OPEESA'S

OUTDOOR POWER EQUIPMENT AND ENGINE SERVICE ASSOCIATION

OPE-IN-THE-KNOW

VOLUME CXLIII, NOVEMBER 6, 2009

"The Business of Outdoor Power Equipment"

Read the *OPE-In-the-Know* Blog at www.opeintheknow.blogspot.com

1) Toro Acquires Assets of Ty-Crop Manufacturing
2) Finding Minnesota: The Snow, Lawn Care Revolution
3) Ariens Co. Buys Parker Co. of Arizona
4) Tecumseh Products Ousts Chairman, CEO – Herrick's Back in Control
5) Generac Holdings Files For IPO
6) Thoughts for the Day
7) Auburn NE Ariens Plant Will Make Products from Recent Acquisition
8) Briggs Announces Results of Annual Meeting
9) Briggs Reports Results for the 1st Quarter of Fiscal 2010
10) Sagging Sales Push Briggs to Wider Loss
11) Husqvarna Restructuring for Improved Competitiveness
12) Toro, CPSC Recall Zero Turn Mowers
13) 2010 Industry Meeting and Events Calendar
14) Hoffco-Comet Closes – Shutters Plant in Richmond, IN
15) Husqvarna Interim Report – Jan to Sept 2009 – Excerpts
16) Closures Sting, But the Virginia Beach Region Hasn't Lost Mfg Base
17) ARI Reports Increased Revenues for Fiscal 2009
18) Blount Announces 2009 Third Quarter Results
19) OPEESA Officers, Board, Executive Director Contact Information

Subscribed-to By Over 660 OPE Industry Leaders In 13 Countries Who Are "In-The-Know"

Australia, Belgium, Canada, China, France, Germany, Italy, Japan, Netherlands, South Africa, Sweden, the United Kingdom and the United States

Do You Want To Receive You Own Copy of "In-The-Know"

Send Your Name, Title, Company Name and E-Mail Address To:

opeintheknow@yahoo.com

1) TORO ACQUIRES ASSETS OF TY-CROP MANUFACTURING LTD.

BLOOMINGTON, Minn.--(BUSINESS WIRE)--Oct. 14, 2009-- The Toro Company (NYSE: TTC) today announced it has acquired certain assets from TY-CROP Manufacturing Ltd., a leading manufacturer of topdressing and material handling equipment for golf course and sports field applications.

Through the acquisition, Toro has acquired several models of topdressing and material handling equipment that will enhance the company's position in the turf maintenance industry. TY-CROP products will be marketed under the Toro brand and sold through Toro's distribution channel in the United States and international markets.

"Comprehensive cultivation and topdressing programs are increasingly important for our customers around the world," said Michael Happe, vice president of Toro's commercial business. "Golf courses and sports fields rely on these machines to achieve improved agronomic conditions and to create healthy, consistent playing surfaces. TY-CROP's solid reputation in this important category complements our existing line of application and cultivation equipment. Equally, it provides our customers with a more comprehensive offering to meet their turf maintenance needs."

While primarily employed on golf course greens and fairways to improve turf health, control thatch and provide optimal playing conditions, topdressing and material handling equipment is gaining increased acceptance on sports fields. Sports turf managers will use these machines to evenly apply a variety of materials like topsoil, fertilizer, sand, lime, and even crumb rubber for artificial turf.

Based in Rosedale, British Columbia, TY-CROP is a privately held company. In business for more than 30 years, TY-CROP has built a solid reputation around a durable line of topdressers and material handlers. The company's other businesses, which include trailers and oil and gas products, were not associated with this acquisition and will continue normal operation.

BACK TO THE TOP

2) FINDING MINNESOTA: THE SNOW, LAWN CARE REVOLUTION

BLOOMINGTON, MN – October 18 -- The early snowfall last week may have had you heading to the garage to check on your winter tools: the shovels, the ice scrapers and the all-mighty snow blower.

Itmay surprise you to learn that a Minnesota company paved the way in snow removal technology, as well as lawn maintenance tools.

There's a good chance you've driven by the Toro Company building on Lyndale Avenue, just south of Interstate 494 in Bloomington.

It's the corporate headquarters of a company whose products you likely have in your garage. Your parents probably did too.

Toro shared some of its early commercials with WCCO-TV.

'Man's best friend is his dog, except in the winter, and then man's best friend is his pup. The Toro Snow Pup. The little pup that can clean a 50-foot drive in 10 minutes," said one ad.

The company got its start in 1914, making tractor engines for another business. Five years later, Toro started selling products under its own name. Their first was a huge piece of farming equipment called the Turo. Up until then, farmers used horses to pull their equipment.

Toro's next big milestone came on the golf course. The company revolutionized the way greens were maintained.

In 1921 the folks at Minikahda golf course in Minneapolis asked for help, and Toro answered. They mounted five lawn mowers onto a Toro tractor and started mowing the fairways.

"At that time, any sort of acreage was actually mowed by horse-drawn cutting units. Which, as you can imagine, it was very slow, it was labor-intensive. The club members didn't like it because there was a lot of time they couldn't play, but once they got back on the course, they didn't care too much for the hazards the horses left behind," said Bob Wolff, Toro Corporate Communications.

The next big thing for Toro came in the 1950s, thanks in part to our Minnesota blizzards. The company started making snow blowers.

"Snow bound? Get a Snow Hound. For the big jobs get a rugged 25-inch Toro Snow Hound, includes chains and cold weather starter for $299.95. Snow Bound? Get a Snow Hound!" said another ad.

At that time, cities needed a lot of manpower to clear the snow off sidewalks and parking lots.

"They'd push the snow to, say, the end of the street, but then to get rid of it they literally had to shovel it by hand into trucks to remove it. That's when we came out with the Snow Boy, which was this mammoth piece of equipment with a large, long sheath, and you could literally clear the street and fill the truck at one time. They said it took the place of 50 men," said Wolff.

From there, Toro started making snow blowers that homeowners could use for their driveways and sidewalks.

"You are looking at the final test of a remarkable new invention. It's the Toro Snow Pup. The first, honest-to-goodness snow thrower designed to sell for less than $100," said the ad.

Over the years, Toro customers have given the company lots of feedback. Some have even sent cards and letters, including photos of their snow blowers

Today, Toro has locations all over the world, but it's still holding down its Minnesota roots.

It operates a manufacturing plant in Windom that makes snow blowers, lawn mowers and tractors.

Toro also has a major presence in sports complexes old and new. You'll find their lawn maintenance equipment in the new Target Field in Minneapolis as well as places overseas, like the Coliseum in Rome.

BACK TO THE TOP

3) ARIENS CO. BUYS PARKER CO. INC. OF ARIZONA

www.postcrescent.com

BRILLION — October 20 -- Outdoor equipment maker Ariens Co. announced Monday evening it had acquired the assets of debris maintenance equipment manufacturer Parker Co. Inc. of Phoenix, Ariz.

Ariens will continue to sell Parker products through two-step distribution channels in the outdoor power equipment market, Ariens said in a statement. The products will also be made available as brands sold directly to independent dealers.

"Parker is an established name in the debris maintenance segment," Dan Ariens, president of Ariens said in a statement. The addition of the Parker lawn sweepers and debris handling equipment will help extend the lawn and garden season for our equipment dealers with fall clean-up products," says "It will also serve our growing sports turf maintenance segment."

Terms of the deal were not disclosed.

Ariens will produce the Parker products at its manufacturing facility in Auburn, Neb. The Parker line, which serves the consumer and commercial markets, includes Vac-35® Litter Vacuums, all purpose vacuums, ground pack blowers, turf sweepers and lawn sweepers, portable truck loaders, Hurricane Plus Blowers and Thatch-O-Matic Power Rakes.

The company expects to make parts available to distributors in 30 to 60 days. Whole goods availability is expected by December.

BACK TO THE TOP

4) TECUMSEH PRODUCTS OUSTS CHAIRMAN, CEO – HERRICK FAMILY BACK IN CONTROL

ANN ARBOR, MI – October 8 -- Tecumseh Products Co. on Wednesday named a new chairman and an interim president after ousting its prior leadership.

The company said Chairman, President and CEO Edwin L. Buker was terminated Friday, and also resigned from the board. Tecumseh did not say why Buker was released, and a company representative could not immediately be reached for comment.

James Wainwright, currently vice president of global operations, was named acting president and will serve in that capacity while the board conducts a search for a new president and CEO. Kent B. Herrick was elected chairman.

Tecumseh manufactures compressors for residential and commercial refrigerators, freezers, water coolers and other devices.

Herrick, a former executive with Tecumseh, and his father, former Tecumseh CEO Todd Herrick, were ousted from the company in the spring of 2007. Todd Herrick then launched a proxy battle to elect himself, Kent Herrick and another nominee to the company's board. Kent Herrick was elected as a director in April 2007.

Since then, the Herricks have sought additional board seats in order to explore a possible sale of the company and change certain aspects of its corporate structure.

Earlier this summer, Buker sent a letter to shareholders blasting the actions of the Herrick Foundation and requesting that shareholders not vote for the Herrick slate of four board nominees. Buker said then that his views were supported by three proxy advisory firms.

At the annual meeting in August, shareholders voted to elect the Herrick slate and did not approve a recapitalization proposal which would have consolidated the company's Class A and B shares and reduced the Herrick Foundation's voting power.

BACK TO THE TOP

5) GENERAC HOLDINGS FILES FOR IPO

October 20 -- Standby generator maker Generac Holdings Inc. (Generac Power Systems) has registered for an initial public offering of up to $300 million in shares, the second IPO filing by a company managed by private equity firm CCMP Capital LLC this month.

Exact details on price and number of shares to be offered are not yet available, but it appears that Generac itself will be selling all the shares. The company said it intends to use the proceeds to pay down a portion of its first- and second-lien term loans.

The company was founded in 1959 in a garage in Waukesha by entrepreneur Robert Kern, who sold a controlling stake in 2006 to CCMP Capital Advisors LLC, a Manhattan-based private equity firm. Kern used much of his share of the buyout to create the Kern Family Foundation, which supports science programs and educational reform meant to make the nation more competitive.

The company's headquarters and flagship production site is in the Town of Genesee near Waukesha. It also has two other Wisconsin production facilities in Whitewater, where it makes engines and generators, and Eagle, where it does metal fabrication.

The Wisconsin company makes generators with an output of 800 Watts to 9 megawatts of power and fueled by natural gas, liquid propane, gasoline, and diesel.

Generac is a boom-era deal for CCMP, which together with Unitas Capital Pte Ltd. and management bought the company in November 2006 for roughly $2 billion. According to the IPO filing, that included the purchase of $689 million of its equity and the borrowing of an aggregate of $1.4 billion.

Since the transaction, CCMP has been delevering the company by buying back its debt. According to the filing, CCMP bought up $259.1 million of the company's debt between September 2007 and July 2009, which Generac exchanged for common and preferred stock. Nonetheless, Generac failed to satisfy a leverage ratio in its senior secured credit facilities at Sept. 30, 2008, a default that CCMP cured with an equity contribution of $15.5 million.

As of Sept. 30, CCMP owned 76.5% of the company's Class B common stock and 99.4% of its Series A preferred stock.

The company, which plans to list on the New York Stock Exchange under the symbol GNRC, saw sales rise to $290 million from $236.6 million for the six months ended June 30 from a year earlier. Net income was $11.8 million, a reversal from a loss of $27 million a year earlier.

J.P. Morgan Securities Inc. and Goldman Sachs & Co. are acting as joint book-running managers.

BACK TO THE TOP

6) THOUGHTS FOR THE DAY

LIFE

To be able to look back
upon one’s life in satisfaction,
is to live twice.

- Kahlil Gibran

EQUALITY

After the game,
the king and the pawn
go into the same box.

- Italian Proverb

IMAGINATION

Imagination gives you the picture.
Vision gives you the impulse
to make the picture your own.

- Robert Collier

LIFE

The greatest use of life
is to spend it for something
that will outlast it.

- William James

KNOWLEDGE

It's what you learn
after you know it all
that counts.

- John Wooden

ABILITY

Few things can help an individual more
than to place responsibility on him,
and to let him know that you trust him.

- Booker T. Washington

GIFTS

You give but little when you give
of your possessions.
It is when you give of yourself
that you truly give.

- Kahlil Gibran

LIFE

Smooth seas do not make skillful sailors.

- African Proverb

BACK TO THE TOP

7) AUBURN NEBRASKA ARIENS PLANT WILL MAKE PRODUCTS FROM RECENT ACQUISITION

Matt Olberding www.journalstar.com

LINCOLN -- October 20 -- Ariens Company said Tuesday it has acquired an Arizona company and will move production from there to its plant in Auburn.

Ariens said it bought the assets of Parker Inc. of Phoenix, which makes debris maintenance equipment, including blowers, power rakes, lawn sweepers, litter vacuums and portable truck loaders. The purchase price was not disclosed.

Ann Stilp, an Ariens spokeswoman, said the company hasn't determined whether it will continue to produce all of Parker's product line, but whatever it makes will be made in Auburn.

Stilp said the Auburn plant has excess capacity, and the Parker expansion will not require any additional employees.

She said employment at the Auburn plant has steadily grown and is now up to about 100 employees, about 25 fewer than Auburn Consolidated Industries had when it closed its doors two years ago this month.

Ariens bought the ACI plant within weeks and resurrected the Great Dane and EverRide commercial mower brands.

In addition to the Parker acquisition, Ariens earlier this year bought the Treker line of utility vehicles from Great Plains Mfg. and moved production of the product to Auburn.

As part of that move Ariens added a few engineering employees at the Auburn plant, she said.

BACK TO THE TOP

8) BRIGGS & STRATTON ANNOUNCES RESULTS OF ANNUAL MEETING

MILWAUKEE, Oct. 21 -- Briggs & Stratton Corporation announced the following results of its Annual Meeting held today:

Shareholders reelected Robert J. O'Toole, John S. Shiely and Charles I. Story as directors to terms expiring in 2012.

Shareholders ratified the selection of PricewaterhouseCoopers LLP as the company's independent auditors and the Rights Agreement as amended by the company on October 13, 2009.

A proposal to amend and restate the Briggs & Stratton Corporation Incentive Compensation Plan was also approved by shareholders.

BACK TO THE TOP

9) BRIGGS REPORTS RESULTS FOR THE 1ST QUARTER OF FISCAL 2010

MILWAUKEE – October 22 -- Briggs & Stratton Corporation today announced fiscal 2010 first quarter consolidated net sales of $324.6 million and a net loss of $8.7 million or $0.18 per diluted share. Consolidated net sales decreased $133.5 million or 29% from the prior year while the net loss was $6.7 million greater than the same period a year ago.

The $133.5 million consolidated net sales decrease was primarily the result of weaker shipments of both portable generators and engines. The increase in the net loss of $6.7 million was primarily the result of lower sales volumes in both reportable segments and a less favorable effective tax rate, partially offset by lower production costs and operating expenses.

Engines:

Fiscal 2010 first quarter net sales were $210.4 million, $48.2 million or 19% less than the prior year. This decrease reflects a 22% decrease in engine unit shipments compared to the same period a year ago.

The reduction in engine unit volume was attributable to consumer demand for lawn and garden equipment that was softer than that experienced in the same period a year ago and the decrease in demand for engines for portable generators due to the lack of landed hurricanes this year versus the activity experienced in the first quarter last year.

The fiscal 2010 first quarter loss from operations was $5.9 million, which is $0.4 million more than the $5.5 million loss from operations experienced in the first quarter of fiscal 2009. This increase in the loss from operations over the prior year was the result of a decrease in engine unit shipments and an increased provision for potential uncollectible receivables, offset by lower production costs and operating expenses.

The lower production costs are primarily the result of lower costs for purchased materials and components, lower transportation costs and lower warranty expenses. Operating expenses were lower in the fiscal 2010 first quarter compared to the prior year period, due primarily to planned reductions in selling and engineering expenses.

Power Products:

Fiscal 2010 first quarter net sales were $163.6 million, $91.9 million or 36% less than the prior year. The decrease in sales primarily resulted from decreased sales of portable generators due to the lack of hurricanes making landfall in the United States in this year's first quarter. In addition, unit shipments of all lawn and garden products were soft, especially the premium equipment that we sell through the dealer channel.

The fiscal 2010 first quarter income from operations was $3.6 million, an improvement of $1.0 million from the income from operations of $2.6 million reported in the first quarter of fiscal 2009. This improvement in income from operations between years resulted from lower production costs for materials and components and improved absorption related to the mix of product manufactured, partially offset by lower sales.

General:

Interest expense was lower between years because of lower outstanding borrowings. The effective tax rate was 36% versus the 71% used in the first quarter last year. The effective tax rate for the first quarter of fiscal 2009 was significantly higher than the 2010 period because 2009 included the favorable tax impact of foreign dividends.

Outlook:

The company continues to project that fiscal 2010 net income will be in the range of $40 to $50 million or $0.80 to $1.01 per diluted share. Consolidated net sales are projected to be lower between years primarily due to the absence of hurricane related sales of portable generators and selected price reductions to reflect projected lower commodity costs. Production levels for substantially all products are planned to be lower in fiscal 2010 to decrease our investment in working capital. Operating income margins are projected to be in the range of 4.0% to 5.0%, and interest expense and other income are forecasted at $27 million and $5 million, respectively. The effective tax rate for the full year is projected to be in a range of 31% to 34%.

BACK TO THE TOP

10) SAGGING SALES PUSH BRIGGS TO A WIDER LOSS

Thomas Content www.jsonline.com

Milwaukee -- October 22 -- Sagging sales of lawn mower engines and portable generators led Briggs & Stratton Corp. of Wauwatosa to report a fiscal first quarter loss of $8.7 million - more than four times bigger than a year ago.

The company's loss was $8.69 million, or 18 cents a share, compared with a loss of $1.96 million, or 4 cents, a year ago.

Sales for the three months ended Sept. 30 were down 29%, to $324.6 million from $458.2 million.

Sales are expected to fall for the full fiscal year for Briggs, which responded to the slowdown by cutting jobs and consolidating operations.

But the company continues to forecast that net income will grow in 2010 to a range of $40 million to $50 million, from $32 million in 2009. Earnings per share are forecast at 80 cents to $1.01.

The company said it's seeing higher commodity prices, as the cost of aluminum and steel have jumped in recent months, said Jim Brenn, chief financial officer.

Briggs said sales of engines for lawn mowers fell 19% in the quarter, and sales of power products - primarily portable generators - fell 36%.

"Retail sales of lawn and garden equipment during the summer months were not as robust as they were during last year's first quarter," said Todd Teske, president and chief operating officer, during a conference call with investment analysts. That led retailers to reduce inventories, with dealers of premium lawn and garden equipment slashing inventories "to levels that we have not seen for several years," he said.

Helping offset the decline in sales were cost-cutting moves the company has made, including the shutdown of its Port Washington factory, Teske said.

The company recorded $1.4 million in costs linked to the shutdown of its generator and pressure washer factory in Jefferson, announced in July.

BACK TO THE TOP

11) HUSQVARNA RESTRUCTURING FOR IMPROVED COMPETITIVENESS

October 23 -- Husqvarna intends to implement a number of structural changes in order to reduce costs and improve the Group's competitiveness. The measures are aimed at eliminating overlap and duplication within production and administration, and involve consolidation of production in Sweden and the US, and of the sales organization in Europe and Asia/Pacific.

The changes are scheduled to be implemented in 2009-2010 and will affect approximately 1,200 employees. As a result of an increase in the number of employees in other production facilities in Poland and China, the net reduction in the number of employees is estimated at 400.

The total cost for the restructuring measures is estimated at approximately SEK 400m, of which SEK 59m was charged against operating income in the third quarter of 2009. The charge in the third quarter refers to relocation of production of chainsaws and other handheld products from the plant in Valmadrera, Italy to the plant in Shanghai, China. Approximately SEK 10m of this amount refers to non-cash items.

The remaining part of the restructuring cost, i.e. approximately SEK 340m, is expected to be charged against operating income in the fourth quarter of 2009. Approximately SEK 170m of this amount refers to non-cash items.

Capital expenditure related to the restructuring is expected to amount to approximately SEK 400m, of which a new plant in Poland will account for approximately SEK 250m.

Annual savings from all the above mentioned activities are expected to amount to approximately SEK 400m, and will be generated gradually from the second half of 2010 with full effect as of the start of 2012.

The planned restructuring activities mainly include:

· Relocation of production of riders to a new plant in Poland, and closure of the Rider plant in Huskvarna, Sweden.

· Relocation of production in Tandsbyn, Sweden to Huskvarna, and closure of the plant in Tandsbyn.

· Relocation of lawn-mower production in Höör, Sweden, to the new plant in Poland and intention to divest the remaining operation in Höör.

· Relocation of Construction's operation in Jönköping, Sweden to Huskvarna, and personnel cutbacks within Construction in Spain.

· Intention to divest the plant in Ödeshög, Sweden which produces components for chainsaws, riders and other products.

· Relocation of production of chainsaws and other handheld products in USA from DeQueen, AR to the plant in Nashville, AR and intention to use the facility as a warehouse.

· Closure of the office in Augusta, GA, USA and transfer to Charlotte, NC, USA, which will be the regional head office.

· Consolidation of sales organization in Europe and Asia/Pacific, including establishment of a single sales office for the Nordic region in Huskvarna, Sweden.

"I regret that we have to implement measures which will affect so many employees. Husqvarna's production is too fragmented with a number of small plants, which means inefficient utilization of capital and resources. We also need to finalize the integration of acquired units and realize anticipated synergies. These changes are necessary in order to secure the Group's long-term competitiveness", says Magnus Yngen, CEO and President.

The above changes are subject to requisite approval or negotiations with respective unions.

BACK TO THE TOP

12) TORO (CPSC) RECALLS ZERO TURN MOWERS DUE TO BURN HAZARD

October 22 -- The following product safety recall was voluntarily conducted by the firm in cooperation with the CPSC. Consumers should stop using the product immediately unless otherwise instructed.

Name of Product: Toro Z Master ZRT Mowers (liquid-cooled models only)

Units: About 4,100

Manufacturer: The Toro Co., of Bloomington, Minn.

Hazard: The coolant overflow container on the recalled mowers can become over-pressurized and cause hot coolant to spray on the operator. This poses a burn hazard to consumers.

Incidents/Injuries: The firm has received six reports of burns to operators from the hot coolant.

Description: The recall involves liquid-cooled Toro Z Master Z580, Z580-D, Z593-D and Z595-D zero-turn mowers. These units are equipped with fuel-injected, liquid-cooled Kawasaki gasoline or liquid-cooled Kubota diesel engines. The following model numbers and serial numbers are included in the recall:

Model Numbers	Serial Numbers
74264	260000001-260999999
74265	260000001-260999999
74266	270000001-290999999
74267	270000001-290999999
74274	270000001-290999999
74253	270000001-290999999
74254	270000001-290999999

The model and serial number can be located on a decal on a metal plate on the right hand side of the mower.

Sold at: Toro dealers nationwide from October 2005 through August 2009 for between $13,000 and $17,000.

Manufactured in: United States

Remedy: Operators should immediately stop using the recalled mowers and contact Toro to receive a free repair kit. Toro has directly notified registered owners of this recall.

Consumer Contact: For additional information, contact Toro toll-free at (866) 946-3109 from 8 a.m. to 5 p.m. ET Monday through Friday or visit the company’s Web site at www.toro.com

BACK TO THE TOP

13) 2010 – 2011 INDUSTRY EVENTS AND MEETING CALENDAR

2010 - 2011 OPE INDUSTRY MEETING AND EVENTS CALENDAR	
January 19-21, 2010	***BTME-BIGGA***, British Turf Management and the British International Golf & Greenkeepers Association Show, Harrogate International Center, England
February 2-5, 2010	***World of Concrete***, Las Vegas Convention Center, Las Vegas, NV
February 8-11, 2010	***The Rental Show,*** American Rental Association Conference and Trade Show, Georgia World Congress Center, Atlanta, Georgia
February 10-11, 2010	***GIS***, Golf Industry Show, San Diego Convention Center, San Diego, CA
February 13-16, 2010	***OPEAA***, Outdoor Power Equipment Aftermarket Association Annual Meeting, Fairmont Southampton Hotel, Bermuda
February 28 - March 3, 2010	***OPEESA***, Outdoor Power Equipment and Engine Service Association, Arizona Biltmore Spa & Resort, Phoenix, AZ
March 14, 2010	***Daylight Savings Time Begins***
April 7-11, 2010	***EETC***, Equipment and Engine Training Council 14th Annual Conference, Sponsored by Dixie Sales Company, Greensboro, NC
May 4-6, 2010	***National Hardware Show***, Las Vegas Convention Center and Sands Convention Center
June 20-25, 2010	***Skills USA***, National Leadership and Skills Conference, Kansas City, Missouri
TBD	***OPEI***, Outdoor Power Equipment Institute Annual Meeting,
August 29-31, 2010	***GAFA (with SPOGA),*** International Garden Trade Fair with the International Trade Fair for Sport, Camping and Garden Lifestyle, Cologne, Germany
	IOG SALTEX, Grounds Care, Sports Facilities, Amenities, Landscaping And Estate Management Outdoor Trade Show, Windsor Race Track, Windsor, Berkshire, England
	.
	GLEE, International Garden and Leisure Show, NEC Birmingham, England
October 20-23, 2010	***FFA***, Future Farmers of America Annual Convention, Indianapolis, IN
October 28-30, 2010	***GIE+EXPO***, Green Industry and Equipment Expo, Louisville, KY **(combining EXPO and the GIE Show)**
November 7, 2010	***Daylight Savings Time Ends***

BACK TO THE TOP

14) HOFFCO-COMET CLOSES - SHUTTERS PLANT IN RICHMOND, INDIANA

www.insideindianabusiness.com

October 20 -- A Richmond manufacturer has closed, leaving 15 people out of work.

Hoffco-Comet has filed for Chapter 11 bankruptcy protection.

Our partners at Kicks 96 in Richmond report the company lost its biggest client, John Deere, less than two months ago.

Approximately a decade ago, Hoffco was servicing big name clients including Whirlpool and Amana and employed more than 300.

The company most recently manufactured lawn and garden equipment.

The John Deere contract represented about 50 percent of its business.

Kicks 96 reports the company has been borrowing money on a weekly basis to stay afloat.

Once it was no longer able to obtain financing, the company was forced into bankruptcy.

BACK TO THE TOP

15) HUSQVARNA INTERIM REPORT – JAN TO SEPT 2009 Excerpts

October 23 -- Magnus Yngen, President and CEO: “Market demand in the quarter was substantially weaker than in the previous year in all product areas. Adjusted for changes in exchange rates and acquisitions, Group sales declined by 11% and operating income by 11% exclusive of the restructuring charge. The decline in income resulted mainly from lower volumes and a less favorable product and country mix.

Lower material costs had a positive effect, as did savings from previously implemented cost cutting measures. Despite a difficult market environment, income for Professional Products remained at a high level. Forestry reported largely unchanged income with a higher margin, while Construction showed a decline.

Cash flow for the nine month period was strong as our efforts to reduce working capital have paid off.
In line with our strategic plan, we intend to implement a number of structural changes to improve internal efficiency. The total cost for these measures is estimated at approx. SEK 400m, of which SEK 59m was charged against operating income in the third quarter.

The remaining part, i.e. approx. SEK 340m, is expected to be charged against operating income in the fourth quarter of 2009. The restructuring refers mainly to consolidation of production in Sweden and the US, and to changes within the sales organization.

Annual savings from all these activities are expected to amount to approximately SEK 400m, and will be generated gradually from the second half of 2010 with full effect as of the start of 2012."

NET SALES AND INCOME
THIRD QUARTER

Net sales

Net sales for the third quarter amounted to SEK 6,709m (6,830), a decline of 2%.

Adjusted for acquisitions and changes in exchange rates, net sales declined by 11%. Sales for Consumer Products were lower than in the previous year both in North America and outside North America. Sales for Professional Products declined in all product areas with the largest downturns for Construction and Forestry.

Operating income

Operating income, including a restructuring charge of SEK 59m, amounted to SEK 173 (310).

Excluding the restructuring charge, operating income declined by 29% to SEK 232m (325), corresponding to a margin of 3.5% (4.8). The decline resulted mainly from generally lower volumes and a less favorable product and country mix. Lower material costs and savings from previously implemented cost reductions had a positive effect. In terms of business areas, the decline in operating income refers mainly to Consumer Products outside North America. Professional Products also reported a decline, referring mainly to Construction, while income for Forestry was largely unchanged and margin improved.

Changes in exchange rates, including both translation and transaction effects net of hedging, had a total negative effect on operating income of approximately SEK -74m (64). Hedging contracts had a negative effect of SEK -30m (-12).

Costs for restructuring

The Group intends to implement a number of structural changes during 2009-2010. The total cost for these restructuring measures is estimated at approximately SEK 400m, of which SEK 59m was charged against operating income in the third quarter of 2009. The charge in the third quarter refers to relocation of production of chainsaws and other handheld products from the plant in Valmadrera, Italy to the plant in Shanghai, China. Approximately SEK 10m of this amount refers to non-cash items.
The remaining part of the restructuring cost, i.e. approximately SEK 340m, is expected to be charged against operating income in the fourth quarter of 2009. Approximately SEK 170m of this amount refers to non-cash items. Capital expenditure related to the restructuring is expected to amount to approximately SEK 400m, of which a new plant in Poland will account for approximately SEK 250m.

Annual savings from all the above mentioned activities are expected to amount to approximately SEK 400m, and will be generated gradually from the second half of 2010 with full effect as of the start of 2012. For further details

Financial net

Net financial items amounted to SEK -65 (-132). Net financial items were positively affected by the SEK 3 billion rights issue earlier in the year and by lower interest rates.

The average interest rate on borrowings at the end of the quarter was 3.16% (4.80). The average fixed interest-term of the loans was extended during the third quarter from 3.3 months to 18.1 months.

Income after financial items

Income after financial items amounted to SEK 108m (178) corresponding to a margin of 1.6% (2.6).

Taxes
Tax was positive in the amount of SEK 22m (-35), as a result of utilization of tax-loss carry forwards and the previously announced changes in Group structure.

Earnings per share
Income for the period was SEK 130m (143), corresponding to SEK 0.23 (0.32) per share after dilution.

NET SALES AND INCOME JANUARY - SEPTEMBER

Net sales
Net sales amounted to SEK 29,342m (27,216), corresponding to an increase of 8%.

Adjusted for changes in exchange rates and acquisitions, net sales declined by 9%. Sales for Consumer Products in North America rose somewhat from the previous year, while sales for Consumer Products outside North America declined. Sales for Professional Products were lower than in 2008 in all product areas with the largest downturn for Construction.

Operating income
Operating income including restructuring charges of SEK 112m, amounted to SEK 2,075m (2,833), corresponding to a margin of 7.1% (10.4).

Excluding the restructuring charge, operating income declined by 23% to SEK 2,187m (2,848), corresponding to a margin of 7.5% (10.5).

The decline in operating income resulted mainly from a higher share of sales of consumer products with lower margins than professional products, as well as a less favorable mix in terms of products and geographical markets.

Operating income declined for both business areas, with the largest downturn for Professional Products. Income for Consumer Products in North America rose from the previous year and margin improved. All areas within Professional Products reported declines with the largest downturn for Construction. Margin for Forestry was higher than in 2008.

Changes in exchange rates, including both translation and transaction effects net of hedging, had a total negative effect on operating income of SEK -16m (93). Hedging contracts had a negative effect of SEK -48m (-126).

Financial net
Net financial items amounted to SEK -433m (-454). Lower interest rates and lower net debt were partly offset by the negative effect of the weaker SEK, as the greater part of funding is denominated in foreign currencies.

Income after financial items
Income after financial items amounted to SEK 1,642m (2,379), corresponding to a margin of 5.6% (8.7).

Taxes
Total taxes amounted to SEK -287m (-673). The lower tax rate is an effect of previously announced changes in Group structure, a one-time tax repayment in the amount of SEK 40m in the second quarter and utilization of tax-loss carry forwards.

Earnings per share
Income for the period was SEK 1,355m (1,706), corresponding to SEK 2.50 (3.74) per share after dilution.

OUTLOOK FOR FOURTH QUARTER 2009

The gardening season ends during the third quarter, and production for next year's season normally starts late in the fourth quarter. The major share of Group sales during the fourth quarter normally comprises chainsaws and other forestry equipment as well as products for the construction industry.

Retail inventories of the Group's garden products at the end of the third quarter are estimated to have been lower than in the previous year. Uncertainty remains regarding shipments in light of the recession, and retailers are expected to continue maintaining inventories at low levels .The Group expects shipments in the fourth quarter to be slightly lower than in the fourth quarter of 2008.

OPERATING CASH FLOW

Operating cash flow for the third quarter declined to SEK 1,411m (2,216). Cash flow in the third quarter was negatively affected by the sale of trade receivables in the second quarter in the amount of SEK 400m.
Operating cash flow for the first nine months improved to SEK 2,936m (1,897), mainly as a result of efforts to reduce working capital, which resulted in lower levels of inventory and trade receivables.

PERFORMANCE BY BUSINESS AREA
THIRD QUARTER

Sales for the Consumer Products business area rose in SEK, but declined after adjustment for changes in exchange rates. Sales in North America in the quarter were lower than in 2008, particularly for handheld equipment as a result of lower demand and in comparison with the previous year when sales were positively impacted by storms.

The Group's shipments in North America, in both the third quarter and for the nine-month period, outperformed overall industry shipments which are estimated to have declined in most product categories.
Sales outside North America rose slightly in the mass-market channels. Gardena-branded electrical products showed a positive sales trend on the basis of several new products for this season, such as chainsaws and lawnmowers.

Sales of Husqvarna-branded products in the dealer channel declined, particularly within handheld products and in Eastern Europe and Russia.

Operating income for this business area was lower than in the previous year, and margin declined. Income for the North American operation improved somewhat in local currency. Income for the operation outside North America showed a slight improvement in the mass-market channel.

Professional Products

Sales for the Professional Products business area were substantially lower than in the previous year, as a result of weaker demand in most product areas and markets. All product areas reported declines, the largest being for Construction and Forestry.

Operating income for this business area declined, but margin was unchanged. The decline in income was due mainly to lower sales volumes. Income for Forestry declined slightly but margin improved mainly as a result of rationalization of production, and despite substantially lower volumes in markets such as Eastern Europe and Russia. Lawn and Garden reported largely unchanged income and margin. Operating income for Construction decreased from a low level.

CHANGES IN GROUP MANAGEMENT

As of 1 October 2009, Michael Jones was appointed head of Sales in North and Latin America and a member of Group Management. Michael Jones has held various leading positions in General Electric in the US since 1994, most recently as General Manager, Cooking Products within the Appliances Division.

Roger Leon, who was acting head of Sales in North and Latin America, was appointed head of Global purchasing.

BACK TO THE TOP

16) CLOSURES STING, BUT THE VIRGINIA BEACH REGION HASN'T LOST MANUFACTURING BASE

Philip Walzer, The Virginian-Pilot, www.hamptonroads.com

The International Paper mill outside Franklin - gone by next spring, shredding 1,100 jobs.

Also closing next year: the Smithfield Foods Packing Co. South Plant in Smithfield and the CooperVision contact-lens plant in Norfolk.

Combined, the three shutdowns will cost the region at least 2,300 jobs.

Two years ago, Ford Motor Co. closed its Norfolk Assembly Plant, which at its peak employed 2,500 people to produce F-150 trucks.

Will anything be made anymore in Hampton Roads?

Definitely - from power tools to auto parts to Navy warships.

Reports of the death of American manufacturing are greatly exaggerated, say economists and companies.

Yes, manufacturing has taken a huge hit from the recession, compounding decades of employment losses triggered by automation and global competition.

Last month, the federal government reported that employment in manufacturing had fallen by 2.1 million since the recession began. That's about 30 percent of all U.S. jobs lost, said Dave Huether, chief economist for the National Association of Manufacturers.

Yet manufacturing's share of the U.S. gross domestic product, Huether said, has held between 13 and 14 percent for most of the past two decades. That amounts to $1.6 trillion a year.

In September, U.S. industrial production rose 0.7 percent, leading analysts to put manufacturing at the forefront of the recovery.

"It's not the death of manufacturing; it's the restructuring," said Peter Shaw, a professor of business and economics at Tidewater Community College.

Huether called it "a change in composition of manufacturing."

Consumers can't help but notice the declines - in areas such as apparel and cars. Less obvious, he said, are the areas where U.S. manufacturing has grown, including chemical products, pharmaceuticals and computer chips.

Hampton Roads, with its substantial military influence, doesn't rely heavily on manufacturing. Yet as a percentage of "non-farm employment," the region's 7 percent rate for manufacturing exceeds the state's 6.5 percent, said Bill Mezger, an economist with the Virginia Employment Commission.

Despite the future closings, the region shows healthy manufacturing signs.

In contrast with the nation, which lost 51,000 manufacturing jobs from August to September, Hampton Roads gained 700, growing from 53,700 to 54,400, the state announced last week.

Mezger said the growth probably occurred in the auto parts sector, driven in part by the Cash for Clunkers program.

Also promising: More than 40 percent of the local manufacturing jobs - about 23,000 - are in shipbuilding.

"Shipbuilding largely operates by government contracts," Mezger said. "That industry in Hampton Roads seems to be very healthy."
Northrop Grumman Newport News accounts for the lion's share of that number, with a work force of about 19,000, spokeswoman Lauren Green said in an e-mail.

"Our employment has been stable," said Green, who noted that the shipyard has openings for welders, pipefitters and sheet-metal workers. "We are not significantly impacted by the economic downturn, as our contracts span many years."

Last year, the shipyard was awarded federal contracts totaling $11.5 billion, Green said. It is the nation's only builder of aircraft carriers and one of two submarine makers.

Stihl Inc., which makes power tools, is one of the largest manufacturers in South Hampton Roads, with 2,150 employees at its Virginia Beach site and branches, said its president, Fred Whyte. Although it furloughed some workers this year, he said, it didn't lay anyone off and it plans holiday bonuses.

Last week, Stihl announced a new line of 36 lithium-ion-battery-powered products, including hedge trimmers and blowers, to be introduced in the second quarter of 2010. The company has enjoyed 17 straight years of U.S. sales increases. This won't be the 18th, Whyte said, though the company did not experience significant U.S. losses. "Domestic sales are basically on a par with last year," he said.

The German-owned company has invested more than $200 million over the past five years, including the opening of a $25 million guide-bar plant in 2007.

"We are there for the long term," Whyte said, "and the testimony is in bricks and mortar."

BACK TO THE TOP

17) ARI REPORTS INCREASED REVENUES FOR FISCAL 2009

MILWAUKEE—October 29 -- ARI, a leading provider of technology solutions that help dealers, distributors and manufacturers in selected vertical markets sell and service their products, today reported results for the fourth fiscal quarter and fiscal year ended July 31, 2009.

Full Year Fiscal 2009 Highlights

* Revenues increased to $17.6 million for fiscal 2009, from revenues of $16.9 million in fiscal 2008.
* Operating income was $767,000 for fiscal 2009, compared to operating income of $821,000 for the prior fiscal year.

* Net income was $424,000 or $0.06 per diluted share for fiscal 2009, compared to net income of $1.4 million or $0.20 per diluted share for fiscal 2008.

Fourth Quarter Fiscal 2009 Highlights

* Revenues increased 24% to $5.3 million for the fourth quarter of fiscal 2009, from revenues of $4.3 million for the fourth quarter of fiscal 2008.
* Operating loss was $105,000 for the fourth quarter of fiscal 2009, compared to an operating loss of $237,000 for the fourth quarter of the prior year.
* The company recorded a net loss of $114,000 or $0.02 per diluted share for the fourth quarter of fiscal 2009, compared to net income of $378,000 or $0.05 per diluted share for the fourth quarter of fiscal 2008.

Operations Review

"Fiscal 2009 was a good year for ARI. We increased revenues, remained profitable and successfully completed two acquisitions, all within a challenging economic environment," said Roy W. Olivier, President and Chief Executive Officer of ARI. "We generated $2.7 million in cash from operations for the year, which we used for the two acquisitions, investments in equipment and software development and for the repayment of debt and capital lease obligations."

Olivier said the increased revenues reflected the continued growth of the company`s marketing services business and increased revenues from catalog subscriptions, partially offset by a decline in professional services fees as companies delayed projects in response to the economic downturn. The two businesses acquired during the year, Channel Blade Technologies Corp. and the finance and insurance assets of Powersports Outsourcing Group, LLC, also contributed to the higher fiscal 2009 revenues. Catalog revenues benefited from the July, 2008 acquisition of InfoAccess, an electronic parts catalog business. "Recurring revenues remained consistent at over 90% renewals for our two core product lines, WebsiteSmartPro and PartSmart®," said Olivier.

"The small decrease in operating income for the year was primarily due to expenses related to the two acquisitions and their integration into ARI," added Brian E. Dearing, Chairman and Interim Chief Financial Officer of ARI. "Factors contributing to the decrease in net income included non-cash charges related to increased valuation reserves for deferred tax assets and amortization expense related to acquired intangible assets. There is also a cash charge related to higher interest payments for debt associated with the Channel Blade acquisition. In addition, shareholders` equity, an indicator of our financial stability, continued to increase in fiscal 2009."

"We made excellent progress on growing our marketing services business over the past year," Oliver added. "We expanded into the marine and recreation vehicle markets through the acquisition of Channel Blade Technologies, the leading provider of websites, lead management and marketing automation solutions for these markets. The synergies with Channel Blade include opportunities to expand its lead generation platform, Footsteps, to our existing customer base, further enhancing the value ARI brings to manufacturers, dealers and distributors in key markets."

"Our recurring revenue model provided stability for ARI during a challenging year for the economy. Because our products support the service and accessorizing side of our customers` businesses, we benefited as many people repaired or enhanced their existing outdoor power equipment, power sports vehicles, motorcycles and other equipment rather than making new purchases. In fact, we saw an 18% increase in parts and accessory sales processed on our e-commerce customer platform during the year," said Olivier.

"We enter fiscal 2010 in a good position. The two acquisitions will contribute to revenues for the full year, as will our key new products SearchEngineSmart and PartStream, each of which we developed and launched during fiscal year 2009.

We also expect to generate cash and remain profitable as we continue to benefit from our significantly reduced cost structure. Our priorities for the year include expanding sales to new customers, retaining current customers and providing additional products to this established customer base, further integrating the two acquisitions and continuing to invest in new product development," added Olivier.

BACK TO THE TOP

18) BLOUNT ANNOUNCES 2009 THIRD QUARTER RESULTS

- THIRD QUARTER SALES INCREASED BY 14% TO $130.4 MILLION FROM THE SECOND QUARTER OF 2009

- OUTDOOR PRODUCTS SEGMENT OPERATING INCOME CONTRIBUTION MARGIN IMPROVED TO 20.1% IN THE THIRD QUARTER COMPARED TO 13.8% IN THE FIRST HALF OF 2009

- DILUTED EPS OF $0.23 PER SHARE IN THE THIRD QUARTER

- QUARTER-END SALES ORDER BACKLOG STABLE AT $81.7 MILLION

PORTLAND, Ore., Nov. 3 -- Blount International, Inc. today announced third quarter net income of $11.3 million, or $0.23 per diluted share, on sales of $130.4 million.

The Company's third quarter sales represent an improvement from the levels experienced in the first half of this year. Although third quarter sales were 25.5% less than one year ago, the third quarter of 2008 was a record period, and 2009 has been subject to the global recession.

Operating income in this year's third quarter was $20.8 million, a significant improvement from the $19.5 million recorded over the first six months of this year. Compared to last year's third quarter, operating income declined by 31%, which was primarily the result of lower sales volumes. Despite the lower sales volume, the Company achieved an improved gross profit margin of 34.4% compared to 32.3% in last year's third quarter.

Third quarter net income was $11.3 million ($0.23 per diluted share) compared to $14.8 million ($0.31 per diluted share) in last year's third quarter. The lower net income reflects the impact of lower operating income, partially offset by lower net interest expense and lower income tax expense. As of September 30, 2009, debt outstanding was $310.2 million, compared to $332.1 million at the end of last year's third quarter. The Company had $58.1 million in cash on hand at the end of the third quarter, up from $53.6 million in the same period last year.

Commenting on the third quarter results, James S. Osterman, Chairman and Chief Executive Officer, stated: "I am encouraged by the improvement in customer demand that we saw in the third quarter. After last year's record third quarter, customer inventory levels were excessive.

We believe that the recent sales uptick compared to this year's first and second quarters reflects the correction of much of the field inventory overhang and some improvement in end-user demand. Equally encouraging is the improvement we achieved in operating margins this quarter, reflective of the decisive actions we took earlier this year to control costs during the economic downturn. We believe we are well positioned to meet improving customer demand going forward and to leverage our improved cost structure."

Outdoor Products Segment

The Outdoor Products Segment, which represents over 96% of the Company's revenue to date in 2009, reported third quarter sales of $126.9 million. This year's third quarter sales were down 23.6% compared to last year's all-time record third quarter, but represent the best performance in any quarter since. Lower year-over-year sales volumes continue to be the biggest driver of the decline, with changes in foreign exchange rates having a moderately unfavorable impact on reported sales. Higher selling prices and improved product mix partially offset the lower volume and foreign exchange factors.

In geographic terms, third quarter sales declined by 21.1% internationally and 29.4% domestically compared to last year's third quarter. Domestic sales in the third quarter of last year were lifted by storm-driven demand in the United States that has not recurred this year. The trend in international sales is consistent with the experience recorded in the first six months of 2009.

By channel, third quarter sales to original equipment manufacturers were down 35.5% and replacement sales were down 19.6% compared to the prior year, consistent with first half trends. Through the first nine months of

2009, approximately 77% of the segment's sales have been through the replacement channel, which reflects the weaker demand from original equipment manufacturers as a result of the economic downturn.

The table below reconciles the change in Outdoor Products sales from the third quarter of last year to this year's third quarter:

% Change in Sales from Prior Year:	
Unit Volume	(25.0)%
Selling Price/Mix	+2.9 %
Foreign Exchange	(1.5)%
Total	(23.6)%

Sales order backlog for the segment was $80.3 million at the end of this year's third quarter, up 2.3% compared to the $78.6 million as of June 30, 2009 and $97.7 million as of September 30, 2008.

Segment contribution to operating income for the third quarter declined by $9.0 million to $25.5 million compared to last year's third quarter. The contribution margin of 20.1% of sales in this year's third quarter was significantly better than the contribution margin of 13.8% recorded in the first six months of 2009. Last year's third quarter segment contribution was 20.8%.

The year-over-year decline in segment contribution margin reflects lower unit sales volumes and the associated manufacturing inefficiencies, partially offset by the impact of higher selling prices, improved product mix and favorable foreign exchange rates. The key drivers of the contribution margin decline for the quarter are illustrated below:

Change in Segment Contribution Margin from Last Year:	
2008 Contribution Margin	20.8 %
Increase/ (Decrease)	
Unit Volume	(2.8)%
Selling Price/Mix	+2.2 %
Cost/Mix	(2.3)%
Foreign Exchange	+2.2 %
Total Change	(0.7)%
2009 Contribution Margin	20.1 %

Corporate and Other

In the third quarter, corporate and other incurred net expenses of $4.7 million compared to net expenses of $4.5 million last year. Reduced corporate overhead spending was more than offset by smaller operating profit from the sale of gear components. Our gear components operation continues to be profitable in spite of a nearly 61% sales decline compared to the prior year. In this year's third quarter, the Company recorded $0.5 million in severance expenses related to a reduction in work force, a level consistent with last year.

2009 Financial Outlook

For the full year, the Company expects sales to range between $480 million and $490 million and operating income to range between $57 million and $60 million. The operating income range includes approximately $7 million of restructuring costs and a $2.7 million gain on sale of property. We expect free cash flow to be between

$25 million and $30 million for the full year of 2009. Blount defines free cash flow as cash flow from operations less net capital expenditures. The effective income tax rate for 2009 is estimated to range between 28% and 32%.

Blount International, Inc. is a global company whose principal business is the Outdoor Products segment. Blount sells its products in more than 100 countries around the world.

BACK TO THE TOP

19) **THIS NEWSLETTER IS PROVIDED BY OPEESA**

OUTDOOR POWER EQUIPMENT AND ENGINE SERVICE ASSOCIATION.

And read by over 600 OPE industry leaders in 13 countries around the world.

For New Subscriptions and To Unsubscribe, Please Contact: opeintheknow@yahoo.com

Note: you are automatically removed from the list if your e-mail is returned undeliverable.

Outdoor Power Equipment and Engine Service Association

OPEESA

2009 – 2010 Officers and Board of Directors

Rob	Zucker	Outdoor Equipment Distributors	Raleigh NC	919.876.6937	President	rzucker@oedinc.com
Mark	Vining	Roberts Supply	Winter Park FL	407.657.5555	Vice President *Annual Meeting Chair*	m.vining@robertssupply.com
Robert	Graham	Engine Warehouse	Houston TX	713.937.4000	Sec/Treasurer	robert.graham@enginewarehouse
Bev	DeVriendt	Power Equipment Distributors	Richmond, MI	800.624.2932 Ext. 1485	Immediate Past President	bev@powereqp.com
Bob	Byrne	Sheffield Financial LLC	Marietta GA	770.364.4393	2010 *Manufacturer/ Affiliate Rep.*	bob@sheffieldfinancial.com
Gary	Bussell	Golden Eagle Distributing Co.	Rocklin CA	916.645.6600	2010 *Benchmarking Chair*	garyb@goldeneagledist.com
Todd	Winstead	Tidewater Power Equipment	Virginia Beach VA	800.825.4300	2011 *Membership Chair*	twinstead@tpeco.com

Pete	Yunker	Power Equipment Systems	Salem OR	503.585.6120	2011	petey@pesnet.com
Virginia	O'Neill	O'Neill Associates	Victor NY	585.924.7494	2011	Virginia@oneilloutdoor.com
Greg	Imus	Shindaiwa, Inc.	Tualatin, OR	503.691.4767	2011 *Manufacturer/ Affiliate Rep.*	gimus@shindaiwa.com
Tim	Congdon	Congdon Associates Dist. Co	Phillipsburg, NJ	908.213.0303	2012	timc@cadcodist.com
Nancy	Cueroni	OPEESA	Essex, CT	860.767.1770		info@opeesa.com

FOR MORE INFORMATION ABOUT OPEESA, PLEASE CONTACT:

Nancy Cueroni
Executive Director
37 Pratt Street
Essex, CT 06426-1159

Tel: 860-767-1770
Fax: 860-767-7932

Email: Info@opeesa.com
Web Site: www.opeesa.com

BACK TO THE TOP