



TETRA Technologies Q3 2007 Earnings Call Transcript

Question-and-Answer Session

Operator

(Operator Instructions) Our first question comes from Jim Rollyson from Raymond James. Please state your question.

Jim Rollyson - Raymond James

Good morning Geoff.

Geoff Hertel

Good morning.

Jim Rollyson - Raymond James

First question, you talked about your business model in well abandonment decommissioning. You started off with kind of more of the one-stop shop approach, making sure you had all the assets to take on the whole business model and then kind of now you've seen it more still piece mauling the way it used to be.

Does that leave you with any of the different segments that you've acquired or specific business lines that you've gotten into under your old approach that today on an individual basis you wish you didn't have?

Geoff Hertel

Well, I'm going to address that and then I'm going to let Stu do that. The only thing that bothered me in that area, if we were owning all of the business pieces that we had nine months ago, would have been the large vessels and fortunately for us, we at least a number of those vessels, all of those vessels that are not working we have been able to turn back and therefore, I'm very happy with what we have remaining, but I'm going to let Stu address that question for you.

Stu Brightman

Yeah, I think if you look at the assets we have today between the barges and the diving assets, we're very happy with all of them and they fit into the current future model. And as Geoff said, we've shed the third party assets and we've got what we need right now.

Jim Rollyson - Raymond James

Perfect and, Geoff, it looks like if you backed out the amount of write-down related, kind of unusual stuff from WA&D this quarter, the \$13 million, your margins are close to 23% in the quarter. Is that about right?

Geoff Hertel

I haven't run them, but I think they are over 20, so, yeah, yes.

Jim Rollyson - Raymond James

Okay. It also seems like with all the kind of financial write-down stuff going on this quarter and maybe you're trying to bring insurance to a head before the end of the year, you're trying to get rid of all the, let's call it noise going into what you think will be a lot better year in 2008. Am I reading that accurately?

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