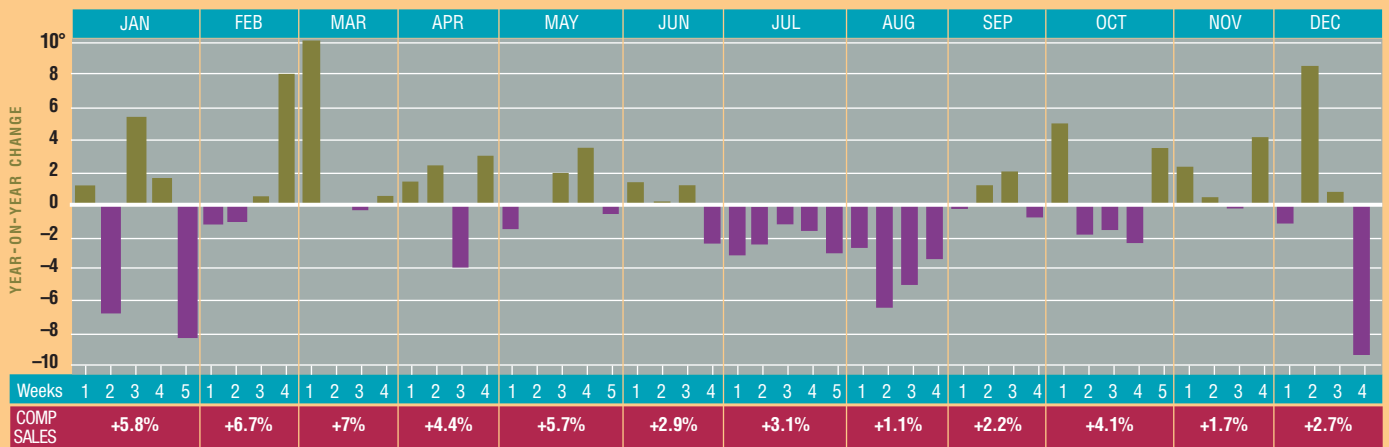


By the numbers

When the mercury rises, so do same-store sales



To some extent, as the weather goes, so do same-store sales. Case in point: Comp growth averaged about 6 percent during last year's warmer late winter and early spring. When summer arrived, with 10 straight weeks of cooler, wetter weather relative to the previous summer, average growth plummeted by nearly 4 percentage points. October bumped things up again to about 4 percent, but the volatile temperatures of the late fall and early winter led to generally low comp-store sales.

Source: SDI/Weather Trends

Singled out

Store Type	Percent of single shoppers	Percent of all shoppers
Supermarket	87%	83%
Mass merchandiser	83	92
Drugstore	79	77
Convenience store	64	70
Department store	61	66
Dollar store	51	62
Supercenter	43	63

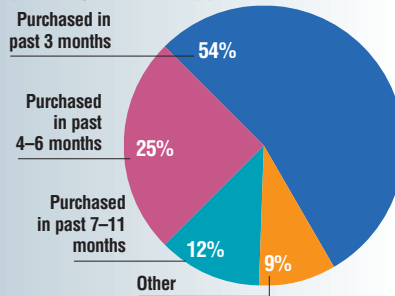
Predictably, single people are less likely than families to patronize mass merchandisers, convenience stores and supercenters, says a recent market research survey, but they make up for it at supermarkets and drugstores.

Source: WSL Strategic Retail

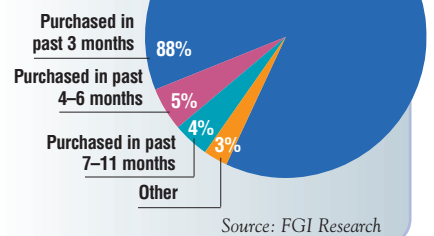
A faithful following

Department stores still inspire loyalty among shoppers. According to a survey of holiday shoppers who bought items over the Internet and in physical stores last year, nearly 9 out of 10 department store customers said they had bought something at that store in the previous three months. That compares with only 54 percent of specialty apparel and accessories chain shoppers who said so.

Specialty store shoppers

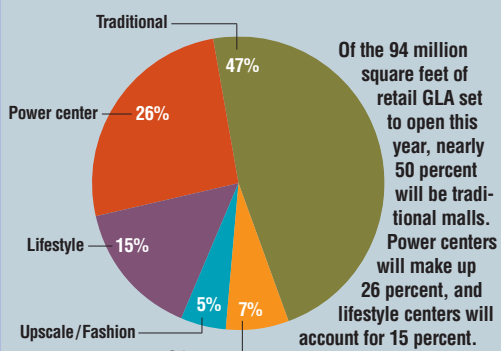


Department store shoppers



Source: FGI Research

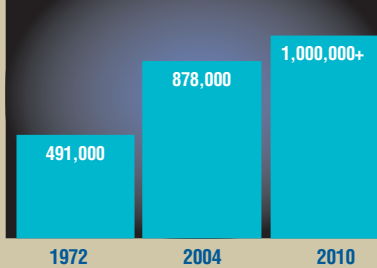
Most new space goes to malls in '05



Of the 94 million square feet of retail GLA set to open this year, nearly 50 percent will be traditional malls. Power centers will make up 26 percent, and lifestyle centers will account for 15 percent.

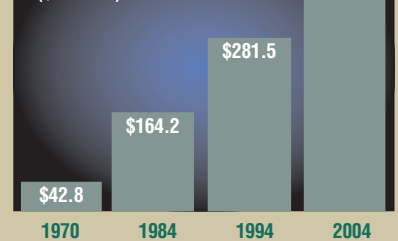
Source: National Research Bureau

No. of U.S. restaurants



The number of U.S. restaurants is expected to top 1 million by 2010, more than double the number operating three decades ago.

Restaurant sales (\$ billions)



U.S. restaurant sales reached \$440.1 billion last year, nearly 60 percent better than 10 years ago and a 10-fold increase from 1970.

Source: National Restaurant Association

Big eaters

U.S. cities with the keenest appetites

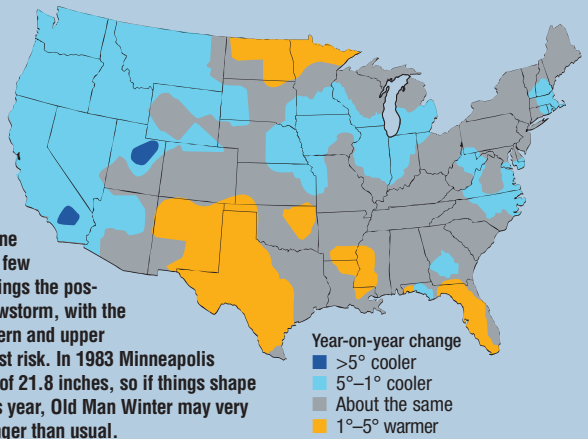
City	Avg. amount spent on food	% of total expenditures
New York City	\$7,005	13.9%
Anchorage, Alaska	6,898	12.7
San Francisco	6,551	12.3
Dallas-Fort Worth	6,537	13.1
Denver	6,489	12.9
Seattle	6,465	13.2
Los Angeles	6,402	12.9

New York City spends more money per person on food than any other U.S. market, at \$7,005 yearly, roughly 30 percent above the U.S. average of \$5,357. And New Yorkers eat up a larger chunk of their household budgets in the process.

Source: U.S. Census Bureau

Winter may linger into April

April 1983 was the third-coldest in 100 years. A similar weather pattern this year suggests that next month may be the coldest since at least 2000 and possibly since 1997. That cooler pattern is likely to affect the seasonal merchandise sales that have done relatively well over the past few years. A cool, wet month brings the possibility of a late-season snowstorm, with the mountain areas of the Western and upper Midwestern states at greatest risk. In 1983 Minneapolis saw a record April snowfall of 21.8 inches, so if things shape up along the same lines this year, Old Man Winter may very well be with us just a bit longer than usual.



Source: SDI/Weather Trends