VALMONT INDUSTRIES INC Form 10-Q July 25, 2013

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## UNITED STATES SECURITIES AND EXCHANGE COMMISSION

Washington, D.C. 20549

## Form 10-Q

(Mark One)

# ý QUARTERLY REPORT UNDER SECTION 13 OR 15(d) OF THE SECURITIES EXCHANGE ACT OF 1934

For the quarterly period ended June 29, 2013

or

## • TRANSITION REPORT PURSUANT TO SECTION 13 OR 15(d) OF THE SECURITIES EXCHANGE ACT OF 1934

For the transition period from

to

Commission file number 1-31429

## Valmont Industries, Inc.

(Exact name of registrant as specified in its charter)

**Delaware** (State or Other Jurisdiction of Incorporation or Organization) **47-0351813** (I.R.S. Employer Identification No.)

**68154-5215** (Zip Code)

One Valmont Plaza, Omaha, Nebraska (Address of Principal Executive Offices)

(402) 963-1000

(Registrant's telephone number, including area code)

(Former name, former address and former fiscal year, if changed since last report)

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Indicate by check mark whether the registrant (1) has filed all reports required to be filed by Sections 13 or 15(d) of the Securities Exchange Act of 1934 during the preceding 12 months (or for such shorter period that the registrant was required to file such reports), and (2) has been subject to such filing requirements for the past 90 days. Yes  $\circ$  No o

Indicate by check mark whether the registrant has submitted electronically and posted on its corporate Web site, if any, every Interactive Data File required to be submitted and posted pursuant to Rule 405 of Regulation S-T (\$232.405 of this chapter) during the preceding 12 months (or for such shorter period that the registrant was required to submit and post such files). Yes  $\acute{y}$  No o

Indicate by check mark whether the registrant is a large accelerated filer, an accelerated filer, a non-accelerated filer, or a smaller reporting company. See definitions of "large accelerated filer," "accelerated filer," and "smaller reporting company" in Rule 12b-2 of the Exchange Act.

Large accelerated filer ý

Accelerated filer o

Non-accelerated filer o

Smaller reporting company o

(Do not check if a smaller reporting company)

Indicate by check mark whether the registrant is a shell company (as defined in Rule 12b-2 of the Exchange Act). Yes o No ý

**26,772,121** Outstanding shares of common stock as of July 19, 2013

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## PART I. FINANCIAL INFORMATION

## CONDENSED CONSOLIDATED STATEMENTS OF EARNINGS

## (Dollars in thousands, except per share amounts)

## (Unaudited)

	Thirteen W June 29, 2013	s Ended June 30, 2012	Twenty-six V June 29, 2013	Veek	ts Ended June 30, 2012
Product sales	\$ 794,341	\$ 688,693	\$ 1,534,788	\$	1,330,680
Services sales	84,318	78,622	163,501		153,985
Net sales	878,659	767,315	1,698,289		1,484,665
Product cost of sales	563,306	519,438	1,092,467		1,002,146
Services cost of sales	53,882	48,482	108,982		96,810
Total cost of sales	617,188	567,920	1,201,449		1,098,956
Gross profit	261,471	199,395	496,840		385,709
Selling, general and administrative expenses	117,206	102,043	234,385		205,539
Operating income	144,265	97,352	262,455		180,170
Other income (expenses):					
Interest expense	(8,025)	(7,421)	(16,215)		(15,228)
Interest income	1,852	1,910	3,205		3,988
Other	123	(1,977)	1,679		(400)
	(6,050)	(7,488)	(11,331)		(11,640)
Earnings before income taxes and equity in earnings of nonconsolidated subsidiaries	138,215	89,864	251,124		168,530
Income tax expense (benefit):					
Current	48,210	35,985	86,870		63,014
Deferred	(1,042)	(5,193)	(4,729)		(4,456)
	47,168	30,792	82,141		58,558
Earnings before equity in earnings of nonconsolidated subsidiaries	91,047	59,072	168,983		109,972
Equity in earnings of nonconsolidated subsidiaries	269	2,087	473		3,775
Net earnings	91,316	61,159	169,456		113,747
Less: Earnings attributable to noncontrolling interests	(1,753)	(1,179)	(2,324)		(1,442)
Net earnings attributable to Valmont Industries, Inc.	\$ 89,563	\$ 59,980	\$ 167,132		112,305
Earnings per share:					
Basic	\$ 3.36	\$ 2.27	\$ 6.28	\$	4.25

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Diluted	\$ 3.33	\$ 2.24	\$ 6.22	\$ 4.20
Cash dividends declared per share	\$ 0.250	\$ 0.225	\$ 0.475	\$ 0.405
Weighted average number of shares of common stock outstanding Basic (000 omitted)	26,648	26,467	26,615	26,432
Weighted average number of shares of common stock outstanding Diluted (000 omitted)	26,910	26,758	26,884	26,718

See accompanying notes to condensed consolidated financial statements.

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## CONDENSED CONSOLIDATED STATEMENTS OF COMPREHENSIVE INCOME

#### (Dollars in thousands)

#### (Unaudited)

	Thirteen W June 29, 2013	s Ended June 30, 2012	Wenty-six V June 29, 2013	ts Ended June 30, 2012
Net earnings	\$ 91,316	\$ 61,159	\$ 169,456	\$ 113,747
Other comprehensive income (loss), net of tax: Foreign currency translation adjustments:				
Unrealized translation losses	(52,962)	(30,821)	(62,582)	(1,259)
Realized loss included in net earnings during the period	(- ) )	(	(5,194)	( ) )
Unrealized loss on cash flow hedge:				
Amortization cost included in interest expense	100	100	200	200
Actuarial gain (loss) in defined benefit pension plan	42	(1,238)	(894)	633
Other comprehensive income (loss)	(52,820)	(31,959)	(68,470)	(426)
Comprehensive income	38,496	29,200	100,986	113,321
Comprehensive loss (income) attributable to noncontrolling interests	1,549	2,533	3,189	(2,481)
Comprehensive income attributable to Valmont Industries, Inc.	\$ 40,045	\$ 31,733	\$ 104,175	\$ 110,840

See accompanying notes to condensed consolidated financial statements.

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## CONDENSED CONSOLIDATED BALANCE SHEETS

## (Dollars in thousands, except shares and per share amounts)

### (Unaudited)

	June 29, 2013	D	ecember 29, 2012
ASSETS			
Current assets:	+		
Cash and cash equivalents	\$ 490,4		414,129
Receivables, net	513,7		515,902
Inventories	413,4		412,384
Prepaid expenses	33,5		25,144
Refundable and deferred income taxes	68,1	.68	58,381
Total current assets	1,519,4	06	1,425,940
Property, plant and equipment, at cost	1,018,9	88	994,774
Less accumulated depreciation and amortization	488,5	606	482,162
Net property, plant and equipment	530,4	82	512,612
Goodwill	332,3	67	330,791
Other intangible assets, net	168,4		172,270
Other assets	100,4		126,938
Other assets	100,0	550	120,938
Total assets	\$ 2,651,6	523 \$	2,568,551
LIABILITIES AND SHAREHOLDERS' EQUITY			
Current liabilities:			
Current installments of long-term debt	\$ 4	57 \$	224
Notes payable to banks	16,0	04	13,375
Accounts payable	212,0	97	212,424
Accrued employee compensation and benefits	100,5	536	101,905
Accrued expenses	80,9	88	78,503
Dividends payable	6,6	693	6,002
Total current liabilities	416,7	75	412,433
Deferred income taxes	80,1	51	88,300
Long-term debt, excluding current installments	471,6		472,593
Defined benefit pension liability	98,7		112,043
Deferred compensation	37,1		31,920
Other noncurrent liabilities	48,8		44,252
Shareholders' equity:	т0,0		17,232
Preferred stock of \$1 par value			
Authorized 500,000 shares; none issued			
Common stock of \$1 par value			
Authorized 75,000,000 shares; 27,900,000 issued	27,9	000	27,900
Retained earnings	1,458,3		1,300,529
Accumulated other comprehensive income (loss)	(19,0		43,938
Treasury stock	(21,3		(22,455)
	· )-		. , - ,

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Total Valmont Industries, Inc. shareholders' equity	1,445,890	1,349,912
Noncontrolling interest in consolidated subsidiaries	52,467	57,098
Total shareholders' equity	1,498,357	1,407,010
Total liabilities and shareholders' equity	\$ 2,651,623 \$	2,568,551

See accompanying notes to condensed consolidated financial statements.

## CONDENSED CONSOLIDATED STATEMENTS OF CASH FLOWS

#### (Dollars in thousands)

#### (Unaudited)

	Wenty-six V June 29, 2013	ts Ended June 30, 2012
Cash flows from operating activities:		
Net earnings	\$ 169,456	\$ 113,747
Adjustments to reconcile net earnings to net cash flows from operations:		
Depreciation and amortization	38,186	34,367
Stock-based compensation	3,342	3,067
Defined benefit pension plan expense	3,245	2,050
Contribution to defined benefit pension plan	(10,346)	(10,750)
Gain on sale of property, plant and equipment	(5,071)	(164)
Equity in earnings in nonconsolidated subsidiaries	(473)	(3,775)
Deferred income taxes	(4,729)	(4,456)
Changes in assets and liabilities (net of acquisitions):	())	() /
Receivables	(3,331)	(69,922)
Inventories	(2,491)	(48,498)
Prepaid expenses	(5,910)	(4,060)
Accounts payable	736	1,976
Accrued expenses	2,916	(621)
Other noncurrent liabilities	1,873	(408)
Income taxes payable	(11,810)	(16,090)
neone taxes payable	(11,010)	(10,090)
Net cash flows from operating activities	175,593	(3,537)
Cash flows from investing activities:		
Purchase of property, plant and equipment	(54,258)	(39,221)
Proceeds from sale of assets	39,054	4,867
Acquisitions, net of cash acquired	(53,152)	,
Other, net	(133)	1,837
	(100)	1,007
Net cash flows from investing activities	(68,489)	(32,517)
Cash flows from financing activities:		
Net borrowings under short-term agreements	2,620	5,931
Proceeds from long-term borrowings	2,020 68	39,126
Principal payments on long-term borrowings	(303)	(39,232)
Proceeds from sale of partial ownership interest	(303)	1,404
Dividends paid	(12,021)	(9,545)
Dividends to noncontrolling interest Proceeds from exercises under stock plans	(1,767) 14,098	(1,379) 15,153
	,	1
Excess tax benefits from stock option exercises	305	3,211
Purchase of common treasury shares stock plan exercises	(13,602)	(14,086)
Net cash flows from financing activities	(10,602)	583
Effect of exchange rate changes on cash and cash equivalents	(20,154)	958

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Net change in cash and cash equivalents	76,348	(34,513)
Cash and cash equivalents beginning of year	414,129	362,894
Cash and cash equivalents end of period	\$ 490,477	\$ 328,381

See accompanying notes to condensed consolidated financial statements.

## CONDENSED CONSOLIDATED STATEMENTS OF SHAREHOLDERS' EQUITY

#### (Dollars in thousands)

#### (Unaudited)

	Common stock	Additional paid-in capital	<b>Retained</b> earnings	comp	umulated other prehensive ome (loss)	Treasury stock	Noncontrolling interest in consolidated subsidiaries	Total shareholders' equity
Balance at December 31, 2011	\$ 27,900	\$	\$ 1.079.698	\$	64 052	\$ (24,688)	\$ 50.949	\$ 1,197,911
Net earnings	\$ 27,700	Ψ	112,305	Ψ	04,032	φ (24,000)	1,442	113,747
Other comprehensive income			112,000				-,=	110,717
(loss)					(1,465)		1,039	(426)
Cash dividends declared			(10,763)	)				(10,763)
Dividends to noncontrolling								
interests							(1,379)	(1,379)
Sale of partial ownership								
interest		(610)					2,014	1,404
Stock plan exercises; 119,928								
shares acquired						(14,086)	1	(14,086)
Stock options exercised;								
230,141 shares issued		(5,576)	5,363			15,366		15,153
Tax benefit from stock option		2 0 1 1						2 011
exercises		3,211						3,211
Stock option expense Stock awards; 402 shares		2,490						2,490
issued		485				92		577
issued		405				92		511
Balance at June 30, 2012	\$ 27,900	\$	\$ 1,186,603	\$	62,587	\$ (23,316)	\$ 54,065	\$ 1,307,839
Balance at December 29,								
2012	\$ 27,900	\$	\$ 1,300,529		43,938	\$ (22,455)		\$ 1,407,010
Net earnings			167,132				2,324	169,456
Other comprehensive loss					(62,957)		(5,513)	(68,470)
Cash dividends declared			(12,713)	)				(12,713)
Dividends to noncontrolling								
interests							(1,767)	(1,767)
Acquisition of Locker							325	325
Stock plan exercises; 85,874						(12, (02))		(12, (02))
shares acquired						(13,602)	1	(13,602)
Stock options exercised; 177,902 shares issued		(3,647)	3,378			14,367		14,098
Tax benefit from stock option		(3,047)	5,578			14,307		14,098
exercises		305						305
Stock option expense		2,627						2,627
Stock awards; 2,667 shares		2,027						2,027
issued		715				373		1,088
Balance at June 29, 2013	\$ 27,900		\$ 1,458,326	\$	(19,019)	\$ (21,317)	\$ 52,467	\$ 1,498,357

See accompanying notes to condensed consolidated financial statements.

#### NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS

#### (Dollars in thousands, except per share amounts)

#### (Unaudited)

#### (1) SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

Condensed Consolidated Financial Statements

The Condensed Consolidated Balance Sheet as of June 29, 2013, the Condensed Consolidated Statements of Earnings and Comprehensive Income for the thirteen and twenty-six weeks ended June 29, 2013 and June 30, 2012, and the Condensed Consolidated Statements of Cash Flows and Shareholders' Equity for the twenty-six week periods then ended have been prepared by the Company, without audit. In the opinion of management, all necessary adjustments (which include normal recurring adjustments) have been made to present fairly the financial statements as of June 29, 2013 and for all periods presented.

Certain information and footnote disclosures normally included in financial statements prepared in accordance with accounting principles generally accepted in the United States of America have been condensed or omitted. These Condensed Consolidated Financial Statements should be read in conjunction with the financial statements and notes thereto included in the Company's Annual Report on Form 10-K for the fiscal year ended December 29, 2012. The accounting policies and methods of computation followed in these interim financial statements are the same as those followed in the financial statements for the year ended December 29, 2012. In 2013, the Company changed its presentation of certain intercompany utility structure sales to align with management's current reporting structure. In 2013, those sales were recorded as part of the Engineered Infrastructure Products (EIP) segment. In 2012, these sales were recorded in the Utility Support Structures segment. Fiscal 2012 reporting was reclassified to conform with the 2013 presentation. Accordingly, fiscal 2012 EIP segment sales (and the associated intersegment sales elimination) for the thirteen and twenty-six weeks ended June 30, 2012 increased by \$10,034 and \$16,062, respectively. Fiscal 2012 segment sales (after intersegment sales eliminations) and operating income were unchanged from amounts previously reported. The results of operations for the period ended June 29, 2013 are not necessarily indicative of the operating results for the full year.

#### Inventories

Approximately 40% and 43% of inventory is valued at the lower of cost, determined on the last-in, first-out (LIFO) method, or market as of June 29, 2013 and December 29, 2012, respectively. All other inventory is valued at the lower of cost, determined on the first-in, first-out (FIFO) method or market. Finished goods and manufactured goods inventories include the costs of acquired raw materials and related factory labor and overhead charges required to convert raw materials to manufactured and finished goods. The excess of replacement cost of inventories over the LIFO value is approximately \$42,468 and \$45,822 at June 29, 2013 and December 29, 2012, respectively.

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### NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (Continued)

#### (Dollars in thousands, except per share amounts)

#### (Unaudited)

## (1) SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (Continued)

Inventories consisted of the following:

	June 29, 2013		ecember 29, 2012
Raw materials and purchased parts	\$ 182	.,907 \$	199,808
Work-in-process	39	,385	36,114
Finished goods and manufactured goods	233	,584	222,284
Subtotal	455	,876	458,206
Less: LIFO reserve	42	,468	45,822
	\$ 413	,408 \$	412,384

#### Income Taxes

Earnings before income taxes and equity in earnings of nonconsolidated subsidiaries for the thirteen and twenty-six weeks ended June 29, 2013 and June 30, 2012, were as follows:

		Thirteen End		eks		Twenty-s Ene	six W ded	eeks
	2013			2013 2012 2013				2012
United States	\$	98,684	\$	68,132	\$	187,421	\$	130,827
Foreign		39,531		21,732		63,703		37,703
	\$	138,215	\$	89,864	\$	251,124	\$	168,530

#### Pension Benefits

The Company incurs expenses in connection with the Delta Pension Plan ("DPP"). The DPP was acquired as part of the Delta plc acquisition in fiscal 2010 and has no members that are active employees. In order to measure expense and the related benefit obligation, various assumptions are made including discount rates used to value the obligation, expected return on plan assets used to fund these expenses and estimated future inflation rates. These assumptions are based on historical experience as well as current facts and circumstances. An actuarial analysis is used to measure the expense and liability associated with pension benefits.

The components of the net periodic pension expense for the twenty-six weeks ended June 29, 2013 and June 30, 2012 were as follows:

	2013	2012
Net periodic benefit expense:		
Interest cost	\$ 13,058	\$ 11,594
Expected return on plan assets	(9,813)	(9,544)
Net periodic benefit expense	\$ 3,245	\$ 2,050

### NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (Continued)

#### (Dollars in thousands, except per share amounts)

#### (Unaudited)

#### (1) SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (Continued)

Stock Plans

The Company maintains stock-based compensation plans approved by the shareholders, which provide that the Human Resource Committee of the Board of Directors may grant incentive stock options, nonqualified stock options, stock appreciation rights, non-vested stock awards and bonuses of common stock. At June 29, 2013, 1,700,000 shares of common stock remained available for issuance under the plans. Shares and options issued and available are subject to changes in capitalization.

Under the plans, the exercise price of each option equals the closing market price at the date of the grant. Options vest beginning on the first anniversary of the grant in equal amounts over three to six years or on the fifth anniversary of the grant.

Expiration of grants is from six to ten years from the date of grant. The Company's compensation expense (included in selling, general and administrative expenses) and associated income tax benefits related to stock options for the thirteen and twenty-six weeks ended June 29, 2013 and June 30, 2012, respectively, were as follows:

	Th	irteen W	eeks	Ended	Twenty-six Weeks Ended			
	2013		2012		2013		2012	
Compensation expense	\$	1,314	\$	1,245	\$	2,627	\$	2,490
Income tax benefits		505		479		1,011		959

#### Equity Method Investments

The Company has equity method investments in non-consolidated subsidiaries, which are recorded within "Other assets" on the Condensed Consolidated Balance Sheet. In February 2013, the Company sold its nonconsolidated investment in Manganese Materials Company Pty. Ltd. to the majority owner of the business for approximately \$29,250. The profit on the sale was not significant, which included the recognition of \$5,194 in currency translation adjustments previously recorded as part of "Accumulated other comprehensive income" on the Condensed consolidated balance sheet. The Company also recognized certain deferred tax benefits of approximately \$3,200 associated with the sale in the first quarter of fiscal 2013.

#### Fair Value

The Company applies the provisions of Accounting Standards Codification 820, *Fair Value Measurements* ("ASC 820") which defines fair value, establishes a framework for measuring fair value, and expands disclosures about fair value measurements. The provisions of ASC 820 apply to other accounting pronouncements that require or permit fair value measurements. As defined in ASC 820, fair value is the price that would be received to sell an asset or paid to transfer a liability in an orderly transaction between market participants at the measurement date.

ASC 820 establishes a three-level hierarchy for fair value measurements based upon the transparency of inputs to the valuation of an asset or liability as of the measurement date. Inputs refer broadly to the assumptions that market participants would use in pricing the asset or liability, including

### NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (Continued)

#### (Dollars in thousands, except per share amounts)

#### (Unaudited)

#### (1) SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (Continued)

assumptions about risk. Financial assets and liabilities carried at fair value will be classified and disclosed in one of the following three categories:

Level 1: Quoted market prices in active markets for identical assets or liabilities.

Level 2: Observable market based inputs or unobservable inputs that are corroborated by market data.

Level 3: Unobservable inputs that are not corroborated by market data.

The categorization within the valuation hierarchy is based upon the lowest level of input that is significant to the fair value measurement.

Following is a description of the valuation methodologies used for assets and liabilities measured at fair value.

Trading Securities: The assets and liabilities recorded for the investments held in the Valmont Deferred Compensation Plan represent mutual funds, invested in debt and equity securities, classified as trading securities in accordance with Accounting Standards Codification 320, *Accounting for Certain Investments in Debt and Equity Securities*, considering the employee's ability to change investment allocation of their deferred compensation at any time. Quoted market prices are available for these securities in an active market and therefore categorized as a Level 1 input.

		Fair Value Measurement Using:								
	 ying Value e 29, 2013	Acti for	ed Prices in ve Markets Identical ts (Level 1)	0	nificant Other Observable Inputs (Level 2)	Significant Unobservable Inputs (Level 3)				
Assets:										
Trading Securities	\$ 24,562	\$	24,562	\$		\$				

		e Measurement Significant	Using:		
	ying Value ember 29, 2012	Quoted Prices in Active Markets for Identical Assets (Level 1)		Other Observable Inputs (Level 2)	Significant Unobservable Inputs (Level 3)
Assets:					
Trading Securities	\$ 20,087	\$	20,087	\$	\$

#### Comprehensive Income

Comprehensive income includes net earnings, currency translation adjustments, certain derivative-related activity and changes in net actuarial gains/losses from a pension plan. Results of operations for foreign subsidiaries are translated using the average exchange rates during the period. Assets and

## NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (Continued)

#### (Dollars in thousands, except per share amounts)

#### (Unaudited)

## (1) SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (Continued)

liabilities are translated at the exchange rates in effect on the balance sheet dates. Accumulated other comprehensive income (loss) consisted of the following at June 29, 2013 and December 29, 2012:

	Cı Tra	oreign urrency anslation ustments	Unrealized Loss on Cash Flow Hedge			fined Benefit ension Plan	Accumulated Other Comprehensive Income	
Balance at December 29, 2012	\$	30,576	\$	(2,935)	\$	16,297	\$	43,938
Current-period comprehensive income (loss)		(62,263)		200		(894)		(62,957)
Balance at June 29, 2013	\$	(31,687)	\$	(2,735)	\$	15,403	\$	(19,019)

#### (2) ACQUISITION OF LOCKER GROUP HOLDINGS PTY. LTD.

On February 5, 2013, the Company purchased 100% of the outstanding shares of Locker Group Holdings Pty. Ltd. (Locker). Locker is a manufacturer of perforated and expanded metal for the non-residential market, industrial flooring and handrails for the access systems market, and screening media for applications in the industrial and mining sectors in Australia and Asia. Locker's annual sales for the twelve months prior to the acquisition date were approximately \$80,000 and its operations are reported in the Engineered Infrastructure Products Segment. The purchase price paid for the business at closing (net of \$116 cash acquired) was \$53,152. In addition, a maximum of \$7,911 additional purchase price may be paid to the sellers upon the achievement of certain gross profit and inventory targets over the next two years. The Company determined the present value of the potential additional purchase price at February 5, 2013 to be \$6,175. The acquisition, which was funded by cash held by the Company, was completed to expand our product offering and sales coverage for access systems and related products in Asia Pacific.

The preliminary fair value measurement was completed at June 29, 2013, subject to final independent reviews of the fair value assessments of assets acquired and liabilities assumed. The Company expects the fair value measurement process to be completed in the third quarter of 2013.

The following table summarizes the preliminary fair values of the assets acquired and liabilities assumed as of the date of acquisition.

	ebruary 5, 2013
Current assets	\$ 25,584
Property, plant and equipment	20,412
Intangible assets	11,199
Goodwill	13,326
Total fair value of assets acquired	\$ 70,521
Current liabilities	9,595
Deferred income taxes	481
Other non-current liabilities	677
Non-controlling interests	325
Total fair value of liabilities assumed and non-controlling interests	11,078

Net assets acquired		\$ 59,443
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#### NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (Continued)

#### (Dollars in thousands, except per share amounts)

#### (Unaudited)

## (2) ACQUISITION OF LOCKER GROUP HOLDINGS PTY. LTD. (Continued)

The Company's Condensed Consolidated Statements of Earnings for the thirteen and twenty-six weeks ended June 29, 2013 included net sales of \$18,082 and \$29,936, respectively, and net earnings of \$288 and \$539, respectively, resulting from Locker's operations from February 5, 2013 to June 29, 2013.

Based on the fair value assessments, the Company allocated \$11,199 of the purchase price to acquired intangible assets. The following table summarizes the major classes of Locker acquired intangible assets and the respective weighted-average amortization periods:

	Ai	nount	Weighted Average Amortization Period (Years)
Trade Names	\$	4,116	Indefinite
Customer Relationships		6,047	10.0
Software and Technology		1,036	5.0

\$ 11,199

#### (3) GOODWILL AND INTANGIBLE ASSETS

#### Amortized Intangible Assets

The components of amortized intangible assets at June 29, 2013 and December 29, 2012 were as follows:

	June 29, 2013									
		Gross Carrying Amount		umulated ortization	Weighted Average Life					
Customer Relationships	\$	171,290	\$	68,632	13 years					
Proprietary Software & Database		3,949		2,824	6 years					
Patents & Proprietary Technology		9,592		6,084	8 years					
Non-compete Agreements		1,793		1,582	6 years					
	\$	186,624	\$	79,122						

	December 29, 2012							
		Gross Carrying Amount		umulated ortization	Weighted Average Life			
Customer Relationships	\$	170,556	\$	62,957	13 years			
Proprietary Software & Database		3,073		2,795	6 years			
Patents & Proprietary Technology		9,953		5,517	8 years			
Non-compete Agreements		1,807		1,542	6 years			

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\$ 185,389 \$ 72,811

#### NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (Continued)

#### (Dollars in thousands, except per share amounts)

#### (Unaudited)

#### (3) GOODWILL AND INTANGIBLE ASSETS (Continued)

Amortization expense for intangible assets for the thirteen and twenty-six weeks ended June 29, 2013 and June 30, 2012, respectively was as follows:

Th	irteen W	eeks	Ended	,	Fwenty-s En	ix W ded	eeks
	2013		2012		2013		2012
\$	3,458	\$	3,624	\$	7,696	\$	7,169

Estimated annual amortization expense related to finite-lived intangible assets is as follows:

	Estimated Amortization Expense	
2013	\$ 15,715	
2014	14,898	
2015	14,053	
2016	13,518	
2017	13,479	

The useful lives assigned to finite-lived intangible assets included consideration of factors such as the Company's past and expected experience related to customer retention rates, the remaining legal or contractual life of the underlying arrangement that resulted in the recognition of the intangible asset and the Company's expected use of the intangible asset.

#### Non-amortized intangible assets

Intangible assets with indefinite lives are not amortized. The carrying values of trade names at June 29, 2013 and December 29, 2012 were as follows:

	June 29, 2013		December 29, 2012		Year Acquired
Webforge	\$	16,456	\$	17,411	2010
Newmark		11,111		11,111	2004
Ingal EPS/Ingal Civil Products		8,685		9,189	2010
Donhad		6,552		6,932	2010
Industrial Galvanizers		3,809		4,030	2010
Other		14,355		11,019	
	\$	60,968	\$	59,692	

In its determination of these intangible assets as indefinite-lived, the Company considered such factors as its expected future use of the intangible asset, legal, regulatory, technological and competitive factors that may impact the useful life or value of the intangible asset and the expected costs to maintain the value of the intangible asset. The Company expects that these intangible assets will maintain their value indefinitely. Accordingly, these assets are not amortized.

#### NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (Continued)

#### (Dollars in thousands, except per share amounts)

#### (Unaudited)

#### (3) GOODWILL AND INTANGIBLE ASSETS (Continued)

The Company's trade names were tested for impairment in the third quarter of 2012. The values of the trade names were determined using the relief-from-royalty method. Based on this evaluation, the Company determined that its trade names were not impaired.

#### Goodwill

The carrying amount of goodwill by segment as of June 29, 2013 and December 29, 2012 was as follows:

	Infr P	gineered astructure roducts egment	S St	Utility Support ructures egment	oatings egment	igation gment	Other	Total
Balance at December 29,								
2012	\$	155,185	\$	77,141	\$ 77,053	\$ 2,517	\$ 18,895	\$ 330,791
Acquisitions		13,326						13,326
Foreign currency								
translation		(9,663)			(998)	(54)	(1,035)	(11,750)
Other		1,737		(1,737)				
Balance at June 29, 2013	\$	160,585	\$	75,404	\$ 76,055	\$ 2,463	\$ 17,860	\$ 332,367

The goodwill from acquisitions arose from the acquisition of Locker. The Company's goodwill was tested for impairment during the third quarter of 2012. As a result of that testing, the Company determined that its goodwill was not impaired, as the valuation of the reporting units exceeded their respective carrying values. The Company continues to monitor changes in the global economy that could impact future operating results of its reporting units. If such conditions arise, the Company will test a given reporting unit for impairment prior to the annual test.

## (4) CASH FLOW SUPPLEMENTARY INFORMATION

The Company considers all highly liquid temporary cash investments purchased with an original maturity of three months or less at the time of purchase to be cash equivalents. Cash payments for interest and income taxes (net of refunds) for the twenty-six weeks ended June 29, 2013 and June 30, 2012 were as follows:

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	2013	2012
Interest	\$ 16,329	\$ 15,494
Income taxes	103,604	73,105

## NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (Continued)

#### (Dollars in thousands, except per share amounts)

#### (Unaudited)

### (5) EARNINGS PER SHARE

The following table provides a reconciliation between Basic and Diluted earnings per share (EPS):

				Dilutive Effect of		
	Basic EPS		Stock Options		Di	luted EPS
Thirteen weeks ended June 29, 2013:						
Net earnings attributable to Valmont Industries, Inc.	\$	89,563	\$		\$	89,563
Shares outstanding		26,648		262		26,910
Per share amount	\$	3.36	\$	(0.03)	\$	3.33
Thirteen weeks ended June 30, 2012:						
Net earnings attributable to Valmont Industries, Inc.	\$	59,980	\$		\$	59,980
Shares outstanding		26,467		291		26,758
Per share amount	\$	2.27	\$	(0.03)	\$	2.24
Twenty-six weeks ended June 29, 2013:						
Net earnings attributable to Valmont Industries, Inc.	\$	167,132	\$		\$	167,132
Shares outstanding		26,615		269		26,884
Per share amount	\$	6.28	\$	(0.06)	\$	6.22
Twenty-six weeks ended June 30, 2012:						
Net earnings attributable to Valmont Industries, Inc.	\$	112,305	\$		\$	112,305
Shares outstanding		26,432		286		26,718
Per share amount	\$	4.25	\$	(0.05)	\$	4.20

At June 29, 2013 there were 1,172 outstanding stock options with exercise prices exceeding the market price of common stock that were excluded from the computation of diluted earnings per share for the thirteen weeks and twenty-six weeks ending June 29, 2013. At June 30, 2012, there were no outstanding stock options with exercise prices exceeding the market price of common stock.

## (6) BUSINESS SEGMENTS

The Company has four reportable segments based on its management structure. Each segment is global in nature with a manager responsible for segment operational performance and the allocation of capital within the segment. Net corporate expense is net of certain service-related expenses that are allocated to business units generally on the basis of employee headcounts and sales dollars.

Reportable segments are as follows:

ENGINEERED INFRASTRUCTURE PRODUCTS: This segment consists of the manufacture of engineered metal structures and components for the global lighting and traffic, wireless communication, roadway safety and access systems applications;

UTILITY SUPPORT STRUCTURES: This segment consists of the manufacture of engineered steel and concrete structures for the global utility industry;

#### NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (Continued)

#### (Dollars in thousands, except per share amounts)

#### (Unaudited)

#### (6) BUSINESS SEGMENTS (Continued)

COATINGS: This segment consists of galvanizing, anodizing and powder coating services on a global basis; and

*IRRIGATION:* This segment consists of the manufacture of agricultural irrigation equipment and related parts and services for the global agricultural industry.

In addition to these four reportable segments, the Company has other businesses and activities that individually are not more than 10% of consolidated sales. These include the manufacture of forged steel grinding media for the mining industry, tubular products for industrial customers, electrolytic manganese dioxide for disposable batteries and the distribution of industrial fasteners and are reported in the "Other" category.

The accounting policies of the reportable segments are the same as those described in Note 1. The Company evaluates the performance of its business segments based upon operating income and invested capital. The Company does not allocate interest expense, non-operating income and deductions, or income taxes to its business segments.

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## NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (Continued)

## (Dollars in thousands, except per share amounts)

## (Unaudited)

## (6) BUSINESS SEGMENTS (Continued)

#### Summary by Business

SALES:    Engineered Infrastructure Products segment:    Lighting, Traffic, and Roadway Products  \$ 161,487  \$ 158,575  \$ 308,657  \$ 297,900    Communication Products  34,771  36,488  63,393  63,183    Access Systems  54,378  40,753  102,256  78,660    Engineered Infrastructure Products segment  250,636  235,816  474,306  439,743    Utility Support Structures segment:  250,636  235,816  474,306  439,743    Ocncrete  27,079  27,158  56,220  51,426    Utility Support Structures segment  228,243  212,237  467,881  403,469    Coatings segment  73,798  84,837  183,043  167,684    Irrigation segment  270,175  194,496  514,882  390,762    Other  83,679  87,194  161,548  173,257    Total  926,531  814,580  1,801,660  1,574,915    INTERSEGMENT SALES:  Engineered Infrastructure Products segment  22,169  24,726  51,621  43,146    Utility Support Structures segment
Lighting, Traffic, and Roadway Products  \$ 161,487  \$ 158,575  \$ 308,657  \$ 297,900    Communication Products  34,771  36,488  63,393  63,183    Access Systems  54,378  40,753  102,256  78,660    Engineered Infrastructure Products segment  250,636  235,816  474,306  439,743    Utility Support Structures segment:  201,164  185,079  411,661  352,043    Concrete  27,079  27,158  56,220  51,426    Utility Support Structures segment  228,243  212,237  467,881  403,469    Coatings segment  93,798  84,837  183,043  167,684    Irrigation segment  270,175  194,496  514,882  390,762    Other  83,679  87,194  161,548  173,257    Total  926,531  814,580  1,801,660  1,574,915    INTERSEGMENT SALES:  299  467  710  2,447    Coatings segment  14,448  13,252  28,778  25,949    Irrigation segment  1  6  1  431
Communication Products    34,771    36,488    63,393    63,183      Access Systems    54,378    40,753    102,256    78,660      Engineered Infrastructure Products segment    250,636    235,816    474,306    439,743      Utility Support Structures segment:    201,164    185,079    411,661    352,043      Concrete    27,079    27,158    56,220    51,426      Utility Support Structures segment    228,243    212,237    467,881    403,469      Coatings segment    93,798    84,837    183,043    167,684      Irrigation segment    270,175    194,496    514,882    390,762      Other    83,679    87,194    161,548    173,257      Total    926,531    814,580    1,801,660    1,574,915      INTERSEGMENT SALES:    Engineered Infrastructure Products segment    229,169    24,726    51,621    43,146      Utility Support Structures segment    14,448    13,252    28,778    25,949      Irrigation segment    14,448    13,252    1
Access Systems  54,378  40,753  102,256  78,660    Engineered Infrastructure Products segment  250,636  235,816  474,306  439,743    Utility Support Structures segment:  201,164  185,079  411,661  352,043    Concrete  27,079  27,158  56,220  51,426    Utility Support Structures segment  228,243  212,237  467,881  403,469    Coatings segment  93,798  84,837  183,043  167,684    Irrigation segment  270,175  194,496  514,882  390,762    Other  83,679  87,194  161,548  173,257    Total  926,531  814,580  1,801,660  1,574,915    INTERSEGMENT SALES:  Engineered Infrastructure Products segment  22,169  24,726  51,621  43,146    Utility Support Structures segment  299  467  710  2,447    Coatings segment  14,448  13,252  28,778  25,949    Irrigation segment  1  6  1  431    Other  10,955  8,814  22,261  18,277<
Engineered Infrastructure Products segment  250,636  235,816  474,306  439,743    Utility Support Structures segment:  201,164  185,079  411,661  352,043    Concrete  27,079  27,158  56,220  51,426    Utility Support Structures segment  228,243  212,237  467,881  403,469    Coatings segment  93,798  84,837  183,043  167,684    Irrigation segment  270,175  194,496  514,882  390,762    Other  83,679  87,194  161,548  173,257    Total  926,531  814,580  1,801,660  1,574,915    INTERSEGMENT SALES:  Engineered Infrastructure Products segment  299  467  710  2,447    Coatings segment  14,448  13,252  28,778  25,949    Irrigation segment  1  6  1  431    Other  10,955  8,814  22,261  18,277    Total  47,872  47,265  103,371  90,250    NET SALES:  Engineered Infrastructure Products segment  228,467  211,090  42
Utility Support Structures segment:Steel201,164185,079411,661352,043Concrete27,07927,15856,22051,426Utility Support Structures segment228,243212,237467,881403,469Coatings segment93,79884,837183,043167,684Irrigation segment270,175194,496514,882390,762Other83,67987,194161,548173,257Total926,531814,5801,801,6601,574,915INTERSEGMENT SALES:2994677102,447Coatings segment14,44813,25228,77825,949Irrigation segment161431Other10,9558,81422,26118,277Total47,87247,265103,37190,250NET SALES:222,647211,090422,685396,597Utility Support Structure Products segment228,467211,090422,685396,597Utility Support Structures segment228,467211,090422,685396,597Utility Support Structures segment227,944211,770467,171401,022Coatings segment79,35071,585154,265141,735
Utility Support Structures segment:Steel201,164185,079411,661352,043Concrete27,07927,15856,22051,426Utility Support Structures segment228,243212,237467,881403,469Coatings segment93,79884,837183,043167,684Irrigation segment270,175194,496514,882390,762Other83,67987,194161,548173,257Total926,531814,5801,801,6601,574,915INTERSEGMENT SALES:2994677102,447Coatings segment14,44813,25228,77825,949Irrigation segment161431Other10,9558,81422,26118,277Total47,87247,265103,37190,250NET SALES:2224,771467,171401,022Coatings segment228,467211,090422,685396,597Utility Support Structures segment228,467211,090422,685396,597Utility Support Structures segment227,944211,770467,171401,022Coatings segment270,944211,770467,171401,022Coatings segment79,35071,585154,265141,735
Steel  201,164  185,079  411,661  352,043    Concrete  27,079  27,158  56,220  51,426    Utility Support Structures segment  228,243  212,237  467,881  403,469    Coatings segment  93,798  84,837  183,043  167,684    Irrigation segment  270,175  194,496  514,882  390,762    Other  83,679  87,194  161,548  173,257    Total  926,531  814,580  1,801,660  1,574,915    INTERSEGMENT SALES:  Engineered Infrastructure Products segment  229  467  710  2,447    Coatings segment  14,448  13,252  28,778  25,949    Irrigation segment  1  6  1  431    Other  10,955  8,814  22,261  18,277    Total  47,872  47,265  103,371  90,250    NET SALES:  Engineered Infrastructure Products segment  228,467  211,090  422,685  396,597    Utility Support Structures segment  227,944  211,770  467,171  401,022
Concrete $27,079$ $27,158$ $56,220$ $51,426$ Utility Support Structures segment $228,243$ $212,237$ $467,881$ $403,469$ Coatings segment $93,798$ $84,837$ $183,043$ $167,684$ Irrigation segment $270,175$ $194,496$ $514,882$ $390,762$ Other $83,679$ $87,194$ $161,548$ $173,257$ Total $926,531$ $814,580$ $1,801,660$ $1,574,915$ INTERSEGMENT SALES: $814,580$ $1,801,660$ $1,574,915$ Engineered Infrastructure Products segment $22,169$ $24,726$ $51,621$ $43,146$ Utility Support Structures segment $299$ $467$ $710$ $2,447$ Coatings segment $14,448$ $13,252$ $28,778$ $25,949$ Irrigation segment $1$ $6$ $1$ $431$ Other $10,955$ $8,814$ $22,261$ $18,277$ Total $47,872$ $47,265$ $103,371$ $90,250$ NET SALES: $82,467$ $211,090$ $422,685$ $396,597$ Utility Support Structures segment $227,944$ $211,770$ $467,171$ $401,022$ Coatings segment $79,350$ $71,585$ $154,265$ $141,735$
Utility Support Structures segment  228,243  212,237  467,881  403,469    Coatings segment  93,798  84,837  183,043  167,684    Irrigation segment  270,175  194,496  514,882  390,762    Other  83,679  87,194  161,548  173,257    Total  926,531  814,580  1,801,660  1,574,915    INTERSEGMENT SALES:  Engineered Infrastructure Products segment  229  467  710  2,447    Coatings segment  14,448  13,252  28,778  25,949    Irrigation segment  1  6  1  431    Other  10,955  8,814  22,261  18,277    Total  47,872  47,265  103,371  90,250    NET SALES:  Engineered Infrastructure Products segment  228,467  211,090  422,685  396,597    Utility Support Structures segment  227,944  211,770  467,171  401,022    Coatings segment  79,350  71,585  154,265  141,735
Coatings segment  93,798  84,837  183,043  167,684    Irrigation segment  270,175  194,496  514,882  390,762    Other  83,679  87,194  161,548  173,257    Total  926,531  814,580  1,801,660  1,574,915    INTERSEGMENT SALES:  Engineered Infrastructure Products segment  22,169  24,726  51,621  43,146    Utility Support Structures segment  299  467  710  2,447    Coatings segment  14,448  13,252  28,778  25,949    Irrigation segment  1  6  1  431    Other  10,955  8,814  22,261  18,277    Total  47,872  47,265  103,371  90,250    NET  SALES:  228,467  211,090  422,685  396,597    Utility Support Structures segment  227,944  211,770  467,171  401,022    Coatings segment  79,350  71,585  154,265  141,735
Coatings segment  93,798  84,837  183,043  167,684    Irrigation segment  270,175  194,496  514,882  390,762    Other  83,679  87,194  161,548  173,257    Total  926,531  814,580  1,801,660  1,574,915    INTERSEGMENT SALES:  Engineered Infrastructure Products segment  22,169  24,726  51,621  43,146    Utility Support Structures segment  299  467  710  2,447    Coatings segment  14,448  13,252  28,778  25,949    Irrigation segment  1  6  1  431    Other  10,955  8,814  22,261  18,277    Total  47,872  47,265  103,371  90,250    NET  SALES:  228,467  211,090  422,685  396,597    Utility Support Structures segment  227,944  211,770  467,171  401,022    Coatings segment  79,350  71,585  154,265  141,735
Irrigation segment  270,175  194,496  514,882  390,762    Other  83,679  87,194  161,548  173,257    Total  926,531  814,580  1,801,660  1,574,915    INTERSEGMENT SALES:  Engineered Infrastructure Products segment  22,169  24,726  51,621  43,146    Utility Support Structures segment  299  467  710  2,447    Coatings segment  14,448  13,252  28,778  25,949    Irrigation segment  1  6  1  431    Other  10,955  8,814  22,261  18,277    Total  47,872  47,265  103,371  90,250    NET SALES:  Engineered Infrastructure Products segment  228,467  211,090  422,685  396,597    Utility Support Structures segment  227,944  211,770  467,171  401,022    Coatings segment  79,350  71,585  154,265  141,735
Other  83,679  87,194  161,548  173,257    Total  926,531  814,580  1,801,660  1,574,915    INTERSEGMENT SALES:  22,169  24,726  51,621  43,146    Utility Support Structures segment  299  467  710  2,447    Coatings segment  14,448  13,252  28,778  25,949    Irrigation segment  1  6  1  431    Other  10,955  8,814  22,261  18,277    Total  47,872  47,265  103,371  90,250    NET SALES:  2  2  28,467  211,090  422,685  396,597    Utility Support Structures segment  227,944  211,770  467,171  401,022    Coatings segment  79,350  71,585  154,265  141,735
Total  926,531  814,580  1,801,660  1,574,915    INTERSEGMENT SALES:  Engineered Infrastructure Products segment  22,169  24,726  51,621  43,146    Utility Support Structures segment  299  467  710  2,447    Coatings segment  14,448  13,252  28,778  25,949    Irrigation segment  1  6  1  431    Other  10,955  8,814  22,261  18,277    Total  47,872  47,265  103,371  90,250    NET SALES:  Engineered Infrastructure Products segment  228,467  211,090  422,685  396,597    Utility Support Structures segment  227,944  211,770  467,171  401,022    Coatings segment  79,350  71,585  154,265  141,735
INTERSEGMENT SALES:    Engineered Infrastructure Products segment  22,169  24,726  51,621  43,146    Utility Support Structures segment  299  467  710  2,447    Coatings segment  14,448  13,252  28,778  25,949    Irrigation segment  1  6  1  431    Other  10,955  8,814  22,261  18,277    Total  47,872  47,265  103,371  90,250    NET SALES:
INTERSEGMENT SALES:    Engineered Infrastructure Products segment  22,169  24,726  51,621  43,146    Utility Support Structures segment  299  467  710  2,447    Coatings segment  14,448  13,252  28,778  25,949    Irrigation segment  1  6  1  431    Other  10,955  8,814  22,261  18,277    Total  47,872  47,265  103,371  90,250    NET SALES:
Engineered Infrastructure Products segment  22,169  24,726  51,621  43,146    Utility Support Structures segment  299  467  710  2,447    Coatings segment  14,448  13,252  28,778  25,949    Irrigation segment  1  6  1  431    Other  10,955  8,814  22,261  18,277    Total  47,872  47,265  103,371  90,250    NET SALES:  228,467  211,090  422,685  396,597    Utility Support Structures segment  227,944  211,770  467,171  401,022    Coatings segment  79,350  71,585  154,265  141,735
Utility Support Structures segment  299  467  710  2,447    Coatings segment  14,448  13,252  28,778  25,949    Irrigation segment  1  6  1  431    Other  10,955  8,814  22,261  18,277    Total  47,872  47,265  103,371  90,250    NET SALES:    Engineered Infrastructure Products segment  228,467  211,090  422,685  396,597    Utility Support Structures segment  227,944  211,770  467,171  401,022    Coatings segment  79,350  71,585  154,265  141,735
Coatings segment  14,448  13,252  28,778  25,949    Irrigation segment  1  6  1  431    Other  10,955  8,814  22,261  18,277    Total  47,872  47,265  103,371  90,250    NET SALES:  228,467  211,090  422,685  396,597    Utility Support Structures segment  227,944  211,770  467,171  401,022    Coatings segment  79,350  71,585  154,265  141,735
Irrigation segment  1  6  1  431    Other  10,955  8,814  22,261  18,277    Total  47,872  47,265  103,371  90,250    NET SALES:
Other    10,955    8,814    22,261    18,277      Total    47,872    47,265    103,371    90,250      NET SALES:    228,467    211,090    422,685    396,597      Utility Support Structures segment    227,944    211,770    467,171    401,022      Coatings segment    79,350    71,585    154,265    141,735
Total47,87247,265103,37190,250NET SALES:Engineered Infrastructure Products segment228,467211,090422,685396,597Utility Support Structures segment227,944211,770467,171401,022Coatings segment79,35071,585154,265141,735
NET SALES:Engineered Infrastructure Products segment228,467211,090422,685396,597Utility Support Structures segment227,944211,770467,171401,022Coatings segment79,35071,585154,265141,735
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Engineered Infrastructure Products segment228,467211,090422,685396,597Utility Support Structures segment227,944211,770467,171401,022Coatings segment79,35071,585154,265141,735
Utility Support Structures segment    227,944    211,770    467,171    401,022      Coatings segment    79,350    71,585    154,265    141,735
Coatings segment    79,350    71,585    154,265    141,735
Irrigation segment 270,174 194,490 514,881 390,331
Other 72,724 78,380 139,287 154,980
Total \$ 878,659 \$ 767,315 \$ 1,698,289 \$ 1,484,665
OPERATING INCOME:
Engineered Infrastructure Products segment \$ 22,603 \$ 14,168 \$ 35,337 \$ 22,192
Utility Support Structures segment    42,121    26,574    88,276    51,678
Coatings segment    23,552    19,517    36,972    36,029
Irrigation segment 64,174 37,607 118,733 76,015
Other 13,025 12,259 23,812 23,670
Corporate (21,210) (12,773) (40,675) (29,414)

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Total

\$ 144,265 \$ 97,352 \$ 262,455 \$ 180,170

### NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (Continued)

#### (Dollars in thousands, except per share amounts)

#### (Unaudited)

## (7) GUARANTOR/NON-GUARANTOR FINANCIAL INFORMATION

The Company has \$450,000 principal amount of senior unsecured notes outstanding at a coupon interest rate of 6.625% per annum. The notes are guaranteed, jointly, severally, fully and unconditionally by certain of the Company's current and future direct and indirect domestic and foreign subsidiaries (collectively the "Guarantors"), excluding its other current domestic and foreign subsidiaries which do not guarantee the debt (collectively referred to as the "Non-Guarantors"). All Guarantors are 100% owned by the parent company.

Consolidated financial information for the Company ("Parent"), the Guarantor subsidiaries and the Non-Guarantor subsidiaries is as follows:

#### CONDENSED CONSOLIDATED STATEMENTS OF EARNINGS For the Thirteen weeks ended June 29, 2013

	Parent	Gi	uarantors	Non	Guarantors	Elii	minations	Total
Net sales	426,817	\$	169,027	\$	360,802	\$	(77,987) \$	878,659
Cost of sales	297,949		126,290		273,482		(80,533)	617,188
Gross profit	128,868		42,737		87,320		2,546	261,471
Selling, general and administrative expenses	55,720		14,347		47,139			117,206
Operating income	73,148		28,390		40,181		2,546	144,265
Other income (expense):								
Interest expense	(7,636)		(11,944)		(390)		11,945	(8,025)
Interest income	8		237		13,552		(11,945)	1,852
Other	394		31		(302)			123
	(7,234)		(11,676)		12,860			(6,050)
Earnings before income taxes and equity in earnings of nonconsolidated subsidiaries	65,914		16,714		53,041		2,546	138,215
Income tax expense (benefit):								
Current	24,824		6,546		16,182		658	48,210
Deferred	(750)		1,399		(1,691)			(1,042)
	24,074		7,945		14,491		658	47,168
Earnings before equity in earnings of nonconsolidated subsidiaries	41,840		8,769		38,550		1,888	91,047
Equity in earnings of nonconsolidated subsidiaries	47,723		23,234				(70,688)	269
Net earnings	89,563		32,003		38,550		(68,800)	91,316
Less: Earnings attributable to noncontrolling interests					(1,753)			(1,753)
Net earnings attributable to Valmont Industries, Inc	\$ 89,563	\$	32,003	\$	36,797	\$	(68,800) \$	89,563

## NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (Continued)

### (Dollars in thousands, except per share amounts)

## (Unaudited)

## (7) GUARANTOR/NON-GUARANTOR FINANCIAL INFORMATION (Continued)

## CONDENSED CONSOLIDATED STATEMENTS OF EARNINGS For the Twenty-six Weeks Ended June 29, 2013

	Parent	Guarantors	Non-Guarantors	Eliminations	Total
Net sales	\$ 843,430	\$ 339,876	\$ 686,211	\$ (171,228) \$	1,698,289
Cost of sales	598,629	255,288	521,865	(174,333)	1,201,449
Gross profit	244,801	84,588	164,346	3,105	496,840
Selling, general and administrative expenses	105,746	28,341	100,298		234,385
Operating income	139,055	56,247	64,048	3,105	262,455
Other income (expense):					
Interest expense	(15,391)	(24,574)	(824)	24,574	(16,215)
Interest income	15	490	27,274	(24,574)	3,205
Other	1,802	46	(169)		1,679
	(13,574)	(24,038)	26,281		(11,331)
Earnings before income taxes and equity in earnings of					
nonconsolidated subsidiaries	125,481	32,209	90,329	3,105	251,124
Income tax expense (benefit):					
Current	45,999	13,382	26,652	837	86,870
Deferred	(2,504)	1,702	(3,927)		(4,729)
	43,495	15,084	22,725	837	82,141
Earnings before equity in earnings of nonconsolidated					
subsidiaries	81,986	17,125	67,604	2,268	168,983
Equity in earnings of nonconsolidated subsidiaries	85,146	42,385	207	(127,265)	473
Net earnings	167,132	59,510	67,811	(124,997)	169,456
Less: Earnings attributable to noncontrolling interests			(2,324)		(2,324)
Net earnings attributable to Valmont Industries, Inc	167,132	59,510	65,487	(124,997)	167,132
	20				

## NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (Continued)

### (Dollars in thousands, except per share amounts)

## (Unaudited)

## (7) GUARANTOR/NON-GUARANTOR FINANCIAL INFORMATION (Continued)

## CONDENSED CONSOLIDATED STATEMENTS OF EARNINGS For the Thirteen weeks ended June 30, 2012

	]	Parent	G	uarantors	Non-G	uarantors	Eliı	ninations	Total
Net sales	\$	347,643	\$	152,159	\$	333,171	\$	(65,658)	767,315
Cost of sales		249,557		121,658		261,374		(64,669)	567,920
Gross profit		98,086		30,501		71,797		(989)	199,395
Selling, general and administrative expenses		43,762		13,177		45,104			102,043
Operating income		54,324		17,324		26,693		(989)	97,352
Other income (expense):									
Interest expense		(7,573)		(12,244)		152		12,244	(7,421)
Interest income		5		129		14,020		(12,244)	1,910
Other		(454)		11		(1,534)			(1,977)
		(8,022)		(12,104)		12,638			(7,488)
Earnings before income taxes and equity in earnings of									
nonconsolidated subsidiaries		46,302		5,220		39,331		(989)	89,864
Income tax expense (benefit):									
Current		19,363		6,197		10,425			35,985
Deferred		(2,963)		(1,031)		(1,199)			(5,193)
		16,400		5,166		9,226			30,792
Earnings before equity in earnings of nonconsolidated subsidiaries		29,902		54		30,105		(989)	59,072
Equity in earnings of nonconsolidated subsidiaries		30,078		23,253		2,276		(53,520)	2,087
Net earnings	\$	59,980	\$	23,307	\$	32,381	\$	(54,509) \$	
Less: Earnings attributable to noncontrolling interests						(1,179)			(1,179)
Net earnings attributable to Valmont Industries, Inc	\$	59,980	\$	23,307	\$	31,202	\$	(54,509) \$	59,980
	2	1							

## NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (Continued)

### (Dollars in thousands, except per share amounts)

## (Unaudited)

## (7) GUARANTOR/NON-GUARANTOR FINANCIAL INFORMATION (Continued)

## CONDENSED CONSOLIDATED STATEMENTS OF EARNINGS For the Twenty-six Weeks Ended June 30, 2012

	Parent	Guarantors	Non-Guarantors	Eliminations	Total
Net sales	712,483	280,871	627,113	(135,802)	1,484,665
Cost of sales	517,069	225,300	491,297	(134,710)	1,098,956
Gross profit	195,414	55,571	135,816	(1,092)	385,709
Selling, general and administrative expenses	87,034	26,965	91,540		205,539
Operating income	108,380	28,606	44,276	(1,092)	180,170
Other income (expense):					
Interest expense	(15,255)	(24,501)	27	24,501	(15,228)
Interest income	14	323	28,152	(24,501)	3,988
Other	1,005	25	(1,430)		(400)
	(14,236)	(24,153)	26,749		(11,640)
Earnings before income taxes and equity in earnings of nonconsolidated subsidiaries	94,144	4,453	71,025	(1,092)	168,530
Income tax expense (benefit):					
Current	36,548	5,296	21,170		63,014
Deferred	(2,769)	139	(1,826)		(4,456)
	33,779	5,435	19,344		58,558
Earnings before equity in earnings of nonconsolidated	() - (	(200		(1.000)	100.0=0
subsidiaries	60,365	(982)		(1,092)	109,972
Equity in earnings of nonconsolidated subsidiaries	51,940	46,361	3,932	(98,458)	3,775
Net earnings	112,305	45,379	55,613	(99,550)	113,747
Less: Earnings attributable to noncontrolling interests			(1,442)		(1,442)
Net earnings attributable to Valmont Industries, Inc	\$ 112,305	\$ 45,379	\$ 54,171	\$ (99,550) \$	112,305
	22				

## NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (Continued)

### (Dollars in thousands, except per share amounts)

## (Unaudited)

## (7) GUARANTOR/NON-GUARANTOR FINANCIAL INFORMATION (Continued)

## CONDENSED CONSOLIDATED STATEMENTS OF COMPREHENSIVE INCOME For the Thirteen weeks ended June 29, 2013

		Parent	Gu	arantors	Non-G	Guarantors	Eliı	ninations	Total
Net earnings	\$	89,563	\$	32,003	\$	38,550	\$	(68,800) \$	91,316
Other comprehensive income (loss), net of tax:									
Foreign currency translation adjustments:									
Unrealized gains (losses) arising during the period				65,807		(118,769)			(52,962)
Realized (loss) included in net earnings during the									
period									
				65,807		(118,769)			(52,962)
Unrealized loss on cash flow hedge:		105							107
Amortization cost included in interest expense		100							100
		100							100
Actuarial gain (loss) in defined benefit pension plan						10			10
liability						42			42
Equity in other comprehensive income		(49,618)						49,618	
Equity in other comprehensive medine		(49,010)						+9,010	
Other comprehensive income (loss)		(49,518)		65,807		(118,727)		49,618	(52,820)
Other comprehensive income (loss)		(49,318)		05,807		(110,727)		49,010	(32,820)
Comprehensive income		40,045		97,810		(80,177)		(19,182)	38,496
Comprehensive income attributable to		40,043		97,810		(00,177)		(19,162)	30,490
noncontrolling interests						1,549			1,549
increase and interests						1,5 17			1,017
Comprehensive income attributable to Valmont									
Industries, Inc.	\$	40,045	\$	97,810	\$	(78,628)	\$	(19,182) \$	40,045
	Ψ	10,015	Ψ	27,010	Ψ	(10,020)	Ψ	(1),102) 4	10,015
		23							
		23							

## NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (Continued)

#### (Dollars in thousands, except per share amounts)

## (Unaudited)

## (7) GUARANTOR/NON-GUARANTOR FINANCIAL INFORMATION (Continued)

## CONDENSED CONSOLIDATED STATEMENTS OF COMPREHENSIVE INCOME For the Twenty-six Weeks Ended June 29, 2013

		Parent	Gu	arantors	Non-G	uarantors	Eliı	minations	Total
Net earnings	\$	167,132	\$	59,510	\$	67,811	\$	(124,997) \$	169,456
Other comprehensive income (loss), net of tax:									
Foreign currency translation adjustments:				07.404		(00.0(0)			((2.502)
Unrealized gains (losses) arising during the period				27,486		(90,068)			(62,582)
Realized (loss) included in net earnings during the period						(5,194)			(5,194)
period						(3,194)			(3,194)
				27 186		(95,262)			(67 776)
				27,486		(93,202)			(67,776)
Unrealized loss on cash flow hedge:									
Amortization cost included in interest expense		200							200
A mortization cost mended in morest expense		200							200
		200							200
Actuarial gain (loss) in defined benefit pension plan									
liability						(894)			(894)
Equity in other comprehensive income		(63,157)						63,157	
Other comprehensive income (loss)		(62,957)		27,486		(96,156)		63,157	(68,470)
Comprehensive income		104,175		86,996		(28,345)		(61,840)	100,986
Comprehensive income attributable to						2 100			2 1 0 0
noncontrolling interests						3,189			3,189
Comprehensive income attributeble to V-larget									
Comprehensive income attributable to Valmont Industries, Inc.	\$	104,175	\$	86,996	\$	(25,156)	\$	(61,840) \$	104,175
industries, inc.	ψ	104,175	ψ	00,990	Ψ	(23,130)	ψ	(01,040) \$	104,175
		24							
		∠+							

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## VALMONT INDUSTRIES, INC. AND SUBSIDIARIES

## NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (Continued)

#### (Dollars in thousands, except per share amounts)

## (Unaudited)

## (7) GUARANTOR/NON-GUARANTOR FINANCIAL INFORMATION (Continued)

## CONDENSED CONSOLIDATED STATEMENTS OF COMPREHENSIVE INCOME For the Thirteen weeks ended June 30, 2012

		Parent	Gu	arantors	Non-G	uarantors	Eli	minations	Total
Net earnings	\$	59,980	\$	23,307	\$	32,381	\$	(54,509) \$	61,159
Other comprehensive income (loss), net of tax:									
Foreign currency translation adjustments:									
Unrealized gains (losses) arising during the period				14,123		(38,433)		(6,511)	(30,821)
				14,123		(38,433)		(6,511)	(30,821)
Unrealized loss on cash flow hedge:		100							100
Amortization cost included in interest expense		100							100
		100							100
		100							100
Actuarial gain (loss) in defined benefit pension plan									
liability						(1,238)			(1,238)
Envite in the community in the		(29.247)						20.247	
Equity in other comprehensive income		(28,347)						28,347	
Other comprehensive income (loss)		(28,247)		14,123		(39,671)		21,836	(31,959)
		(20,217)		1.,120		(0),0/1)		21,000	(01,909)
Comprehensive income		31,733		37,430		(7,290)		(32,673)	29,200
Comprehensive income attributable to									
noncontrolling interests						2,533			2,533
Comprehensive income attributable to Valmont	<i>•</i>		<i><b></b></i>	27 (20	<i>•</i>	(4.5.5)	<b>•</b>	(22 (72) (	
Industries, Inc.	\$	31,733	\$	37,430	\$	(4,757)	\$	(32,673) \$	31,733
		25							
		25							

## Table of Contents

## VALMONT INDUSTRIES, INC. AND SUBSIDIARIES

## NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (Continued)

#### (Dollars in thousands, except per share amounts)

## (Unaudited)

## (7) GUARANTOR/NON-GUARANTOR FINANCIAL INFORMATION (Continued)

## CONDENSED CONSOLIDATED STATEMENTS OF COMPREHENSIVE INCOME For the Twenty-six Weeks Ended June 30, 2012

	Parent	G	uarantors	Non-Guara	ntors	Eliminations	Total
Net earnings	\$ 112,3	)5 \$	45,379	\$ 55	5,613	\$ (99,550)	\$ 113,747
Other comprehensive income (loss), net of tax:							
Foreign currency translation adjustments:							
Unrealized gains (losses) arising during the period			(2,244)	7	7,496	(6,511)	(1,259)
			(2,244)	7	7,496	(6,511)	(1,259)
Unrealized loss on cash flow hedge:							
Amortization cost included in interest expense	2	00					200
	2	00					200
Actuarial gain in defined benefit pension plan liability					633		633
Equity in other comprehensive income	(1,6	55)				1,665	
	(1.4	( <b>F</b> )	(2.244)	C	120	(4.9.46)	(126)
Other comprehensive income (loss)	(1,4	)))	(2,244)	5	3,129	(4,846)	(426)
Comprehensive income	110,8	40	43,135	63	3,742	(104,396)	113,321
Comprehensive income attributable to noncontrolling interests				(2	2,481)		(2,481)
Comprehensive income attributable to Valmont Industries, Inc.	\$ 110,8	40 \$	43,135	\$ 61	,261	\$ (104,396)	\$ 110,840
	2	6					

## NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (Continued)

## (Dollars in thousands, except per share amounts)

## (Unaudited)

## (7) GUARANTOR/NON-GUARANTOR FINANCIAL INFORMATION (Continued)

## CONDENSED CONSOLIDATED BALANCE SHEETS June 29, 2013

	Parent	Guarantors	Non-Guarantors	Eliminations To	tal
ASSETS					
Current assets:					
Cash and cash equivalents	\$ 135,336	\$ 29,738	\$ 325,403	\$ \$ 49	90,477
Receivables, net	143,707	81,159	288,900	51	13,766
Inventories	135,396	70,345	207,667	41	13,408
Prepaid expenses	6,573	712	26,302		33,587
Refundable and deferred income taxes	38,155	5,605	24,408	(	58,168
Total current assets	459,167	187,559	872,680	1,51	19,406
Property, plant and equipment, at cost	476,731	141,114	401,143	1,01	18,988
Less accumulated depreciation and					
amortization	296,524	58,723	133,259	48	38,506
Net property, plant and equipment	180,207	82.391	267.884	53	30,482
	,	,-,-	,		.,
Goodwill	20,108	107,542	204,717	33	32,367
Other intangible assets	419	50,869	117,182		52,507 58,470
Investment in subsidiaries and intercompany	417	50,007	117,102	П	JO, <del>+</del> 70
accounts	1,446,491	1,348,693	556,568	(3,351,752)	
Other assets	36,588	1,540,095	64,310		00,898
other assets	50,500		04,510	I (	/0,070
Total assets	\$ 2,142,980	\$ 1,777,054	\$ 2,083,341	\$ (3,351,752) \$ 2,65	51,623
LIABILITIES AND SHAREHOLDERS' EQUITY					
Current liabilities:					
Current installments of long-term debt	\$ 188	\$	\$ 269	\$\$	457
Notes payable to banks		10.100	16,004		16,004
Accounts payable	66,559	19,128	126,410		12,097
Accrued employee compensation and benefits	58,734	9,046	32,756		00,536
Accrued expenses	37,575	4,227	39,186	8	30,988
Dividends payable	6,693				6,693
Total current liabilities	169,749	32,401	214,625	41	16,775
Deferred income taxes	19,182	28,254	32,715	8	30,151
Long-term debt, excluding current					
installments	470,919	532,852	743	(532,852) 47	71,662
Defined benefit pension liability			98,707		98,707
Deferred compensation	29,689		7,428		37,117

Other noncurrent liabilities	7,551		41,303		48,854		
Shareholders' equity:	7,001		.1,000		10,001		
Common stock of \$1 par value	27,900	457,950	254,982	(712,932)	27,900		
Additional paid-in capital		150,286	894,239	(1,044,525)			
Retained earnings	1,458,326	526,750	505,878	(1,032,628)	1,458,326		
Accumulated other comprehensive income							
(loss)	(19,019)	48,561	(19,746)	(28,815)	(19,019)		
Treasury stock	(21,317)				(21,317)		
Total Valmont Industries, Inc. shareholders'							
equity	1,445,890	1,183,547	1,635,353	(2,818,900)	1,445,890		
Noncontrolling interest in consolidated							
subsidiaries			52,467		52,467		
Total shareholders' equity	1,445,890	1,183,547	1,687,820	(2,818,900)	1,498,357		
Total liabilities and shareholders' equity	\$ 2,142,980	\$ 1,777,054	\$ 2,083,341	\$ (3,351,752)	\$ 2.651.623		
1.5	. , ,	. , ,	. ,,-		. , ,		
27							
		<i>∠</i> /					

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## NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (Continued)

#### (Dollars in thousands, except per share amounts)

## (Unaudited)

## (7) GUARANTOR/NON-GUARANTOR FINANCIAL INFORMATION (Continued)

## CONDENSED CONSOLIDATED BALANCE SHEETS December 29, 2012

		Parent	G	uarantors	No	n-Guarantors	E	liminations		Total
ASSETS										
Current assets:										
Cash and cash equivalents	\$	40,926	\$	83,203	\$	290,000	\$		\$	414,129
Receivables, net		144,161		86,403		285,338				515,902
Inventories		146,619		71,988		193,777				412,384
Prepaid expenses		7,153		1,029		16,962				25,144
Refundable and deferred income taxes		29,359		6,904		22,118				58,381
Total current assets		368,218		249,527		808,195				1,425,940
Property, plant and equipment, at cost		456,497		122,937		415,340				994,774
Less accumulated depreciation and		150,177		122,757		115,510				<i>))</i> , <i>,,,,,,,,,,,,,</i>
amortization		288,226		55,239		138,697				482,162
		200,220		55,257		150,077				102,102
Net property, plant and equipment		168,271		67.698		276.643				512,612
Net property, plant and equipment		106,271		07,098		270,045				512,012
		20 100		107 5 10		202 1 4 1				220 701
Goodwill		20,108		107,542		203,141				330,791
Other intangible assets		499		53,517		118,254				172,270
Investment in subsidiaries and intercompany	-	456 150		1 046 777		(15.15)		(2 210 000)		
accounts	1	,456,159		1,246,777		615,152		(3,318,088)		10( 020
Other assets		32,511				94,427				126,938
Total assets	\$ 2	2,045,766	\$	1,725,061	\$	2,115,812	\$	(3,318,088)	\$ 1	2,568,551
LIABILITIES AND SHAREHOLDERS' EQUITY										
Current liabilities:										
Current installments of long-term debt	\$	189	\$		\$	35	\$		\$	224
Notes payable to banks						13,375				13,375
Accounts payable		72,610		22,006		117,808				212,424
Accrued employee compensation and benefits		61,572		10,530		29,803				101,905
Accrued expenses		30,641		4,674		43,188				78,503
Income taxes payable				31		669		(700)		
Dividends payable		6,002								6,002
Total current liabilities		171,014		37,241		204,878		(700)		412,433
Deferred income taxes		23,305		27,851		37,144				88,300
Long-term debt, excluding current		,		.,						
installments		471,828		599,873		765		(599,873)		472,593
Defined benefit pension liability				, -		112,043				112,043
1 V						, -				

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Deferred compensation	25,200		6,720		31,920
Other noncurrent liabilities	4,507		39,745		44,252
Shareholders' equity:					
Common stock of \$1 par value	27,900	457,950	254,982	(712,932)	27,900
Additional paid-in capital		150,286	893,274	(1,043,560)	
Retained earnings	1,300,529	467,240	443,337	(910,577)	1,300,529
Accumulated other comprehensive income	43,938	(15,380)	65,826	(50,446)	43,938
Treasury stock	(22,455)				(22,455)
Total Valmont Industries, Inc. shareholders' equity	1,349,912	1,060,096	1,657,419	(2,717,515)	1,349,912
Noncontrolling interest in consolidated subsidiaries			57,098		57,098
Total shareholders' equity	1,349,912	1,060,096	1,714,517	(2,717,515)	1,407,010
Total liabilities and shareholders' equity	\$ 2,045,766	\$ 1,725,061	\$ 2,115,812	\$ (3,318,088)	\$ 2,568,551
	2	8			

## NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (Continued)

### (Dollars in thousands, except per share amounts)

## (Unaudited)

## (7) GUARANTOR/NON-GUARANTOR FINANCIAL INFORMATION (Continued)

## CONDENSED CONSOLIDATED STATEMENTS OF CASH FLOWS For the Twenty-six Weeks Ended June 29, 2013

	Parent	Guarantors	Non-Guarantors	Eliminations	Total
Cash flows from operating activities:					
Net earnings	\$ 167,132	\$ 59,51	0 \$ 67,811	\$ (124,997)	\$ 169,456
Adjustments to reconcile net earnings to net cash flows from					
operations:					
Depreciation and amortization	9,834	6,45	2 21,900	1	38,186
Stock-based compensation	3,342				3,342
Defined benefit pension plan expense			3,245		3,245
Contribution to defined benefit pension plan			(10,346	)	(10,346)
Gain on sale of property, plant and equipment	337	3	6 (5,444	)	(5,071)
Equity in earnings in nonconsolidated subsidiaries	(266)		(207	)	(473)
Deferred income taxes	(2,504)	1,70	2 (3,927	)	(4,729)
Changes in assets and liabilities (net of acquisitions):					
Receivables	453	5,23	5 (9,019	)	(3,331)
Inventories	10,524	1,64	3 (14,658	)	(2,491)
Prepaid expenses	579	31	8 (6,807	)	(5,910)
Accounts payable	(6,052)	(2,87	7) 9,665		736
Accrued expenses	4,471	(1,93	2) 377		2,916
Other noncurrent liabilities	3,058		(1,185	)	1,873
Income taxes payable (refundable)	(10,415)	(1,94	3) (277	) 825	(11,810)
Net cash flows from operating activities	180,493	68,14	4 51,128	(124,172)	175,593
Cash flows from investing activities:					
Purchase of property, plant and equipment	(22,826)	(18,56	9) (12,863	)	(54,258)