CHICAGO BRIDGE & IRON CO N V Form 10-Q October 31, 2007

UNITED STATES SECURITIES AND EXCHANGE COMMISSION WASHINGTON, D.C. 20549 FORM 10-Q

DESCRIPTION 13 OR 15(d) OF THE SECURITIES EXCHANGE ACT OF 1934

For the quarterly period ended September 30, 2007

OR

	TRANSITION REPORT PURSUANT TO SECTION 13 OR 15(d) OF THE SECURITIES EXCHANGE ACT OF 1934
For the trans	sition period from to

Commission File Number 1-12815 CHICAGO BRIDGE & IRON COMPANY N.V.

(Exact Name of Registrant as Specified in Its Charter)

The Netherlands IRS Identification Number: Not Applicable (State or Jurisdiction of Incorporation or Organization) (I.R.S. Employer Identification No.)

Polarisavenue 31 2132 JH Hoofddorp The Netherlands 31-23-5685660

(Address and telephone number of principal executive offices)

Indicate by check mark whether the registrant (1) has filed all reports required to be filed by Section 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. b Yes o No Indicate by check mark whether the registrant is a large accelerated filer, an accelerated filer, or a non-accelerated filer. See definition of accelerated filer and large accelerated filer in Rule 12b-2 of the Exchange Act.

Large accelerated filer b Accelerated filer o Non-accelerated filer o

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

The number of shares outstanding of the registrant s common stock as of October 15, 2007 96,578,625.

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CHICAGO BRIDGE & IRON COMPANY N.V. CONDENSED CONSOLIDATED STATEMENTS OF INCOME (In thousands, except per share data)

(Unaudited)

	Three Months Ended September 30,		Nine Months September					
		2007		2006		2007		2006
Revenue	\$1	,171,752	\$8	360,983	\$3	3,040,424	\$2	2,251,766
Cost of revenue		,064,376		784,639		2,787,550		2,042,504
Gross profit		107,376		76,344		252,874		209,262
Selling and administrative expenses		35,313		34,136		103,822		102,618
Intangibles amortization		132		133		396		1,444
Other operating loss (income), net		159		175		(32)		(259)
Income from operations		71,772		41,900		148,688		105,459
Interest expense		(985)		(1,269)		(2,980)		(5,982)
Interest income		8,298		5,717		24,420		12,705
Income before taxes and minority interest		79,085		46,348		170,128		112,182
Income tax expense		(18,742)		(11,953)		(44,233)		(29,728)
Income before minority interest		60,343		34,395		125,895		82,454
Minority interest in income		(1,605)		(1,963)		(4,446)		(4,068)
Net income	\$	58,738	\$	32,432	\$	121,449	\$	78,386
Net income per share:								
Basic	\$	0.61	\$	0.34	\$	1.27	\$	0.81
Diluted	Ф \$	0.61	\$	0.34	\$ \$	1.27	\$ \$	0.81
Dilucu	Ψ	0.01	Ψ	0.55	φ	1.20	Ψ	0.79
Weighted average shares outstanding:								
Basic		95,665		96,581		95,613		97,059
Diluted		96,744		98,325		96,709		98,849
Dividends on shares:								
Amount	\$	3,859	\$	2,909	\$	11,576	\$	8,762
Per share	\$	0.04	\$	0.03	\$	0.12	\$	0.09
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The accompanying Notes to Condensed Consolidated Financial Statements are an integral part of these financial statements.

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CHICAGO BRIDGE & IRON COMPANY N.V. CONDENSED CONSOLIDATED BALANCE SHEETS

(In thousands, except share data)

	September 30, 2007 (Unaudited)	December 31, 2006
Assets Cash and cash equivalents Short-term investments Accounts receivable, net of allowance for doubtful accounts of \$1,745 in	\$ 580,789 160,537	\$ 619,449
2007 and \$2,008 in 2006	537,442	489,008
Contracts in progress with costs and estimated earnings exceeding related		
progress billings	215,122	101,134
Deferred income taxes	28,433	42,158
Other current assets	86,929	44,041
Total current assets	1,609,252	1,295,790
Property and equipment, net	231,232	194,644
Deferred income taxes	1,122	4= 005
Non-current contract retentions	4,598	17,305
Goodwill	228,296	229,460
Other intangibles	25,694	26,090
Other non-current assets	26,328	21,123
Total assets	\$2,126,522	\$1,784,412
Liabilities		
Notes payable	\$	\$ 781
Current maturity of long-term debt		25,000
Accounts payable	456,139	373,668
Accrued liabilities	175,478	130,443
Contracts in progress with progress billings exceeding related costs and		
estimated earnings	699,578	604,238
Income taxes payable	15,941	3,030
Total current liabilities	1,347,136	1,137,160
Other non-current liabilities	97,030	93,536
Deferred income taxes	•	5,691
Minority interest in subsidiaries	10,057	5,590
Total liabilities	1,454,223	1,241,977

Shareholders Equity

Common stock, Euro .01 par value; shares authorized: 250,000,000 in 2007		
and 2006; shares issued: 99,073,635 in 2007 and 99,019,462 in 2006;		
shares outstanding: 96,490,781 in 2007 and 95,967,024 in 2006	1,154	1,153
Additional paid-in capital	353,136	355,939
Retained earnings	400,504	292,431
Stock held in trust	(21,633)	(15,231)
Treasury stock, at cost; 2,582,854 shares in 2007 and 3,052,438 shares in		
2006	(74,371)	(80,040)
Accumulated other comprehensive income (loss)	13,509	(11,817)
Total shareholders equity	672,299	542,435
Total liabilities and shareholders equity	\$2,126,522	\$1,784,412

The accompanying Notes to Condensed Consolidated Financial Statements are an integral part of these financial statements.

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CHICAGO BRIDGE & IRON COMPANY N.V.
CONDENSED CONSOLIDATED STATEMENTS OF CASH FLOWS
(In thousands)
(Unaudited)

	Nine Months Ende September 30,	
	2007	2006
Cash Flows from Operating Activities		
Net income Adjustments to reconcile net income to net cash provided by operating activities:	\$ 121,449	\$ 78,386
Depreciation and amortization	24,716	20,245
Long-term incentive plan amortization	13,478	13,028
Gain on sale of property, plant and equipment	(32)	(259)
Unrealized gain on foreign currency hedge ineffectiveness	(1,222)	(316)
Excess tax benefits from share-based compensation	(5,704)	(17,382)
Change in operating assets and liabilities (see below)	88,213	320,852
Net cash provided by operating activities	240,898	414,554
Cash Flows from Investing Activities		
Purchases of short-term investments	(197,839)	
Proceeds from sale of short-term investments	37,302	
Capital expenditures	(65,976)	(60,690)
Proceeds from sale of property, plant and equipment	1,674	2,266
Net cash used in investing activities	(224,839)	(58,424)
Cash Flows from Financing Activities		
Decrease in notes payable	(781)	(1,074)
Repayment of private placement debt	(25,000)	(25,000)
Excess tax benefits from share-based compensation	5,704	17,382
Purchase of treasury stock	(30,961)	(50,514)
Issuance of common stock	1,203	4,945
Issuance of treasury stock	6,692	380
Dividends paid	(11,576)	(5,853)
Net cash used in financing activities	(54,719)	(59,734)
(Decrease) increase in cash and cash equivalents	(38,660)	296,396
Cash and cash equivalents, beginning of the year	619,449	333,990
Cash and cash equivalents, end of the period	\$ 580,789	\$ 630,386

Change in Operating Assets and Liabilities

Increase in receivables, net	\$ (48,434)	\$(130,339)
Change in contracts in progress, net	(18,648)	304,365
Decrease (increase) in non-current contract retentions	12,707	(7,466)
Increase in accounts payable	82,471	130,224
Increase in other current and non-current assets	(30,777)	(23,277)
Change in income taxes payable and deferred income taxes	21,968	6,779
Increase in accrued and other non-current liabilities	52,885	36,657
Decrease in other	16,041	3,909
Total	\$ 88,213	\$ 320,852

The accompanying Notes to Condensed Consolidated Financial Statements are an integral part of these financial statements.

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CHICAGO BRIDGE & IRON COMPANY N.V. NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS September 30, 2007

(in thousands, except per share data) (Unaudited)

1. Significant Accounting Policies

Basis of Presentation The accompanying unaudited condensed consolidated financial statements for Chicago Bridge & Iron Company N.V. (CB&I or the Company) have been prepared pursuant to the rules and regulations of the U.S. Securities and Exchange Commission (the SEC). In the opinion of management, our unaudited condensed consolidated financial statements include all adjustments, which are of a normal recurring nature, necessary for a fair presentation of our financial position as of September 30, 2007, our results of operations for each of the three-month and nine-month periods ended September 30, 2007 and 2006, and our cash flows for each of the nine-month periods ended September 30, 2007 and 2006. The condensed consolidated balance sheet at December 31, 2006 is derived from the December 31, 2006 audited consolidated financial statements. Certain prior year balances have been reclassified to conform to our current year presentation. Specifically, prepayment balances associated with our contracts have been reclassified from other current assets to contracts in progress balances on our December 31, 2006 condensed consolidated balance sheet.

Although management believes the disclosures in these financial statements are adequate to make the information presented not misleading, certain information and footnote disclosures normally included in annual financial statements prepared in accordance with accounting principles generally accepted in the United States of America (U.S. GAAP) have been condensed or omitted pursuant to the rules and regulations of the SEC. The results of operations and cash flows for the interim periods are not necessarily indicative of the results to be expected for the full year. The accompanying unaudited interim condensed consolidated financial statements should be read in conjunction with our consolidated financial statements and notes thereto included in our Form 10-K for the year ended December 31, 2006.

Revenue Recognition Revenue is primarily recognized using the percentage-of-completion method. A significant portion of our work is performed on a fixed-price or lump-sum basis. The balance of our work is performed on variations of cost reimbursable and target price approaches. Contract revenue is accrued based on the percentage that actual costs-to-date bear to total estimated costs. We utilize this cost-to-cost approach as we believe this method is less subjective than relying on assessments of physical progress. We follow the guidance of the Statement of Position 81-1, Accounting for Performance of Construction-Type and Certain Production-Type Contracts (SOP 81-1), for accounting policies relating to our use of the percentage-of-completion method, estimating costs, revenue recognition, including the recognition of profit incentives, combining and segmenting contracts and unapproved change order/claim recognition. Under the cost-to-cost approach, while the most widely recognized method used for percentage-of-completion accounting, the use of estimated cost to complete each contract is a significant variable in the process of determining income earned and is a significant factor in the accounting for contracts. The cumulative impact of revisions in total cost estimates during the progress of work is reflected in the period in which these changes become known. Due to the various estimates inherent in our contract accounting, actual results could differ from those estimates.

Contract revenue reflects the original contract price adjusted for approved change orders and estimated minimum recoveries of unapproved change orders and claims. We recognize revenue associated with unapproved change orders and claims to the extent that related costs have been incurred when recovery is probable and the value can be reliably estimated. At September 30, 2007, we had a project with outstanding unapproved change orders/claims of approximately \$78,500 factored into the determination of its revenue and estimated costs. We anticipate reaching agreement with our customer to resolve the change orders/claims and other commercial issues on this project within the next several months. At December 31, 2006, we had no material outstanding unapproved change orders/claims.

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Losses expected to be incurred on contracts in progress are charged to earnings in the period such losses are known. Charges to earnings include the reversal of any profit recognized on the project in prior periods. During the three month period ended September 30, 2007, we recognized provisions for additional costs associated with a project in a loss position in our Europe, Africa, and Middle East (EAME) segment that resulted in a \$25,832 charge to earnings for the period. Charges to earnings for this project during the nine month period ended September 30, 2007 were \$44,837. We have also recognized \$22,775 of provisions to date for a project in our North America segment that is substantially complete. There were no additional charges to earnings for this project during the three month period ended September 30, 2007. There were no significant provisions for additional costs associated with contracts projected to be in a material loss position in the comparable periods of 2006.

Costs and estimated earnings to date in excess of progress billings on contracts in progress represent the cumulative revenue recognized less the cumulative billings to the customer. Any billed revenue that has not been collected is reported as accounts receivable. Unbilled revenue is reported as contracts in progress with costs and estimated earnings exceeding related progress billings on the condensed consolidated balance sheets. The timing of when we bill our customers is generally based on advance billing terms or contingent upon completion of certain phases of the work as stipulated in the contract. Progress billings in accounts receivable at September 30, 2007 and December 31, 2006 include retentions totaling \$72,481 and \$62,723, respectively, to be collected within one year. Contract retentions collectible beyond one year are included in non-current contract retentions on the condensed consolidated balance sheets. Cost of revenue includes direct contract costs such as material and construction labor, and indirect costs which are attributable to contract activity.

Foreign Currency The nature of our business activities involves the management of various financial and market risks, including those related to changes in currency exchange rates. The effects of translating financial statements of foreign operations into our reporting currency are recognized in shareholders—equity within accumulated other comprehensive income/loss as cumulative translation adjustment, net of tax, which includes tax credits associated with the translation adjustment. Foreign currency exchange gains/losses are included in the condensed consolidated statements of income within cost of revenue.

New Accounting Standards On January 1, 2007, we adopted the provisions of Financial Accounting Standards Board (FASB) Interpretation No. 48, Accounting for Uncertainty in Income Taxes, an interpretation of SFAS No. 109, Accounting for Income Taxes (FIN 48). FIN 48 clarifies the accounting for income taxes by prescribing the minimum recognition threshold a tax position is required to meet before being recognized in the financial statements. FIN 48 also provides guidance on derecognition, measurement, classification, interest and penalties, accounting in interim periods, disclosure and transition. As a result of our adoption of FIN 48, we recognized an approximate \$1,800 increase in our liability for unrecognized tax benefits, which was accounted for as a cumulative-effect adjustment to our beginning retained earnings balance. Including the impact of adoption of FIN 48, our unrecognized tax benefits totaled approximately \$17,100.

We are subject to taxation in the United States and various states and foreign jurisdictions. We have significant operations in the United States, The Netherlands, Canada and the United Kingdom. Tax years remaining subject to examination by worldwide tax jurisdictions vary by country and legal entity, but are generally open for tax years ending after 2001, and in certain cases back to 1997.

To the extent penalties, if any, would be assessed on any underpayment of income tax, such amounts are accrued and classified as a component of income tax expense in our financial statements. Interest is included in interest expense on our consolidated statement of income.

We do not anticipate significant changes in the balance of our unrecognized tax benefits in the next twelve months. In September 2006, the FASB issued Statement of Financial Accounting Standards (SFAS) No. 157, Fair Value Measurements (SFAS No. 157). SFAS No. 157 defines fair value, establishes a framework for measuring fair value and expands disclosure of fair value measurements. SFAS No. 157 applies under other accounting pronouncements that require or permit fair value measurements, and accordingly, does not require any new fair value measurements. SFAS No. 157 is effective for financial statements issued for fiscal years beginning after

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November 15, 2007. We do not anticipate that our adoption of this standard would have a material effect on our consolidated financial position, results of operations or cash flows.

In February 2007, the FASB issued SFAS No. 159, The Fair Value Option for Financial Assets and Financial Liabilities (SFAS No. 159). SFAS No. 159 provides companies with an option to report selected financial assets and liabilities at fair value. The objective of SFAS No. 159 is to reduce both complexity in accounting for financial instruments and the volatility in earnings caused by measuring related assets and liabilities differently. U.S. GAAP has required different measurement attributes for different assets and liabilities that can create artificial volatility in earnings. The FASB has indicated it believes that SFAS No. 159 helps to mitigate this type of accounting-induced volatility by enabling companies to report related assets and liabilities at fair value, which would likely reduce the need for companies to comply with detailed rules for hedge accounting. SFAS No. 159 also establishes presentation and disclosure requirements designed to facilitate comparisons between companies that choose different measurement attributes for similar types of assets and liabilities.

SFAS No. 159 does not eliminate disclosure requirements included in other accounting standards, including requirements for disclosures about fair value measurements included in SFAS No. 157 and SFAS No. 107,

Disclosures about Fair Value of Financial Instruments . SFAS No. 159 is effective for fiscal years beginning after November 15, 2007. We do not anticipate that our adoption of this standard would have a material effect on our consolidated financial position, results of operations or cash flows.

Per Share Computations Basic earnings per share (EPS) is calculated by dividing net income by the weighted average number of common shares outstanding for the period. Diluted EPS reflects the assumed conversion of dilutive securities, consisting of employee stock options, restricted shares, performance shares (where performance criteria have been met) and directors deferred fee shares.

The following schedule reconciles the income and shares utilized in the basic and diluted EPS computations:

	Three Months Ended September 30,		Nine Months Ended September 30,	
	2007	2006	2007	2006
Net income	\$58,738	\$32,432	\$121,449	\$78,386
Weighted average shares outstanding basic Effect of stock options/restricted	95,665	96,581	95,613	97,059
shares/performance shares	1,016	1,682	1,033	1,701
Effect of directors deferred fee shares	63	62	63	89
Weighted average shares outstanding diluted	96,744	98,325	96,709	98,849
Net income per share				
Basic	\$ 0.61	\$ 0.34	\$ 1.27	\$ 0.81
Diluted	\$ 0.61	\$ 0.33	\$ 1.26	\$ 0.79

Short-Term Investments Our short-term investments on our condensed consolidated balance sheet, which consist entirely of market auction rate debt securities, are classified as available-for-sale securities under the provisions of SFAS No. 115, Accounting for Certain Investments in Debt and Equity Securities . Accordingly, these investments are recorded at fair value on the condensed consolidated balance sheet. Due to the inherent short-term nature of these securities, fair value approximates cost. Realized gains and losses and interest are included in interest income in the condensed consolidated statements of income. As we have the intent and ability to divest these investments at pre-scheduled auctions ranging from seven to thirty-five days, including those investments with original contractual

maturities beyond one year from the date of purchase, they are classified as current assets on the condensed consolidated balance sheet.

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2. Stock Plans

During the three months ended September 30, 2007 and 2006, we recognized \$3,577 and \$2,462, respectively, of compensation expense reported as selling and administrative expense in the accompanying condensed consolidated statements of income. During the nine months ended September 30, 2007 and 2006, we recognized \$13,478 and \$13,028, respectively, of compensation expense reported as selling and administrative expense in the accompanying condensed consolidated statements of income.

During the nine months ended September 30, 2007, we granted 154,529 stock options with a weighted-average per share fair value of \$13.65 and a weighted-average exercise price per share of \$30.30. Using the Black-Scholes option-pricing model, the fair value of each option grant is estimated on the date of grant based on the following weighted-average assumptions: risk-free interest rate of 4.59%, expected dividend yield of 0.53%, expected volatility of 41.68% and an expected life of 6 years.

Expected volatility is based on historical volatility of our stock. We use historical data to estimate option exercise and employee termination within the valuation model. The expected term of options granted represents the period of time that options granted are expected to be outstanding. The risk-free rate for periods within the contractual life of the option is based on the U.S. Treasury yield curve in effect at the time of grant.

During the nine months ended September 30, 2007, 415,438 restricted shares and 192,655 performance shares were granted with a weighted-average per share grant-date fair value of \$31.13 and \$30.48, respectively.

The changes in common stock, additional paid-in capital, stock held in trust and treasury stock since December 31, 2006 primarily relate to activity associated with our stock plans. Our treasury stock also reflects the impact of our share repurchase program.

3. Comprehensive Income

Comprehensive income for the three and nine months ended September 30, 2007 and 2006 is as follows:

	Three Months Ended September 30,		Nine Months Ended September 30,	
	2007	2006	2007	2006
Net income	\$58,738	\$32,432	\$121,449	\$78,386
Other comprehensive income (loss), net of tax:				
Currency translation adjustment	4,973	1,778	10,827	5,147
Change in unrealized loss on debt securities		13	16	50
Change in unrealized fair value of cash flow				
hedges (1)	14,388	(1,356)	14,562	1,778
Change in unrecognized net prior service				
pension credits	(46)		(137)	
Change in unrecognized net actuarial pension				
losses	20		58	
Comprehensive income	\$78,073	\$32,867	\$146,775	\$85,361

(1) Recorded under the provisions of SFAS No. 133, Accounting for Derivative Instruments and Hedging

Activities (SFAS No. 133). Offsetting the unrealized gain/loss on cash flow hedges is an unrealized loss/gain on the underlying transactions, to be recognized

when settled.

Accumulated other comprehensive income reported on our balance sheet at September 30, 2007 includes the following, net of tax: \$2,430 of currency translation adjustment gain, \$14,861 of unrealized fair value gain on cash flow hedges, \$1,060 of unrecognized net prior service pension credits and \$4,842 of unrecognized net actuarial pension losses. The total unrealized fair value gain on cash flow hedges recorded in accumulated other comprehensive income as of September 30, 2007 totaled \$14,861, net of tax of \$1,408. Of this amount, \$13,448 of

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unrealized fair value gain, net of tax of \$1,274, is expected to be reclassified into earnings during the next twelve months due to settlement of the related contracts.

4. Short Term Investments

The amortized cost and estimated fair value by contractual maturities of the available-for-sale auction rate securities classified as short-term investments on our condensed consolidated balance sheet as of September 30, 2007 were as follows:

	Amortized Cost	Estimated Fair Value
Short-Term Investments (with underlying maturities):		
Due in less than one year	\$	\$
Due after one year through five years		
Due after five years through ten years	14,321	14,321
Due after ten years	146,216	146,216
	* 450 	4
Total	\$ 160,537	\$ 160,537

These auction rate securities are tax-advantaged investments in long-term bonds with short-term holding periods. At the end of each holding period, the short-term interest rates are reset, and we have the option of selling or continuing to hold the investment. As of September 30, 2007, we held investments in auction rate securities that ranged from seven to thirty-five days.

5. Goodwill and Other Intangibles

Goodwill

At September 30, 2007 and December 31, 2006, our goodwill balances were \$228,296 and \$229,460, respectively, attributable to the excess of the purchase price over the fair value of assets acquired relative to acquisitions within our North America and EAME segments.

The decrease in goodwill primarily relates to a reduction in accordance with SFAS No. 109, Accounting for Income Taxes, where tax goodwill exceeded book goodwill in our North America segment, partially offset by the impact of foreign currency translation within our EAME segment.

The change in goodwill by segment for the nine months ended September 30, 2007 is as follows:

	North America	EAME	Total
Balance at December 31, 2006	\$201,150	\$28,310	\$229,460
Adjustments associated with tax goodwill in excess of book goodwill and foreign currency translation	(1,444)	280	(1,164)
Balance at September 30, 2007	\$199,706	\$28,590	\$228,296

Impairment Testing SFAS No. 142, Goodwill and Other Intangible Assets (SFAS No. 142), states that goodwill and indefinite-lived intangible assets are no longer amortized to earnings, but instead are reviewed for impairment at least annually via a two-phase process, absent any indicators of impairment. The first phase screens for impairment, while the second phase (if necessary) measures impairment. We have elected to perform our annual analysis during the fourth quarter of each year based upon goodwill and indefinite-lived intangible balances as of the beginning of the fourth quarter. Impairment testing of goodwill is accomplished by comparing an estimate of

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discounted future cash flows to the net book value of each reporting unit. Impairment testing of indefinite-lived intangible assets, which consist of tradenames, is accomplished by demonstrating recovery of the underlying intangible assets, utilizing an estimate of discounted future cash flows. No indicators of goodwill or other intangible asset impairment have been identified during 2007. There can be no assurance that future goodwill or other intangible asset impairment tests will not result in charges to earnings.

Other Intangible Assets

In accordance with SFAS No. 142, the following table provides information concerning our other intangible assets for the periods ended September 30, 2007 and December 31, 2006:

	September 30, 2007		December 31, 2006	
	Gross		Gross	
	Carrying	Accumulated	Carrying	Accumulated
	Amount	Amortization	Amount	Amortization
Amortized intangible assets				
Technology (10 years)	\$ 1,276	\$ (699)	\$ 1,276	\$ (603)
Non-compete agreements (8 years)	3,100	(2,700)	3,100	(2,400)
Total	\$ 4,376	\$ (3,399)	\$ 4,376	\$ (3,003)
Unamortized intangible assets	4.4			
Tradenames	\$ 24,717		\$ 24,717	
	\$ 24,717		\$ 24,717	

The change in other intangibles relates to additional amortization.

6. Financial Instruments

Although we do not engage in currency speculation, we periodically use hedges, primarily forward contracts, to mitigate certain operating exposures, as well as hedge intercompany loans utilized to finance non-U.S. subsidiaries. At September 30, 2007, our outstanding contracts to hedge intercompany loans and certain operating exposures are summarized as follows:

Currency Sold	Currency Purchased	Contract Amount ⁽¹⁾	Weighted Average Contract Rate
Forward contracts to h	nedge intercompany loans: (2)		
British Pound	U.S. Dollar	\$ 42,166	0.50
U.S. Dollar	Canadian Dollar	\$ 41,829	1.05
U.S. Dollar	South African Rand	\$ 2,686	7.22
U.S. Dollar	Australian Dollar	\$ 65,949	1.20
Contracts to hedge cer	rtain operating exposures: (3)		
U.S. Dollar	Euro	\$259,396	0.74
U.S. Dollar	Chilean Unidad de Fomento (4)	\$136,444	0.03
U.S. Dollar	British Pound	\$ 18,095	0.51
U.S. Dollar	Norwegian Krone	\$ 1,498	5.51
U.S. Dollar	Swiss Francs	\$ 188	1.21
British Pound	Euro	£ 28,437	1.46

British Pound Swiss Francs £ 3,120 2.35
British Pound Japanese Yen £ 2,156 216.72

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