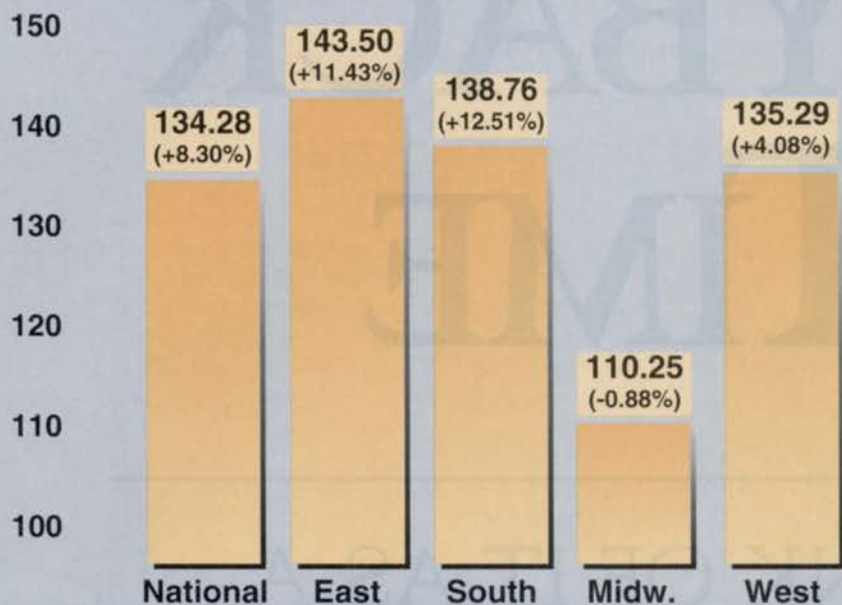


## SERVICE SALES IN THE U.S.

Second quarter, 1994 (First quarter 1992=100.0)



## Small business sales and profits healthy last spring

**ATHENS, Ga.**—Small businesses across the U.S. enjoyed a healthy surge in sales and profits during the second quarter (April-June) of this year, according to the most recent quarterly survey conducted by Padgett Business Services USA here.

Traditionally, second quarter numbers are the strongest for small business, and 1994 was no exception, the report notes. Overall sales were up 13.2 percent and profits showed a healthy 33 percent climb over first quarter numbers.

"Second quarter numbers generally tell us how the rest of the year will go," says Padgett chairman Dan Sautner. "This year looks better than 1993 or 1992 in this respect, but—more importantly—expenses are down and under control."

Small businesses are stretching their profits by keeping expenses down, the survey says. Reduced spending—up only 4.4 percent over last year—indicates that small business owners are watching their bottom line very closely.

The entire study is published as "Small Business—The Engine of Our Economy" by Padgett. Highlights:

- A 4.4% wage increase shows small

business is producing more jobs than other economic sectors.

- Inventories are up 12.7%.
- Nearly half of those polled believe now is not a good time to start a business.
- 72% said they don't think small business should be required to contribute any portion of the health care tab that was proposed during the survey's time frame.
- Not one person believes the Clinton administration has helped the situation for small business.
- The Midwest saw the greatest sales growth in the country, up 8% from the same period last year.
- The East didn't reach expected sales levels, posting the greatest increase in inventory over last year at 17.3%.
- The South showed the highest wage increase in the country at 8.8%, indicating confidence in the economy.
- The West was the only region in the country to experience a decrease in sales over last quarter.

For more information on the report, contact Padgett Business Services USA, 160 Hawthorne Park, Athens, GA 30606; (706) 548-1040.

## HOT STUFF

☞ **DANE SCAG** was happy with LM reader ratings of his mowers (LM, October). In a letter to LM, he wrote:

"I am flattered and pleased to see that my years of personal dedicated efforts in trying to please the commercial landscaper has been recognized and accepted."

"Until a few months ago, I was enjoying my third retirement. I now have a drafting pencil in hand and shortly, with the support of engineers and a major manufacturer, will be producing commercial lawn mowers with innovations exceeding my award-winning zero turn walk-behind.

"This is an exciting and challenging industry. I truly look forward to renewing the relationship with my many friends. And look forward to the opportunity to offer them something new and simply better than available today."

☞ **WINNERS OF CD PLAYERS** at the Green Industry Expo were **Gina Neher**, manager of Lawn Pride, Inc., Indianapolis, and **Bobby Snook**, owner of Snook Lawn & Landscape, Oologah, Okla.

Each of the attendees won a Radio Shack Tandy portable compact disc player from *LANDSCAPE MANAGEMENT* magazine. LM held two drawings—one each day—during the trade show, held in St. Louis, Nov. 13-17. Two hundred show visitors entered the contest.

Neher and Snook both enjoyed the show as well as winning our drawing. "It was the best I attended," said Snook. "And the outdoor equipment demonstrations were great." This was Neher's first GIE show. She told us she found the seminars to be helpful. "Anyone who attended had something to see," said Neher.

☞ **TESTS GIVEN** by the Outdoor Power Equipment Technician Certification Testing program now number more than 2,000, according to **Virgil Russell**, director of certification for the Service Dealers Association.

"The addition of testing on compact diesel engines has created considerable interest in the commercial cutter and golf course industries," says Russell. For more information: OPE Certification, 1946 IH 35, Suite 100-A, Austin, TX 78704; (512) 443-7999 or fax (512) 443-7997.