Calumet Specialty Products Partners, L.P. Form 10-Q November 10, 2008

UNITED STATES SECURITIES AND EXCHANGE COMMISSION Washington, D.C. 20549

Form 10-Q

DESCRIPTION OF THE SECURITIES EXCHANGE ACT OF 1934

For the quarterly period ended September 30, 2008.

OR

o TRANSITION REPORT PURSUANT TO SECTION 13 OR THE SECURITIES EXCHANGE ACT OF 1934

FOR THE TRANSITION PERIOD FROM

Commission File Number: 000-51734 Calumet Specialty Products Partners, L.P.

TO

(Exact Name of Registrant as Specified in Its Charter)

Delaware

37-1516132

(State or Other Jurisdiction of Incorporation or Organization)

(I.R.S. Employer Identification Number)

2780 Waterfront Pkwy E. Drive, Suite 200 Indianapolis, Indiana

46214

(Address of principal executive officers)

(Zip code)

Registrant s telephone number including area code (317) 328-5660

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. Yes b 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 the definitions of large accelerated filer, accelerated filer and smaller reporting company in Rule 12b-2 of the Exchange Act. (Check one):

Large Accelerated filer b Non-accelerated filer o Smaller reporting accelerated filer company o

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 Act). Yes o No b

At October 31, 2008, the registrant had 19,166,000 common units and 13,066,000 subordinated units outstanding.

CALUMET SPECIALTY PRODUCTS PARTNERS, L.P. FORM 10-Q September 30, 2008 QUARTERLY REPORT Table of Contents

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FORWARD-LOOKING STATEMENTS

This Quarterly Report on Form 10-Q includes certain forward-looking statements within the meaning of Section 27A of the Securities Act of 1933 and Section 21E of the Securities Exchange Act of 1934. These statements can be identified by the use of forward-looking terminology including may, believe. intend. continue, or other similar words. The statements regarding (i) the Shreveport refinery expansion estimate, project s resulting increases in production levels, (ii) expected settlements with the Louisiana Department of Environmental Quality (LDEQ) or other environmental and regulatory liabilities, (iii) the future benefits and risks of the Penreco acquisition, (iv) future anticipated levels of inventory, (v) our anticipated levels of use of derivatives to mitigate our exposure to crude oil price changes and fuel products price changes and (vi) future compliance with our debt covenants, as well as other matters discussed in this Form 10-Q that are not purely historical data, are forward-looking statements. These statements discuss future expectations or state other forward-looking information and involve risks and uncertainties many of which are beyond our control. When considering these forward-looking statements, unitholders should keep in mind the risk factors and other cautionary statements included in this Form 10-Q, in our Form 10-Q for the three and six months ended June 30, 2008, filed on August 11, 2008, and in our Annual Report on Form 10-K for the year ended December 31, 2007, filed on March 4, 2008. These risk factors and cautionary statements noted throughout this Form 10-Q could cause our actual results to differ materially from those contained in any forward-looking statement. These factors include, but are not limited to:

the overall demand for specialty hydrocarbon products, fuels and other refined products;

our ability to produce specialty products and fuels that meet our customers unique and precise specifications;

the impact of crude oil and crack spread price fluctuations and rapid increases or decreases including the impact on our liquidity;

the results of our hedging and other risk management activities;

risks associated with our Shreveport expansion project;

difficulties in successfully integrating the operations and employees of Penreco and the timing of such integration;

our ability to comply with the financial covenants contained in our credit agreements;

the availability of, and our ability to consummate, acquisition or combination opportunities;

labor relations:

our access to capital to fund expansions, acquisitions and our working capital needs and our ability to obtain debt or equity financing on satisfactory terms;

successful integration and future performance of acquired assets or businesses;

environmental liabilities or events that are not covered by an indemnity, insurance or existing reserves;

maintenance of our credit ratings and ability to receive open credit from our suppliers and hedging counterparties;

demand for various grades of crude oil and resulting changes in pricing conditions;

fluctuations in refinery capacity;

the effects of competition;

continued creditworthiness of, and performance by, counterparties;

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the impact of current and future laws, rulings and governmental regulations;

shortages or cost increases of power supplies, natural gas, materials or labor;

hurricane and other weather interference with business operations or project construction;

fluctuations in the debt and equity markets;

accidents or other unscheduled shutdowns; and

general economic, market or business conditions.

Other factors described herein, or factors that are unknown or unpredictable, could also have a material adverse effect on future results. Our forward looking statements are not guarantees of future performance, and actual results and future performance may differ materially from those suggested in any forward looking statement. Please read Part I Item 3 Quantitative and Qualitative Disclosures About Market Risk. We will not update these statements unless securities laws require us to do so.

All subsequent written and oral forward-looking statements attributable to us or to persons acting on our behalf are expressly qualified in their entirety by the foregoing. We undertake no obligation to publicly release the results of any revisions to any such forward-looking statement that may be made to reflect events or circumstances after the date of this report or to reflect the occurrence of unanticipated events.

References in this Form 10-Q to Calumet, the Company, we, our, us or like terms refer to Calumet Specialty Products Partners, L.P. and its subsidiaries. References in this quarterly report on Form 10-Q to our general partner refer to Calumet GP, LLC.

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PART I

Item 1. Financial Statements

CALUMET SPECIALTY PRODUCTS PARTNERS, L.P. CONDENSED CONSOLIDATED BALANCE SHEETS

	September 30, 2008 (Unaudited)	Dec	cember 31, 2007
		thousand	ds)
ASSETS	(===	110 115111	-2)
Current assets:			
Cash and cash equivalents	\$ 107	\$	35
Accounts receivable:			
Trade	218,698		109,501
Other	438		4,496
	219,136		113,997
Inventories	89,450		107,664
Prepaid expenses and other current assets	3,017		7,588
Total current assets	311,710		229,284
Property, plant and equipment, net	666,654		442,882
Goodwill	48,336		
Other intangible assets, net	52,915		2,460
Other noncurrent assets, net	11,875		4,231
Total assets	\$ 1,091,490	\$	678,857
LIABILITIES AND PARTNERS CAPITAL			
Current liabilities:			
Accounts payable	\$ 157,518	\$	167,977
Accrued salaries, wages and benefits	10,143	т	2,745
Taxes payable	8,211		6,215
Other current liabilities	7,743		4,882
Current portion of long-term debt	4,842		943
Derivative liabilities	117,835		57,503
Total current liabilities	306,292		240,265
Pension and postretirement benefit obligations			240,203
· · · · · · · · · · · · · · · · · · ·	4,720		29 049
Long-term debt, less current portion	451,295		38,948
Total liabilities	762,307		279,213
Commitments and contingencies Partners capital:	,		ŕ
Common unitholders (19,166,000 units issued and outstanding)	361,669		375,925
Subordinated unitholders (13,066,000 units issued and outstanding)	34,295		43,996
General partner s interest	17,858		19,364
Accumulated other comprehensive loss	(84,639)		(39,641)
Total partners capital	329,183		399,644

Total liabilities and partners capital

\$1,091,490

\$

678,857

See accompanying notes to unaudited condensed consolidated financial statements.

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CALUMET SPECIALTY PRODUCTS PARTNERS, L.P. UNAUDITED CONDENSED CONSOLIDATED STATEMENTS OF OPERATIONS

	Fo	or the Three Septen			ed For the Nine Months Ended September 30,			
		2008		2007		2008		2007
	(Iı	n thousands,	_	t per unit	(I	n thousands,	_	t per unit
			ata)			dat		
Sales	\$	724,371	\$	428,084	\$	1,990,315	\$	1,200,923
Cost of sales		647,397		390,209		1,817,625		1,047,542
Gross profit		76,974		37,875		172,690		153,381
Operating costs and expenses:								
Selling, general and administrative		11,995		4,235		29,666		16,069
Transportation		21,656		13,218		66,685		40,835
Taxes other than income taxes		1,324		923		3,386		2,719
Other		393		2,220		957		2,562
Operating income		41,606		17,279		71,996		91,196
Other income (expense):								
Interest expense		(10,670)		(1,346)		(24,373)		(3,474)
Interest income		23		290		346		1,849
Debt extinguishment costs				(347)		(898)		(347)
Realized loss on derivative instruments		(12,621)		(3,870)		(12,971)		(9,658)
Unrealized loss on derivative instruments		(30,892)		(2,445)		(13,866)		(3,937)
Gain on sale of mineral rights						5,770		
Other		187		(9)		205		(145)
Total other expense		(53,973)		(7,727)		(45,787)		(15,712)
Net income (loss) before income taxes		(12,367)		9,552		26,209		75,484
Income tax expense		148		96		308		401
Net income (loss)	\$	(12,515)	\$	9,456	\$	25,901	\$	75,083
Minimum quarterly distribution to								
common unitholders General partner s incentive distribution		(8,625)		(7,365)		(25,875)		(22,095)
rights						(10,658)		(14,102)
General partner s interest in net (income) loss Common unitholders share of net income		250		(189)		(8)		(783)
in excess of minimum quarterly distribution						(9,704)		(13,592)
Subordinated unitholders interest in net income (loss)	\$	(20,890)	\$	1,902	\$	(20,344)	\$	24,511

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Basic and diluted net income (loss) per							
limited partner unit:							
Common	\$	0.45	\$	0.45	\$	1.86	\$ 2.18
Subordinated	\$	(1.60)	\$	0.15	\$	(1.55)	\$ 1.88
Weighted average limited partner common							
units outstanding basic		19,166		16,366		19,166	16,366
Weighted average limited partner							
subordinated units outstanding basic		13,066		13,066		13,066	13,066
Weighted average limited partner common							
units outstanding diluted		19,166		16,369		19,166	16,369
Weighted average limited partner							
subordinated units outstanding diluted		13,066		13,066		13,066	13,066
Cash distributions declared per common							
and subordinated unit	\$	0.45	\$	0.63	\$	1.53	\$ 1.86
See accompanying notes to	unau	dited conden	sed cor	nsolidated f	inancia	al statements.	

CALUMET SPECIALTY PRODUCTS PARTNERS, L.P. UNAUDITED CONDENSED CONSOLIDATED STATEMENTS OF PARTNERS CAPITAL

	Accumulated Other Comprehensive	General	Partners' Cap Limited	d Part		
	Loss	Partner	Common		ordinated	Total
			(In thousand	ls)		
Balance at December 31, 2007 Comprehensive loss:	\$ (39,641)	\$ 19,364	\$ 375,925	\$	43,996	\$ 399,644
Net income Cash flow hedge loss reclassified to		518	15,093		10,290	25,901
net income	10,993					10,993
Change in fair value of cash flow						
hedges	(55,991)					(55,991)
Comprehensive loss Common units repurchased for						(19,097)
phantom unit grants			(115)			(115)
Amortization of phantom units			90			90
Distributions to partners		(2,024)	(29,324)		(19,991)	(51,339)
Balance at September 30, 2008	\$ (84,639)	\$ 17,858	\$ 361,669	\$	34,295	\$ 329,183

See accompanying notes to unaudited condensed consolidated financial statements.

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CALUMET SPECIALTY PRODUCTS PARTNERS, L.P. UNAUDITED CONDENSED CONSOLIDATED STATEMENTS OF CASH FLOWS

	Fo	r the Nine I Septem 2008 (In tho	ber 30	2007		
Operating activities	ф	25.001	ф	75.002		
Net income	\$	25,901	\$	75,083		
Adjustments to reconcile net income to net cash provided by operating activities:		12.260		10.070		
Depreciation and amortization		42,369		10,978		
Amortization of turnaround costs		1,041		2,586		
Provision for doubtful accounts		1,320		2.47		
Non-cash debt extinguishment costs		898		347		
Unrealized loss on derivative instruments		13,866		3,937		
Gain on sale of mineral rights		(5,770)		205		
Other non-cash activities		1,223		205		
Changes in operating assets and liabilities, net of business acquisition:		(64.440)		(40.4.70)		
Accounts receivable		(64,410)		(18,159)		
Inventories		84,606		9,605		
Prepaid expenses and other current assets		4,641		1,773		
Derivative activity		7,510		1,079		
Intangible assets		(1,438)				
Other noncurrent assets		(547)		(5,461)		
Accounts payable		(39,473)		44,975		
Accrued salaries, wages and benefits		1,621		(1,077)		
Taxes payable		1,996		361		
Other current liabilities		518		(473)		
Other non-current liabilities		(193)				
Net cash provided by operating activities		75,679		125,759		
Investing activities		(1.61.011)		(1.65, 4.60)		
Additions to property, plant and equipment		(161,811)	((165,460)		
Acquisition of Penreco, net of cash acquired	((269,118)				
Settlement of derivative instruments		(6,042)				
Proceeds from sale of mineral rights		6,065				
Proceeds from disposal of property, plant and equipment		24		61		
Net cash used in investing activities	((430,882)	((165,399)		
Financing activities		05.022		24.020		
Proceeds from borrowings, net revolving credit facility		85,933		34,020		
Repayments of borrowings prior term loan credit facility		(30,099)		(19,327)		
Proceeds from borrowings, net new term loan credit facility		367,600				
Debt issuance costs		(9,633)				
Repayments of borrowings new term loan credit facility		(8,953)				
Payments on capital lease obligations		(309)		1.016		
Change in bank overdraft		2,190		1,216		
Purchase of common units for unit grants		(115)		(55.100		
Distributions to partners		(51,339)		(57,196)		

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Net cash provided by (used in) financing activities		355,275	(41,287)
Net increase (decrease) in cash Cash at beginning of period		72 35	(80,927) 80,955
Cash at end of period	\$	107	\$ 28
Supplemental disclosure of cash flow information Interest paid	\$	24,180	\$ 6,285
Income taxes paid	\$	19	\$ 120
See accompanying notes to unaudited condensed consolidated finar 8	ncial	statements.	

CALUMET SPECIALTY PRODUCTS PARTNERS, L.P. NOTES TO UNAUDITED CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (In thousands, except operating, unit, per unit and per barrel data)

1. Partnership Organization and Basis of Presentation

Calumet Specialty Products Partners, L.P. (Calumet, Partnership, or the Company) is a Delaware limited partnership. The general partner is Calumet GP, LLC, a Delaware limited liability company. On January 31, 2006, the Partnership completed the initial public offering of its common units. At that time, substantially all of the assets and liabilities of Calumet Lubricants Co., Limited Partnership and its subsidiaries were contributed to Calumet. On July 5, 2006 and November 20, 2007, the Partnership completed follow-on public offerings of its common units. As of September 30, 2008, Calumet had 19,166,000 common units, 13,066,000 subordinated units, and 657,796 general partner equivalent units outstanding. The general partner owns 2% of Calumet while the remaining 98% is owned by limited partners. On January 3, 2008 the Company closed on the acquisition of Penreco, a Texas general partnership, for approximately \$269,118. See Note 4 for further discussion of this acquisition. As a result, the assets and liabilities and results of the operation of these assets are included within the Company s unaudited condensed consolidated balance sheet as of September 30, 2008 and the unaudited condensed consolidated statements of operations for the three and nine months ended September 30, 2008. Calumet is engaged in the production and marketing of crude oil-based specialty lubricating oils, white mineral oils, solvents, petrolatums, waxes and fuels. Calumet owns facilities located in Princeton, Louisiana, Cotton Valley, Louisiana, Shreveport, Louisiana, Karns City, Pennsylvania, and Dickinson. Texas, and a terminal located in Burnham, Illinois.

The unaudited condensed consolidated financial statements of the Company as of September 30, 2008 and for the three and nine months ended September 30, 2008 and 2007 included herein have been prepared, without audit, pursuant to the rules and regulations of the Securities and Exchange Commission. Certain information and disclosures normally included in the consolidated financial statements prepared in accordance with accounting principles generally accepted in the United States of America have been condensed or omitted pursuant to such rules and regulations, although the Company believes that the following disclosures are adequate to make the information presented not misleading. These unaudited condensed consolidated financial statements reflect all adjustments that, in the opinion of management, are necessary to present fairly the results of operations for the interim periods presented. All adjustments are of a normal nature, unless otherwise disclosed. The results of operations for the three and nine months ended September 30, 2008 are not necessarily indicative of the results that may be expected for the year ending December 31, 2008. These unaudited condensed consolidated financial statements should be read in conjunction with the Company s Annual Report on Form 10-K for the year ended December 31, 2007 filed on March 4, 2008.

2. New Accounting Pronouncements

In April 2007, the FASB issued FASB Staff Position No. FIN 39-1, *Amendment of FASB Interpretation No. 39* (the Position), which amends certain aspects of FASB Interpretation No. 39, *Offsetting of Amounts Related to Certain Contracts*. The Position permits companies to offset fair value amounts recognized for the right to reclaim cash collateral or the obligation to return cash collateral against fair value amounts recognized for derivative instruments executed with the same counterparty under a master netting arrangement. The Position is effective for fiscal years beginning after November 15, 2007. The Company adopted the Position on January 1, 2008 and the adoption did not have a material effect on its financial position, results of operations, or cash flows.

In December 2007, the FASB issued FASB Statement No. 141(R), *Business Combinations* (the Statement). The Statement applies to the financial accounting and reporting of business combinations. The Statement is effective for business combination transactions for which the acquisition date is on or after the beginning of the first annual reporting period beginning on or after December 15, 2008. The Company anticipates that the Statement will not have a material effect on its financial position, results of operations, or cash flows.

In March 2008, the FASB issued FASB Statement No. 161, *Disclosures about Derivative Instruments and Hedging Activities, an amendment of FASB Statement No. 133* (SFAS 161). SFAS 161 requires entities that utilize derivative instruments to provide qualitative disclosures about their objectives and strategies for using such instruments, as well as any details of credit-risk-related contingent features contained within derivatives. SFAS 161 also requires entities to

disclose additional information about the amounts and location of derivatives located within the financial statements, how the provisions of SFAS 133 have been applied, and the impact that hedges have on an entity s financial position, results of operations, and cash flows. SFAS 161 is effective for fiscal years and interim periods beginning after November 15, 2008, with early application encouraged. The Company currently provides an abundance of information about its hedging activities and use of derivatives in its quarterly and annual filings with the SEC, including many of the disclosures contained within SFAS 161. Thus, the Company currently does not anticipate the adoption of SFAS 161 will have a material impact on the disclosures already provided.

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In March 2008, FASB issued Emerging Issues Task Force Issue No. 07-4, *Application of the Two-Class Method under FASB Statement No. 128 to Master Limited Partnerships* (EITF 07-4). EITF 07-4 requires master limited partnerships to treat incentive distribution rights (IDRs) as participating securities for the purposes of computing earnings per unit in the period that the general partner becomes contractually obligated to pay IDRs. EITF 07-4 requires that undistributed earnings be allocated to the partnership interests based on the allocation of earnings to capital accounts as specified in the respective partnership agreement. When distributions exceed earnings, EITF 07-4 requires that net income be reduced by the actual distributions with the resulting net loss being allocated to capital accounts as specified in the respective partnership agreement. EITF 07-4 is effective for fiscal years and interim periods beginning after December 15, 2008. The Company is evaluating the potential impacts of EITF 07-4.

In April 2008, the FASB issued FASB Staff Position No. 142-3, *Determination of the Useful Life of Intangible Assets*, (FSP No. 142-3) that amends the factors considered in developing renewal or extension assumptions used to determine the useful life of a recognized intangible asset under SFAS No. 142, *Goodwill and Other Intangible Assets* (SFAS No. 142). FSP No. 142-3 requires a consistent approach between the useful life of a recognized intangible asset under SFAS No. 142 and the period of expected cash flows used to measure the fair value of an asset under SFAS No. 141(R), *Business Combinations*. FSP No. 142-3 also requires enhanced disclosures when an intangible asset s expected future cash flows are affected by an entity s intent and/or ability to renew or extend the arrangement. FSP No. 142-3 is effective for financial statements issued for fiscal years beginning after December 15, 2008 and is applied prospectively. Early adoption is prohibited. The Company does not expect the adoption of FSP No. 142-3 to have a material impact on its consolidated results of operations or financial condition.

3. Inventories

The cost of inventories is determined using the last-in, first-out (LIFO) method. Inventories are valued at the lower of cost or market value.

Inventories consist of the following:

	-	tember 30, 2008	De	31, 2007
Raw materials	\$	10,010	\$	20,887
Work in process		34,388		21,325
Finished goods		45,052		65,452
	\$	89,450	\$	107,664

The replacement cost of these inventories, based on current market values, would have been \$113,198 and \$107,885 higher at September 30, 2008 and December 31, 2007, respectively. For the nine months ended September 30, 2008 and 2007, the Company recorded a reduction to cost of sales of \$50,826 and \$5,053, respectively, in the unaudited condensed consolidated statements of operations due to the liquidation of lower cost inventory layers as a result of the Company s working capital reduction initiative.

4. Acquisition of Penreco

On January 3, 2008 the Company closed on the acquisition of Penreco, a Texas general partnership, for \$269,118, net of the cash balance in Penreco s accounts at closing. Penreco was owned by ConocoPhillips Company and M.E. Zukerman Specialty Oil Corporation. Penreco manufactures and markets highly-refined products and specialty solvents, including white mineral oils, petrolatums, natural petroleum sulfonates, cable-filling compounds, refrigeration oils, food-grade compressor lubricants and gelled products. The acquisition included facilities in Karns City, Pennsylvania and Dickinson, Texas, as well as several long-term supply agreements with ConocoPhillips Company.

The Company believes that this acquisition provides several key strategic benefits, including market synergies within its solvents and lubricating oil product lines, additional operational and logistical flexibility and overhead cost reductions resulting from the acquisition. The acquisition also broadens the Company s customer base and gives the

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As a result of the acquisition, the assets and liabilities previously held by Penreco and results of the operation of these assets have been included in the Company's unaudited condensed consolidated balance sheet and unaudited condensed consolidated statements of operations since the date of acquisition. The unaudited pro forma summary results of operations for the three and nine months ended September 30, 2007 below, combines the results of operations of Calumet and Penreco as if the acquisition had occurred on January 1, 2007.

	For	the Three	F	or the Nine			
	Months Ended September 30,			Months End			onths Ended
				ptember 30,			
		2007	2007				
	(Unaudited)		J)	U naudited)			
Sales	\$	540,140	\$	1,516,492			
Net income	\$	13,803	\$	91,390			
Basic and diluted net income per limited partner unit	\$	0.46	\$	2.40			

The Company is negotiating the final settlement with ConocoPhillips Company and M.E. Zukerman Specialty Oil Corporation for working capital adjustments, which the Company believes is unlikely to result in a material change to the purchase price. The Company recorded \$48,336 of goodwill as a result of this acquisition, all of which was recorded within the Company s specialty products segment. The preliminary allocation of the aggregate purchase price, which is preliminary pending the final working capital adjustments, is as follows:

Accounts receivable	\$ 42,049
Inventories	66,392
Prepaid expenses and other current assets	70
Property, plant and equipment	91,790
Other noncurrent assets	288
Intangible assets	59,325
Goodwill	48,336
Accounts payable	(29,014)
Other current liabilities	(5,930)
Other noncurrent liabilities	(4,188)
Total purchase price, net of cash acquired	\$ 269,118

The components of intangible assets listed in the table above as of January 3, 2008, based upon a third party appraisal, were as follows:

	Amount	Life
Customer relationships	\$ 28,482	20
Supplier agreements	21,519	