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## Coleman Cable Q3 2007 Earnings Call Transcript

### Question-and-Answer Session

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**Operator**

(Operator Instructions) Your first question comes from Matt McCall - BB&T Markets.

**Matt McCall - BB&T Capital Markets**

Starting with the guidance, just so I understand what our costs are, do you have handy the pro forma numbers that we're up against in Q4 of '06 for both your revenue and your EBITDA guidance?

**Richard Burger**

Matt, we didn't acquire Copperfield until actually the beginning of the second quarter and I don't have that information here and I don't believe we have published it anywhere. I do believe in the conference call that we made on the Copperfield acquisition, I gave you the trailing four quarters I believe of both sales or -- at least, EBITDA.

**Matt McCall - BB&T Capital Markets**

I'll look back in my notes. I'm sure I have it.

**Richard Burger**

I just don't have it in front of me right now. I apologize.

**Matt McCall - BB&T Capital Markets**

That's fine. In the guidance, I know you talked about potentially closing the Woods acquisition in November. Does either your top line or EBITDA guidance include the benefit on either line from the addition of Woods in November? I guess you would get one month of benefit?

**Gary Yetman**

We haven't included any of the Woods numbers in our guidance.

**Matt McCall - BB&T Capital Markets**

Is there any seasonality in that business we should look at or is that top line number that you gave a pretty consistent pattern throughout the year for Woods?

**Gary Yetman**

Woods is going to have seasonality weighted towards the second half of the year.

**Matt McCall - BB&T Capital Markets**

From an EBITDA perspective, I know you quantified the EBIT benefit. I think I asked a similar question on the Woods call, I didn't think of it in terms of the Q4 benefit for looking at what the benefit could potentially be. I'm assuming that EBITDA could be a little bit higher than the EBIT that you forecast. I believe there was some cost savings assumed in that EBIT number. How should we look at the potential EBITDA benefit from that December period?

**Richard Burger**

Matt, we have not completed the fair valuation of assets, which would revolve around the allocation of purchase price. So with that said, we left it out of our guidance. As you would recognize, the requirements would be that we would step up the inventory at fair value; at the end of the transaction I would be pushing around a lot of numbers so that's why we went to the market in a conference call with we had paid \$45 million for about \$41 million of net working capital. I would not expect any normal EBITDA pickup in Q4 from a one-month ownership of Woods.

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