

EXPECTED CHANGE, 1992 to 1993

Region	Overall	New Res.	New Comm.	Res. Ren.	Comm. Ren.	Res. Maint.	Comm. Maint.
Northeast	+14.6%	+13.7%	+4.9%	+12.5%	+4.4%	+12.0%	+15.0%
Southeast	+9.4%	+8.8%	+6.8%	+2.9%	+3.3%	+5.0%	+4.8%
Great Lakes	+9.3%	+10.9%	+0.6%	+0.9%	-1.7%	+6.5%	+8.3%
Great Plains	+10.3%	+10.1%	+5.6%	+6.0%	+2.9%	+3.8%	+5.0%
Survey Avg.	+11.6%	+11.5%	+2.9%	+8.9%	+1.4%	+6.7%	+8.8%

ACTUAL CHANGE, 1991 to 1992

Region	Overall	New Res.	New Comm.	Res. Ren.	Comm. Ren.	Res. Maint.	Comm. Maint.
Northeast	+5.6%	-11.7%	-19.3%	+5.2%	-5.3%	+13.1%	+13.6%
Southeast	+4.4%	-10.2%	-2.4%	-5.0%	+1.7%	-3.3%	+5.0%
Great Lakes	+6.0%	+5.8%	-7.7%	+6.1%	-4.0%	-1.1%	-3.7%
Great Plains	+16.1%	+12.4%	+9.0%	+15.0%	+2.8%	+7.0%	+6.2%
Survey Avg.	+7.0%	0.0%	-5.6%	+6.6%	-1.8%	+2.2%	+3.2%

Source: National Landscape Association

New residential business expected to grow by 11.5%

WASHINGTON—New residential installation is the hot ticket in the landscape maintenance market, according to members of the National Landscape Association.

NLA members, in this spring's annual survey, predicted a sales increase of 11.5% this year. Residential renovations are pre-

dicted to be up 8.9% and commercial maintenance up 8.8%.

The toughest market this year, NLA members believe, will be commercial renovation, predicted to grow just 1.4%.

Overall, NLA members expect sales in their industry to grow 11.6% over 1992 figures. Last year, they predicted an

increase of 8% over 1991, but business actually grew just 7%.

The recently-depressed Northeast predicted the largest overall increases this year, 14%, followed by the Great Plains (10.3%), the Southeast (9.4%) and the Great Lakes (9.3%).

(Complete chart above.)

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TURF EQUIPMENT LIMITED

23324 Woodbine Avenue
Keswick, Ontario
Canada L4P 3E9

Tel. (416) 476-4311
Fax (416) 476-5867