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COMSYS IT Partners Q4 2007 Earnings Call Transcript

Question-and-Answer Session

Operator

Thank you. (Operator Instructions). We'll take our first question from Mark Marcon with R.W. Baird.

Mark Marcon - R.W. Baird

Hi. Good morning, everybody.

Larry Enterline

Hi, Mark.

Mark Marcon - R.W. Baird

Just wondering with regards to the guidance for the first quarter, what are the assumptions in terms of, kind of the core staffing versus solutions versus some of the acquired companies, just from a topline perspective, or how should we think about that?

David Kerr

Mark, this is David,

Mark Marcon - R.W. Baird

Hi, David.

David Kerr

I think our plan would be for our staffing in our solutions and in our Process Solutions business to trend in the same direction. And with respect to the acquired revenue, the acquired revenue would be about \$4 million to \$5 million higher in the first quarter as compared to the fourth quarter of last year.

Mark Marcon - R.W. Baird

4 million to 5 million higher relative to what was contributed in the fourth quarter of '04?

David Kerr

'07.

Mark Marcon - R.W. Baird

I mean of '07.

Larry Enterline

Of '07.

Mark Marcon - R.W. Baird

Okay. Great. And what are you hearing from some of your clients just on the core staffing, you mentioned little bit of pricing pressure and it sounds like the headcount is going down a little bit, just that shouldn't be unexpected. It's a cyclical industry and we're clearly going in to softer economic grid?

Larry Enterline

Yeah. I think, Mark, if I would characterize it, you know, it's the classic mix bag across our clients. You know I think we feel that we still got market out there. You know we've got to do a better job of capturing. I think we're focused on doing that. Pricing pressure, you know, that seems to come with the larger clients. And as you know, we've got a pretty good -- our mix includes quite a few of those folks.

So that's something I think we deal with. But in general, I think while we haven't seen any precipitous declines in demand, we've seen some softening in select clients -- you know, clearly, in the mortgage business, obviously it's not very good now. But then, I wouldn't say right now, we've got adequate market.

I think we've got to get out there and take advantage of it. Having said that, I think we are prepared for some softening this year in '08. You know I think everything we read and we hear probably makes us some something less than optimistic about what could happen. But, you know, I think it's our job to go out there and take advantage of the market that we have in front of us.

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