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1) BRIGGS REPORTS RESULTS FOR THE 4TH QUARTER AND TWELVE MONTHS OF FISCAL 2011

MILWAUKEE, Aug. 11, 2011 -- Briggs & Stratton Corporation today announced financial results for its fourth fiscal quarter and year ended July 3, 2011.

Highlights:

- Fiscal 2011 consolidated net sales were $2.1 billion, an increase of 4.0% from fiscal 2010. Fourth quarter fiscal 2011 consolidated net sales were $605.2 million or 1.7% lower than the fourth quarter of fiscal 2010.
- Fiscal 2011 consolidated net income of $24.4 million declined by $12.3 million from fiscal 2010. Fourth quarter fiscal 2011 consolidated net loss of $17.8 million declined by $36.0 million from net income reported in the fourth quarter of fiscal 2010.
- The company recorded non-cash goodwill impairment charge of $49.5 million during the fourth quarter of fiscal 2011 related to the Power Products segment.
- Adjusted consolidated net income for fiscal 2011 was $63.2 million, which was 14.4% higher than fiscal 2010 adjusted consolidated net income.
- Adjusted consolidated net income for the fourth quarter of fiscal 2011 was $16.5 million, which was lower by $1.7 million or 9.2% compared to fiscal 2010 consolidated net income.
- Board of Directors authorizes $50 million share repurchase program.
- Net debt decreased in fiscal 2011 by $71.5 million.

"We are pleased with our fiscal 2011 results when considering the significant challenges that have confronted the U.S. lawn and garden market," commented Todd J. Teske, Chairman, President and Chief Executive Officer of Briggs & Stratton. "Sales growth in our international markets continued through the fourth quarter of fiscal 2011. This diversification of our customer base helped us deliver 14.4% growth in adjusted consolidated net income in a year that the North American consumer lawn and garden market has declined double-digits." Teske continued, "The Board's authorization of a $50 million share repurchase program reflects continued confidence in our strategy, the long-term prospects of the business and our commitment to increase shareholder value. Our business continues to generate healthy cash flow, which allows us to opportunistically repurchase common shares while maintaining the flexibility to make strategic investments as we grow our business."

Consolidated Results:

Consolidated net sales for the fourth quarter of fiscal 2011 were $605.2 million, a decrease of $10.4 million or 1.7% when compared to the same period a year ago. The fiscal 2011 fourth quarter consolidated net loss was $17.8 million or $0.36 per diluted share. The fourth quarter of fiscal 2010 consolidated net income was $18.2 million or $0.36 per diluted share.

Included in consolidated net income for the fourth quarter of fiscal 2011 was a $49.5 million non-cash pre-tax charge associated with the impairment of Power Products segment goodwill ($34.3 million after tax or $0.68 per diluted share). After considering the impact of the non-cash goodwill impairment, adjusted consolidated net income for the fourth quarter of fiscal 2011 was $16.5 million or $0.32 per diluted share, which was lower by $1.7 million or $0.04 per diluted share compared to fiscal 2010 consolidated net income of $18.2 million or $0.36 per diluted share. The impairment charge is a non-cash expense that did not adversely affect the company's debt position, cash flow, liquidity or compliance with financial covenants under its credit facilities. No impairment charges were recorded within the Engines segment.

Consolidated net sales for fiscal 2011 were $2.1 billion, an increase of $82.1 million or 4.0% when compared to the same period a year ago. Fiscal 2011 consolidated net income was $24.4 million or $0.48 per diluted share. Fiscal 2010 consolidated net income was $36.6 million or $0.73 per diluted share.

Included in consolidated net income for fiscal 2011 was the aforementioned $49.5 million non-cash pre-tax charge associated with the impairment of Power Products segment goodwill ($34.3 million after tax or $0.68 per diluted share), a $3.5 million pre-tax charge ($2.2 million after tax or $0.04 per diluted share) related to previously announced organization changes and $3.9 million of additional pre-tax costs ($2.4 million after tax or $0.05 per diluted share) associated with the redemption premium of the 8.875% Senior Notes and the write-off of the related deferred financing costs.

Included in consolidated net income for fiscal 2010 was a litigation settlement of $30.6 million ($18.7 million after-tax or $0.37 per diluted share).After considering the impact of items related to the goodwill impairment, organization changes, debt redemption and litigation settlement, adjusted consolidated net income for fiscal 2011 was $63.2 million or $1.25 per diluted share, which was higher by $8.0 million or $0.15 per diluted share compared to fiscal 2010 adjusted consolidated net income of $55.3 million or $1.10 per diluted share.

Engines Segment:

(Dollars in Thousands)	Fourth Quarter		Twelve Months	
	2011	2010	**2011**	2010
Engines Income from Operations	**$ 28,090**	$ 28,046	**$ 120,402**	$ 83,521
Organization Changes Charge	**-**	-	**559**	-
Litigation Settlement	**-**	-	**-**	30,600
Adjusted Engines Income from Operations	**$ 28,090**	$ 28,046	**$ 120,961**	$ 114,121

Engines Segment fiscal 2011 fourth quarter net sales were $392.3 million, which was $19.2 million or 4.7% lower than the same period a year ago. This decrease in net sales was driven by approximately 13% lower shipment volumes compared to last year, due to lower sales to domestic OEMs as a result of unfavorable weather conditions in North America that have hampered the lawn and garden selling season, offset by improved engine pricing, a favorable mix of product shipped that reflected proportionally larger volumes of units used on commercial and riding lawn and garden equipment, and the favorable impact of foreign currency.

The Engines Segment gross profit was $84.0 in the fourth quarter of fiscal 2011, a decrease of $3.9 million from the fourth quarter of fiscal 2010. Gross profit decreased primarily due to lower net sales, higher commodity costs and increased manufacturing wages and benefits including a $2.3 million increase in pension benefits expense, partially offset by lower manufacturing spending, improved absorption on 7.0% higher volume of units produced, improved engine pricing and a $2.7 million foreign currency benefit.

The Engines Segment engineering, selling, general and administrative expenses were $55.9 million in the fourth quarter of fiscal 2011, a decrease of $3.9 million from the fourth quarter of fiscal 2010. This reduction was primarily due to lower salaries expense partially offset by an increase in pension benefits expense of $1.9 million. Fiscal 2010 fourth quarter salaries expense included $1.5 million related to the restoration of temporary reductions in salaries and 401(k) match that were implemented in the first half of fiscal 2010.

Engines Segment net sales for fiscal 2011 were approximately $1.4 billion, which was $39.1 million or 2.9% higher than the same period a year ago despite a 2.1% decline in total unit shipment volumes. This increase from the same period last year was primarily due to higher international engine unit shipments, a favorable mix of product shipped that reflected proportionately larger volumes of units used on commercial applications, improved engine pricing and a $4.7 million foreign currency benefit, partially offset by reduced engine shipments primarily to customers in North America.

The Engines Segment gross profit was $319.6 million for fiscal 2011, an improvement of $19.3 million compared to fiscal 2010. This improvement was due to higher net sales, a favorable mix of products shipped, improved engine pricing, increased manufacturing efficiencies, a $5.4 million foreign currency benefit and increased absorption on 4.0% higher production volumes, partially offset by higher commodity costs and increased manufacturing wages and benefits, including a $9.6 million increase in pension benefits expense.

The Engines Segment engineering, selling, general and administrative expenses were $199.2 million in fiscal 2011, an increase of $13.1 million from fiscal 2010. The increase was due to higher international selling expenses and increased salaries and benefits, which include a $7.2 million increase in pension benefits expense.

Power Products Segment:

(Dollars in Thousands)	Fourth Quarter		Twelve Months	
	2011	2010	**2011**	2010
Power Products Income (Loss) from Operations	**$ (55,974)**	$ 908	**$ (73,512)**	$ (7,707)
Goodwill Impairment Charge	**49,450**	-	**49,450**	-
Organization Changes Charge	**-**	-	**2,978**	-
Adjusted Power Products Income (Loss) from Operations	**$ (6,524)**	$ 908	**$ (21,084)**	$ (7,707)

Power Products Segment fiscal 2011 fourth quarter net sales were $257.5 million, consistent with net sales of the same period a year ago. Fourth quarter results were primarily impacted by increased sales in our Australian and European markets as well as a $2.6 million foreign currency benefit. In the North American market, reduced shipment volumes of pressure washers and lawn and garden equipment were partially offset by increased shipments of portable generators. Sales of portable generators were favorably impacted by storm activity in the southern U.S. during the fourth quarter of 2011.

The Power Products Segment gross profit was $22.2 million for the fourth quarter of fiscal 2011, a decrease of $6.6 million from the fourth quarter of fiscal 2010. The decrease over the prior year was primarily attributable to higher manufacturing spending and increased sales allowances offered to our customers, partially offset by a favorable mix of unit shipments of premium dealer lawn and garden products and a$2.2 million foreign currency benefit. The increased manufacturing spending was associated with rising commodity costs, increased warranty expense and increased freight expense.

The Power Products Segment fiscal 2011 fourth quarter engineering, selling, general and administrative expenses of $28.7 million increased by $0.8 million from the fiscal 2010 fourth quarter primarily due to higher international selling expenses.

Power Products Segment net sales for fiscal 2011 were $879.0 million, which was $35.3 million or 4.2% higher than the same period a year ago. This improvement was primarily due to increased sales in our Australian and European markets, partially offset by reduced unit shipment volumes of lawn and garden equipment, pressure washers and portable generators in the domestic market.

The Power Products Segment gross profit was $77.4 million for fiscal 2011, a decline of $9.0 million compared to fiscal 2010. The decline between years resulted from higher manufacturing spending and budget conscious customers purchasing lower margin units, partially offset by increased sales of premium dealer lawn and garden products, slightly increased pricing, and a $7.2 million foreign currency benefit. The increase in manufacturing spending relates to higher commodity costs, manufacturing inefficiencies in the first half of the fiscal year in launching new products and increased warranty, and increased freight expenses, partially offset by $8.0 million in incremental cost savings associated with the closure of our Jefferson, Wisconsin manufacturing facility in fiscal 2010.

The Power Products Segment fiscal 2011 engineering, selling, general and administrative expenses of $101.5 million increased by $7.3 million in fiscal 2011 primarily related to increased international selling expenses, $1.7 million of unfavorable foreign currency and previously announced organization change costs of $3.0 million.

Corporate Items:

As previously announced, in December 2010 the company issued $225 million aggregate principal amount of 6.875% Senior Notes due December 2020. Net proceeds were primarily used to redeem the remaining outstanding principal of the 8.875% Senior Notes due March 2011.

Interest expense was lower for the fourth quarter of fiscal 2011 due to lower average outstanding borrowings and the reduced interest rate associated with the refinanced Senior Notes. Interest expense was lower for fiscal 2011 due to lower average outstanding borrowings and the reduced interest rate associated with the refinanced notes, partially offset by $3.9 million of pre-tax charges related to the redemption premium on the 8.875% Senior Notes and the write-off of related deferred financing costs.

The effective tax rate was 37.3% and 28.2% for the fourth quarter of fiscal 2011 and 2010, respectively. The effective tax rate was 24.0% and 25.4% for fiscal 2011 and fiscal 2010, respectively. The current year income tax benefit includes $15.1 million of income tax benefit related to the $49.5 million non-cash goodwill impairment charge. Approximately $10.6 million of the goodwill impairment was related to non-deductible goodwill associated with past stock acquisitions for which a tax benefit was not recorded. The remaining goodwill impairment generated the $15.1 million of tax benefit.

Due to the significant impact the impairment charge had on the effective tax rate, the Company believes the tax benefit and the effective tax rate excluding the $49.5 million impairment charge are more meaningful comparisons to last year's comparable period. Excluding the non-cash goodwill impairment charge, the effective tax rate was 21.5% and 28.2% for the fourth quarter of fiscal 2011 and 2010, respectively. The effective tax rate was 28.0% and 25.4% for fiscal 2011 and fiscal 2010, respectively. The quarterly and annual fluctuations reflect the impact of changes in foreign earnings at different tax rates, the taxation of dividends from foreign operations as well as the resolution of certain tax matters.

Financial Position:

Net debt at July 3, 2011 was $18.4 million (total debt of $228.0 million less $209.6 million of cash), an improvement of $71.5 million from the $89.9 million (total debt of $206.5 million less $116.6 million of cash) at June 27, 2010. Cash provided by operating activities for fiscal 2011 was $163.7 million, or $80.0 million lower compared to $243.7 million in fiscal 2010. The decrease in cash provided by operating activities was primarily due to working capital requirements to replenish inventory from lower levels at the end of fiscal 2010 and due to timing of payments associated with accounts receivable, accounts payable and accrued liabilities.

Share Repurchase Program:

The Board of Directors of the company has authorized up to $50 million in funds for a common share repurchase program with an expiration of June 30, 2013. Share repurchases, among other things, allows the company to offset any potentially dilutive impacts of stock-based compensation. The company will repurchase shares of common stock, using available cash, on the open market or in private transactions from time to time, depending on market conditions and certain governing loan covenants.

Outlook:

For fiscal 2012, the company projects that consolidated net income will be in the range of $53 million to $63 million or $1.05 to $1.25 per diluted share prior to the impact of any potential share repurchases. Consolidated net sales are projected to be higher by approximately 2% to 4% depending on the level of recovery of consumer spending within the outdoor power equipment category.

Engines Segment sales are forecasted to be comparable to fiscal 2011 on lower volume and improved pricing while the Power Products Segment sales are forecasted higher primarily due to higher volumes of lawn and garden equipment and pressure washers.

Demand for portable generators and the related engines due to landed hurricane activity have not been included in our fiscal 2012 sales forecast. Operating income margins are projected to be in the range of 4.3% to 4.8%, and interest expense and other income are forecasted to be in the range of $18 million to $19 million and $5 million to $6 million, respectively.

The operating earnings forecast include additional investments of approximately $12 million for continued international growth. The effective tax rate for the full year is projected to be in a range of 32% to 34%. Capital expenditures for the year are projected to be approximately $60 million to $65 million.

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2) A SPUTTERING MOTOR

www.fool.com

August 13 -- Small-engine and outdoor power-equipment maker Briggs & Stratton reversed an $18 million profit last year into a nearly identical loss this time around, as its engines segment suffered from a 13% drop in shipment volumes.

A hefty goodwill write-down also hurt numbers. Industry-wide, sales in the lawn and garden market dropped by double-digit rates over the full year, reflecting the tough environment that mass-merchandise retailers like Home Depot and Lowe's have endured from the horrible housing market.

Briggs & Stratton sells about half of all the engines it makes to three companies -- Husqvarna, MTD, and Deere. Some analysts expect the market for lawn and garden equipment to rebound based on a housing recovery.

The Freedonia Group expects the segment to grow almost 6% annually through 2015, but I have a hard time seeing that, considering housing's current malaise.

Some housing experts don't expect the industry to recover until 2015, so expecting power equipment to grow into that market is difficult to imagine.

With almost a third of CAPS members rating the engine maker to underperform the market, it seems they're not too enthusiastic, either. You can mow a path to the Briggs & Stratton CAPS page and let us know whether you think it can start revving its engines again.

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3) BRIGGS & STRATTON INTERNATIONAL SALES STRONG, NORTH AMERICA SLOWED BY WEATHER
www.appliancemagazine.com

August 12 -- Briggs & Stratton Corp. (Milwaukee, WI, U.S.) consolidated net sales were up 4.0% to $2.1 billion in its fiscal year 2011, ending July 3, 2011, although fourth quarter sales were down 1.7% from the fourth quarter of the previous year to $605.2 million. Adjusted consolidated net income for fiscal 2011 was $63.2 million, up 14.4% from fiscal 2010.

"Sales growth in our international markets continued through the fourth quarter of fiscal 2011," said Todd J. Teske, chairman, president, and CEO of Briggs & Stratton. "This diversification of our customer base helped us deliver 14.4% growth in adjusted consolidated net income in a year that the North American consumer lawn and garden market has declined double-digits."

Briggs & Stratton operates as a supplier of engines to outdoor power equipment OEMs (Engines segment) and as an outdoor power equipment OEM itself (Power Products segment). The products segment sells under brand names Briggs & Stratton, Brute, Craftsman, Ferris, John Deere, Murray, Simplicity, Snapper, and Victa...

The company's Engines segment suffered along with the North American outdoor power equipment industry, with sales slowed by unfavorable weather during the lawn and garden selling season. The segment showed fiscal full-year 2011 income of $120.4 million, up from $83.5 million in fiscal 2010.

Power Products Segment net sales for fiscal 2011 were $879.0 million, up $35.3 million or 4.2% from 4Q 2010, due mostly to stronger Australian and European sales.

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4) HOME DEPOT CATCHES UP ON INTERNET SALES
www.marketwatch.com

Every once in a while there is an interesting article on Home Depot or Lowe's that deserves your attention or is quite interesting. This is one of those stories.

NEW YORK — August 14 -- At Home Depot Inc.'s about 2,000 U.S. stores, signs point shoppers to look online for more options, buy anytime at their convenience and get free shipping on Internet purchases of gas grills or lawn mowers.

As of this month, when shoppers find their local store on its website, they see new information including whether the store provides key cutting or tool rental. They also see the store manager's name, as well as the in-store layout. Item searches yield how many items are in stock at the nearest stores.

"We know we were behind folks like Amazon.com," said Hal Lawton, Home Depot's (NYSE:HD) president of online. "We've put a stake in the ground. We want to catch up and then get ahead. We certainly are not going to lose share."

Like other retailers, the world's largest home-improvement retailer says it's expanding in the online channel aggressively and targeting it as a major growth opportunity.

Home Depot has made its biggest e-commerce investment over the past two years since it started Internet sales in 2001. An important part of the company's $370 million in planned annual IT spending over the next three to four years will be online, including mobile, the company said, declining to elaborate.

Its own research shows 40% of all home-improvement projects begin online. So far this year, 45% of the 9.5 million consumers who visited the Home Depot website on average in any given week said their next step was a trip to a Home Depot store, which translates to about 225 customers a day per location.

Catching up
Initiatives this year include continuing its first major website makeover in 10 years. It also wants to let Web orders be picked up in stores by Labor Day, a service already touted by retailers from Wal-Mart Stores Inc. (NYSE:WMT) to rival Lowe's Cos.

On the mobile front, Home Depot introduced apps for Windows and Android platforms and also updated the one for the iPhone.

What's more, it's digitizing its special-order catalogs — an area Home Depot says has the potential to generate additional $1 billion in sales if it can match the competition's share of the special order market.

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Beyond generating additional sales, the company also wants to use the Internet as a marketing medium to help build customer loyalty and feed store sales. To encourage store employees to sell things online, about three years ago Home Depot began to credit e-commerce sales and profits to individual stores, instead of counting them as separate.

While Wall Street analysts have lauded the changes, they said Home Depot still has a lot of work to do. Competition is getting more fierce with online retailers such as Amazon.com Inc. (NASDAQ:AMZN) encroaching upon its turf by selling things like ladders.

"Consumers start their research online," said BMO Capital Markets analyst Wayne Hood. "It's important for them to engage the consumers in that effort. But … if the core business doesn't improve, the Internet isn't going to move the needle for them."

For instance, Hood added the company could move to regional pricing instead of having standard pricing nationally both online and in stores.

The online channel represents a small percentage of about $70 billion in estimated sales for the Atlanta-based company. Lawton said the company won't start to disclose the channel's size until it crosses the $1 billion mark. (At smaller rival Lowe's, e-commerce accounted for less than 1% of fiscal 2010 sales.)

Nevertheless, industry-wide online sales this year are forecast to rise 12% to $197 billion, according to Forrester Research. That represents 9% of the total U.S. retail market, with the percentage expected to increase to 11% of the total in 2015, Forrester says.

E-commerce for the home-improvement sector "is an underleveraged opportunity," said Craig Johnson of consultancy Customer Growth Partners. "A lot of people think of Home Depot as a place you go on a Saturday, or when you do window treatment or carpeting. They can do a better job online for things like branded power tools and replenishable items. Why not get them delivered on a regular basis?"

The company is adding 3,000 to 5,000 units to its online offerings each week after having more than doubled the count to 210,000 in the past two years. Each store stocks an average of 30,000 units.

To bolster bigger-ticket spending, shoppers can now schedule appointments with kitchen designers online and communicate changes with them directly to shorten and simplify an order process that could previously take about 90 days and as many as 14 store visits, Lawton said.

Last October, it launched a how-to online forum, where 25 employees were given Flip video cameras and editing training to spend a dedicated portion of their time on project and buying guides and also answering customer questions.

"There are interesting opportunities that the Internet opens for us," Chief Executive Frank Blake told MarketWatch. "It's a way to extend our aisle. It's an efficient way for us to communicate the [product] knowledge. It plays a lot of different roles."

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5) WALBRO ADDING CAPACITY IN MICHIGAN AND THAILAND FOR NON-AUTOMOTIVE FUEL TANKS

TUCSON, ARIZ. – August 15 -- Walbro Engine Management is adding production capacity in North America and Asia to blow mold multi-layer fuel tanks for non-automotive customers who must meet new emissions standards.

The Tucson, Ariz.-based company added a third blow molding machine at its Cass City, Mich., plant earlier this year, and will bring in a fourth machine during the fourth quarter of this year, the company said in an Aug. 12 news release.

In addition, it is building a new blow molding plant in Chonburi, Thailand, for customers in the Asia-Pacific region. The plant will launch production by the end of this year with one line and is designed for expansions as needed, with capacity for multiple machines.

Walbro began making six-layer plastic tanks in 2007, and turned out its one millionth tank in 2010. It expects to make 1 million tanks in 2011 alone and double that capacity in 2012 on its way to making 3 million tanks in 2013.

The company was once the small engine division of Walbro Corp., which was purchased by TI Automotive in 1999. TI later spun off the smell engine group in a sale to Sun Capital Partners Inc. in 2007, and the private financial group established Walbro Engine Management as an independent firm.

The U.S. Environmental Protection Agency and some state air quality boards are requiring improved emission controls from non-automotive gasoline-powered engines such as those on recreational equipment and lawn mowers. Walbro's multi-layer tanks meet those standards, which is driving demand for its products, said Chris Quick, global fuel systems director for Walbro.

Walbro also makes complete tank systems with fuel pumps, filtration, valves and hoses along with carburetors, ignition systems and other small engine parts.

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6) THE TORO COMPANY REPORTS 2011 THIRD QUARTER RESULTS

- Quarterly sales up 9 percent to a record $501 million
- Worldwide shipments of golf equipment increase on strength of new products
- Net earnings per share for the quarter up 10 percent to $1.11
- Company reaffirms full-year guidance

BLOOMINGTON, Minn. (August 18, 2011) — The Toro Company today reported net earnings of $35.1 million, or $1.11 per share, on net sales of $501 million for its fiscal third quarter ended July 29, 2011. The company's third quarter earnings were reduced by $0.09 per share to account for a product rework expense. In the comparable fiscal 2010 period, the company reported net earnings of $33.4 million, or $1.01 per share, on net sales of $ 458.9 million.

For the first nine months, Toro reported net earnings of $112.6 million, or $3.51 per share, on net sales of $1,515.9 million. In the comparable fiscal 2010 period, the company posted net earnings of $90 million, or $2.66 per share, on net sales of $1,353.1 million.

"We delivered record sales over what was a good third quarter last year," said Michael J. Hoffman, Toro's chairman and chief executive officer. "Unfortunately, weather around the country slowed sales in our residential and landscape contractor businesses, and a disappointing walk power mower rework issue negatively impacted earnings for the quarter.

Even so, demand for golf and grounds equipment around the world remained strong, and adoption of our micro irrigation solutions continued to grow, which helped drive strong quarterly results."

SEGMENT RESULTS

PROFESSIONAL

Professional segment net sales for the third quarter totaled $346 million, up 8.8 percent from the prior year period. Worldwide shipments of golf equipment led segment growth on increased demand and strength of new products, such as Toro's Multi Pro® 5800 sprayer and Reelmaster® 7000 fairway mower.

Micro irrigation products saw solid gains on a worldwide basis driven by added production capacity and growing acceptance for drip technologies, including Toro's patented Aqua-Traxx® premium drip tape. Slower sales for landscape maintenance equipment resulting from significant drought in key markets offset some of the gains. For the first nine months, professional segment net sales were $1,022.5 million, up 16.2 percent from the comparable fiscal 2010 period.

Professional segment earnings for the third quarter totaled $64.3 million, up slightly from $62.7 million in the prior year period.

For the first nine months, professional segment earnings were $187.9 million, up from $156.1 million in the comparable fiscal 2010 period.

RESIDENTIAL

Residential segment net sales for the third quarter totaled $147.5 million, up 8.6 from the prior year period. Worldwide orders for snow products were up significantly for the quarter on strong preseason demand due to last year's healthy snowfalls that depleted field inventory levels. Somewhat offsetting these gains were lower sales of walk power mowers and riding products.

For the first nine months, residential segment net sales were $480.4 million, up 3.8 percent from the comparable fiscal 2010 period.

Residential segment earnings for the third quarter totaled $4.6 million, down from $10.7 million in the prior year period. The earnings decline was mainly the result of a pre-tax charge of $4.5 million to account for one-time costs associated with a rework issue affecting a large number of walk power mowers. For the first nine months, residential segment earnings were $42.5 million, down from $49.2 million in the comparable fiscal 2010 period.

OPERATING RESULTS

Gross margin for the third quarter declined 170 basis points from the same period last year to 33.5 percent. The margin decline was mostly due to the mower rework issue, increased commodity costs and higher freight expense.

For the first nine months, margins were down 20 basis points from the comparable fiscal 2010 period to 34.2 percent.

Selling, general and administrative (SG&A) expense as a percent of sales for the third quarter was down 90 basis points to 22.6 percent, and for the first nine months decreased 100 basis points to 22.6 percent. The decline in SG&A as a percent of sales for both periods reflects further leveraging of costs over improved sales volumes.

Operating earnings as a percent of sales decreased 80 basis points to 10.9 percent for the third quarter, but increased 80 basis points to 11.6 percent for the first nine months.

Interest expense for the third quarter was $4.3 million, up slightly from prior year period. For the first nine months, interest expense totaled $12.6 million, down slightly percent from the same period last year.

The effective tax rate for the third quarter was 32.9 percent compared with 35.7 percent in the same period last year. For the first nine months, the tax rate declined to 32.7 percent from 34.4 percent last year, primarily the result of the retroactive extension of the Federal Research and Engineering Tax Credit.

Accounts receivable at the end of the third quarter totaled $199 million, up 17 percent from the prior year period, on a sales increase of 9 percent. Net inventories were $232.4 million, up 31 percent from the comparable fiscal 2010 period. Trade payables were $126.7 million, up 7.4 percent compared with last year.

OUTLOOK
"Even with the external challenges of weather and the economy, along with the rework issue, we posted very solid results for the first nine months and remain committed to our revenue and EPS guidance for the year," said Hoffman.

"Increased economic concern certainly isn't welcome news, but we remain encouraged about our end markets, competitive position, and innovation levels as we finish up our fiscal year. The summer selling season is winding down and we are positioned well for the upcoming snow season with a strong lineup and expanded placement."

The company continues to expect net earnings for fiscal 2011 to be about $3.60 per share on a revenue increase of about 10 to 12 percent.

ABOUT THE TORO COMPANY
The Toro Company is a leading worldwide provider of turf and landscape maintenance equipment, and precision irrigation systems, to help customers care for golf courses, sports fields, public green spaces, commercial and residential properties, and agricultural fields.

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7) BLOUNT INTERNATIONAL ACQUIRES WOODS EQUIPMENT COMPANY

August 17 -- The acquisition of an Illinois tractor and tool company by Portland's Blount International Inc. is the latest in a string of deals the company has made in an effort to expand its reach from forests to farms.

Blount International, a holding company, markets its products under several different brands.

- **Oregon, Carlton and Windsor:** The three brands manufacture replacement parts for chainsaws, particularly chains and guide bars. The largest, Oregon, also makes outdoor power equipment replacement parts.
- **SpeeCo:** The 2010 acquisition of the log splitter and tractor part company was Blount's first foray into farm, ranch and agriculture.
- **ICS:** Manufactures concrete cutting hydraulic and gas chainsaws for the construction business, as well as replacement parts.
- **Woods:** The newly-acquired company markets its agriculture, groundskeeping and construction equipment and parts under the brands Woods, Alitec, Central Fabricators, Gannon, Wain-Roy, WoodsCare and TISCO.

Blount, the makers of the Oregon brand saw chains and yard care products, announced Wednesday it would buy Illinois-based Woods Equipment Co. for $185 million.

The cash acquisition, Blount said, will increase its reach in the agriculture business. The company will acquire the Woods and TISCO tractor parts brands, as well as three manufacturing facilities and five distribution centers.

The deal is Blount's fourth acquisition in 18 months. After a changeup in Blount's senior leadership in 2009, the company launched a new growth plan to acquire companies in related markets, with a particular emphasis on agriculture.

"Woods was high on our list," said David Willmott, Blount's president and chief operating officer. "We identified it well over a year ago."

Just last week, Blount closed a deal to buy PBL SAS, a French lawnmower-blade manufacturer. It paid $14 million in cash and took on $14 million in debt. In March, Blount paid $20.6 million in cash and stock to buy KOX, a German direct-to-customer forestry-parts company.

Last year, the company bought SpeeCo, a Golden, Colo., maker of log splitters and farm and ranch accessories. It paid $90 million in cash.

Willmott said Blount is looking to make more acquisitions in the ranch and farm market. In particular, he said, the company is looking to expand its presence in Brazil, where it already manufactures forestry and yard products.

"I wouldn't expect something to happen in the very near future, but we're spending a lot of time researching the market in Brazil on the agriculture side," Willmott said.

Willmott said SpeeCo and other recent acquisitions have already performed well for the company. In the quarter ending March 31, Blount reported SpeeCo and KOX had contributed $22.3 million in sales, by itself a 16.7 percent boost over the first quarter of 2010.

Woods registered about $160 million in sales last year, Blount said. It also hopes to leverage Woods' network of 11,000 dealers.

"Just about any place where ag parts and accessories are sold, you either are or should be selling saw chain," Willmott said.

Blount will form a subsidiary to merge with the company. The deal is expected to close by the end of 2011's third quarter, pending regulatory approval.

Blount will finance the deal through cash on hand and its revolving credit facility. The company had $80.5 million on hand at the end of June, according to a financial report filed last week.

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8) THOUGHTS FOR THE DAY

IMPORTANCE

We are so busy doing the urgent
that we don't have time to do the important.

- Confucius

LOVE

The greatest happiness of life
is the conviction that we are loved -
loved for ourselves,
or rather, loved in spite of ourselves.

- Victor Hugo

THE GREATEST LOVE

Perhaps love is the process of my leading you gently
Back to yourself.

- Antoine de Saint-Exupery

HAPPINESS

Success is not the key to happiness.
Happiness is the key to success.
If you love what you are doing,
you will be successful.

- Herman Cain

WORRY

Worry does not empty tomorrow of its sorrow;
it empties today of its strength.

- Corrie Ten Boom

WISDOM

Never mistake knowledge for wisdom.
One helps you make a living,
the other helps you make a life.

- Sandra Carey

ONCE UPON A TIME

Once upon a time there was a boy. He lived in a village that no longer exists, in a house that no longer exists, on the edge of a field that no longer exists, where everything was discovered and everything was possible. A stick could be a sword. A pebble could be a diamond. A tree a castle.

Once upon a time there was a boy who lived in a house across the field from a girl who no longer exists. They made up a thousand games. She was Queen and he was King. In the autumn light, her hair shown like a crown. They collected the world in small handfuls. When the sky grew dark they parted with leaves in their hair.

Once upon a time there was a boy who loved a girl, and her laughter was a question he wanted to spend his whole life answering.

-- Anonymous

TRUTH

People say they love truth,
But in reality they want to believe that which they love is true.

- Robert J. Ringer

SILENCE

He who does not understand your silence
Will probably not understand your words.

- Elbert Hubbard

A TRUE TEST OF WHAT A MAN IS

If you want to know what a man is like,
take a good look at how he treats his inferiors,
not his equals.

- J.K. Rowling

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9) GENSTAR CAPITAL ANNOUNCES AGREEMENT TO SELL WOODS EQUIPMENT TO BLOUNT

Here's the seller's take on why they're selling Woods Equipment Company to Blount.

SAN FRANCISCO -- Aug. 17 -- Genstar Capital, LLC, a middle market private equity firm that focuses on investments in selected segments of the life sciences, healthcare, financial services, software, and industrial technology industries, today announced the signing of a definitive agreement with Blount International, Inc. (NYSE:BLT - News) to sell its portfolio company Woods Equipment Company, a leading manufacturer of attachments for agricultural and construction applications and the largest independent distributor of tractor parts. The transaction is valued at approximately $185 million.

Woods Equipment Company, headquartered in Oregon, Ill., is a leading full-line manufacturer of high-quality attachments and implements, as well as a leading distributor of aftermarket parts. The company serves the agriculture, grounds care, and construction industries, as well as providing aftermarket parts. Woods serves a dealer network of agricultural, landscape, and construction professionals with products marketed under the brand names Woods®, Alitec®, Central Fabricators®, Gannon®, Wain-Roy®, WoodsCare™, and TISCO®.

Rob S. Rutledge, a Genstar Vice President who heads the firm's Industrial Technology vertical, said, "The sale of Woods is a good example of how Genstar applies its differentiated strategy in the middle market to effectuate change and build industry-leading businesses. Working with the Woods management team and our operating executives, Michael Hurt and Ed Carpenter, the company implemented strategic initiatives such as product re-engineering, distribution expansion and key management additions and promotions to drive growth and improve its market position. Woods is now very well positioned for continued success as a key part of Blount."

Bill Marcum, CEO of Woods, said, "Because of the support and commitment of our partners at Genstar we were able to focus on our business and commit new capital to projects that will enable us to offer innovative technology innovations that will make Woods even stronger going forward. We thank Genstar for their support and partnership."
The transaction is subject to the expiration or termination of the Hart-Scott-Rodino Antitrust Act waiting period and is expected to close in the third quarter.

About Genstar Capital, LLC
Genstar Capital is a leading private equity firm that has been actively investing in high quality companies for more than 20 years. Based in San Francisco, Genstar works in partnership with its management teams and its network of operating executives and strategic advisors to transform its portfolio companies into industry-leading businesses. Genstar has more than US$3 billion of committed capital under management and targets investments focused on selected sectors within the life science, healthcare services, software and software services, financial services, and industrial technology industries.

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10) PRESEASON SNOWBLOWER SALES POWER TORO RESULTS

www.startribune.com

August 18 -- Last season's snow-laden winter continues to be the gift that keeps on giving for Toro Co.
The Bloomington company said Thursday that strong preseason sales of snow blowers to dealers restocking depleted inventories offset weaker sales of mowers. The result was a 9 percent increase in sales for the third quarter, to $501 million.

Toro's earnings rose 5 percent, to $35.1 million, in the quarter ended July 29. Professional segment earnings increased slightly due to healthy sales of irrigation products and golf course maintenance equipment.

Residential segment profits fell 57 percent. Most of the decline resulted from costs associated with correcting a transmission problem in some power mowers.

The defect wasn't discovered until the products had been shipped to retailers, so they had to be returned, fixed and reshipped. Most of the affected lawn mowers didn't get beyond dealerships, but some made their way to consumers, the company said.

Toro said the "rework issue" shaved 9 cents off earnings per share, which came in at $1.11 vs. $1.01 a year earlier. Analysts had forecast $1.13.

In a conference call, CEO Michael Hoffman said poor weather conditions and shaky consumer confidence also dampened residential segment results. Consumers' spending decisions tend to be made in "real time," he said, unlike professionals who buy products based on long-term budget plans.

"The weather and softening economy created challenges," Hoffman said, preventing the company from working through as much inventory as expected.

Toro maintained its previous guidance for the year of 10 to 12 percent revenue growth and earnings per share of $3.60 vs. $2.79 last year. The company said it expects gross margins to be relatively flat this year as it deals with higher raw material and freight costs.

In a research note, Michael Wherley of Janney Capital Markets said that margins were lower than expected but that Toro's sales nearly met expectations.

"This bodes well for the company entering fiscal 2012, even if the macro worries of the larger global economy are taking all stocks for a ride these days," Wherley said.

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11) 2011-2012 OPE INDUSTRY EVENTS AND MEETING CALENDAR

2011-2012 OPE INDUSTRY MEETING AND EVENTS CALENDAR	
January 24-26, 2012	***BTME-BIGGA***, British Turf Management and the British International Golf & Greenkeepers Association Show, Harrogate International Center, England
January 24-27, 2012	***World of Concrete***, Las Vegas Convention Center, Las Vegas, NV
February 5-8, 2012	***The Rental Show,*** American Rental Association Conference and Trade Show, Morial Convention Center, New Orleans, LA
February 18-21, 2012	***OPEAA***, Outdoor Power Equipment Aftermarket Association Annual Meeting, Phoenix, AZ
February 29 – March 1, 2012	***GIS***, Golf Industry Show, Orange County Convention Center, Orlando, FL
February 26-29, 2012	***OPEESA***, Outdoor Power Equipment and Engine Service Association, 10th Annual Members Meeting, Arizona Biltmore, Phoenix, AZ
March 11, 2012	***Daylight Savings Time Begins***
April 12-15, 2012	***EETC***, Equipment and Engine Training Council 17th Annual Conference, Dallas, TX
May 1-3, 2012	***National Hardware Show***, Las Vegas Convention Center and Sands Convention Center
June 23-27, 2012	***Skills USA***, National Leadership and Skills Conference, Kansas City, Missouri
	OPEI, Outdoor Power Equipment Institute Annual Meeting,
September 4-6, 2011	***GAFA (with SPOGA),*** International Garden Trade Fair with the International Trade Fair for Sport, Camping and Garden Lifestyle, Cologne, Germany
September 6-8, 2011	***IOG SALTEX,*** Grounds Care, Sports Facilities, Amenities, Landscaping And Estate Management Outdoor Trade Show, Windsor Race Track, Windsor, Berkshire, England
September 19-21, 2011	***GLEE***, International Garden and Leisure Show, NEC Birmingham, England
October 19-22, 2011	***FFA***, Future Farmers of America Annual Convention, Indianapolis, IN
October 27-29, 2011	***GIE+EXPO***, Green Industry and Equipment Expo, Louisville, KY **(combining EXPO and the GIE Show)**
November 6, 2011	***Daylight Savings Time Ends***

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12) PRODUCTION OF LINAMAR'S LAWN MOWERS STALLS
www.guelphmercury.com

GUELPH, ONT --- August 20 — Linamar is shutting down production of its cordless, battery-powered lawn mowers. Future production of the product is uncertain.

The manufacture of the machines was launched roughly three years ago, and was supported early on by funding from the province. The mowers were touted as an environmentally friendly alternative to gasoline-powered machines.

Linamar's chief executive officer, Linda Hasenfratz, said production has been shut down.

"We had a significant supplier issue this year which has effectively shut production down for the season," she said in an email. "It was a supply issue as opposed to a technical issue; the lawnmower continues to be a premium product in the market."

While Hasenfratz continues to believe in the efficacy of the green lawnmowers, the future of the product is under review.

"We are currently evaluating market conditions and potential in order to develop a strategy going forward for this business," she said.

Back in 2008, the company received $1.8 million in provincial funding to take the rechargeable mowers to market, with funds coming from a $30 million pot of money dedicated to environmental and alternative energy development. Guelph MPP Liz Sandals said Linamar received a "much smaller" grant in 2006 to pilot the electric motor technology they were developing.

Home Hardware and Home Depot were among the major retailers that sold Linamar's lawnmowers, which were marketed under the Solaris, Epic and Utopia brands, essentially the same machine with slightly different paintjobs.

The cutting power of the rechargeable Terra Phase electric motor, which has a one-hour charge, was said to be comparable to an internal combustion engine. They run on rechargeable batteries as opposed to gasoline, and come with an optional solar-powered recharger. They sold for between $500 and $600.

The mowers were assembled in Guelph, and were part of Linamar's recent efforts to branch out and diversify its business. While the company continues to make parts for the alternative energy sector, and manufactures electric motors and utility trailers, the automotive power-train and driveline segment of its global business is where it makes the bulk of its profits.

Andrea Bowman, Linamar spokesperson, said the company is fully supporting the products should there be any problems with them.

"A person can either go back to where they purchased the lawnmower or they are welcome to contact our consumer products division and someone there will help them," Bowman said. The toll-free number for Linamar's consumer products is 1-866-857-1445.

Bowman said she was not able to provide additional details on the "supplier issue" mentioned by Hasenfratz. Company employees who built the mowers have been redeployed elsewhere in Linamar's operations, Bowman added.

Sandals said Linamar received a small amount of funding first from the Ontario Ministry of Research and Innovation to boost the performance of the mower's electric motor. The company then received the $1.8 million to help commercialize the technology, simultaneously enlisting large distributors like Home Depot to market them.

Sandals said Linamar fulfilled all obligations tied to the funding.

"The development work on the motor occurred, and going to market in a serious, chain-store sort of way to see if the consumer is going to buy this, they certainly did that as well," she said.

Sandals said consumer demand, or lack of it, often seals a product's fate, but supporting new products and economic diversification is part of what government does.

“It doesn’t mean the product that was developed and refined won’t have commercial application in some other product,” she added. She commended Linamar for making efforts to diversify its business beyond the automotive sector.
“Clearly what we’ve learned from the recession is that whether it’s a company or the province, we need to have a broader range of possibilities,” she added. “That’s what we’ve been trying to do as a government, is to diversify the base. That’s why these grants were there in the first place – to help people explore diversifying the base.”

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13) HUSQVARNA CEO MAGNUS YNGEN TO LEAVE, SEARCH BEGUN FOR REPLACEMENT

August 29 -- Husqvarna terminated its chief executive officer and president on Monday.

The company's board of directors gave notice to terminate Magnus Yngen and seek another president and CEO. Yngen has resigned from his position as a member of the board.

"We thank Magnus Yngen for his important contribution to Husqvarna and wish him good luck in his future endeavours," said Lars Westerberg, chairman of the board.

According to the employment contract, Magnus Yngen has a notice period for termination of 12 months on the part of the Company. He is also entitled to severance pay, corresponding to 12 monthly base salaries with deduction for any other income.

The search for a new CEO and President has been initiated and will cover both internal and external candidates.

On June 9, 2011 Hans Linnarson was appointed acting CEO and President. Hans Linnarson remains in these positions until a new CEO and President has been appointed. Hans Linnarson is Executive Vice President, Head of Sales Europe & Asia/Pacific since 2006 and will remain in this position as well.

"We thank Magnus Yngen for his important contribution to Husqvarna and wish him good luck in his future endeavours. The search process is initiated and in the mean-time we are very pleased that Hans Linnarson remains acting CEO", says Lars Westerberg, chairman of the Board.

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14) 2011-2012 OPEESA BOARD OF DIRECTORS

2011-2012 OPEESA BOARD				
First Name	**Last Name**	**Company**	**Email**	**Position/Term**
Robert	Graham	EWI 7415 Empire Central Houston TX 77040	Robert.graham@ engwarehouse.com	President
Pete	Yunker	Power Equipment Systems 1645 Salem Industrial Dr Salem OR 97301	petey@pesnet.com	Vice President *Annual Meeting*
Todd	Winstead	Tidewater Power Equipment 5796 Thurston Ave. Virginia Beach VA 23455	twinstead@tpeco.com	Sec/Treas.
Mark	Vining	Roberts Supply 4203 Metric Drive Winter Park FL 32792-6897	m.vining@robertssupply.com	Past President
Tim	Congdon	Congdon Associates Dist. Co. – CADCO 1365 Strykers Road Phillipsburg NJ 08865	timc@cadcodist.com	2012
Mike	Lupo	TD Retail Card Services 1000 MacArthur Boulevard Mahwah, NJ 07430	Mike.lupo@tdrcs.com	2012 *Manufacturer/ Affiliate Rep.*
Ron	Monroe	Hayward Distributing Co. 4061 Perimeter Drive Columbus OH 43228	rmonroe@haydist.com	2013
Mike	Rounsavall	Dixie Sales Co. 5920 Summit Ave. Browns Summit NC 27214	mrounsavall@dixiesales.com	2013
Denis	Bedard	Husqvarna Professional Products 9335 Harris Corners Parkway Charlotte NC 28269	Denis.bedard@husqvarna.com	2013 *Manufacturer/ Affiliate Rep.*
Robert	Smith	Smith's South-Central Sales Co. 1802 S. Arkansas St. Springhill LA 71075	rsmith@smithssc.com	2014
Rick	Bryan IV	Bryan Equipment Sales, Inc. 457 Wards Corner Road Loveland OH 45140	rbiv@bryanequipment.com	2014
Jeff	Plotka	Precision Work 75 Harbor Road Port Washington NY 11050	jeff@precisionworkinc.com	2014
Nancy	Cueroni	OPEESA 37 Pratt Street Essex CT 06426-1159	Info@opeesa.com	Executive Director

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