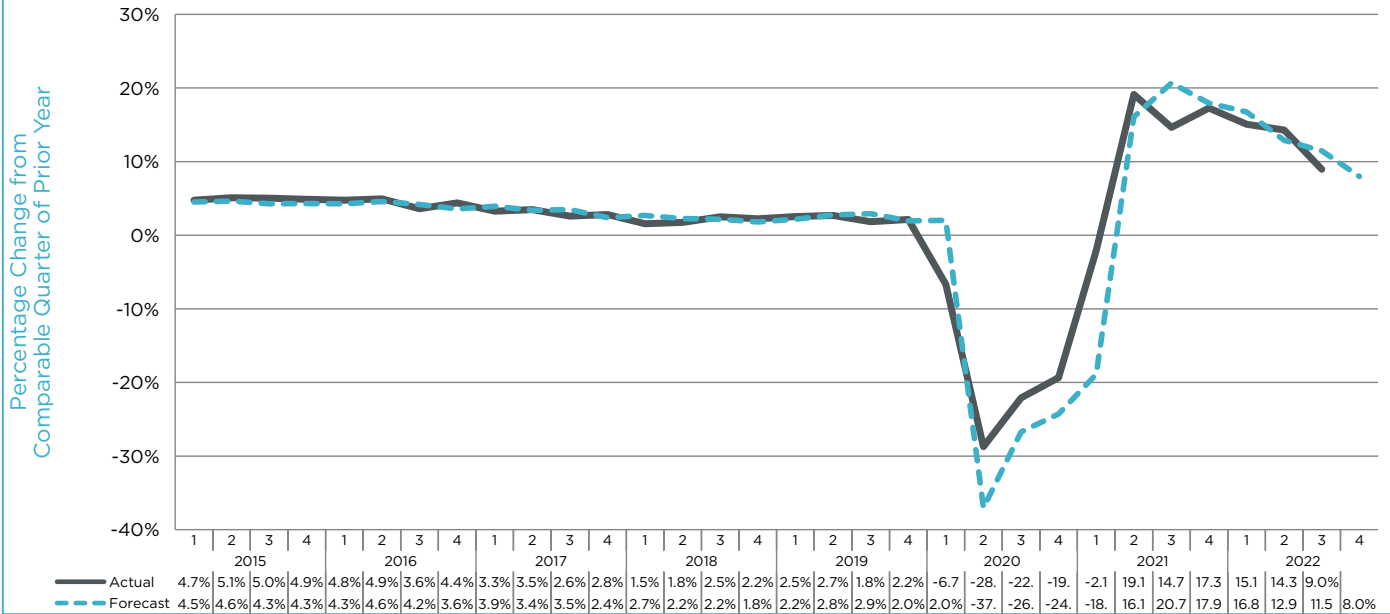


*The overall industry sales growth is calculated using a weighted average based on the percentage of the total sales volume for the overall industry represented by the various sales categories: Equipment (77%), Supplies (6%), Tabletop (11%), and Furnishings (6%). Market numbers are based on the North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

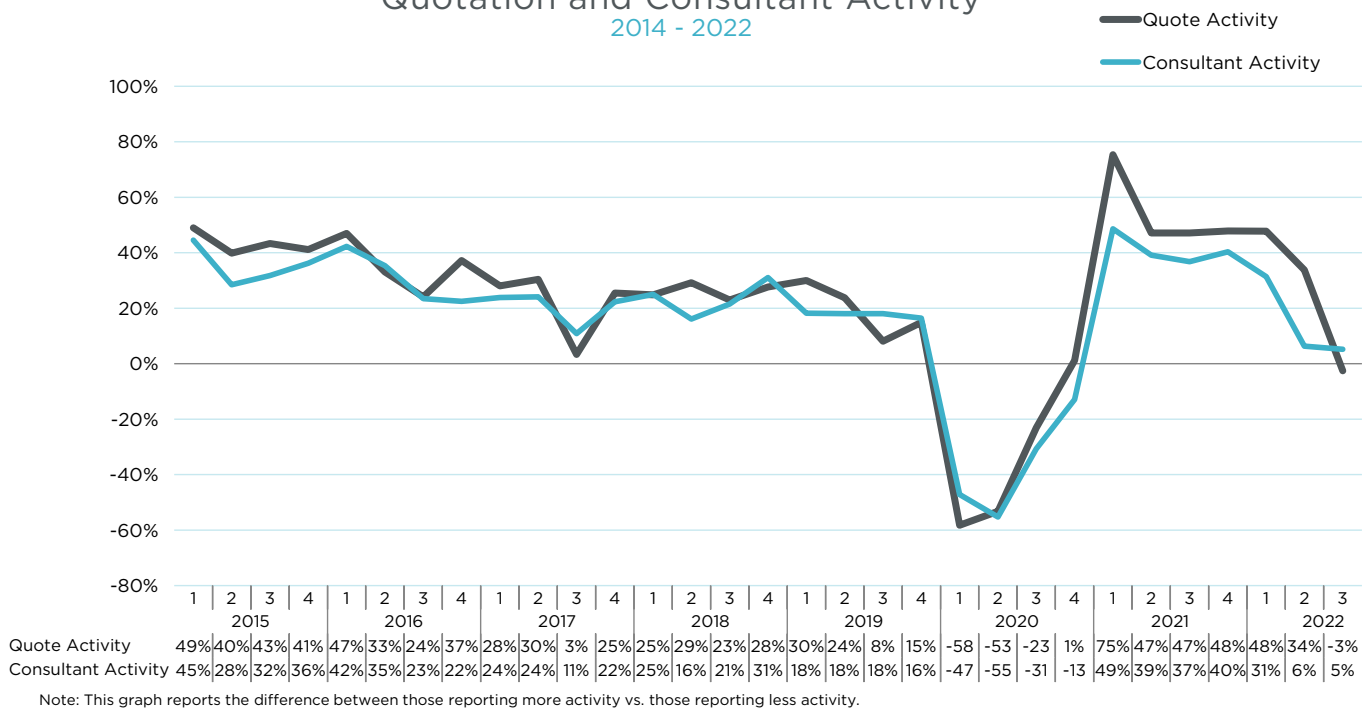
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Overall Commercial Foodservice Sales Per Quarter for North America 2014 - 2022



Quotation and Consultant Activity 2014 - 2022





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Q4/22 vs. Q4/21 Sales Percentage Change Forecast by Region

4th Quarter 2022 compared to 4th Quarter 2021 (Oct 1 - Dec 31)

Northeast 7.1%	South 8.1%	Midwest 9.0%	West 7.1%	Canada 8.0%
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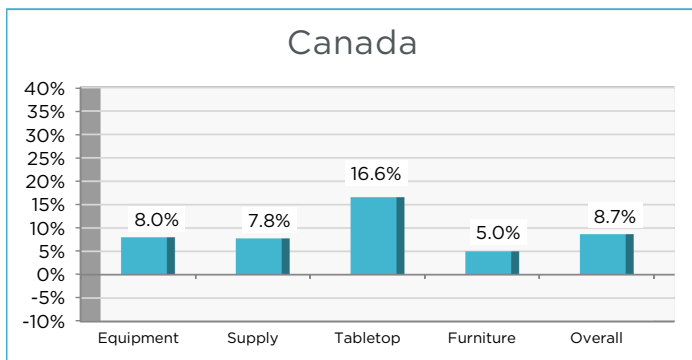
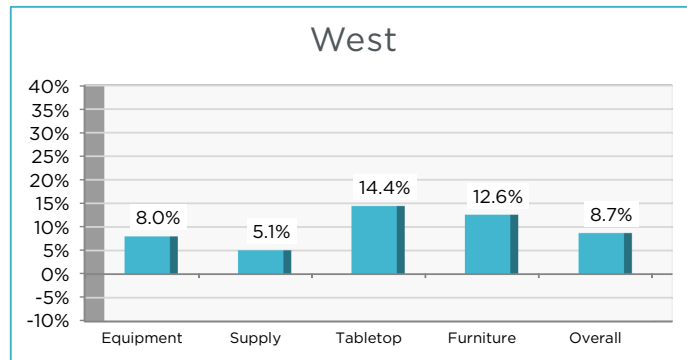
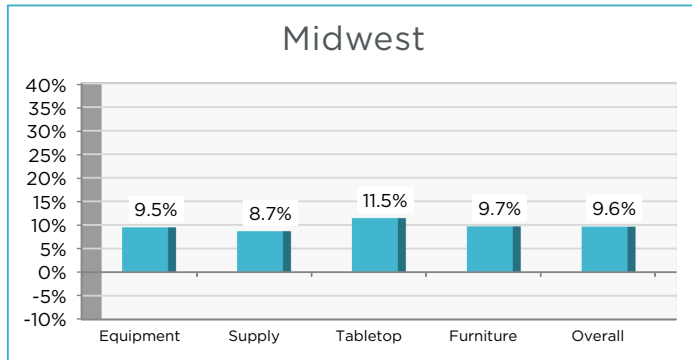
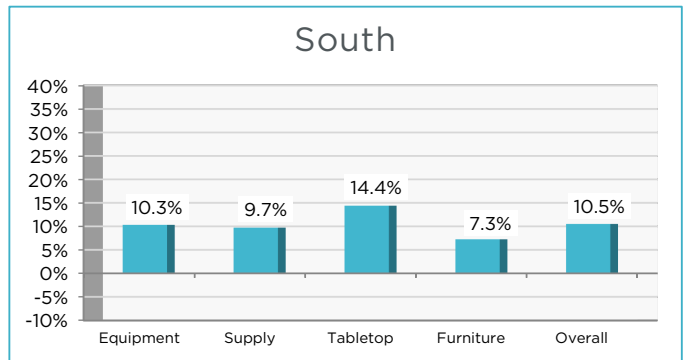
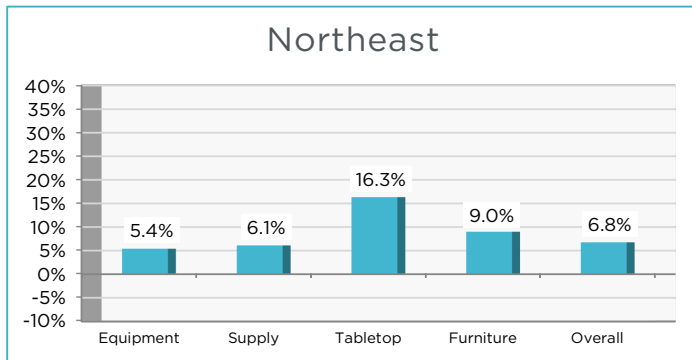
2023 vs. 2022 Overall Sales Forecast by Region

Compared to Overall Sales for 2022

Northeast 10.3%	South 10.9%	Midwest 13.3%	West 9.1%	Canada 12.8%
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3rd Quarter 2022 Sales Percentage Change by Region

3rd Quarter 2022 compared to 3rd Quarter 2021 (Jul 1 - Sep 30)



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

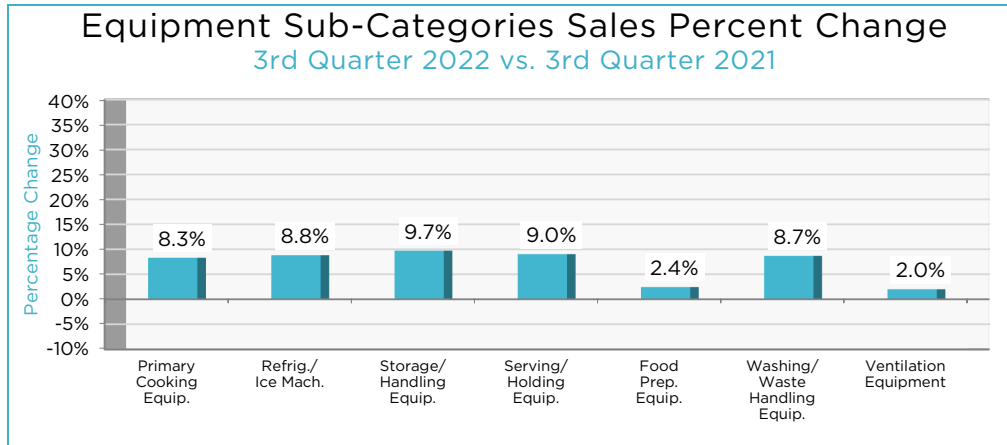
WEST includes the states:

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

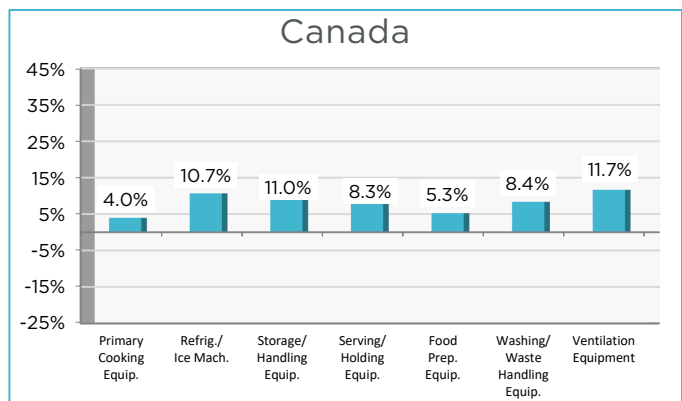
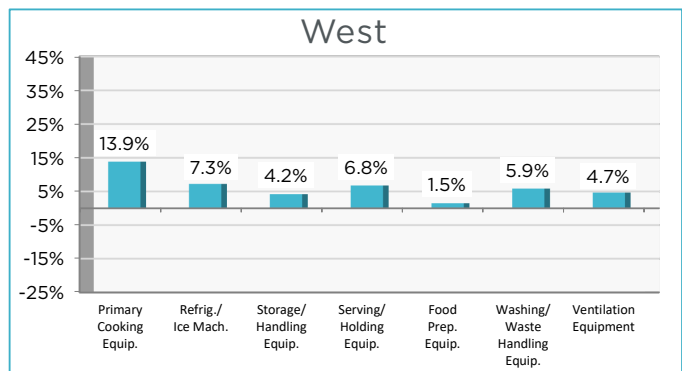
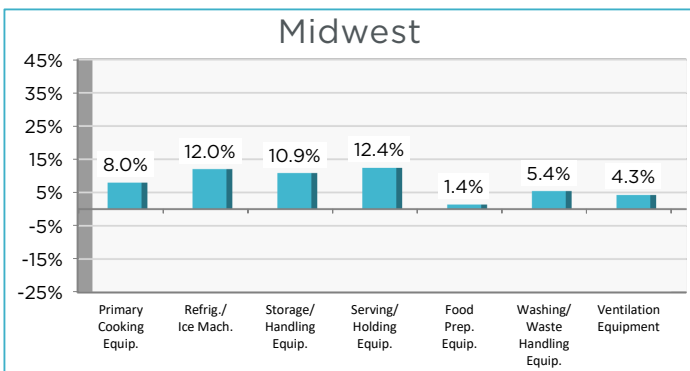
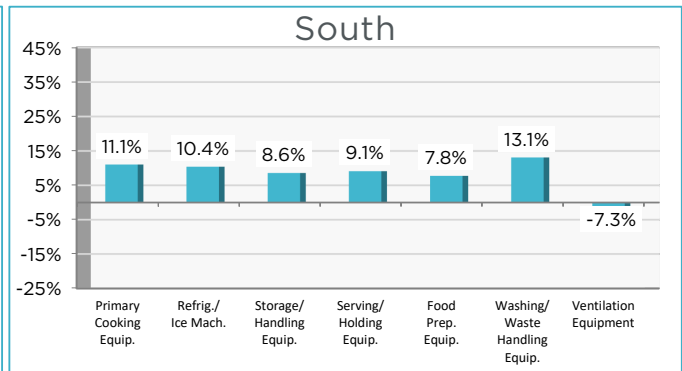
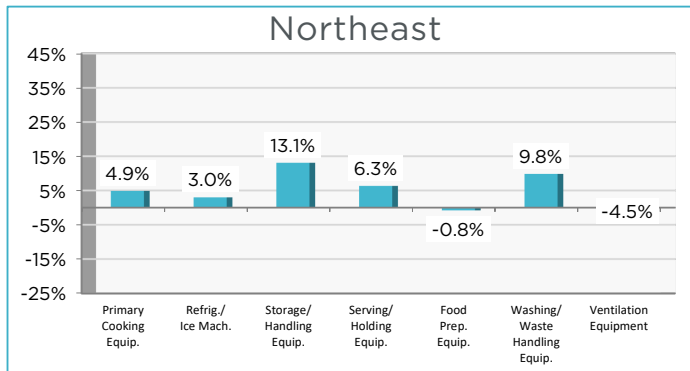
CANADA includes all provinces and territories in Canada.

*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 3rd Quarter 2022 compared to 3rd Quarter 2021 (Jul 1 - Sep 30)



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 (25%), Food Prep (7%), Warewashing (11%) from the (NAFEM) biennial "Size & Shape of the Industry" study. Ventilation not weighted.



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

4 Star Reps, Inc.	Hollander Company	Professional Manufacturers Representatives, Inc. (PMR)
AFS Anderson Foodservice Solutions	HRI, Inc.	Professional Reps
Agences Hamilton Agencies	Johnson Pike & Associates, Inc.	Pro-Quip Foodservice Equipment & Supplies Incorporated
Allied Technologies Food Equipment	Kain McArthur	R. Henry & Associates
Bob Waite & Associates	Kaufmann & Associates	Raleigh W. Johnson & Company
Cannon Marketing	KBC Specialty Products, Inc.	Redco Foodservice Equipment, LLC
Celco Inc.	Kelly-Mincks	Schmid-Dewland Associates
Chrane Foodservice Solutions	Ken W. Thomson Associates Ltd.	Shamrock Foodservice Equipment Reps. Inc
CLV Marketing	KLH Marketing, Inc.	Sharkey & Associates
CMA Foodservice Solutions	Link2 Hospitality Solutions	Southwest Foodservice Equipment Marketing
Collis Group, Inc.	LRM Rep Group	stage KOLSTAD associates
Copperfield Agencies Limited	Lund-Iorio, Inc.	The 2Market Group, Inc.
Cowan Associates	MAC Sales & Marketing LTD.	The Fischer Group
Dedicated Foodservice Solutions LLC	McGill Hospitality	The Pantano and Pinilla Agency, Inc.
DJ Marketing & Associates	Mid-West Associates	The Redstone Group
E. Ruff & Associates, Inc.	Midwest Professional Reps, Inc.	The YES Group
Elevate Foodservice Group	Mirk Group	Thormann Associates
Equipment Preference, Inc. (E.P.I.)	ONE SOURCE REPS	TLC Marketing Inc.
Ettinger-Rosini / Waypoint	P3Reps-NNY/Lake Effect	Total Source Equipment & Supply
Finn Foodservice	Paglio & Associates, Inc.	Total Tabletop Plus
Florida Agents, Inc.	PB & J Commercial Agents	Vader & Landgraf, Inc.
Food Equipment Representatives, Inc.	PBAC & Associates LTD	Viola Group
Food Service Solutions Inc.	Pecinka Ferri Associates	Voeller & Associates, Inc.
Forbes, Hever & Wallace, Inc.	Permul Ltd.	W. D. Colledge Co., Ltd.
Gabriel Group LLC	Preferred Marketing Group	Walter Zebrowski Associates
Greenwald Sales & Marketing, LLC	Premier Foodservice Solutions	Wyllie Marketing
High Sabatino Associates	Pro Reps West	Zink Foodservice

MAIN CATEGORIES	
Equipment Please note: 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 Please note: 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 Please Note, 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	
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
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
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