

VALMONT INDUSTRIES INC  
Form 10-Q  
October 30, 2014

Use these links to rapidly review the document

[TABLE OF CONTENTS](#)

[Table of Contents](#)

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

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**Form 10-Q**

(Mark One)

**QUARTERLY REPORT UNDER SECTION 13 OR 15(d) OF THE SECURITIES EXCHANGE  
ACT OF 1934**

For the quarterly period ended September 27, 2014

or

**TRANSITION REPORT PURSUANT TO SECTION 13 OR 15(d) OF THE SECURITIES  
EXCHANGE ACT OF 1934**

For the transition period from \_\_\_\_\_ to \_\_\_\_\_

Commission file number 1-31429

**Valmont Industries, Inc.**

(Exact name of registrant as specified in its charter)

**Delaware**  
(State or Other Jurisdiction of  
Incorporation or Organization)

**47-0351813**  
(I.R.S. Employer  
Identification No.)

**One Valmont Plaza,  
Omaha, Nebraska**  
(Address of Principal Executive Offices)

**68154-5215**  
(Zip Code)

**(402) 963-1000**  
(Registrant's telephone number, including area code)

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(Former name, former address and former fiscal year, if changed since last report)

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Indicate by check mark whether the registrant (1) has filed all reports required to be filed by Sections 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  No

Indicate by check mark whether the registrant has submitted electronically and posted on its corporate Web site, if any, every Interactive Data File required to be submitted and posted pursuant to Rule 405 of Regulation S-T (§232.405 of this chapter) during the preceding 12 months (or for such shorter period that the registrant was required to submit and post such files). Yes  No

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 definitions of "large accelerated filer," "accelerated filer," and "smaller reporting company" in Rule 12b-2 of the Exchange Act.

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

(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 Exchange Act). Yes  No

**24,605,848**

Outstanding shares of common stock as of October 20, 2014

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Table of Contents

**VALMONT INDUSTRIES, INC.**

**INDEX TO FORM 10-Q**

Page No.

**PART I. FINANCIAL INFORMATION**

Item 1.	Financial Statements:	
	<u>Condensed Consolidated Statements of Earnings for the thirteen and thirty-nine weeks ended September 27, 2014 and September 28, 2013</u>	<u>3</u>
	<u>Condensed Consolidated Statements of Comprehensive Income for the thirteen and thirty-nine weeks ended September 27, 2014 and September 28, 2013</u>	<u>4</u>
	<u>Condensed Consolidated Balance Sheets as of September 27, 2014 and December 28, 2013</u>	<u>5</u>
	<u>Condensed Consolidated Statements of Cash Flows for the thirty-nine weeks ended September 27, 2014 and September 28, 2013</u>	<u>6</u>
	<u>Condensed Consolidated Statements of Shareholders' Equity for the thirty-nine weeks ended September 27, 2014 and September 28, 2013</u>	<u>7</u>
	<u>Notes to Condensed Consolidated Financial Statements</u>	<u>8</u>
Item 2.	<u>Management's Discussion and Analysis of Financial Condition and Results of Operations</u>	<u>36</u>
Item 3.	<u>Quantitative and Qualitative Disclosures About Market Risk</u>	<u>47</u>
Item 4.	<u>Controls and Procedures</u>	<u>47</u>

**PART II. OTHER INFORMATION**

Item 2.	<u>Unregistered Sales of Equity Securities and Use of Proceeds</u>	<u>49</u>
Item 6.	<u>Exhibits</u>	<u>49</u>
	<u>Signatures</u>	<u>50</u>

[Table of Contents](#)

## VALMONT INDUSTRIES, INC. AND SUBSIDIARIES

## PART I. FINANCIAL INFORMATION

## CONDENSED CONSOLIDATED STATEMENTS OF EARNINGS

(Dollars in thousands, except per share amounts)

(Unaudited)

	Thirteen Weeks Ended		Thirty-nine Weeks Ended	
	September 27, 2014	September 28, 2013	September 27, 2014	September 28, 2013
Product sales	\$ 686,508	\$ 693,480	\$ 2,134,395	\$ 2,228,268
Services sales	79,160	84,552	225,612	248,053
Net sales	765,668	778,032	2,360,007	2,476,321
Product cost of sales	515,217	499,190	1,586,127	1,591,657
Services cost of sales	50,951	53,278	146,921	162,260
Total cost of sales	566,168	552,468	1,733,048	1,753,917
Gross profit	199,500	225,564	626,959	722,404
Selling, general and administrative expenses	111,697	115,663	335,532	350,048
Operating income	87,803	109,901	291,427	372,356
Other income (expenses):				
Interest expense	(8,716)	(8,149)	(25,217)	(24,364)
Interest income	1,477	1,560	4,793	4,765
Costs associated with refinancing of debt	(38,705)		(38,705)	
Other	(2,344)	(584)	(6,253)	1,095
	(48,288)	(7,173)	(65,382)	(18,504)
Earnings before income taxes and equity in earnings of nonconsolidated subsidiaries	39,515	102,728	226,045	353,852
Income tax expense (benefit):				
Current	23,290	40,458	82,345	127,328
Deferred	(9,064)	3,454	(4,034)	(1,275)
	14,226	43,912	78,311	126,053

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Earnings before equity in earnings of nonconsolidated subsidiaries	25,289	58,816	147,734	227,799
Equity in earnings of nonconsolidated subsidiaries	(4)	75	(34)	548

Net earnings	25,285	58,891	147,700	228,347
Less: Earnings attributable to noncontrolling interests	(1,726)	(2,402)	(4,185)	(4,726)

Net earnings attributable to Valmont Industries, Inc.	\$ 23,559	\$ 56,489	\$ 143,515	\$ 223,621
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Earnings per share:

Basic	\$ 0.93	\$ 2.12	\$ 5.48	\$ 8.40
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Diluted	\$ 0.92	\$ 2.10	\$ 5.43	\$ 8.31
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Cash dividends declared per share	\$ 0.375	\$ 0.250	\$ 1.000	\$ 0.725
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Weighted average number of shares of common stock outstanding Basic (000 omitted)	25,287	26,665	26,208	26,632
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Weighted average number of shares of common stock outstanding Diluted (000 omitted)	25,513	26,919	26,439	26,896
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See accompanying notes to condensed consolidated financial statements.

Table of Contents

## VALMONT INDUSTRIES, INC. AND SUBSIDIARIES

## CONDENSED CONSOLIDATED STATEMENTS OF COMPREHENSIVE INCOME

(Dollars in thousands)

(Unaudited)

	Thirteen Weeks Ended		Thirty-nine Weeks Ended	
	September 27, 2014	September 28, 2013	September 27, 2014	September 28, 2013
Net earnings	\$ 25,285	\$ 58,891	\$ 147,700	\$ 228,347
Other comprehensive income (loss), net of tax:				
Foreign currency translation adjustments:				
Unrealized translation gain (loss)	(59,001)	18,124	(33,495)	(44,458)
Realized loss included in net earnings during the period				(5,194)
Unrealized gain/(loss) on cash flow hedge:				
Amortization cost included in interest expense	383	100	450	300
Realized loss included in net earnings during the period	983		983	
Gain on cash flow hedges	4,837		4,837	
Actuarial gain (loss) in defined benefit pension plan	1,116	857	269	(37)
Other comprehensive income (loss)	(51,682)	19,081	(26,956)	(49,389)
Comprehensive income (loss)	(26,397)	77,972	120,744	178,958
Comprehensive loss (income) attributable to noncontrolling interests	89	(2,156)	(1,615)	1,033
Comprehensive income (loss) attributable to Valmont Industries, Inc.	\$ (26,308)	\$ 75,816	\$ 119,129	\$ 179,991

See accompanying notes to condensed consolidated financial statements.

Table of Contents**VALMONT INDUSTRIES, INC. AND SUBSIDIARIES****CONDENSED CONSOLIDATED BALANCE SHEETS****(Dollars in thousands, except shares and per share amounts)****(Unaudited)**

	<b>September 27, 2014</b>	<b>December 28, 2013</b>
<b>ASSETS</b>		
Current assets:		
Cash and cash equivalents	\$ 452,218	\$ 613,706
Receivables, net	570,810	515,440
Inventories	384,645	380,000
Prepaid expenses	64,673	22,997
Refundable and deferred income taxes	64,438	65,697
Total current assets	1,536,784	1,597,840
Property, plant and equipment, at cost	1,138,421	1,017,126
Less accumulated depreciation and amortization	521,869	482,916
Net property, plant and equipment	616,552	534,210
Goodwill	374,144	349,632
Other intangible assets, net	199,819	170,917
Other assets	135,422	123,895
Total assets	\$ 2,862,721	\$ 2,776,494

**LIABILITIES AND SHAREHOLDERS' EQUITY**

Current liabilities:		
Current installments of long-term debt	\$ 188	\$ 202
Notes payable to banks	17,863	19,024
Accounts payable	209,996	216,121
Accrued employee compensation and benefits	94,459	122,967
Accrued expenses	93,483	71,560
Dividends payable	9,299	6,706
Total current liabilities	425,288	436,580
Deferred income taxes	76,607	78,924

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Long-term debt, excluding current installments	768,611	470,907
Defined benefit pension liability	136,808	154,397
Deferred compensation	48,014	39,109
Other noncurrent liabilities	48,707	51,731
Shareholders' equity:		
Preferred stock of \$1 par value		
Authorized 500,000 shares; none issued		
Common stock of \$1 par value		
Authorized 75,000,000 shares; 27,900,000 issued	27,900	27,900
Retained earnings	1,687,536	1,562,670
Accumulated other comprehensive income (loss)	(72,071)	(47,685)
Treasury stock	(333,744)	(20,860)
Total Valmont Industries, Inc. shareholders' equity	1,309,621	1,522,025
Noncontrolling interest in consolidated subsidiaries	49,065	22,821
Total shareholders' equity	1,358,686	1,544,846
Total liabilities and shareholders' equity	\$ 2,862,721	\$ 2,776,494

See accompanying notes to condensed consolidated financial statements.



Table of Contents

## VALMONT INDUSTRIES, INC. AND SUBSIDIARIES

## CONDENSED CONSOLIDATED STATEMENTS OF CASH FLOWS

(Dollars in thousands)

(Unaudited)

	Thirty-nine Weeks Ended	
	September 27, 2014	September 28, 2013
Cash flows from operating activities:		
Net earnings	\$ 147,700	\$ 228,347
Adjustments to reconcile net earnings to net cash flows from operations:		
Depreciation and amortization	64,460	57,417
Loss on investment	4,859	
Non-cash debt refinancing costs	(2,478)	
Stock-based compensation	5,444	4,999
Change in fair value of contingent consideration	4,300	
Defined benefit pension plan expense	2,003	4,870
Contribution to defined benefit pension plan	(18,245)	(16,755)
Gain on sale of property, plant and equipment	58	(5,060)
Equity in earnings in nonconsolidated subsidiaries	34	(548)
Deferred income taxes	(4,034)	(1,275)
Changes in assets and liabilities (net of acquisitions):		
Receivables	(19,951)	(757)
Inventories	(4,152)	(14,574)
Prepaid expenses	(19,182)	(7,041)
Accounts payable	(21,082)	1,161
Accrued expenses	(27,926)	16,931
Other noncurrent liabilities	(6,409)	2,510
Income taxes refundable	(22,702)	(21,120)
Net cash flows from operating activities	82,697	249,105
Cash flows from investing activities:		
Purchase of property, plant and equipment	(63,412)	(75,072)
Proceeds from sale of assets	2,107	39,564
Acquisitions, net of cash acquired	(137,438)	(53,152)
Other, net	2,992	1,231
Net cash flows from investing activities	(195,751)	(87,429)
Cash flows from financing activities:		
Net borrowings under short-term agreements	(1,065)	3,439
Proceeds from long-term borrowings	652,540	274
Principal payments on long-term borrowings	(357,059)	(508)
Settlement of financial derivatives	4,837	
Dividends paid	(23,357)	(18,717)
Dividends to noncontrolling interest	(1,340)	(1,767)
Debt issuance costs	(5,464)	

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Proceeds from exercises under stock plans	12,824	15,064
Excess tax benefits from stock option exercises	3,916	4,630
Purchase of treasury shares	(316,296)	
Purchase of common treasury shares stock plan exercises	(12,739)	(14,644)
Net cash flows from financing activities	(43,203)	(12,229)
Effect of exchange rate changes on cash and cash equivalents	(5,231)	(20,207)
Net change in cash and cash equivalents	(161,488)	129,240
Cash and cash equivalents beginning of year	613,706	414,129
Cash and cash equivalents end of period	\$ 452,218	\$ 543,369

See accompanying notes to condensed consolidated financial statements.

Table of Contents

## VALMONT INDUSTRIES, INC. AND SUBSIDIARIES

## CONDENSED CONSOLIDATED STATEMENTS OF SHAREHOLDERS' EQUITY

(Dollars in thousands)

(Unaudited)

	Common stock	Additional paid-in capital	Retained earnings	Accumulated other comprehensive income (loss)	Treasury stock	Noncontrolling interest in consolidated subsidiaries	Total shareholders' equity
<b>Balance at December 29, 2012</b>	\$ 27,900	\$	\$ 1,300,529	\$ 43,938	\$ (22,455)	\$ 57,098	\$ 1,407,010
Net earnings			223,621			4,726	228,347
Other comprehensive income (loss)				(43,630)		(5,759)	(49,389)
Cash dividends declared			(19,412)				(19,412)
Dividends to noncontrolling interests						(1,767)	(1,767)
Acquisition of Locker						325	325
Stock plan exercises; 93,059 shares acquired					(14,644)		(14,644)
Stock options exercised; 192,377 shares issued		(9,629)	9,361		15,332		15,064
Tax benefit from stock option exercises		4,630					4,630
Stock option expense		3,935					3,935
Stock awards; 9,801 shares issued		1,064			622		1,686
<b>Balance at September 28, 2013</b>	\$ 27,900	\$	\$ 1,514,099	\$ 308	\$ (21,145)	\$ 54,623	\$ 1,575,785
<b>Balance at December 28, 2013</b>	\$ 27,900	\$	\$ 1,562,670	\$ (47,685)	\$ (20,860)	\$ 22,821	\$ 1,544,846
Net earnings			143,515			4,185	147,700
Other comprehensive income (loss)				(24,386)		(2,570)	(26,956)
Cash dividends declared			(25,950)				(25,950)
Dividends to noncontrolling interests						(1,340)	(1,340)
Acquisition of DS SM						9,232	9,232
Acquisition of AgSense						16,333	16,333
Addition of noncontrolling interest						404	404
Purchase of treasury shares; 2,126,392 shares acquired					(316,296)		(316,296)
Stock plan exercises; 83,431 shares acquired					(12,739)		(12,739)
Stock options exercised; 171,508 shares issued		(9,360)	7,301		14,883		12,824
Tax benefit from stock option exercises		3,916					3,916
Stock option expense		3,767					3,767
Stock awards; 8,247 shares issued		1,677			1,268		2,945
<b>Balance at September 27, 2014</b>	\$ 27,900	\$	\$ 1,687,536	\$ (72,071)	\$ (333,744)	\$ 49,065	\$ 1,358,686

See accompanying notes to condensed consolidated financial statements.

Table of Contents

## VALMONT INDUSTRIES, INC. AND SUBSIDIARIES

## NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS

(Dollars in thousands, except per share amounts)

(Unaudited)

**(1) SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES***Condensed Consolidated Financial Statements*

The Condensed Consolidated Balance Sheet as of September 27, 2014, the Condensed Consolidated Statements of Earnings and Comprehensive Income for the thirteen and thirty-nine weeks ended September 27, 2014 and September 28, 2013, and the Condensed Consolidated Statements of Cash Flows and Shareholders' Equity for the thirty-nine week periods then ended have been prepared by the Company, without audit. In the opinion of management, all necessary adjustments (which include normal recurring adjustments) have been made to present fairly the financial statements as of September 27, 2014 and for all periods presented.

Certain information and footnote disclosures normally included in financial statements prepared in accordance with accounting principles generally accepted in the United States of America have been condensed or omitted. These Condensed Consolidated Financial Statements should be read in conjunction with the financial statements and notes thereto included in the Company's Annual Report on Form 10-K for the fiscal year ended December 28, 2013. The accounting policies and methods of computation followed in these interim financial statements are the same as those followed in the financial statements for the year ended December 28, 2013. The results of operations for the period ended September 27, 2014 are not necessarily indicative of the operating results for the full year.

*Inventories*

Approximately 43% of inventory is valued at the lower of cost, determined on the last-in, first-out (LIFO) method, or market as of September 27, 2014 and December 28, 2013, respectively. All other inventory is valued at the lower of cost, determined on the first-in, first-out (FIFO) method or market. Finished goods and manufactured goods inventories include the costs of acquired raw materials and related factory labor and overhead charges required to convert raw materials to manufactured and finished goods. The excess of replacement cost of inventories over the LIFO value is approximately \$47,380 and \$45,204 at September 27, 2014 and December 28, 2013, respectively.

Inventories consisted of the following:

	September 27, 2014	December 28, 2013
Raw materials and purchased parts	\$ 185,573	\$ 179,576
Work-in-process	29,954	27,294
Finished goods and manufactured goods	216,498	218,334
Subtotal	432,025	425,204
Less: LIFO reserve	47,380	45,204
	\$ 384,645	\$ 380,000

Table of Contents

## VALMONT INDUSTRIES, INC. AND SUBSIDIARIES

## NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (Continued)

(Dollars in thousands, except per share amounts)

(Unaudited)

## (1) SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (Continued)

*Income Taxes*

Earnings before income taxes and equity in earnings of nonconsolidated subsidiaries for the thirteen and thirty-nine weeks ended September 27, 2014 and September 28, 2013, were as follows:

	Thirteen Weeks Ended		Thirty-nine Weeks Ended	
	2014	2013	2014	2013
United States	\$ 4,844	\$ 66,143	\$ 141,635	\$ 253,564
Foreign	34,671	36,585	84,410	100,288
	\$ 39,515	\$ 102,728	\$ 226,045	\$ 353,852

*Pension Benefits*

The Company incurs expenses in connection with the Delta Pension Plan ("DPP"). The DPP was acquired as part of the Delta plc acquisition in fiscal 2010 and has no members that are active employees. In order to measure expense and the related benefit obligation, various assumptions are made including discount rates used to value the obligation, expected return on plan assets used to fund these expenses and estimated future inflation rates. These assumptions are based on historical experience as well as current facts and circumstances. An actuarial analysis is used to measure the expense and liability associated with pension benefits.

The components of the net periodic pension expense for the thirteen and thirty-nine weeks ended September 27, 2014 and September 28, 2013 were as follows:

	Thirteen Weeks Ended		Thirty-nine Weeks Ended	
	2014	2013	2014	2013
Net periodic benefit expense:				
Interest cost	\$ 7,274	\$ 6,535	\$ 21,783	\$ 19,593
Expected return on plan assets	(6,605)	(4,910)	(19,780)	(14,723)
Net periodic benefit expense	\$ 669	\$ 1,625	\$ 2,003	\$ 4,870

*Stock Plans*

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The Company maintains stock-based compensation plans approved by the shareholders, which provide that the Human Resource Committee of the Board of Directors may grant incentive stock options, nonqualified stock options, stock appreciation rights, non-vested stock awards and bonuses of common stock. At September 27, 2014, 1,463,600 shares of common stock remained available for issuance under the plans. Shares and options issued and available are subject to changes in capitalization.

Table of Contents

## VALMONT INDUSTRIES, INC. AND SUBSIDIARIES

## NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (Continued)

(Dollars in thousands, except per share amounts)

(Unaudited)

## (1) SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (Continued)

Under the plans, the exercise price of each option equals the closing market price at the date of the grant. Options vest beginning on the first anniversary of the grant in equal amounts over three to six years or on the fifth anniversary of the grant.

Expiration of grants is from six to ten years from the date of grant. The Company's compensation expense (included in selling, general and administrative expenses) and associated income tax benefits related to stock options for the thirteen and thirty-nine weeks ended September 27, 2014 and September 28, 2013, respectively, were as follows:

	Thirteen Weeks Ended		Thirty-nine Weeks Ended	
	2014	2013	2014	2013
Compensation expense	\$ 1,242	\$ 1,308	\$ 3,767	\$ 3,935
Income tax benefits	478	504	1,450	1,515

*Equity Method Investments*

The Company has equity method investments in non-consolidated subsidiaries, which are recorded within "Other assets" on the Condensed Consolidated Balance Sheet. In February 2013, the Company sold its nonconsolidated investment in Manganese Materials Company Pty. Ltd. to the majority owner of the business for approximately \$29,250. The profit on the sale was not significant, which included the recognition of \$5,194 in currency translation adjustments previously recorded as part of "Accumulated other comprehensive income" on the Condensed Consolidated Balance Sheet. The Company also recognized certain deferred tax benefits of approximately \$3,200 associated with the sale in the first quarter of fiscal 2013.

*Fair Value*

The Company applies the provisions of Accounting Standards Codification 820, *Fair Value Measurements* ("ASC 820") which defines fair value, establishes a framework for measuring fair value, and expands disclosures about fair value measurements. The provisions of ASC 820 apply to other accounting pronouncements that require or permit fair value measurements. As defined in ASC 820, fair value is the price that would be received to sell an asset or paid to transfer a liability in an orderly transaction between market participants at the measurement date.

ASC 820 establishes a three-level hierarchy for fair value measurements based upon the transparency of inputs to the valuation of an asset or liability as of the measurement date. Inputs refer broadly to the assumptions that market participants would use in pricing the asset or liability, including assumptions about risk. Financial assets and liabilities carried at fair value will be classified and disclosed in one of the following three categories:

Level 1: Quoted market prices in active markets for identical assets or liabilities.

Level 2: Observable market based inputs or unobservable inputs that are corroborated by market data.



Table of Contents

## VALMONT INDUSTRIES, INC. AND SUBSIDIARIES

## NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (Continued)

(Dollars in thousands, except per share amounts)

(Unaudited)

## (1) SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (Continued)

Level 3: Unobservable inputs that are not corroborated by market data.

The categorization within the valuation hierarchy is based upon the lowest level of input that is significant to the fair value measurement.

Following is a description of the valuation methodologies used for assets and liabilities measured at fair value.

Trading Securities: The assets and liabilities recorded for the investments held in the Valmont Deferred Compensation Plan of \$36,308 (\$27,133 at December 28, 2013) represent mutual funds, invested in debt and equity securities, classified as trading securities in accordance with Accounting Standards Codification 320, *Accounting for Certain Investments in Debt and Equity Securities*, considering the employee's ability to change investment allocation of their deferred compensation at any time. The Company's ownership in Delta EMD Pty. Ltd. (JSE:DTA) of \$8,295 and \$13,910 is recorded at fair value at September 27, 2014 and December 28, 2013, respectively. Quoted market prices are available for these securities in an active market and therefore categorized as a Level 1 input.

	Carrying Value September 27, 2014	Fair Value Measurement Using:		
		Quoted Prices in Active Markets for Identical Assets (Level 1)	Significant Other Observable Inputs (Level 2)	Significant Unobservable Inputs (Level 3)
Assets:				
Trading Securities	\$ 44,603	\$ 44,603	\$	\$

	Carrying Value December 28, 2013	Fair Value Measurement Using:		
		Quoted Prices in Active Markets for Identical Assets (Level 1)	Significant Other Observable Inputs (Level 2)	Significant Unobservable Inputs (Level 3)
Assets:				
Trading Securities	\$ 41,043	\$ 41,043	\$	\$

*Derivative Instruments*

On September 22, 2014, the Company issued and sold \$250,000 aggregate principal amount of the Company's 5.00% Senior Notes due 2044 (the "2044 Notes") and \$250,000 aggregate principal amount of the Company's 5.25% Senior Notes due 2054 (the "2054 Notes"). During the third quarter of 2014, the Company executed a contract to lock in the treasury rate related to the issuance of the 2044 Notes and a second contract to lock in the base interest rate on the issuance of the 2054 Notes. These contracts, each for a notional amount of \$125,000, were executed to hedge the risk of potential fluctuations in the treasury rates which would change the amount of net proceeds received from the debt offering. As the benchmark rate component of the fixed rate debt issuance and the cash flow hedged risk is based on that same benchmark, this was deemed an effective hedge at inception. On September 10, 2014, these contracts were settled with the Company receiving approximately \$4,837

Table of Contents

## VALMONT INDUSTRIES, INC. AND SUBSIDIARIES

## NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (Continued)

(Dollars in thousands, except per share amounts)

(Unaudited)

## (1) SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (Continued)

from the counterparties which was recorded in accumulated other comprehensive income and will be amortized as a reduction of interest expense over the term of the debt.

In conjunction with the repurchase through a partial tender offer of \$199,800 of the Company's 6.625% Senior notes due 2020 (the "2020 Notes") during September 2014, the Company recognized \$983 of expense, which is a proportionate amount of the unrealized loss on cash flow hedge with respect to the 2020 Notes recorded within other comprehensive income. This \$983 is included in the costs associated with refinancing of debt in the condensed consolidated statement of earnings.

*Comprehensive Income*

Comprehensive income includes net earnings, currency translation adjustments, certain derivative-related activity and changes in net actuarial gains/losses from a pension plan. Results of operations for foreign subsidiaries are translated using the average exchange rates during the period. Assets and liabilities are translated at the exchange rates in effect on the balance sheet dates. Accumulated other comprehensive income (loss) consisted of the following at September 27, 2014 and December 28, 2013:

	Foreign Currency Translation Adjustments	Unrealized Loss on Cash Flow Hedge	Defined Benefit Pension Plan	Accumulated Other Comprehensive Income
Balance at December 28, 2013	\$ (20,165)	\$ (2,535)	\$ (24,985)	\$ (47,685)
Current-period comprehensive income (loss)	(30,925)	6,270	269	(24,386)
Balance at September 27, 2014	\$ (51,090)	\$ 3,735	\$ (24,716)	\$ (72,071)

*Subsequent Events*

On October 6, 2014, the Company purchased the assets of Shakespeare Composite Structures (Shakespeare) for \$48 million in cash, net of assumed liabilities. Shakespeare is a manufacturer of fiberglass reinforced composite structures and products, and the originator of the composite light pole, with two manufacturing facilities in South Carolina. Shakespeare's annual sales are approximately \$55 million and it will be included in the Engineered Infrastructure Products Segment. The acquisition, which was funded by cash held by the Company, was completed to extend Valmont's leading product offerings in the lighting, traffic, and utility markets.

*Recently Issued Accounting Pronouncements*

In May 2014, the Financial Accounting Standards Board ("FASB") issued Accounting Standards Update ("ASU") 2014-09, *Revenue from Contracts with Customers* (Topic 606), which supersedes the revenue recognition requirements in Accounting Standards Codification ("ASC") 605, *Revenue Recognition*. The new revenue recognition standard requires entities to recognize the amount of revenue to which it expects to be entitled for the transfer of promised goods or services to customers. ASU 2014-09 is effective for interim and annual reporting periods beginning after December 15, 2016 and is to be applied retrospectively. Early application is not permitted. The Company is currently evaluating the effect that adopting this new accounting guidance will have on its consolidated results of operations and financial position.



Table of Contents

## VALMONT INDUSTRIES, INC. AND SUBSIDIARIES

## NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (Continued)

(Dollars in thousands, except per share amounts)

(Unaudited)

**(2) ACQUISITIONS**

On March 3, 2014, the Company purchased 90% of the outstanding shares of DS SM A/S, which was renamed Valmont SM. Valmont SM is a manufacturer of heavy complex steel structures for a diverse range of industries including wind energy, offshore oil and gas, and electricity transmission. Valmont SM's operations are reported in the Engineered Infrastructure Products Segment. Valmont SM's annual sales are approximately \$190,000 and it operates two manufacturing locations in Denmark. The purchase price paid for the business at closing (net of \$56 cash acquired) was \$120,483, including the payoff of an intercompany note payable by Valmont SM to its prior affiliates. The purchase is subject to an earn-out clause that is contingent on meeting future operational metrics for which no liability has been established based on current expectations. Additionally, the fair value measurements are subject to a trade working capital adjustment that has not yet been finalized. The acquisition, which was funded by cash held by the Company, was completed to participate in markets for wind energy, oil and gas exploration, power transmission and other related infrastructure projects and to increase the Company's geographic footprint in Europe. The Company also funded a portion of the acquisition with an intercompany note payable. The excess purchase price over the fair value of assets resulted in goodwill, which is not deductible for tax purposes.

The preliminary fair value measurement disclosed below is subject to management reviews and completion of the fair value measurements of the assets acquired and liabilities assumed. The Company expects the fair value measurement process and purchase price allocation to be completed in the fourth quarter of 2014 in conjunction with the finalization of the trade working capital settlement.

The following table summarizes the preliminary fair values of the assets acquired and liabilities assumed as of the date of acquisition.

	At March 3, 2014
Current assets	\$ 73,421
Property, plant and equipment	85,645
Intangible assets	30,340
Goodwill	14,317
<b>Total fair value of assets acquired</b>	<b>\$ 203,723</b>
Current liabilities	50,953
Deferred income taxes	14,114
Intercompany note payable	37,448
Long-term debt	8,941
<b>Total fair value of liabilities assumed</b>	<b>111,456</b>
Non-controlling interests	9,232
<b>Net assets acquired</b>	<b>\$ 83,035</b>

The Company's Condensed Consolidated Statements of Earnings for the thirteen and thirty-nine weeks ended September 27, 2014 included net sales of \$41,284 and \$105,805 and net earnings of \$2,466 and \$6,568, respectively, resulting from Valmont SM's operations from March 3, 2014 to September 27,



Table of Contents

## VALMONT INDUSTRIES, INC. AND SUBSIDIARIES

## NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (Continued)

(Dollars in thousands, except per share amounts)

(Unaudited)

## (2) ACQUISITIONS (Continued)

2014. No proforma information for 2014 has been provided as it does not have a material effect on the financial statements.

Based on the preliminary fair value assessments, the Company allocated \$30,340 of the purchase price to acquired intangible assets. The following table summarizes the major classes of Valmont SM's acquired intangible assets and the respective weighted average amortization periods:

	Amount	Weighted Average Amortization Period (Years)
Trade Names	\$ 12,210	Indefinite
Backlog	3,145	1.5
Customer Relationships	14,985	15.0

Total Intangible Assets	\$ 30,340
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On February 5, 2013, the Company purchased 100% of the outstanding shares of Locker Group Holdings Pty. Ltd. ("Locker"). Locker is a manufacturer of perforated and expanded metal for the non-residential market, industrial flooring and handrails for the access systems market, and screening media for applications in the industrial and mining sectors in Australia and Asia. Locker's operations are reported in the Engineered Infrastructure Products Segment. The acquisition, which was funded by cash held by the Company, was completed to expand our product offering and sales coverage for access systems and related products in Asia Pacific.

The purchase price paid for the business at closing (net of \$116 cash acquired) was \$53,152. In addition, a maximum of \$7,911 additional purchase price could be paid to the sellers upon the achievement of certain gross profit and inventory targets over the two years following date of acquisition and the Company recognized an estimated liability of \$7,178 at February 5, 2013. During 2014 and 2013, the Company made payments of approximately \$2.3 million to the sellers with respect to achievement of these targets. The Company determined that the additional purchase price tied to a gross profit target for the twelve months ending February 2015 would not be achieved and therefore the additional purchase price with respect to that target will not be paid. As such, approximately \$4.3 million of this liability was reversed and recognized against cost of goods sold during the third quarter of 2014.

On August 25, 2014, the Company acquired 51% of AgSense, LLC (AgSense) for \$17 million in cash. AgSense operates in South Dakota and is the creator of global WagNet network which provides growers with a more complete view of their entire farming operation by tying irrigation decision making to field, crop and weather conditions. In the preliminary measurement of fair values of assets acquired and liabilities assumed, goodwill of \$17,343 and \$13,510 of customer relationships, trade name and other intangible assets were recorded. A portion of the goodwill is deductible for tax purposes. AgSense is included in the Irrigation Segment and the purchase price allocation is expected to be finalized in the fourth quarter of 2014.

Table of Contents

## VALMONT INDUSTRIES, INC. AND SUBSIDIARIES

## NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (Continued)

(Dollars in thousands, except per share amounts)

(Unaudited)

**(2) ACQUISITIONS (Continued)**

In December 2013, the Company purchased 100% of the outstanding shares of Armorflex International Ltd. ("Armorflex") for \$10,000. Armorflex is a company holding proprietary intellectual property for products serving the highway safety market. In the measurement of fair values of assets acquired and liabilities assumed, we recorded goodwill of \$6,823 and an aggregate of \$3,792 for customer relationships, patented technology and other intangible assets. The goodwill is not deductible for tax purposes. Armorflex is included in the Engineered Infrastructure Products segment and was acquired to expand the Company's highway safety product offerings in the Asia Pacific region. This acquisition did not have a significant effect on the Company's fiscal 2013 financial results.

The Company's Condensed Consolidated Statement of Earnings for the thirteen and thirty-nine weeks ended September 27, 2014 included net sales of \$64,838 and \$168,891 and net earnings of \$8,185 and \$13,760 resulting from the Valmont SM, AgSense, Locker, and Armorflex acquisitions. The pro forma effect of these acquisitions on the third quarter and first three quarters of the 2013 Statement of Earnings was as follows:

	Thirteen weeks Ended September 28, 2013	Thirty-nine weeks Ended September 28, 2013
Net sales	\$ 827,374	\$ 2,630,881
Net earnings	\$ 60,549	\$ 233,437
Earnings per share diluted	\$ 2.25	\$ 8.68

**(3) GOODWILL AND INTANGIBLE ASSETS***Amortized Intangible Assets*

The components of amortized intangible assets at September 27, 2014 and December 28, 2013 were as follows:

	September 27, 2014		
	Gross Carrying Amount	Accumulated Amortization	Weighted Average Life
Customer Relationships	\$ 203,018	\$ 86,175	13 years
Proprietary Software & Database	3,872	2,983	6 years
Patents & Proprietary Technology	12,694	8,258	8 years
Other	4,499	2,584	3 years
	\$ 224,083	\$ 100,000	

Table of Contents

## VALMONT INDUSTRIES, INC. AND SUBSIDIARIES

## NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (Continued)

(Dollars in thousands, except per share amounts)

(Unaudited)

## (3) GOODWILL AND INTANGIBLE ASSETS (Continued)

	December 28, 2013		
	Gross Carrying Amount	Accumulated Amortization	Weighted Average Life
Customer Relationships	\$ 177,495	\$ 76,024	13 years
Proprietary Software & Database	3,896	2,896	6 years
Patents & Proprietary Technology	11,334	7,239	8 years
Other	1,620	1,438	6 years
	\$ 194,345	\$ 87,597	

Amortization expense for intangible assets for the thirteen and thirty-nine weeks ended September 27, 2014 and September 28, 2013, respectively was as follows:

	Thirteen Weeks Ended		Thirty-nine Weeks Ended	
	2014	2013	2014	2013
	\$ 4,702	\$ 3,750	\$ 13,439	\$ 11,446

Estimated annual amortization expense related to finite-lived intangible assets is as follows:

	Estimated Amortization Expense
2014	\$ 19,489
2015	17,182
2016	16,719
2017	16,519
2018	14,863

The useful lives assigned to finite-lived intangible assets included consideration of factors such as the Company's past and expected experience related to customer retention rates, the remaining legal or contractual life of the underlying arrangement that resulted in the recognition of the intangible asset and the Company's expected use of the intangible asset.



Table of Contents

## VALMONT INDUSTRIES, INC. AND SUBSIDIARIES

## NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (Continued)

(Dollars in thousands, except per share amounts)

(Unaudited)

## (3) GOODWILL AND INTANGIBLE ASSETS (Continued)

*Non-amortized intangible assets*

Intangible assets with indefinite lives are not amortized. The carrying values of trade names at September 27, 2014 and December 28, 2013 were as follows:

	September 27, 2014	December 28, 2013	Year Acquired
Webforge	\$ 17,595	\$ 17,787	2010
Valmont SM	11,285		2014
Newmark	11,111	11,111	2004
Ingal EPS/Ingal Civil Products	9,286	9,387	2010
Donhad	7,006	7,082	2010
Industrial Galvanizers	4,073	4,117	2010
Other	15,380	14,685	
	\$ 75,736	\$ 64,169	

In its determination of these intangible assets as indefinite-lived, the Company considered such factors as its expected future use of the intangible asset, legal, regulatory, technological and competitive factors that may impact the useful life or value of the intangible asset and the expected costs to maintain the value of the intangible asset. The Company expects that these intangible assets will maintain their value indefinitely. Accordingly, these assets are not amortized.

The Company's trade names were tested for impairment in the third quarter of 2014. The values of the trade names were determined using the relief-from-royalty method. Based on this evaluation, the Company determined that its trade names were not impaired.

*Goodwill*

The carrying amount of goodwill by segment as of September 27, 2014 and December 28, 2013 was as follows:

	Engineered Infrastructure Products Segment	Utility Support Structures Segment	Coatings Segment	Irrigation Segment	Other	Total
Balance at December 28, 2013	\$ 175,442	\$ 75,404	\$ 77,062	\$ 2,420	\$ 19,304	\$ 349,632
Acquisitions	14,317			17,343		31,660
Foreign currency translation	(6,194)		(729)	(18)	(207)	(7,148)
	\$ 183,565	\$ 75,404	\$ 76,333	\$ 19,745	\$ 19,097	\$ 374,144

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Balance at September 27,  
2014

The goodwill from acquisitions arose from the acquisition of Valmont SM in the first quarter, and the purchase of 51% ownership in AgSense in the third quarter of 2014. The Company's goodwill was tested for impairment during the third quarter of 2014. As a result of that testing, the Company determined that its goodwill was not impaired, as the valuation of the reporting units exceeded their respective carrying values. The Company continues to monitor changes in the global economy that

[Table of Contents](#)

## VALMONT INDUSTRIES, INC. AND SUBSIDIARIES

## NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (Continued)

(Dollars in thousands, except per share amounts)

(Unaudited)

**(3) GOODWILL AND INTANGIBLE ASSETS (Continued)**

could impact future operating results of its reporting units. If such conditions arise, the Company will test a given reporting unit for impairment prior to the annual test.

**(4) CASH FLOW SUPPLEMENTARY INFORMATION**

The Company considers all highly liquid temporary cash investments purchased with an original maturity of three months or less at the time of purchase to be cash equivalents. Cash payments for interest and income taxes (net of refunds) for the thirty-nine weeks ended September 27, 2014 and September 28, 2013 were as follows:

	2014	2013
Interest	\$ 23,199	\$ 17,010
Income taxes	94,493	149,529

On May 13, 2014, the Company announced a new capital allocation philosophy which increased the dividend by 50% and covered a share repurchase program of up to \$500 million of the Company's outstanding common stock to be acquired from time to time over twelve months at prevailing market prices, through open market or privately-negotiated transactions. As of September 27, 2014, the Company has acquired 2,126,392 shares for approximately \$316.3 million.

**(5) EARNINGS PER SHARE**

The following table provides a reconciliation between Basic and Diluted earnings per share (EPS):

	Basic EPS	Dilutive Effect of Stock Options	Diluted EPS
<b>Thirteen weeks ended September 27, 2014:</b>			
Net earnings attributable to Valmont Industries, Inc.	\$ 23,559	\$	\$ 23,559
Shares outstanding	25,287	226	25,513
Per share amount	\$ 0.93	\$ (0.01)	\$ 0.92
<b>Thirteen weeks ended September 28, 2013:</b>			
Net earnings attributable to Valmont Industries, Inc.	\$ 56,489	\$	\$ 56,489
Shares outstanding	26,665	254	26,919
Per share amount	\$ 2.12	\$ (0.02)	\$ 2.10
<b>Thirty-nine weeks ended September 27, 2014:</b>			
Net earnings attributable to Valmont Industries, Inc.	\$ 143,515	\$	\$ 143,515
Shares outstanding	26,208	231	26,439
Per share amount	\$ 5.48	\$ (0.05)	\$ 5.43
<b>Thirty-nine weeks ended September 28, 2013:</b>			
Net earnings attributable to Valmont Industries, Inc.	\$ 223,621	\$	\$ 223,621
Shares outstanding	26,632	264	26,896
Per share amount	\$ 8.40	\$ (0.09)	\$ 8.31

Table of Contents

## VALMONT INDUSTRIES, INC. AND SUBSIDIARIES

## NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (Continued)

(Dollars in thousands, except per share amounts)

(Unaudited)

**(5) EARNINGS PER SHARE (Continued)**

Earnings per share are computed independently for each of the quarters. Therefore, the sum of the quarterly earnings per share does not equal the total for the year primarily due to the share buyback program that began in the second quarter of 2014.

At September 27, 2014, there were 273,170 outstanding stock options with exercise prices exceeding the market price of common stock that were excluded from the computation of diluted earnings per share for the thirteen and thirty-nine weeks ending September 27, 2014. At September 28, 2013, there were 1,172 outstanding stock options with exercise prices exceeding the market price of common stock.

**(6) LONG-TERM DEBT**

On September 22, 2014, the Company issued and sold \$250,000 aggregate principal amount of the Company's 5.00% senior notes due 2044 and \$250,000 aggregate principal amount of the Company's 5.25% senior notes due 2054. On September 22, 2014, the Company repurchased through a partial tender offer \$199,800 in aggregate principal amount of the Company's 6.625% senior notes due 2020, and \$250,200 of the notes remain outstanding following the conclusion of the tender offer.

	September 27, 2014	December 28, 2013
5.00% senior unsecured notes due 2044(a)	\$ 250,000	\$
5.25% senior unsecured notes due 2054(b)	250,000	
Unamortized discount on 5.00% and 5.25% senior unsecured notes(a and b)	(4,460)	
6.625% senior unsecured notes due 2020(c)	250,200	450,000
Unamortized premium on 6.625% senior unsecured notes(c)	5,650	11,241
Revolving credit agreement(d)		
IDR Bonds(e)	8,500	8,500
Other notes	8,909	1,368
<b>Total long-term debt</b>	<b>768,799</b>	<b>471,109</b>
Less current installments of long-term debt	188	202
<b>Long-term debt, excluding current installments</b>	<b>\$ 768,611</b>	<b>\$ 470,907</b>

(a)

The 5.00% senior unsecured notes due 2044 include an aggregate principle amount of \$250,000 on which interest is paid and an unamortized discount balance of \$1,160 at September 27, 2014. The notes bear interest at 5.000% per annum and are due on October 1, 2044. The discount will be amortized and recognized as interest expense as interest payments are made over the term of the notes. The notes may be repurchased prior to maturity in whole, or in part, at any time at 100% of their principal amount plus a make-whole premium and accrued and unpaid interest. These notes are guaranteed by certain subsidiaries of the Company.

(b)

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The 5.25% senior unsecured notes due 2054 include an aggregate principle amount of \$250,000 on which interest is paid and an unamortized discount balance of \$3,300 at September 27, 2014. The notes bear interest at 5.250% per annum and are due on October 1, 2054. The discount will be amortized and recognized as interest expense as interest payments are made over the term of the notes. The notes may be repurchased prior to maturity in whole, or in

Table of Contents

**VALMONT INDUSTRIES, INC. AND SUBSIDIARIES**

**NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (Continued)**

**(Dollars in thousands, except per share amounts)**

**(Unaudited)**

**(6) LONG-TERM DEBT (Continued)**

part, at any time at 100% of their principal amount plus a make-whole premium and accrued and unpaid interest. These notes are guaranteed by certain subsidiaries of the Company.

(c) The 6.625% senior unsecured notes due 2020, following a partial tender offer in September 2014, include a remaining aggregate principal amount of \$250,200 on which interest is paid and an unamortized premium balance of \$5,650 at September 27, 2014. The notes bear interest at 6.625% per annum and are due on April 1, 2020. In September 2014, the Company repurchased by partial tender \$199,800 in aggregate principal amount of these notes and incurred cash prepayment expenses of approximately \$41,200. In addition, \$4,439 of the unamortized premium was recognized as income which is the proportionate amount of debt that was repaid. The remaining premium will be amortized against interest expense as interest payments are made over the term of the notes. These notes may be repurchased at specified prepayment premiums. These notes are guaranteed by certain subsidiaries of the Company.

(d) On October 17, 2014, the Company entered into a First Amendment to our Credit Agreement with JPMorgan Chase Bank, as Administrative Agent, and the other lenders party thereto, dated as of August 15, 2012, which increased the committed unsecured revolving credit facility from \$400 million to \$600 million and extended the maturity date from August 15, 2017 to October 17, 2019. The Company may increase the credit facility by up to an additional \$200 million at any time, subject to lenders increasing the amount of their commitments. The interest rate on our borrowings will be, at our option, either:

(i) LIBOR (based on a 1, 2, 3 or 6 month interest period, as selected by the Company) plus 100 to 162.5 basis points, depending on the credit rating of the Company's senior debt published by Standard & Poor's Rating Services and Moody's Investors Service, Inc., or;

(ii) the higher of

the prime lending rate,

the Federal Funds rate plus 50 basis points, and

LIBOR (based on a 1 month interest period) plus 100 basis points,

Plus, in each case, 0 to 62.5 basis points, depending on the credit rating of the Company's senior debt published by Standard & Poor's Rating Services and Moody's Investors Service, Inc.

At September 27, 2014, the Company had no outstanding borrowings under the revolving credit agreement. The revolving credit agreement contains certain financial covenants that may limit additional borrowing capability under the agreement. At October 21, 2014, the Company had the ability to borrow \$582.4 million under this facility. Standby letters of credit totaling \$17.6 million related to various insurance obligations were outstanding at October 21, 2014 and reduce the amount available to borrow under this agreement.

(e)

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The Industrial Development Revenue Bonds were issued to finance the construction of a manufacturing facility in Jasper, Tennessee. Variable interest is payable until final maturity June 1, 2025. The effective interest rates at September 27, 2014 and December 28, 2013 were .20% and 0.21%, respectively.

Table of Contents

**VALMONT INDUSTRIES, INC. AND SUBSIDIARIES**

**NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (Continued)**

**(Dollars in thousands, except per share amounts)**

**(Unaudited)**

**(6) LONG-TERM DEBT (Continued)**

The lending agreements include certain maintenance covenants, including financial leverage and interest coverage. The Company was in compliance with all financial debt covenants at September 27, 2014. The minimum aggregate maturities of long-term debt for each of the five years following 2014 are: \$1,262, \$1,265, \$1,050, \$1,050 and \$1,050.

The obligations arising under the 5.00% senior unsecured notes due 2044, the 5.25% senior unsecured notes due 2054, the 6.625% senior unsecured notes due 2020, and the Amended Credit Agreement are guaranteed by the Company and its wholly-owned subsidiaries PiRod, Inc., Valmont Coatings, Inc., Valmont Newmark, Inc., Valmont Group Pty. Ltd. and Valmont Queensland Pty. Ltd.

**(7) BUSINESS SEGMENTS**

The Company has four reportable segments based on its management structure. Each segment is global in nature with a manager responsible for segment operational performance and the allocation of capital within the segment. Net corporate expense is net of certain service-related expenses that are allocated to business units generally on the basis of employee headcounts and sales dollars.

Reportable segments are as follows:

**ENGINEERED INFRASTRUCTURE PRODUCTS:** This segment consists of the manufacture of engineered metal structures and components for the global lighting and traffic, wireless communication, wind energy, offshore oil and gas, roadway safety and access systems applications;

**UTILITY SUPPORT STRUCTURES:** This segment consists of the manufacture of engineered steel and concrete structures for the global utility industry;

**COATINGS:** This segment consists of galvanizing, anodizing and powder coating services on a global basis; and

**IRRIGATION:** This segment consists of the manufacture of agricultural irrigation equipment and related parts and services for the global agricultural industry.

In addition to these four reportable segments, the Company has other businesses and activities that individually are not more than 10% of consolidated sales. These include the manufacture of forged steel grinding media for the mining industry, tubular products for industrial customers, electrolytic manganese dioxide for disposable batteries and the distribution of industrial fasteners and are reported in the "Other" category.

The accounting policies of the reportable segments are the same as those described in Note 1. The Company evaluates the performance of its business segments based upon operating income and invested capital. The Company does not allocate interest expense, non-operating income and deductions, or income taxes to its business segments.



Table of Contents

## VALMONT INDUSTRIES, INC. AND SUBSIDIARIES

## NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (Continued)

(Dollars in thousands, except per share amounts)

(Unaudited)

## (7) BUSINESS SEGMENTS (Continued)

## Summary by Business

	Thirteen Weeks Ended		Thirty-nine Weeks Ended	
	September 27, 2014	September 28, 2013	September 27, 2014	September 28, 2013
<b>SALES:</b>				
Engineered Infrastructure Products segment:				
Lighting, Traffic, and Roadway Products	\$ 158,977	\$ 171,991	\$ 462,707	\$ 480,648
Communication Products	45,952	38,674	119,456	102,067
Offshore Structures	41,284		105,805	
Access Systems	48,686	49,618	139,745	151,874
Engineered Infrastructure Products segment	294,899	260,283	827,713	734,589
Utility Support Structures segment:				
Steel	156,112	199,912	527,123	611,573
Concrete	25,073	29,508	81,819	85,728
Utility Support Structures segment	181,185	229,420	608,942	697,301
Coatings segment	86,735	89,009	254,063	272,052
Irrigation segment	174,288	175,120	606,938	690,002
Other	60,838	71,836	181,226	233,384
Total	797,945	825,668	2,478,882	2,627,328
<b>INTERSEGMENT SALES:</b>				
Engineered Infrastructure Products segment	10,696	24,970	48,427	76,591
Utility Support Structures segment	626	489	2,146	1,199
Coatings segment	13,166	13,697	42,889	42,475
Irrigation segment	1	4	14	5
Other	7,788	8,476	25,399	30,737
Total	32,277	47,636	118,875	151,007
<b>NET SALES:</b>				
Engineered Infrastructure Products segment	284,203	235,313	779,286	657,998
Utility Support Structures segment	180,559	228,931	606,796	696,102
Coatings segment	73,569	75,312	211,174	229,577
Irrigation segment	174,287	175,116	606,924	689,997
Other	53,050	63,360	155,827	202,647
Total	\$ 765,668	\$ 778,032	\$ 2,360,007	\$ 2,476,321

**OPERATING INCOME:**

Engineered Infrastructure Products segment	\$	33,200	\$	25,689	\$	75,534	\$	61,026
Utility Support Structures segment		16,975		41,491		76,107		129,767
Coatings segment		17,554		19,833		47,260		56,805
Irrigation segment		26,888		31,145		111,507		149,878
Other		6,211		9,978		23,104		33,790
Corporate		(13,025)		(18,235)		(42,085)		(58,910)
<b>Total</b>	<b>\$</b>	<b>87,803</b>	<b>\$</b>	<b>109,901</b>	<b>\$</b>	<b>291,427</b>	<b>\$</b>	<b>372,356</b>

Table of Contents

## VALMONT INDUSTRIES, INC. AND SUBSIDIARIES

## NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (Continued)

(Dollars in thousands, except per share amounts)

(Unaudited)

**(8) GUARANTOR/NON-GUARANTOR FINANCIAL INFORMATION**

On September 22, 2014, the Company issued and sold \$250,000 aggregate principal amount of the Company's 5.00% senior notes due 2044 and \$250,000 aggregate principal amount of the Company's 5.25% senior notes due 2054. On September 22, 2014, the Company repurchased through a partial tender offer \$199,800 in aggregate principal amount of the Company's 6.625% senior notes due 2020, and \$250,200 of the notes remain outstanding following the conclusion of the tender offer. All of the notes are guaranteed, jointly, severally, fully and unconditionally by certain of the Company's current and future direct and indirect domestic and foreign subsidiaries (collectively the "Guarantors"), excluding its other current domestic and foreign subsidiaries which do not guarantee the debt (collectively referred to as the "Non-Guarantors"). All Guarantors are 100% owned by the parent company.

In 2014, the Company classified "Equity in earnings of nonconsolidated subsidiaries" as an adjustment to reconcile net earnings to operating cash flows, as part of "Net cash flows from operating activities" in the Condensed Consolidating Statement of Cash Flows. In the 2013 Condensed Consolidating Statement of Cash Flows, these amounts were classified within "Other, net", as part of "Net cash flows from investing activities". The Company revised its presentation for 2013 with respect to the supplemental information included in this footnote in order to achieve comparability in the Condensed Consolidating Statements of Cash Flows.

The revisions consisted of recording the amounts previously reported in "Other, net" in cash flows from investing activities that were related to earnings from subsidiaries to "Equity in earnings of nonconsolidated subsidiaries" in cash flows from operating activities. Accordingly, the eliminations to reconcile consolidated net earnings are contained in the "Net cash flows from operating activities".

The "Non-Guarantor" and "Total" columns were not affected by any of these revisions. There was also no effect on the consolidated (total) net cash flows or any other statements in this footnote. The following is a reconciliation of the columns affected for 2013.

	Parent As previously reported	Parent As revised	Guarantor As previously reported	Guarantor As revised	Eliminations As previously reported	Eliminations As revised
2013						
Cash flows from operating activities:						
Equity in earnings of nonconsolidated subsidiaries	\$ (341)	\$ (121,211)	\$	\$ (48,927)	\$	\$ 169,797
Net cash flows from operating activities	239,277	118,407	77,264	28,337	(166,675)	3,122
Cash flows from investing activities:						
Other, net	(68,447)	52,423	(105,512)	(56,585)	166,675	(3,122)
Net cash flows from investing activities	(107,989)	12,881	(123,858)	(74,931)	166,675	(3,122)

23

Table of Contents

## VALMONT INDUSTRIES, INC. AND SUBSIDIARIES

## NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (Continued)

(Dollars in thousands, except per share amounts)

(Unaudited)

## (8) GUARANTOR/NON-GUARANTOR FINANCIAL INFORMATION (Continued)

Consolidated financial information for the Company ("Parent"), the Guarantor subsidiaries and the Non-Guarantor subsidiaries is as follows:

**CONDENSED CONSOLIDATED STATEMENTS OF EARNINGS**  
**For the Thirteen weeks ended September 27, 2014**

	Parent	Guarantors	Non-Guarantors	Eliminations	Total
Net sales	\$ 313,775	\$ 120,016	\$ 384,564	\$ (52,687)	\$ 765,668
Cost of sales	234,085	92,091	292,722	(52,730)	566,168
Gross profit	79,690	27,925	91,842	43	199,500
Selling, general and administrative expenses	48,560	12,145	50,992		111,697
Operating income	31,130	15,780	40,850	43	87,803
Other income (expense):					
Interest expense	(8,061)	(11,288)	(655)	11,288	(8,716)
Interest income	2	161	12,602	(11,288)	1,477
Costs associated with refinancing of debt	(38,705)				(38,705)
Other	(196)	(149)	(1,999)		(2,344)
	(46,960)	(11,276)	9,948		(48,288)
Earnings before income taxes and equity in earnings of nonconsolidated subsidiaries	(15,830)	4,504	50,798	43	39,515
Income tax expense (benefit):					
Current	9,296	3,600	10,397	(3)	23,290
Deferred	(12,430)	(342)	3,708		(9,064)
	(3,134)	3,258	14,105	(3)	14,226
Earnings before equity in earnings of nonconsolidated subsidiaries	(12,696)	1,246	36,693	46	25,289

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Equity in earnings of nonconsolidated subsidiaries	36,255	17,026		(53,285)	(4)
Net earnings	23,559	18,272	36,693	(53,239)	25,285
Less: Earnings attributable to noncontrolling interests			(1,726)		(1,726)
Net earnings attributable to Valmont Industries, Inc	\$ 23,559	\$ 18,272	\$ 34,967	\$ (53,239)	\$ 23,559

Table of Contents

## VALMONT INDUSTRIES, INC. AND SUBSIDIARIES

## NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (Continued)

(Dollars in thousands, except per share amounts)

(Unaudited)

## (8) GUARANTOR/NON-GUARANTOR FINANCIAL INFORMATION (Continued)

CONDENSED CONSOLIDATED STATEMENTS OF EARNINGS  
For the Thirty-nine weeks ended September 27, 2014

	Parent	Guarantors	Non-Guarantors	Eliminations	Total
Net sales	\$ 1,069,059	\$ 380,327	\$ 1,072,560	\$ (161,939)	\$ 2,360,007
Cost of sales	785,898	283,443	826,120	(162,413)	1,733,048
Gross profit	283,161	96,884	246,440	474	626,959
Selling, general and administrative expenses	146,514	37,806	151,212		335,532
Operating income	136,647	59,078	95,228	474	291,427
Other income (expense):					
Interest expense	(23,427)	(33,505)	(1,790)	33,505	(25,217)
Interest income	28	496	37,774	(33,505)	4,793
Costs associated with refinancing of debt	(38,705)				(38,705)
Other	1,625	(501)	(7,377)		(6,253)
	(60,479)	(33,510)	28,607		(65,382)
Earnings before income taxes and equity in earnings of nonconsolidated subsidiaries	76,168	25,568	123,835	474	226,045
Income tax expense (benefit):					
Current	38,489	11,813	31,914	129	82,345
Deferred	(6,601)	1,325	1,242		(4,034)
	31,888	13,138	33,156	129	78,311
Earnings before equity in earnings of nonconsolidated subsidiaries	44,280	12,430	90,679	345	147,734
Equity in earnings of nonconsolidated subsidiaries	99,235	42,929		(142,198)	(34)

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Net earnings	143,515	55,359	90,679	(141,853)	147,700
Less: Earnings attributable to noncontrolling interests			(4,185)		(4,185)
Net earnings attributable to Valmont Industries, Inc	\$ 143,515	\$ 55,359	\$ 86,494	\$ (141,853)	\$ 143,515

Table of Contents

## VALMONT INDUSTRIES, INC. AND SUBSIDIARIES

## NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (Continued)

(Dollars in thousands, except per share amounts)

(Unaudited)

## (8) GUARANTOR/NON-GUARANTOR FINANCIAL INFORMATION (Continued)

CONDENSED CONSOLIDATED STATEMENTS OF EARNINGS  
For the Thirteen weeks ended September 28, 2013

	Parent	Guarantors	Non-Guarantors	Eliminations	Total
Net sales	\$ 331,525	\$ 161,432	\$ 366,522	\$ (81,447)	\$ 778,032
Cost of sales	238,692	121,870	273,317	(81,411)	552,468
Gross profit	92,833	39,562	93,205	(36)	225,564
Selling, general and administrative expenses	51,621	14,530	49,512		115,663
Operating income	41,212	25,032	43,693	(36)	109,901
Other income (expense):					
Interest expense	(7,724)	(11,122)	(425)	11,122	(8,149)
Interest income	18	242	12,422	(11,122)	1,560
Other	1,422	9	(2,015)		(584)
	(6,284)	(10,871)	9,982		(7,173)
Earnings before income taxes and equity in earnings of nonconsolidated subsidiaries	34,928	14,161	53,675	(36)	102,728
Income tax expense (benefit):					
Current	19,473	7,419	13,631	(65)	40,458
Deferred	(4,969)	(360)	8,783		3,454
	14,504	7,059	22,414	(65)	43,912
Earnings before equity in earnings of nonconsolidated subsidiaries	20,424	7,102	31,261	29	58,816
Equity in earnings of nonconsolidated subsidiaries	36,065	6,542		(42,532)	75



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Net earnings	56,489	13,644	31,261	(42,503)	58,891
Less: Earnings attributable to noncontrolling interests			(2,402)		(2,402)

Net earnings attributable to Valmont Industries, Inc                   \$   56,489   \$    13,644   \$   28,859   \$   (42,503)   \$   56,489

Table of Contents

## VALMONT INDUSTRIES, INC. AND SUBSIDIARIES

## NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (Continued)

(Dollars in thousands, except per share amounts)

(Unaudited)

## (8) GUARANTOR/NON-GUARANTOR FINANCIAL INFORMATION (Continued)

CONDENSED CONSOLIDATED STATEMENTS OF EARNINGS  
For the Thirty-nine weeks ended September 28, 2013

	Parent	Guarantors	Non-Guarantors	Eliminations	Total
Net sales	\$ 1,174,955	\$ 501,308	\$ 1,052,733	\$ (252,675)	\$ 2,476,321
Cost of sales	837,321	377,158	795,182	(255,744)	1,753,917
Gross profit	337,634	124,150	257,551	3,069	722,404
Selling, general and administrative expenses	157,367	42,871	149,810		350,048
Operating income	180,267	81,279	107,741	3,069	372,356
Other income (expense):					
Interest expense	(23,115)	(35,696)	(1,249)	35,696	(24,364)
Interest income	33	732	39,696	(35,696)	4,765
Other	3,224	55	(2,184)		1,095
	(19,858)	(34,909)	36,263		(18,504)
Earnings before income taxes and equity in earnings of nonconsolidated subsidiaries	160,409	46,370	144,004	3,069	353,852
Income tax expense (benefit):					
Current	65,472	20,801	40,283	772	127,328
Deferred	(7,473)	1,342	4,856		(1,275)
	57,999	22,143	45,139	772	126,053
Earnings before equity in earnings of nonconsolidated subsidiaries	102,410	24,227	98,865	2,297	227,799
Equity in earnings of nonconsolidated subsidiaries	121,211	48,927	207	(169,797)	548

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Net earnings	223,621	73,154	99,072	(167,500)	228,347
Less: Earnings attributable to noncontrolling interests			(4,726)		(4,726)

Net earnings attributable to Valmont Industries, Inc           \$   223,621   \$    73,154   \$    94,346   \$  (167,500)   \$   223,621

Table of Contents

## VALMONT INDUSTRIES, INC. AND SUBSIDIARIES

## NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (Continued)

(Dollars in thousands, except per share amounts)

(Unaudited)

## (8) GUARANTOR/NON-GUARANTOR FINANCIAL INFORMATION (Continued)

## CONDENSED CONSOLIDATED STATEMENTS OF COMPREHENSIVE INCOME

For the Thirteen weeks ended September 27, 2014

	Parent	Guarantors	Non-Guarantors	Eliminations	Total
Net earnings	\$ 23,559	\$ 18,272	\$ 36,693	\$ (53,239)	\$ 25,285
Other comprehensive income (loss), net of tax:					
Foreign currency translation adjustments:					
Unrealized gains (losses) arising during the period		37,807	(96,808)		(59,001)
Unrealized loss on cash flow hedge:					
Amortization cost included in interest expense	100		283		383
Realized loss included in net earnings during the period	983				983
Gain on cash flow hedges	4,837				4,837
Actuarial gain (loss) in defined benefit pension plan liability			1,116		1,116
Equity in other comprehensive income	(55,787)			55,787	
Other comprehensive income (loss)	(49,867)	37,807	(95,409)	55,787	(51,682)
Comprehensive income	(26,308)	56,079	(58,716)	2,548	(26,397)
Comprehensive income attributable to noncontrolling interests			89		89
Comprehensive income attributable to Valmont Industries, Inc.	\$ (26,308)	\$ 56,079	\$ (58,627)	\$ 2,548	\$ (26,308)

Table of Contents

## VALMONT INDUSTRIES, INC. AND SUBSIDIARIES

## NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (Continued)

(Dollars in thousands, except per share amounts)

(Unaudited)

## (8) GUARANTOR/NON-GUARANTOR FINANCIAL INFORMATION (Continued)

CONDENSED CONSOLIDATED STATEMENTS OF COMPREHENSIVE INCOME  
For the Thirty-nine weeks ended September 27, 2014

	Parent	Guarantors	Non-Guarantors	Eliminations	Total
Net earnings	\$ 143,515	\$ 55,359	\$ 90,679	\$ (141,853)	\$ 147,700
Other comprehensive income (loss), net of tax:					
Foreign currency translation adjustments:					
Unrealized gains (losses) arising during the period		8,492	(41,987)		(33,495)
Unrealized loss on cash flow hedge:					
Amortization cost included in interest expense	300		150		450
Realized loss included in net earnings during the period	983				983
Gain on cash flow hedges	4,837				4,837
Actuarial gain (loss) in defined benefit pension plan liability			269		269
Equity in other comprehensive income	(30,506)			30,506	
Other comprehensive income (loss)	(24,386)	8,492	(41,568)	30,506	(26,956)
Comprehensive income	119,129	63,851	49,111	(111,347)	120,744
Comprehensive income attributable to noncontrolling interests			(1,615)		(1,615)
Comprehensive income attributable to Valmont Industries, Inc.	\$ 119,129	\$ 63,851	\$ 47,496	\$ (111,347)	\$ 119,129

Table of Contents

## VALMONT INDUSTRIES, INC. AND SUBSIDIARIES

## NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (Continued)

(Dollars in thousands, except per share amounts)

(Unaudited)

## (8) GUARANTOR/NON-GUARANTOR FINANCIAL INFORMATION (Continued)

CONDENSED CONSOLIDATED STATEMENTS OF COMPREHENSIVE INCOME  
For the Thirteen weeks ended September 28, 2013

	Parent	Guarantors	Non-Guarantors	Eliminations	Total
Net earnings	\$ 56,489	\$ 13,644	\$ 31,261	\$ (42,503)	\$ 58,891
Other comprehensive income (loss), net of tax:					
Foreign currency translation adjustments:					
Unrealized gains (losses) arising during the period		30,221	(12,097)		18,124
Unrealized loss on cash flow hedge:					
Amortization cost included in interest expense	100				100
Actuarial gain (loss) in defined benefit pension plan liability			857		857
Equity in other comprehensive income	19,227			(19,227)	
Other comprehensive income (loss)	19,327	30,221	(11,240)	(19,227)	19,081
Comprehensive income	75,816	43,865	20,021	(61,730)	77,972
Comprehensive income attributable to noncontrolling interests			(2,156)		(2,156)
Comprehensive income attributable to Valmont Industries, Inc.	\$ 75,816	\$ 43,865	\$ 17,865	\$ (61,730)	\$ 75,816

Table of Contents

## VALMONT INDUSTRIES, INC. AND SUBSIDIARIES

## NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (Continued)

(Dollars in thousands, except per share amounts)

(Unaudited)

## (8) GUARANTOR/NON-GUARANTOR FINANCIAL INFORMATION (Continued)

CONDENSED CONSOLIDATED STATEMENTS OF COMPREHENSIVE INCOME  
For the Thirty-nine weeks ended September 28, 2013

	Parent	Guarantors	Non-Guarantors	Eliminations	Total
Net earnings	\$ 223,621	\$ 73,154	\$ 99,072	\$ (167,500)	\$ 228,347
Other comprehensive income (loss), net of tax:					
Foreign currency translation adjustments:					
Unrealized gains (losses) arising during the period		57,707	(102,165)		(44,458)
Realized (loss) included in net earnings during the period			(5,194)		(5,194)
Unrealized loss on cash flow hedge:					
Amortization cost included in interest expense	300				300
Actuarial gain (loss) in defined benefit pension plan liability			(37)		(37)
Equity in other comprehensive income	(43,930)			43,930	
Other comprehensive income (loss)	(43,630)	57,707	(107,396)	43,930	(49,389)
Comprehensive income	179,991	130,861	(8,324)	(123,570)	178,958
Comprehensive income attributable to noncontrolling interests			1,033		1,033
Comprehensive income attributable to Valmont Industries, Inc.	\$ 179,991	\$ 130,861	\$ (7,291)	\$ (123,570)	\$ 179,991

Table of Contents

## VALMONT INDUSTRIES, INC. AND SUBSIDIARIES

## NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (Continued)

(Dollars in thousands, except per share amounts)

(Unaudited)

## (8) GUARANTOR/NON-GUARANTOR FINANCIAL INFORMATION (Continued)

## CONDENSED CONSOLIDATED BALANCE SHEETS

September 27, 2014

	Parent	Guarantors	Non-Guarantors	Eliminations	Total
<b>ASSETS</b>					
Current assets:					
Cash and cash equivalents	\$ 153,921	\$ 3,663	\$ 294,634	\$	\$ 452,218
Receivables, net	158,080	78,808	333,922		570,810
Inventories	130,039	65,194	189,412		384,645
Prepaid expenses	6,948	759	56,966		64,673
Refundable and deferred income taxes	46,233	6,396	11,809		64,438
Total current assets	495,221	154,820	886,743		1,536,784
Property, plant and equipment, at cost	555,552	126,438	456,431		1,138,421
Less accumulated depreciation and amortization	316,637	66,509	138,723		521,869
Net property, plant and equipment	238,915	59,929	317,708		616,552
Goodwill	20,108	107,542	246,494		374,144
Other intangible assets	306	44,847	154,666		199,819
Investment in subsidiaries and intercompany accounts	1,477,670	1,489,054	564,888	(3,531,612)	
Other assets	44,958		90,464		135,422
Total assets	\$ 2,277,178	\$ 1,856,192	\$ 2,260,963	\$ (3,531,612)	\$ 2,862,721

**LIABILITIES AND SHAREHOLDERS' EQUITY**

Current liabilities:					
Current installments of long-term debt	\$ 188	\$	\$	\$	\$ 188
Notes payable to banks			17,863		17,863
Accounts payable	59,365	16,720	133,911		209,996
Accrued employee compensation and benefits	49,004	5,508	39,947		94,459
Accrued expenses	35,806	6,223	51,454		93,483
Dividends payable	9,299				9,299



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Total current liabilities	153,662	28,451	243,175		425,288
Deferred income taxes	2,575	28,649	45,383		76,607
Long-term debt, excluding current installments	760,130	507,362	8,481	(507,362)	768,611
Defined benefit pension liability			136,808		136,808
Deferred compensation	41,629		6,385		48,014
Other noncurrent liabilities	9,561		39,146		48,707
Shareholders' equity:					
Common stock of \$1 par value	27,900	457,950	254,982	(712,932)	27,900
Additional paid-in capital		150,286	1,034,236	(1,184,522)	
Retained earnings	1,687,536	608,558	505,735	(1,114,293)	1,687,536
Accumulated other comprehensive income (loss)	(72,071)	74,936	(62,433)	(12,503)	(72,071)
Treasury stock	(333,744)				(333,744)
Total Valmont Industries, Inc. shareholders' equity	1,309,621	1,291,730	1,732,520	(3,024,250)	1,309,621
Noncontrolling interest in consolidated subsidiaries			49,065		49,065
Total shareholders' equity	1,309,621	1,291,730	1,781,585	(3,024,250)	1,358,686
Total liabilities and shareholders' equity	\$ 2,277,178	\$ 1,856,192	\$ 2,260,963	\$ (3,531,612)	\$ 2,862,721

Table of Contents

## VALMONT INDUSTRIES, INC. AND SUBSIDIARIES

## NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (Continued)

(Dollars in thousands, except per share amounts)

(Unaudited)

## (8) GUARANTOR/NON-GUARANTOR FINANCIAL INFORMATION (Continued)

## CONDENSED CONSOLIDATED BALANCE SHEETS

December 28, 2013

	Parent	Guarantors	Non-Guarantors	Eliminations	Total
<b>ASSETS</b>					
Current assets:					
Cash and cash equivalents	\$ 215,576	\$ 49,053	\$ 349,077	\$	\$ 613,706
Receivables, net	139,179	108,646	267,615		515,440
Inventories	132,953	70,231	176,816		380,000
Prepaid expenses	4,735	932	17,330		22,997
Refundable and deferred income taxes	41,167	8,351	16,179		65,697
Total current assets	533,610	237,213	827,017		1,597,840
Property, plant and equipment, at cost	522,734	125,764	368,628		1,017,126
Less accumulated depreciation and amortization	300,066	61,520	121,330		482,916
Net property, plant and equipment	222,668	64,244	247,298		534,210
Goodwill	20,108	107,542	221,982		349,632
Other intangible assets	346	48,461	122,110		170,917
Investment in subsidiaries and intercompany accounts	1,417,425	1,367,308	518,059	(3,302,792)	
Other assets	30,759		93,136		123,895
Total assets	\$ 2,224,916	\$ 1,824,768	\$ 2,029,602	\$ (3,302,792)	\$ 2,776,494

**LIABILITIES AND SHAREHOLDERS' EQUITY**

Current liabilities:					
Current installments of long-term debt	\$ 188	\$	\$ 14	\$	\$ 202
Notes payable to banks			19,024		19,024
Accounts payable	62,153	20,365	133,603		216,121
Accrued employee compensation and benefits	76,370	13,713	32,884		122,967
Accrued expenses	28,362	7,315	35,883		71,560
Dividends payable	6,706				6,706

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Total current liabilities	173,779	41,393	221,408		436,580
Deferred income taxes	18,983	29,279	30,662		78,924
Long-term debt, excluding current installments	470,175	514,223	732	(514,223)	470,907
Defined benefit pension liability			154,397		154,397
Deferred compensation	32,339		6,770		39,109
Other noncurrent liabilities	7,615		44,116		51,731
Shareholders' equity:					
Common stock of \$1 par value	27,900	457,950	254,982	(712,932)	27,900
Additional paid-in capital		150,286	891,236	(1,041,522)	
Retained earnings	1,562,670	565,193	517,703	(1,082,896)	1,562,670
Accumulated other comprehensive income	(47,685)	66,444	(115,225)	48,781	(47,685)
Treasury stock	(20,860)				(20,860)
Total Valmont Industries, Inc. shareholders' equity	1,522,025	1,239,873	1,548,696	(2,788,569)	1,522,025
Noncontrolling interest in consolidated subsidiaries			22,821		22,821
Total shareholders' equity	1,522,025	1,239,873	1,571,517	(2,788,569)	1,544,846
Total liabilities and shareholders' equity	\$ 2,224,916	\$ 1,824,768	\$ 2,029,602	\$ (3,302,792)	\$ 2,776,494

Table of Contents

## VALMONT INDUSTRIES, INC. AND SUBSIDIARIES

## NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (Continued)

(Dollars in thousands, except per share amounts)

(Unaudited)

## (8) GUARANTOR/NON-GUARANTOR FINANCIAL INFORMATION (Continued)

## CONDENSED CONSOLIDATED STATEMENTS OF CASH FLOWS

For the Thirty-nine Weeks Ended September 27, 2014

	Parent	Guarantors	Non-Guarantors	Eliminations	Total
Cash flows from operating activities:					
Net earnings	\$ 143,515	\$ 55,359	\$ 90,679	\$ (141,853)	\$ 147,700
Adjustments to reconcile net earnings to net cash flows from operations:					
Depreciation and amortization	17,094	9,804	37,562		64,460
Loss on investment			4,859		4,859
Non-cash debt refinancing costs	(2,478)				(2,478)
Stock-based compensation	5,444				5,444
Change in fair value of contingent consideration			4,300		4,300
Defined benefit pension plan expense			2,003		2,003
Contribution to defined benefit pension plan			(18,245)		(18,245)
Gain on sale of property, plant and equipment	37	(30)	51		58
Equity in earnings in nonconsolidated subsidiaries	(99,235)	(42,929)		142,198	34
Deferred income taxes	(6,601)	1,324	1,243		(4,034)
Changes in assets and liabilities (net of acquisitions):					
Receivables	(18,901)	29,838	(30,888)		(19,951)
Inventories	2,914	5,036	(12,102)		(4,152)
Prepaid expenses	(2,213)	173	(17,142)		(19,182)
Accounts payable	(2,788)	(3,643)	(14,651)		(21,082)
Accrued expenses	(18,654)	(9,296)	24		(27,926)
Other noncurrent liabilities	2,061		(8,470)		(6,409)
Income taxes payable (refundable)	(16,149)	(225)	(6,328)		(22,702)
Net cash flows from operating activities	4,046	45,411	32,895	345	82,697
Cash flows from investing activities:					
Purchase of property, plant and equipment	(35,925)	(1,972)	(25,515)		(63,412)
Proceeds from sale of assets	8	127	1,972		2,107
Acquisitions, net of cash acquired			(137,438)		(137,438)
Other, net	36,954	(15,989)	(17,628)	(345)	2,992
Net cash flows from investing activities	1,037	(17,834)	(178,609)	(345)	(195,751)
Cash flows from financing activities:					
Net borrowings under short-term agreements			(1,065)		(1,065)
Proceeds from long-term borrowings	652,540				652,540
Principal payments on long-term borrowings	(356,994)		(65)		(357,059)
Settlement of financial derivative	4,837				4,837
Dividends paid	(23,357)				(23,357)
Intercompany dividends	116,995	(18,533)	(98,462)		
Dividends to noncontrolling interest			(1,340)		(1,340)
Intercompany interest on long-term note		(54,398)	54,398		

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Debt issuance costs	(5,464)			(5,464)
Intercompany capital contribution	(143,000)	143,000		
Proceeds from exercises under stock plans	12,824			12,824
Excess tax benefits from stock option exercises	3,916			3,916
Purchase of treasury shares	(316,296)			(316,296)
Purchase of common treasury shares stock plan exercises:	(12,739)			(12,739)
Net cash flows from financing activities	(66,738)	(72,931)	96,466	(43,203)
Effect of exchange rate changes on cash and cash equivalents		(36)	(5,195)	(5,231)
Net change in cash and cash equivalents	(61,655)	(45,390)	(54,443)	(161,488)
Cash and cash equivalents beginning of year	215,576	49,053	349,077	613,706
Cash and cash equivalents end of period	\$ 153,921	\$ 3,663	\$ 294,634	\$ 452,218

Table of Contents

## VALMONT INDUSTRIES, INC. AND SUBSIDIARIES

## NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (Continued)

(Dollars in thousands, except per share amounts)

(Unaudited)

## (8) GUARANTOR/NON-GUARANTOR FINANCIAL INFORMATION (Continued)

CONDENSED CONSOLIDATED STATEMENTS OF CASH FLOWS  
For the Thirty-nine Weeks Ended September 28, 2013

	Parent	Guarantors	Non-Guarantors	Eliminations	Total
Cash flows from operations:					
Net earnings	\$ 223,621	\$ 73,154	\$ 99,072	\$ (167,500)	\$ 228,347
Adjustments to reconcile net earnings to net cash flows from operations:					
Depreciation and amortization	15,252	9,620	32,545		57,417
Stock-based compensation	4,999				4,999
Defined benefit pension plan expense			4,870		4,870
Contribution to defined benefit pension plan			(16,755)		(16,755)
Gain on sale of property, plant and equipment	354	37	(5,451)		(5,060)
Equity in earnings of nonconsolidated subsidiaries	(121,211)	(48,927)	(207)	169,797	(548)
Deferred income taxes	(7,473)	1,342	4,856		(1,275)
Changes in assets and liabilities:					
Receivables	8,737	3,552	(13,046)		(757)
Inventories	3,146	(5,556)	(12,164)		(14,574)
Prepaid expenses	(1,148)	290	(6,183)		(7,041)
Accounts payable	(11,968)	(2,992)	16,121		1,161
Accrued expenses	17,944	(148)	(865)		16,931
Other noncurrent liabilities	5,987		(3,477)		2,510
Income taxes payable (refundable)	(19,833)	(2,035)	(77)	825	(21,120)
<b>Net cash flows from operations</b>	<b>118,407</b>	<b>28,337</b>	<b>99,239</b>	<b>3,122</b>	<b>249,105</b>
Cash flows from investing activities:					
Purchase of property, plant and equipment	(41,034)	(18,381)	(15,657)		(75,072)
Proceeds from sale of assets	1,492	35	38,037		39,564
Acquisitions, net of cash acquired			(53,152)		(53,152)
Other, net	52,423	(56,585)	8,515	(3,122)	1,231
<b>Net cash flows from investing activities</b>	<b>12,881</b>	<b>(74,931)</b>	<b>(22,257)</b>	<b>(3,122)</b>	<b>(87,429)</b>
Cash flows from financing activities:					
Net borrowings under short-term agreements			3,439		3,439
Proceeds from long-term borrowings			274		274
Principal payments on long-term borrowings	(187)		(321)		(508)
Dividends paid	(18,717)				(18,717)
Intercompany dividends		20,133	(20,133)		
Dividend to noncontrolling interests			(1,767)		(1,767)
Proceeds from exercises under stock plans	15,064				15,064
Excess tax benefits from stock option exercises	4,630				4,630
Purchase of common treasury shares stock plan exercises	(14,644)				(14,644)

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Net cash flows from financing activities	(13,854)	20,133	(18,508)	(12,229)
Effect of exchange rate changes on cash and cash equivalents		(5,556)	(14,651)	(20,207)
Net change in cash and cash equivalents	117,434	(32,017)	43,823	129,240
Cash and cash equivalents beginning of year	40,926	83,203	290,000	414,129
Cash and cash equivalents end of period	\$ 158,360	\$ 51,186	\$ 333,823	\$ 543,369

Table of Contents

**Item 2. Management's Discussion and Analysis of Financial Condition and Results of Operations**

Management's discussion and analysis contains forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995. These forward-looking statements are based on assumptions that management has made in light of experience in the industries in which the Company operates, as well as management's perceptions of historical trends, current conditions, expected future developments and other factors believed to be appropriate under the circumstances. These statements are not guarantees of performance or results. They involve risks, uncertainties (some of which are beyond the Company's control) and assumptions. Management believes that these forward-looking statements are based on reasonable assumptions. Many factors could affect the Company's actual financial results and cause them to differ materially from those anticipated in the forward-looking statements. These factors include, among other things, risk factors described from time to time in the Company's reports to the Securities and Exchange Commission, as well as future economic and market circumstances, industry conditions, company performance and financial results, operating efficiencies, availability and price of raw materials, availability and market acceptance of new products, product pricing, domestic and international competitive environments, and actions and policy changes of domestic and foreign governments.

This discussion should be read in conjunction with the financial statements and notes thereto, and the management's discussion and analysis included in the Company's Annual Report on Form 10-K for the fiscal year ended December 28, 2013. Segment sales in the table below are presented net of intersegment sales.



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Table of Contents

**Results of Operations**

Dollars in millions, except per share amounts

	Thirteen Weeks Ended			Thirty-nine Weeks Ended		
	September 27, 2014	September 28, 2013	% Incr. (Decr.)	September 27, 2014	September 28, 2013	% Incr. (Decr.)
<b>Consolidated</b>						
Net sales	\$ 765.7	\$ 778.0	(1.6)%	\$ 2,360.0	\$ 2,476.3	(4.7)%
Gross profit	199.5	225.6	(11.6)%	627.0	722.4	(13.2)%
<i>as a percent of sales</i>	26.1%	29.0%		26.6%	29.2%	
SG&A expense	111.7	115.7	(3.5)%	335.5	350.0	(4.1)%
<i>as a percent of sales</i>	14.6%	14.9%		14.2%	14.1%	
Operating income	87.8	109.9	(20.1)%	291.4	372.4	(21.8)%
<i>as a percent of sales</i>	11.5%	14.1%		12.3%	15.0%	
Net interest expense	7.2	6.6	9.1%	20.4	19.6	4.1%
Refinancing costs	38.7		NM	38.7		NM
Effective tax rate	36.0%	42.8%		34.6%	35.6%	
Net earnings	\$ 23.6	\$ 56.5	(58.2)%	\$ 143.5	\$ 223.6	(35.8)%
Diluted earnings per share	\$ 0.92	\$ 2.10	(56.2)%	\$ 5.43	\$ 8.31	(34.7)%
<b>Engineered Infrastructure Products</b>						
Net sales	\$ 284.2	\$ 235.3	20.8%	\$ 779.3	\$ 658.0	18.4%
Gross profit	76.9	67.6	13.8%	205.3	186.0	10.4%
SG&A expense	43.7	41.9	4.3%	129.8	125.0	3.8%
Operating income	33.2	25.7	29.2%	75.5	61.0	23.8%
<b>Utility Support Structures</b>						
Net sales	\$ 180.6	\$ 228.9	(21.1)%	\$ 606.8	\$ 696.1	(12.8)%
Gross profit	36.5	61.8	(40.9)%	134.5	189.8	(29.1)%
SG&A expense	19.5	20.3	(3.9)%	58.4	60.0	(2.7)%
Operating income	17.0	41.5	(59.0)%	76.1	129.8	(41.4)%
<b>Coatings</b>						
Net sales	\$ 73.6	\$ 75.3	(2.3)%	\$ 211.2	\$ 229.6	(8.0)%
Gross profit	26.7	28.7	(7.0)%	75.3	80.9	(6.9)%
SG&A expense	9.1	8.9	2.2%	28.0	24.1	16.2%
Operating income	17.6	19.8	(11.1)%	47.3	56.8	(16.7)%
<b>Irrigation</b>						
Net sales	\$ 174.3	\$ 175.1	(0.5)%	\$ 606.9	\$ 690.0	(12.0)%
Gross profit	49.1	52.9	(7.2)%	176.7	216.3	(18.3)%
SG&A expense	22.3	21.7	2.8%	65.2	66.4	(1.8)%
Operating income	26.8	31.2	(14.1)%	111.5	149.9	(25.6)%
<b>Other</b>						
Net sales	\$ 53.0	\$ 63.4	(16.4)%	\$ 155.8	\$ 202.6	(23.1)%
Gross profit	10.3	14.9	(30.9)%	35.0	49.2	(28.9)%
SG&A expense	4.1	4.9	(16.3)%	11.9	15.4	(22.7)%
Operating income	6.2	10.0	(38.0)%	23.1	33.8	(31.7)%
<b>Net corporate expense</b>						
Gross profit	\$	\$ (0.1)	NM	\$ 0.2	\$ 0.2	NM
SG&A expense	13.0	18.1	(28.2)%	42.3	59.1	(28.4)%
Operating loss	(13.0)	(18.2)	28.6%	(42.1)	(58.9)	28.5%

NM=Not meaningful

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### Table of Contents

#### **Overview**

On a consolidated basis, the decrease in net sales in the third quarter and first three quarters of fiscal 2014, as compared with 2013, reflected lower sales in all reportable segments except for the Engineered Infrastructure Products (EIP) segment. The changes in net sales in the third quarter and first three quarters of fiscal 2014, as compared with fiscal 2013, were as follows:

	<b>Third quarter</b>					
	<b>Total</b>	<b>EIP</b>	<b>Utility</b>	<b>Coatings</b>	<b>Irrigation</b>	<b>Other</b>
Sales 2013	\$ 778.0	\$ 235.3	\$ 228.9	\$ 75.3	\$ 175.1	\$ 63.4
Volume	(26.1)	(1.0)	(22.0)	(5.1)	0.9	1.1
Pricing/mix	(21.7)	4.4	(26.4)	3.4	(2.0)	(1.1)
Acquisitions/Divestiture	33.6	43.9			0.6	(10.9)
Currency translation	1.9	1.6	0.1		(0.3)	0.5
Sales 2014	\$ 765.7	\$ 284.2	\$ 180.6	\$ 73.6	\$ 174.3	\$ 53.0

	<b>Year-to-date</b>					
	<b>Total</b>	<b>EIP</b>	<b>Utility</b>	<b>Coatings</b>	<b>Irrigation</b>	<b>Other</b>
Sales 2013	\$ 2,476.3	\$ 658.0	\$ 696.1	\$ 229.6	\$ 690.0	\$ 202.6
Volume	(126.3)	8.3	(38.1)	(15.4)	(75.0)	(6.1)
Pricing/mix	(48.0)	4.3	(49.7)	3.7	(1.4)	(4.9)
Acquisitions/Divestiture	88.5	117.0			0.6	(29.1)
Currency translation	(30.5)	(8.3)	(1.5)	(6.7)	(7.3)	(6.7)
Sales 2014	\$ 2,360.0	\$ 779.3	\$ 606.8	\$ 211.2	\$ 606.9	\$ 155.8

Volume effects are estimated based on a physical production or sales measure. Since products we sell are not uniform in nature, pricing and mix relate to a combination of changes in sales prices and the attributes of the product sold. Accordingly, pricing and mix changes do not necessarily directly result in operating income changes.

Acquisitions included Locker Group Holdings ("Locker"), Armorflex International Ltd. ("Armorflex"), AgSense LLC, and DS SM A/S, which was renamed Valmont SM. We acquired Locker in February 2013, Armorflex in December 2013, AgSense in August 2014, and Valmont SM in March 2014. All of these acquisitions are reported in the Engineered Infrastructure Products segment, except for AgSense which is reported in the Irrigation segment. In the "Other" category, the sales reduction of \$10.9 million and \$29.1 million in the third quarter and first three quarters of 2014 reflects the deconsolidation of Delta EMD Pty. Ltd. ("EMD") in December 2013, following the reduction of our ownership in the operation to below 50%.

In the third quarter and first three quarters of fiscal 2014, we realized a decrease in operating profit, as compared with fiscal 2013, due to currency translation effects. On average, the U.S. dollar strengthened in particular against the Australian dollar, Brazilian Real and South Africa Rand, resulting in less operating profit in U.S. dollar terms. The breakdown of this effect by segment was as follows:

	<b>Total</b>	<b>EIP</b>	<b>Utility</b>	<b>Coatings</b>	<b>Irrigation</b>	<b>Other</b>	<b>Corporate</b>
Third quarter	\$ 0.1	\$ 0.1	\$	\$	\$	\$	\$
Year-to-date	\$ (3.7)	\$ (0.8)	\$ (0.3)	\$ (0.8)	\$ (1.3)	\$ (0.9)	\$ 0.4



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### Table of Contents

The decrease in gross margin (gross profit as a percent of sales) in fiscal 2014, as compared with 2013, was due to a combination of lower sales prices, unfavorable sales mix, reduced sales volumes and slightly higher raw material costs in 2014, as compared with 2013.

Selling, general and administrative (SG&A) spending in the third quarter and first three quarters of fiscal 2014, as compared with the same periods in 2013, decreased mainly due to the following factors:

decreased employee incentive accruals of \$6.8 million and \$22.1 million, respectively, due to lower operating results;

lower expenses associated with the Delta Pension Plan of \$1.0 million and \$2.9 million, respectively; and

EMD was deconsolidated in December 2013, which resulted in reduced expenses of \$1.1 million and \$3.5 million, respectively.

The above reductions in SG&A were partially offset by the following:

the sale of one of our galvanizing facilities in Australia resulted in a gain of \$4.6 million in the second quarter of 2013, which was reported as a reduction of SG&A expense, and;

the acquisition of AgSense in August 2014, Valmont SM in March 2014, and Armorflex in December 2013 included combined expenses in the third quarter and first three quarters of fiscal 2014 of \$4.0 million and \$9.9 million, respectively.

The decrease in operating income on a reportable segment basis in 2014, as compared to 2013, was due to reduced operating performance in the Utility, Irrigation, and Coatings segments. The EIP segment showed improved operating performance in 2014 compared to 2013, primarily due to the acquisitions of Valmont SM and Armorflex. The "Other" category reported reduced operating performance in 2014 compared to 2013, mainly due to lower grinding media sales.

Net interest expense increased slightly in the third quarter and first three quarters of fiscal 2014, as compared with 2013, due to slightly higher interest expense due to additional long-term debt issued in the third quarter.

The approximate \$38.7 million in costs associated with refinancing of debt is due to the Company's repurchase through partial tender of \$199.8 million in aggregate principal amount of a portion of the 6.625% senior unsecured notes due 2020. This expense was comprised of the following:

Cash prepayment expenses of approximately \$41.2 million; less

Recognition of \$4.4 million of the proportionate unamortized premium originally recorded upon the issuance of the 2020 notes; plus

Recognition of approximately \$2.0 million of expense comprised of the proportionate amount of the write-offs of unamortized loss on cash flow hedge and deferred financing costs.

The increase in other expense in the third quarter and first three quarters of 2014, as compared with 2013, was mainly attributable to recording the change (loss) in fair value of the Company's investment in EMD of \$1.4 million and \$4.9 million, respectively. \$1.3 million in lower appreciation of the deferred compensation assets in the third quarter and first three quarters of 2014 as compared to 2013 also contributed to the higher other expense.

Our effective income tax rate in the third quarter of fiscal 2014 was lower than the same period in fiscal 2013, principally due to a lowering of the U.K. income tax rates in 2013. In the third quarter of fiscal 2013, U.K. tax rates were collectively reduced from 23% to 20%. Accordingly, we reduced the value of our deferred tax assets associated with net operating loss carryforwards and certain timing



Table of Contents

differences by \$8.3 million in the third quarter of fiscal 2013, with a corresponding increase in income tax expense. The year-to-date effective tax rate in fiscal 2014 was slightly lower than 2013, mainly due to lower U.K. tax rates discussed above, offset by approximately \$3.2 million of non-cash tax benefits associated with the first quarter 2013 sale of our nonconsolidated investment in South Africa and \$1.0 million of higher research and development tax credits in the U.S in 2013.

Earnings in non-consolidated subsidiaries were lower in fiscal 2014, as compared with 2013, with a small amount of activity in 2014. In February 2013, the Company sold its 49% ownership interest in a manganese materials operation. There was no significant gain or loss on the sale.

Our cash flows provided by operations were approximately \$82.7 million in the first three quarters of fiscal 2014, as compared with \$249.1 million provided by operations in 2013. The decrease in operating cash flow in the first three quarters of fiscal 2014 was the result of the cash prepayment expenses related to the refinancing of debt, decreased net earnings, and higher net working capital, as compared with 2013.

***Engineered Infrastructure Products (EIP) segment***

The increase in net sales in the third quarter and first three quarters of fiscal 2014 as compared with 2013 was mainly due to the acquisition of Valmont SM in early March 2014 and Armorflex in December 2013 (\$43.9 million and \$112.6 million).

Global lighting, traffic, and roadway product sales in the third quarter and first three quarters of fiscal 2014 improved compared to the same period in fiscal 2013. In the third quarter and first three quarters of fiscal 2014, sales volumes in the U.S. were slightly higher in the transportation markets as construction and installation activity continue to show slight improvement over 2013. However, the transportation market continues to be challenging, due in part to the lack of long-term U.S. federal highway funding legislation. Sales volumes in Canada were down in the third quarter and first three quarters of 2014 as compared to 2013 due to project delays, lower government spending, and increased competition. Sales in Europe were lower in the third quarter of fiscal 2014 and slightly lower year-to-date compared to the same periods in fiscal 2013. Decreased volumes in France were offset to an extent by volume increases in the U.K and favorable currency impacts. In the Asia Pacific region, sales were lower in the third quarter of fiscal 2014 over 2013 due to softer market conditions in Australia, partially offset by growth in India. Highway safety product sales improved in the third quarter and first three quarters of 2014 compared to 2013, due to the acquisition of Armorflex in December 2013 (approximately \$2.6 million and \$6.7 million, respectively) and modestly improved market conditions in Australia and New Zealand due to more highway construction projects this year. This improvement is offset somewhat by unfavorable year-to-date currency translation effects of \$2.7 million.

Communication product line sales were higher in the third quarter and first three quarters of fiscal 2014, as compared with the same periods in fiscal 2013. On a regional basis, North America sales in the third quarter and first three quarters increased. The year-to-date increase in North American sales was mainly attributable to higher wireless communication structures sales due to the continued build out of wireless networks, partially offset by decreased communication component sales resulting from a large customer temporarily curtailing spending. In China, sales of wireless communication structures in the third quarter and first three quarters of fiscal 2014 were higher than the same periods in fiscal 2013. Chinese wireless carriers are increasing investment in 4G upgrades, as the government began issuing licenses in late 2013.

Access systems product line sales decreased in the third quarter and first three quarters of 2014, as compared with 2013, primarily due to the negative impact of currency translation year-to-date of \$7.5 million and lower volumes. The volume decrease was primarily related to the slowdown in mining sector investment in Australia and weaker market conditions in China. The volume decrease was

Table of Contents

partially offset by the full 2014 effect of the Locker acquisition (approximately \$4.5 million) that was acquired in February 2013.

Operating income for the segment in the third quarter and first three quarters of fiscal 2014 increased, as compared with the same period of fiscal 2013, due primarily to operating profit generated from the acquisitions of Valmont SM and Armorflex of \$4.8 million and \$12.5 million, respectively, and the reversal of the Locker earn-out liability in the third quarter of fiscal 2014 of approximately \$4.3 million. The earn-out reversal was recorded against product cost of sales in the condensed consolidated statements of earnings.

The increase in SG&A spending in the third quarter and first three quarters of 2014 were due to costs related to the Armorflex and Valmont SM acquisitions totaling \$3.7 million and \$9.6 million, respectively. These increased costs in the third quarter and first three quarters of 2014 were offset by lower incentive costs of \$1.1 million and \$2.7 million, respectively. Currency effects also reduced SG&A expense for the three quarters ended September 27, 2014 approximately \$1.3 million.

***Utility Support Structures (Utility) segment***

In the Utility segment, the sales decrease in the third quarter and first three quarters of 2014, as compared with 2013, was due to lower sales volume and a decline in the percentage of sales from very large transmission projects which changed the mix of utility structure sales between the reporting periods. In North America, sales volumes in tons for steel utility structures were down in the first three quarters of 2014, as compared with 2013, offset by increases in sales volume for concrete structures. We believe industry supply and demand are now more aligned as compared with this time in 2013, as we and our competitors have increased production capacity to meet demand. We believe this has resulted in increased price competition for certain portions of the market where orders are awarded based on competitive bidding. In the third quarter of 2014, as compared to 2013, international utility structures sales increased due to higher sales volumes. For the nine months ended September 27, 2014, as compared to the same period in 2013, international utility structures sales decreased due to lower sales volumes.

SG&A expense decreased approximately \$1 million in the third quarter and first three quarters of 2014, as compared with 2013, primarily due to lower incentive compensation tied to lower operating income offset by higher employee compensation due to increased headcount to support capacity expansion to meet projected long-term growth. Operating income in the third quarter and first three quarters of 2014, as compared with 2013, decreased due to lower sales, reduced leverage of fixed costs, and increased depreciation expense on plant capacity added in 2013.

***Coatings segment***

Coatings segment sales decreased in the third quarter and first three quarters of 2014, as compared with 2013, due to lower sales volumes in the Asia Pacific region and currency translation effects related to the strengthening of the U.S. dollar against the Australian dollar. More specifically, weak demand in Australia led to decreases in volumes offset somewhat by improved sales volumes in Asia. In the third quarter of fiscal 2014, U.S. sales were relatively flat as compared to the same period in fiscal 2013. On a year-to-date basis, the lower sales volumes in North America for galvanizing services were attributable to unfavorable winter weather conditions that affected our customers into early second quarter.

Operating income was also lower in the third quarter and first three quarters of 2014, as compared with 2013, due to the lower sales volumes, unfavorable currency impacts, and reduced leverage of fixed costs in both Australia and North America. The decrease in segment operating income in the first three quarters of 2014, as compared with 2013, was also due to the \$4.6 million gain recognized on the sale of an Australian galvanizing operation in the second quarter of fiscal 2013. The decrease in segment

Table of Contents

operating income in the third quarter and first three quarters of 2014, as compared to the same periods in 2013, was partially offset by approximately \$2.5 million of business interruption insurance proceeds received related to a 2013 fire at one of our North American facilities which was recorded against Service Cost of Sales in the Condensed Consolidated Statement of Earnings.

***Irrigation segment***

The decrease in Irrigation segment net sales in the third quarter and first three quarters of fiscal 2014, as compared with 2013, was mainly due to sales volume decreases in the North American market. The decrease in North America was offset to an extent by increased sales volumes in international markets. In North America, lower expected net farm income in 2014, as compared with 2013, and much lower sales backlogs at the beginning of the year resulted in lower sales of irrigation equipment in 2014, as compared with 2013. In fiscal 2014, net farm income in the United States is expected to decrease 13.8% from the record levels of 2013, due in part to lower market prices for corn and soybeans. We believe this reduction contributed to lower demand for irrigation machines in North America in 2014, as compared with 2013. In international markets, sales improved in the third quarter and first three quarters of fiscal 2014, as compared with 2013, mainly due to increased activity in Brazil, Middle East, and Australia.

Operating income for the segment declined in the third quarter and first three quarters of fiscal 2014 over 2013, due to the sales volume decrease and associated operating deleverage of fixed operating costs. The primary reasons for the slight decrease in SG&A expense in the first three quarters of fiscal 2014, as compared with 2013, related to reduced employee incentives of \$3.5 million, offset by increased product development spending and increased employee headcount in the international business. Additionally, SG&A expense decreased in the third quarter and first three quarters of fiscal 2014, as compared to 2013, due to lower bad debt provisions for international receivables of \$0.7 million and \$2.1 million, respectively, and exchange rate translation effects.

***Other***

This unit includes the grinding media, industrial tubing, and industrial fasteners operations. The decrease in sales in the third quarter and first three quarters of fiscal 2014, as compared with 2013, was mainly due lower sales volumes due to the deconsolidation of EMD in December 2013 (approximately \$10.9 million and \$29.1 million, respectively), lower sales volumes in the grinding media operations and exchange rate translation effects. Grinding media volumes were negatively affected by less favorable Australian mining industry demand. Tubing sales in 2014 were slightly lower due to lower volumes compared to 2013. Operating income in the third quarter and first three quarters of fiscal 2014 was lower than the same period in 2013, due to lower grinding media sales volumes, the deconsolidation of EMD in 2013, and currency translation effects.

***Net corporate expense***

Net corporate expense in the third quarter and first three quarters of fiscal 2014 decreased over the same period in fiscal 2013. These decreases were mainly due to:

lower employee incentives associated with reduced net earnings (\$2.1 million and \$9.7 million, respectively);

lower compensation and employee benefit costs (\$1.4 million and \$3.8 million, respectively);

decreased expenses associated with the Delta Pension Plan (\$1.0 million and \$2.9 million, respectively); and

decreased deferred compensation plan expense (\$1.3 million and \$1.3 million, respectively). The deferred compensation expense recorded within corporate expense has a corresponding offset by the same amount in other income (expense).



Table of Contents

**Liquidity and Capital Resources**

***Cash Flows***

*Working Capital and Operating Cash Flows* Net working capital was \$1,111.5 million at September 27, 2014, as compared with \$1,161.3 million at December 28, 2013. The decrease in net working capital in 2014 mainly resulted from decreased cash on hand due to the acquisition of Valmont SM and cash used in the share repurchase program. Cash flow provided by operations was \$82.7 million in fiscal 2014, as compared with \$249.1 million in fiscal 2013. The decrease in operating cash flow in 2014 was the result of the cash prepayment expenses related to the 2014 refinancing activities, lower net earnings and higher working capital in 2014, as compared with 2013.

*Investing Cash Flows* Capital spending in the first three quarters of fiscal 2014 was \$63.4 million, as compared with \$75.1 million for the same period in 2013. The most significant capital spending projects in 2014 included certain investments in machinery and equipment across all businesses. We expect our capital spending for the 2014 fiscal year to be approximately \$85 million. In 2013, investing cash flows included proceeds from asset sales of \$39.6 million, principally consisting of \$29.2 million received from the sale of our 49% owned non-consolidated subsidiary in South Africa and \$8.2 million received from the sale of the Western Australia galvanizing operation. Investing cash flows also includes \$120.5 million paid for the Valmont SM acquisition in the first quarter and \$17.0 million paid for 51% of Agsense in the third quarter of 2014 and \$53.2 million paid for the Locker acquisition in 2013.

*Financing Cash Flows* Our total interest-bearing debt increased to \$786.7 million at September 27, 2014 from \$490.1 million at December 28, 2013 as a result of the issuance of \$500 million face value of long-term unsecured notes and the repurchase by partial tender of \$199.8 million of the 2020 senior notes. Financing cash flows changed from a use of approximately \$12.2 million in the first three quarters of fiscal 2013 to a use of approximately \$43.2 million in the first three quarters of fiscal 2014. In addition to the third quarter 2014 refinancing activities, the Company purchased \$316.3 million of treasury shares in 2014 resulting from the recently announced share repurchase program.

***Financing and Capital***

On May 13, 2014, we announced a new capital allocation philosophy which covered both the quarterly dividend rate as well as a share repurchase program. Specifically, the Board of Directors authorized the purchase of up to \$500 million of the Company's outstanding common stock from time to time over twelve months at prevailing market prices, through open market or privately-negotiated transactions. The purchases will be funded from available working capital and short-term borrowings and will be made subject to market and economic conditions. We are not obligated to make any repurchases and may discontinue the program at any time. As of September 27, 2014, we have acquired 2,126,392 shares for approximately \$316.3 million under this share repurchase program. As of October 20, 2014, the date as of which we report on the cover of this Form 10-Q the number of outstanding shares of our common stock, we have acquired a total of 2,425,892 shares for \$356.4 million under the share repurchase program. This philosophy also authorizes dividends on common shares in the range of 15% of the prior year's fully diluted net earnings; the most recent quarterly dividend was \$0.375 per share paid on October 15, 2014.

Our debt financing at September 27, 2014 consisted primarily of long-term debt. During the third quarter of 2014, the Company issued \$500 million of new notes and repurchased by partial tender

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### Table of Contents

\$199.8 million in aggregate principal amount of the 2020 notes. Our long-term debt principally consists of:

\$250.2 million face value (\$255.8 million carrying value) of senior unsecured notes that bear interest at 6.625% per annum and are due in April 2020. We are allowed to repurchase the notes at specified prepayment premiums.

\$250 million face value (\$248.8 million carrying value) of senior unsecured notes that bear interest at 5.00% per annum and are due in October 2044. We are allowed to repurchase the notes at specified prepayment premiums.

\$250 million face value (\$246.7 million carrying value) of unsecured notes that bear interest at 5.25% per annum and are due in October 2054. We are allowed to repurchase the notes at specified prepayment premiums.

All three tranches of these notes are guaranteed by certain of our subsidiaries.

Our capital allocation philosophy is focused on maintaining our investment grade debt rating. Our most recent rating were Baa2 by Moody's Investors Services, Inc. and BBB+ rating by Standard and Poor's Rating Services. We would be willing to allow our debt rating to fall to Baa3 or BBB- to finance a special acquisition or other opportunity. Otherwise, we expect to maintain a ratio of debt to invested capital which will support our current investment grade debt rating.

On October 17, 2014, we entered into a First Amendment to our Credit Agreement with JPMorgan Chase Bank, as Administrative Agent, and the other lenders party thereto, dated as of August 15, 2012, which increased the committed unsecured revolving credit facility from \$400 million to \$600 million and extends the maturity date from August 15, 2017 to October 17, 2019. Under the Amended Credit Agreement, up to \$25 million is available for swingline loans, up to \$75 million is available for letters of credit and up to \$200 million is available for borrowings in foreign currencies. We may increase the credit facility by up to an additional \$200 million at any time, subject to lenders increasing the amount of their commitments. The interest rate on our borrowings will be, at our option, either:

- (a) LIBOR (based on a 1, 2, 3 or 6 month interest period, as selected by us) plus 100 to 162.5 basis points, depending on the credit rating of the Company's senior debt published by Standard & Poor's Rating Services and Moody's Investors Service, Inc.; or
  - (b) the higher of
    - the prime lending rate,
    - the Federal Funds rate plus 50 basis points, and
    - LIBOR (based on a 1 month interest period) plus 100 basis points,
- Plus, in each case, 0 to 62.5 basis points, depending on the credit rating of the Company's senior debt published by Standard & Poor's Rating Services and Moody's Investors Service, Inc.

At September 27, 2014 and December 28, 2013, we had no outstanding borrowings under the revolving credit agreement. The revolving credit agreement contains certain financial covenants that may limit our additional borrowing capability under the agreement. At October 21, 2014, we had the ability to borrow \$582.4 million under this facility, after consideration of standby letters of credit of \$17.6 million associated with certain insurance obligations and international sales commitments. We also maintain certain short-term bank lines of credit totaling \$111.8 million, \$94.8 million of which was unused at September 27, 2014.



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### Table of Contents

Our senior unsecured notes and revolving credit agreement each contain cross-default provisions which permit the acceleration of our indebtedness to them if we default on other indebtedness that results in, or permits, the acceleration of such other indebtedness.

The debt agreements contain covenants that require us to maintain certain coverage ratios and may limit us with respect to certain business activities, including capital expenditures. Our key debt covenants are as follows:

Interest-bearing debt is not to exceed 3.5X EBITDA of the prior four quarters; and

EBITDA over the prior four quarters must be at least 2.5X our interest expense over the same period.

At September 27, 2014, we were in compliance with all covenants related to the debt agreements. The key covenant calculations at September 27, 2014 were as follows:

Interest-bearing debt	\$ 786,662
EBITDA last four quarters	434,815
Leverage ratio	1.81

EBITDA last four quarters	\$ 434,815
Interest expense last four quarters	30,877
Interest earned ratio	14.08

The calculation of EBITDA-last four quarters (September 28, 2013 through September 27, 2014) is as follows:

Net cash flows from operations	\$ 230,034
Interest expense	30,877
Income tax expense	110,038
Deconsolidation of subsidiary	(12,011)
Impairment of property, plant and equipment	(12,161)
Loss on investment	(4,859)
Debt refinancing expense	2,478
Acquisition earn-out release	(4,300)
Deferred income tax benefit	12,901
Noncontrolling interest	(1,431)
Equity in earnings of nonconsolidated subsidiaries	253
Stock-based compensation	(6,958)
Pension plan expense	(3,702)
Contribution to pension plan	19,109
Valmont SM EBITDA Sept. 28, 2013 March 3, 2014	11,038
Changes in assets and liabilities	64,308
Other	(799)

EBITDA	\$ 434,815
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Net earnings attributable to Valmont Industries, Inc.	\$ 198,383
Interest expense	30,877
Income tax expense	110,038
Depreciation and amortization expense	84,479
Valmont SM EBITDA Sept. 28, 2013 March 3, 2014	11,038

EBITDA	\$ 434,815
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Table of Contents

During the third quarter of 2014, we incurred \$38,705 of costs associated with refinancing of debt. This category of expense is not in the definition of EBITDA for debt covenant calculation purposes per our debt agreements. As such, it has not been added back in the EBITDA reconciliation to cash flows from operation or net earnings for the four quarters between September 28, 2013 and September 27, 2014.

Our businesses are cyclical, but we have diversity in our markets, from a product, customer and a geographical standpoint. We have demonstrated the ability to effectively manage through business cycles and maintain liquidity. We have consistently generated operating cash flows in excess of our capital expenditures. Based on our available credit facilities, recent issuance of senior unsecured notes and our history of positive operational cash flows, we believe that we have adequate liquidity to meet our needs.

We have not made any provision for U.S. income taxes in our financial statements on approximately \$608.9 million of undistributed earnings of our foreign subsidiaries, as we intend to reinvest those earnings. Of our cash balances at September 27, 2014, approximately \$294.5 million is held in entities outside the United States with approximately \$94 million specifically held within consolidated Delta Ltd., a wholly-owned subsidiary of the Company. Delta Ltd. sponsors a defined benefit pension plan and therefore, the Company is allowed to dividend out Delta Ltd.'s available cash only as long as that dividend does not negatively impact Delta Ltd.'s ability to meet its annual contribution requirements of the pension plan. We believe that the cash payments Delta Ltd. receives from its intercompany notes will provide sufficient funds to meet the pension funding requirements but additional analysis on pension funding requirements would have to be performed prior to the repatriation of the \$94 million of Delta Ltd.'s cash balances.

If we need to repatriate foreign cash balances to the United States to meet our cash needs, income taxes would be paid to the extent that those cash repatriations were undistributed earnings of our foreign subsidiaries. The income taxes that we would pay if cash were repatriated depends on the amounts to be repatriated and from which country. If all of our cash outside the United States were to be repatriated to the United States, we estimate that we would pay approximately \$34.1 million in income taxes to repatriate that cash.

**Financial Obligations and Financial Commitments**

We have future financial obligations related to (1) payment of principal and interest on interest-bearing debt, (2) Delta pension plan contributions, (3) operating leases and (4) purchase obligations. These obligations at September 27, 2014 were as follows (in millions of dollars):

<b>Contractual Obligations</b>	<b>Total</b>	<b>Remaining 2014</b>	<b>2015 - 2016</b>	<b>2017 - 2018</b>	<b>After 2018</b>
Long-term debt	\$ 768.8	\$ 0.2	\$ 2.5	\$ 2.1	\$ 764
Interest	1,002.5	10.7	85.3	85.3	821.2
Delta pension plan contributions	136.8		36.2	36.2	64.4
Operating leases	97.9	6.9	40.0	22.1	28.9
Acquisition earn-out payments	4.7			4.7	
Unconditional purchase commitments	82.0	22.0	60.0		
<b>Total contractual cash obligations</b>	<b>\$ 2,092.7</b>	<b>\$ 39.8</b>	<b>\$ 224.0</b>	<b>\$ 150.4</b>	<b>\$ 1,678.5</b>

Long-term debt mainly consists of three tranches of senior unsecured notes. On September 22, 2014, the Company issued and sold \$250.0 million aggregate principal amount of the Company's 5.00% senior notes due 2044 and \$250.0 million aggregate principal amount of the Company's 5.25% senior notes due 2054. On September 22, 2014, the Company repurchased through a partial tender offer \$199.8 million in aggregate principal amount of the company's 6.625% senior notes due 2020, and

Table of Contents

\$250.2 million of the notes remain outstanding following the conclusion of the tender offer. At September 27, 2014, we had no outstanding borrowings under our bank revolving credit agreement (which was amended on October 17, 2014 to extend the maturity to 2019 and increase potential borrowings to \$600 million). Obligations under these agreements may be accelerated in event of non-compliance with debt covenants. The Delta pension plan contributions are related to the current cash funding commitments to the plan with the plan's trustees. Operating leases relate mainly to various production and office facilities and are in the normal course of business.

Acquisition earn-out payments relate to anticipated payments to the prior owners of Pure Metal Galvanizing (PMG) and Locker, as a portion of the consideration paid for these entities is contingent in nature. The earn-out arrangements generally relate to the meeting of certain profitability targets. Locker's target period ends in February 2015 and PMG's ends in December 2017. During 2014, the Company made payments of approximately \$2.3 million to the sellers of Locker with respect to achievement of those targets. The Company determined during the third quarter of 2014 that the Locker gross profit target for the twelve months ending February 2015 would not be achieved and therefore the additional purchase price with respect to this target will not be paid. As such, approximately \$4.3 million of this liability was reversed and recognized against cost of goods sold for the third quarter 2014.

Unconditional purchase commitments relate to purchase orders for zinc, aluminum and steel, all of which we plan to use within the next year, and certain capital investments planned for the next year. We believe the quantities under contract are reasonable in light of normal fluctuations in business levels and we expect to use the commodities under contract during the contract period.

At September 27, 2014, we had approximately \$44.4 million of various long-term liabilities related to certain income tax, environmental and other matters. These items are not scheduled above because we are unable to make a reasonably reliable estimate as to the timing of any potential payments.

**Off Balance Sheet Arrangements**

There have been no changes in our off balance sheet arrangements as described on page 38 in our Form 10-K for the fiscal year ended December 28, 2013.

**Critical Accounting Policies**

There have been no changes in our critical accounting policies as described on pages 39-43 in our Form 10-K for the fiscal year ended December 28, 2013 during the quarter ended September 27, 2014.

**Item 3. Quantitative and Qualitative Disclosures about Market Risk**

There were no material changes in the company's market risk during the quarter ended September 27, 2014. For additional information, refer to the section "Risk Management" in our Form 10-K for the fiscal year ended December 28, 2013.

**Item 4. Controls and Procedures**

The Company carried out an evaluation under the supervision and with the participation of the Company's management, including the Company's Chief Executive Officer and Chief Financial Officer, of the effectiveness of the design and operation of the Company's disclosure controls and procedures pursuant to Securities Exchange Act Rule 13a-15. Based upon that evaluation, the Chief Executive Officer and Chief Financial Officer concluded that, as of the end of the period covered by this report, the Company's disclosure controls and procedures are effective to provide reasonable assurance that information required to be disclosed by the Company in the reports the Company files or submits under the Securities Exchange Act of 1934 is (1) accumulated and communicated to management,

Table of Contents

including the Company's Chief Executive Officer and Chief Financial Officer, to allow timely decisions regarding required disclosures and (2) recorded, processed, summarized and reported, within the time periods specified in the Commission's rules and forms.

No changes in the Company's internal control over financial reporting occurred during the quarter covered by this report that have materially affected, or are reasonably likely to materially affect, the Company's internal control over financial reporting.



Table of Contents**PART II. OTHER INFORMATION****Item 2. Unregistered Sales of Equity Securities and Use of Proceeds****Issuer Purchases of Equity Securities**

Period	Total Number of Shares Purchased	Average Price paid per share	Total Number of Shares Purchased as Part of Publicly Announced Plans or Programs	Approximate Dollar Value of Maximum Number of Shares that may yet be Purchased under the Program(1)
June 29, 2014 to July 26, 2014	703,020	\$ 149.80	703,020	317,602,000
July 27, 2014 to August 30, 2014	699,200	145.16	699,200	216,109,000
August 31, 2014 to September 27, 2014	234,000	138.48	234,000	183,704,000
Total	1,636,220	\$ 146.20	1,636,220	183,704,000

(1)

On May 13, 2014, we announced a new capital allocation philosophy which covered both the quarterly dividend rate as well as a share repurchase program. Specifically, the Board of Directors authorized the purchase of up to \$500 million of the Company's outstanding common stock from time to time over twelve months at prevailing market prices, through open market or privately-negotiated transactions. As of September 27, 2014, we have acquired 2,126,392 shares for approximately \$316.3 million under this share repurchase program.

**Item 6. Exhibits**

(a)

Exhibits

Exhibit No.	Description
31.1	Section 302 Certificate of Chief Executive Officer
31.2	Section 302 Certificate of Chief Financial Officer
32.1	Section 906 Certifications of Chief Executive Officer and Chief Financial Officer
101	The following financial information from Valmont's Quarterly Report on Form 10-Q for the quarter ended September 27, 2014, formatted in XBRL (eXtensible Business Reporting Language): (i) the Condensed Consolidated Statements of Earnings, (ii) the Condensed Consolidated Statements of Comprehensive Income, (iii) the Condensed Consolidated Balance Sheets, (iv) the Condensed Consolidated Statements of Cash Flows, (v) the Condensed Consolidated Statements of Shareholders' Equity, (vi) Notes to Condensed Consolidated Financial Statements and (vii) document and entity information.

Table of Contents

**SIGNATURES**

Pursuant to the requirements of the Securities Exchange Act of 1934, the Registrant has duly caused this report to be signed on its behalf and by the undersigned hereunto duly authorized.

VALMONT INDUSTRIES, INC.  
(Registrant)

/s/ MARK C. JAKSICH

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Mark C. Jaksich  
*Executive Vice President and Chief Financial Officer*

Dated this 29th day of October, 2014.

Table of Contents

**Index of Exhibits**

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