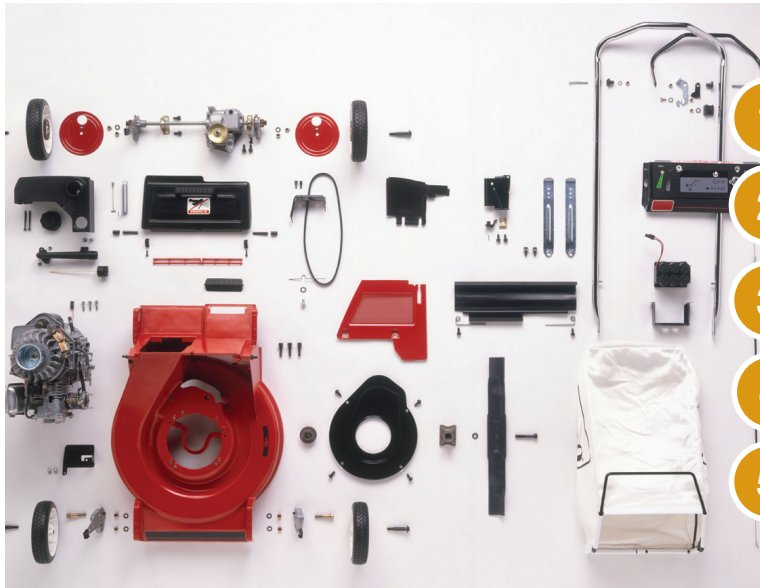


BY JOE JACKSON, PMPA

INDUSTRY	NAICS	ANNUAL SALES
Lawn & Garden Tractor Home Lawn & Garden Equipment Manufacturing	333112	\$8,023,865,000

The parts that our precision machining shops manufacture provide essential functionality for the many applications that the outdoor power equipment manufacturing industry provides such as lawn and garden tractors, lawn mowers, tillers, shredders, yard vacuums and leaf blowers.



TOP 5 COMPANIES

- 1 MTD Holdings Inc., OH
- 2 Husqvarna Group, NC
- 3 Echo Inc., IL
- 4 Oldcastle Lawn & Garden Inc., GA
- 5 Commercial Grounds Care Inc., WI

2.6x The precision turned products manufacturing industry sales are 2.6 times that of the lawn and garden tractor and home lawn and garden equipment manufacturing industry.

58% The lawn and garden tractor and home lawn and garden equipment manufacturing industry is very concentrated. Of the 267 companies verified in this NAICS Code, the top two companies make up 58% of sales in this industry.

The lawn and garden tractor and home lawn and garden equipment manufacturing industry spends **\$5.3B** on materials, components, supplies, minerals and machinery.

\$53M
If Precision Turned Products is only 1% of this industry's spending, that would equate to \$53 million in sales opportunity for precision machining shops.

At minimum, 31% of the sales in the lawn and garden tractor and home lawn and garden equipment manufacturing industry comes out of Ohio. **31%**