

# HOME IMPROVEMENT EXECUTIVE

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## Ace Hardware, Orgill Gearing Up for August Shows

Ace Hardware holds its 2016 Fall Convention in Chicago on Aug. 18-20. Lawn & garden remains a key emphasis. Outdoor power equipment will also be promoted as Ace debuts a new category set, and the company will feature its Light Bulb Evolution program with opportunities in LED.

The event includes more than 1,000 products in the New Arrivals section, along with Discovery Edge deals on more than 30 categories. Returning mainstays include a 20/20 Vision booth, Savings Showcase, and Power Buys with deeply discounted special items.

The 2017 Ace Spring Convention will be held in Atlanta March 16-18 and the 2017 Fall Convention will return to Chicago Aug. 17-19.

Orgill, meanwhile, will hold its Fall Dealer Market in Las Vegas Aug. 25-27. The company will seek to build on features that drove its Spring Dealer Market last February, including the Cornerstone Construction Supply, Vista Home & Garden Supply, and Continental Hardware & Building Supply model stores.

Orgill's 2017 Spring Dealer Market will be held in New Orleans on Feb. 16-18 and the 2017 Fall Dealer Market will be held in Boston on Aug. 24-26.

## Toro Taps President Olson for Add'l Role of CEO

Toro has promoted Richard Olson to the additional role of ceo, effective Nov. 1. He will continue as president, a role he has held since September 2015, and succeed Michael Hoffman, who will remain chairman.

Olson, 52, has been pres./coo since September 2015. Previously, he was group vp international and micro-irrigation businesses and distributor development from 2014, vp international from 2013, vp Exmark from 2012, gm Exmark from 2010, and managing director operations from 2008; he joined the company in 1986.

Hoffman, 61, has been chairman since 2006 and ceo since 2005; he was president from 2004-2015. He joined the company in 1977.

In January, Bill Brown was named group vp residential and contractor businesses. Brown, 54, was gvp commercial and irrigation businesses from 2013 and gvp international and commercial businesses from 2012; he joined Toro in 1993. *Continued on page 2*

## Electrolux 2Q Major Appl. N.A. Sales Down 2%

Electrolux Major Appliances North America sales were down 2.3% to \$1.35 billion for the second quarter ended June 30. Currency had a negative 0.8% effect. Organic sales were down 1.5%. Sales of core appliances were down, reflecting declines in private label products. Sales of own brands were up, and sales of air conditioners and dehumidifiers were up significantly.

Total Electrolux Group sales were down 4.4% to 29.98 billion Swedish krona. Acquisitions contributed 0.1%, while organic growth was down 0.9%. Currency exchange had a 3.6% negative impact. Net income was up 77% to SEK 1.08 billion; gross profit was 21.2% of sales, up from 18.7%.

In January, Alan Shaw joined the company as head of Major Appliances North America. Shaw succeeded Jack Truong, who left in April 2015 after four years in the role. Shaw reports to Jonas Samuelson, pres./ceo of Electrolux Group since February. Samuelson succeeded Keith McLoughlin, who left two months after the company's agreement to buy the GE Appliances business for \$3.3 billion fell through.



# WET/DRY VACS



## Cleva North America

Vacmaster and Vacmaster Professional lines feature advanced motors with improved suction power. Additional features include a user-friendly interface; large, easy-to-locate switches; integrated accessory storage; and top-mounted handles for easy transport.



## Shop-Vac Corp.

The Wet Filter helps keep the environment free of contaminants and vac components free from damage. The Dual-Flex locking hose enables 180-degree flexibility at both ends and resists crimping and the Roll Tight locking sleeve eliminates loose wand and accessory connections.



## Emerson Tool Co.

WORKSHOP portable and detachable wet/dry vacs feature quick-release locking hoses, the Qwik Lock filter fastener for easy changes, co-polymer drums that resist dents and cracks, locking rear wheels, extension wands, and a hinged top that doubles as a flat working surface when closed.