## Source: Stella-Jones Inc.

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## STELLA-JONES REPORTS SOLID SECOND QUARTER RESULTS

- Sales growth of $\mathbf{4 . 9 \%}$ to $\$ 129.1$ million
- Net earnings of $\mathbf{\$ 1 1 . 0}$ million compared with $\mathbf{\$ 1 0 . 0}$ million last year, up $\mathbf{9 . 7 \%}$
- Diluted EPS of $\mathbf{\$ 0 . 8 7}$, versus $\mathbf{\$ 0 . 8 0}$ in the second quarter of 2008

MONTREAL, QUEBEC - August 13, 2009 - Stella-Jones Inc. (TSX: SJ) today announced financial results for its second quarter and six-month period ended June 30, 2009. This quarter is the first comparable period since acquiring The Burke-Parsons-Bowlby Corporation ("BPB") on April 1, 2008.

| Financial highlights | Quarters ended June 30, |  | Six months ended June 30, |  |
| :--- | ---: | ---: | ---: | ---: |
| (in thousands of dollars, except per share data) | $\mathbf{2 0 0 9}$ | $\mathbf{2 0 0 8}$ | $\mathbf{2 0 0 9}$ | $\mathbf{2 0 0 8}$ |
| Sales | $\mathbf{1 2 9 , 1 0 4}$ | 123,081 | $\mathbf{2 4 1 , 0 5 8}$ | 189,263 |
| Gross profit | $\mathbf{2 3 , 9 0 0}$ | 25,312 | $\mathbf{4 6 , 4 1 9}$ | 39,168 |
| Cash flow from operations ${ }^{10}$ | $\mathbf{1 2 , 6 0 2}$ | 12,445 | $\mathbf{2 3 , 9 2 3}$ | 19,773 |
| Net earnings for the period | $\mathbf{1 1 , 0 2 1}$ | 10,047 | $\mathbf{1 8 , 7 0 8}$ | 15,370 |
| $\quad$ Per share - basic (\$) | $\mathbf{0 . 8 7}$ | 0.81 | $\mathbf{1 . 4 9}$ | 1.24 |
| $\quad$ Per share - diluted (\$) | $\mathbf{0 . 8 7}$ | 0.80 | $\mathbf{1 . 4 8}$ | 1.21 |
| Weighted-average shares outstanding (basic, in '000s) | $\mathbf{1 2 , 6 2 4}$ | 12,459 | $\mathbf{1 2 , 5 9 5}$ | 12,403 |

${ }^{1}$ Before changes in non-cash working capital components.
Sales in the second quarter reached $\$ 129.1$ million, an increase of $\$ 6.0$ million, or $4.9 \%$ over last year's sales of $\$ 123.1$ million. The weaker Canadian dollar, Stella-Jones’ reporting currency, positively impacted the value of U.S. dollar denominated sales by approximately $\$ 10.2$ million compared with the same period last year. Factoring out the foreign exchange effect, sales decreased approximately $3.0 \%$, reflecting reduced demand in the railway tie product category.

Railway tie sales reached $\$ 57.6$ million, a decrease of $8.3 \%$ over last year, resulting primarily from a one-time export sale in 2008 as well as lower industry demand and competitive pricing. Sales of utility poles grew $19.5 \%$ to $\$ 44.2$ million, reflecting solid demand for transmission poles in the United States and greater market penetration. Sales in the industrial lumber category reached $\$ 11.9$ million, up from $\$ 10.3$ million last year, due to strong demand for marine applications in Canada, while sales of consumer lumber increased $19.3 \%$ to $\$ 15.5$ million as a result of an increase in retail points of sale compared with a year ago and robust demand partly driven by the home renovation tax credit program in Canada.
"Second quarter results reflect the beginning of decelerating activity in the railway tie market, as a weaker economy is reducing investments in special projects and track extensions," said Brian McManus, President and Chief Executive Officer of Stella-Jones. "This situation was particularly evident in the United States, where a more competitive landscape also led to moderate pricing pressures. Conversely, operational flexibility enabled Stella-Jones to capture opportunities in the utility pole market through its increasingly extensive coverage of the North American market."

Gross profit was $\$ 23.9$ million or $18.5 \%$ of sales, compared with $\$ 25.3$ million or $20.6 \%$ of sales last year. The decline in gross profit, both in dollars and as a percentage of sales, essentially stems from lower margins on railway tie sales as a result of competitive pricing in response to softer industry demand and, to a lesser extent, lower margins on U.S. utility pole sales. Excluding a provision for plant closure and workforce reductions (see Capacity Optimization Measures below), gross profit would have been $\$ 24.4$ million, or $18.9 \%$ of sales.

Net earnings for the period increased to $\$ 11.0$ million or $\$ 0.87$ per share, fully diluted, in 2009, compared with $\$ 10.0$ million or $\$ 0.80$ per share, fully diluted, in 2008. Cash flow from operating activities before changes in non-cash working capital components rose $1.3 \%$ to $\$ 12.6$ million.

As at June 30, 2009, the Company's long-term debt, including the current portion, amounted to $\$ 99.8$ million, representing a ratio of total long-term debt to shareholders' equity of 0.57:1, down from 0.63:1 three months earlier. Working capital stood at $\$ 171.0$ million, up from $\$ 163.8$ million as the end of the previous quarter, reflecting the impact of seasonal demand pattern on accounts receivable offset by lower inventories.
"A solid cash flow generation enabled Stella-Jones to appreciably reduce its short- and long-term debt during the quarter," said George Labelle, Senior Vice-President and Chief Financial Officer. "We continue to proactively review operating costs and the optimization of capacity utilization across our continental plant network."

## SIX-MONTH RESULTS

For the six-month period ended June 30, 2009, sales were $\$ 241.1$ million, up from $\$ 189.3$ million in the first six months of 2008. This increase includes the contribution of $\$ 37.3$ million from the BPB operations, while the weaker Canadian dollar increased the value of U.S. dollar denominated sales by approximately $\$ 16.9$ million. Gross profit was $\$ 46.4$ million, or $19.3 \%$ of sales, compared with $\$ 39.2$ million, or $20.7 \%$ of sales, in the prior year. Net earnings totalled $\$ 18.7$ million, or $\$ 1.48$ per share, fully diluted, versus net earnings of $\$ 15.4$ million, or $\$ 1.21$ per share, fully diluted, last year. Cash flow from operating activities before changes in non-cash working capital components was $\$ 23.9$ million, up $21.0 \%$ from a year earlier.

## CAPACITY OPTIMIZATION MEASURES

As part of its continuous monitoring of operating cost efficiency and optimization of capacity utilization, the Company has decided to close its Stanton, Kentucky facility at the end of business on September 4, 2009. This will result in the termination of ten employees. Production, consisting essentially of treated wood for custom log homes and highway timbers, will be transferred to the Company's Spencer, West Virginia facility. Furthermore, the workforce at the Spencer facility will be reduced by 29 employees effective August 13, 2009 as the Company will be shifting the majority of Spencer's railway tie production to its other plants.

To cover the costs related to the closure and employee reductions, the Company has taken a provision of $\$ 511,600$ (US $\$ 468,600$ ) included in cost of sales for the three- and six-month periods ended June 30, 2009.

## SEMI-ANNUAL DIVIDEND OF \$0.18 PER SHARE

The Board of Directors declared a semi-annual dividend of $\$ 0.18$ per share on the outstanding common shares of Stella-Jones, payable on October 9, 2009 to shareholders of record at the close of business on September 4, 2009.

## OUTLOOK

Stella-Jones' products remain a vital component of basic transportation and utility infrastructure and are integral to capital infrastructure projects that governments often initiate during times of economic slowdown. Such initiatives would drive demand, as they would potentially involve, in both maintenance and new installation endeavours, many of the Company's clients in the railway and electrical transmission and distribution industries. However, in the absence of such government driven infrastructure projects, Management believes that sales will soften in the upcoming quarters until such time as general economic conditions improve. The Company's
railway tie product category is the most susceptible to a prolonged economic downturn as its key customers in this category may reduce capital spending on special projects and track extensions as a result of lower traffic volumes.
"The global economic situation calls for caution, as evidenced by short-term challenges caused by softer demand and price competition, which have slightly reduced Stella-Jones' organic sales growth and profitability. In the short-term, we remain focused on cash generation and debt reduction, although Stella-Jones’ long-term strategic vision, focused on continental expansion and consolidation, remains intact," concluded Mr. McManus.

## CONFERENCE CALL

Stella-Jones will hold a conference call to discuss these results on Thursday, August 13, 2009, at 1:30 PM Eastern Time. Interested parties can join the call by dialling 1-416-644-3418 (Toronto or overseas) or 1-800-589-8577 (elsewhere in North America). Parties unable to call in at this time may access a tape recording of the meeting by calling 1-877-289-8525 and entering the passcode 21311612\#. This tape recording will be available on Thursday, August 13, 2009 as of 3:30 PM Eastern Time until 11:59 PM Eastern Time on Thursday, August 20, 2009.

## ABOUT STELLA-JONES

Stella-Jones Inc. (TSX: SJ) is a leading North American producer and marketer of industrial pressure treated wood products, specializing in the production of railway ties and timbers as well as wood poles supplied to electrical utilities and telecommunications companies. The Company also provides treated consumer lumber products and customized services to lumber retailers and wholesalers for outdoor applications. Other products include marine and foundation pilings, construction timbers, highway guardrail posts and treated wood for bridges. The Company's common shares are listed on the Toronto Stock Exchange.

Except for historical information provided herein, this press release may contain information and statements of a forwardlooking nature concerning the future performance of the Company. These statements are based on suppositions and uncertainties as well as on management's best possible evaluation of future events. Such factors may include, without excluding other considerations, fluctuations in quarterly results, evolution in customer demand for the Company's products and services, the impact of price pressures exerted by competitors, and general market trends or economic changes. As a result, readers are advised that actual results may differ from expected results.

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## EXCHANGE LISTINGS

The Toronto Stock Exchange
Stock Symbol (TSX): SJ
Transfer Agent and Registrar Tel.: (514) 934-8665
Fax: (514) 934-5327
Computershare Investor Services Inc. glabelle@stella-jones.com

## NOTICE

The interim unaudited consolidated financial statements of Stella-Jones Inc. for the second quarter ended June 30, 2009 have not been reviewed by the Company's external auditors.
(Signed)
George Labelle
Senior Vice-President and Chief Financial Officer

Montréal, Québec
August 13, 2009

| CONSOLIDATED BALANCE SHEETS | June 30, 2009 <br> unaudited <br> (in thousands of dollars) | December 31, 2008 <br> as at June 30, 2009 and December 31, 2008 |
| :--- | ---: | ---: |

as at June 30, 2009 and December 31, 2008
(\$)

| AsSETS |  |  |
| :--- | ---: | ---: |
| CURRENT ASSETS |  |  |
| Accounts receivable | 60,787 | 41,501 |
| Derivative financial instruments (Note 2) | 862 | 381 |
| Inventories | 225,881 | 223,199 |
| Prepaid expenses | 4,775 | 5,910 |
| Income taxes receivable | 4,247 | 3,778 |
| Future income taxes | 2,014 | 2,338 |
|  | 298,566 | 277,107 |
| CAPITAL ASSETS | 104,831 | 108,763 |
| DERIVATIVE FINANCIAL INSTRUMENTS (Note 2) | 405 | 347 |
| INTANGIBLE ASSETS (Note 3) | 9,356 | 10,773 |
| GoODWILL (Note 3) | 6,080 | 6,367 |
| OTHER ASSETS | 2,758 | 3,343 |
| FUTURE INCOME TAXES | 837 | 846 |
|  |  |  |

## LiAbilities

| CURRENT LIABILITIES |  |  |
| :--- | ---: | ---: |
| Bank indebtedness | 84,937 | 81,560 |
| Accounts payable and accrued liabilities | 34,850 | 28,694 |
| Customer deposits | 1,590 | 2,971 |
| Derivative financial instruments (Note 2) | 21 | 266 |
| Future income taxes | --- | 118 |
| Current portion of long-term debt | 4,633 | 4,914 |
| Current portion of asset retirement obligations | 613 | 717 |
| Current portion of non-competes payable | 971 |  |
|  | 127,615 | 969 |
| LONG-TERM DEBT | 95,215 | 120,209 |
| FUTURE INCOME TAXES | 16,271 | 100,845 |
| ASSET RETIREMENT OBLIGATIONS | 648 | 16,625 |
| EMPLOYEE FUTURE BENEFITS | 1,667 | 577 |
| DERIVATIVE FINANCIAL INSTRUMENTS (Note 2) | 1,280 | 1,541 |
| NON-COMPETES PAYABLE | 4,596 | 1,303 |


|  | 247,292 | 246,434 |
| :--- | ---: | ---: |
| SHAREHOLDERS' EQUITY |  |  |
| CAPITAL STOCK | 51,853 | 49,910 |
| CONTRIBUTED SURPLUS | 638 | 1,905 |
| RETAINED EARNINGS | 121,500 | 105,055 |
| ACCUMULATED OTHER COMPREHENSIVE INCOME | 1,550 | 4,242 |
|  |  |  |
|  | 175,541 | 161,112 |

See accompanying Notes

| CONSOLIDATED STATEMENTS OF SHAREHOLDERS' EQUITY |  |  |  |
| :--- | ---: | :--- | ---: |
| (in thousands of dollars, except where specified otherwise) |  |  |  |
| (unaudited) | three months ended June 30, | six months ended June 30, |  |
|  | 2009 | 2008 | 2009 |
| $(\#)$ | $(\#)$ | $(\#)$ | 2008 |
|  | $(\#)$ |  |  |

## Share capital <br> (in thousands of shares)

| Shares outstanding - beginning of period | 12,570 | 12,352 | 12,565 | 12,341 |
| :--- | ---: | ---: | ---: | ---: |
| Stock option plan | 4 | 4 | 4 | 13 |
| Stock option agreement | 100 | 200 | 100 | 200 |
| Share purchase plan | 3 | 1 | 8 | 3 |
| Shares outstanding - end of period | 12,677 | 12,557 | 12,677 | 12,557 |


| Shares outstanding - beginning of period | $\mathbf{( \$ )}$ | $\mathbf{( \$ )}$ | $\mathbf{( \$ )}$ | $\mathbf{( \$ )}$ |
| :--- | ---: | ---: | ---: | ---: |
| Stock option plan | 49,973 | 46,271 | 49,910 | 46,023 |
| Stock option agreement | 80 | 44 | 80 | 243 |
| Share purchase plan | 1,692 | 3,384 | 1,692 | 3,384 |
|  | 108 | 55 | 171 | 104 |
| Shares outstanding - end of period |  |  |  |  |

## CONTRIBUTED SURPLUS

| Balance - beginning of period | 1,982 | 4,380 | 1,905 | 4,045 |
| :--- | ---: | ---: | ---: | ---: |
| Stock-based compensation | 77 | 186 | 154 | 588 |
| Exercise of stock options | $(1,421)$ | $(2,800)$ | $(1,421)$ | $(2,867)$ |
|  |  |  |  |  |
| Balance - end of period | 638 | 1,766 | 638 | 1,766 |

## RETAINED EARNINGS

| Balance - beginning of period | 110,479 | 86,068 | 105,055 | 80,745 |
| :--- | ---: | ---: | ---: | ---: |
| Net earnings for the period | 11,021 | 10,047 | 18,708 | 15,370 |
| Dividends on common shares | --- | $(1,976)$ | $(2,263)$ | $(1,976)$ |
|  |  |  |  |  |
| Balance - end of period | 121,500 | 94,139 | 121,500 | 94,139 |
|  |  |  |  |  |
| ACCUMULATED OTHER COMPREHENSIVE INCOME (LOSS) |  |  | 4,242 | $(3,056)$ |
|  | 5,723 | $(2,514)$ | $(2,692)$ |  |
| Balance - beginning of period | $(4,173)$ | $(323)$ | 1,550 | $(2,837)$ |
| Other comprehensive (loss) income | 1,550 | $(2,837)$ |  |  |
|  |  |  |  | 142,822 |

[^0]| (in thousands of dollars, except per share data) (unaudited) | $\begin{array}{r} \text { three mont } \\ 2009 \\ (\$) \\ \hline \end{array}$ | June 30, 2008 (\$) | $\begin{array}{r} \text { six months } \\ 2009 \\ (\$) \\ \hline \end{array}$ | $\begin{array}{r} \text { d June 30, } \\ 2008 \\ (\$) \\ \hline \end{array}$ |
| :---: | :---: | :---: | :---: | :---: |
| SALES | 129,104 | 123,081 | 241,058 | 189,263 |
| Expenses |  |  |  |  |
| Cost of sales | 105,204 | 97,769 | 194,639 | 150,095 |
| Selling and administrative | 5,304 | 5,900 | 11,087 | 8,762 |
| Foreign exchange (gain) loss | (271) | 14 | (278) | (161) |
| Gain on derivative financial instruments | $(2,089)$ | --- | $(1,239)$ | --- |
| Amortization of capital and intangible assets | 2,501 | 1,803 | 5,112 | 3,386 |
| Gain on disposal of capital assets | (20) | (4) | (51) | (34) |
|  | 110,629 | 105,482 | 209,270 | 162,048 |
| Operating Earnings | 18,475 | 17,599 | 31,788 | 27,215 |
| Interest On LONG-TERM DEBT | 1,809 | 1,553 | 3,382 | 2,509 |
| OTHER INTEREST | 503 | 727 | 1,068 | 1,177 |
| EARNINGS BEFORE INCOME TAXES | 16,163 | 15,319 | 27,338 | 23,529 |
| Provision for income taxes | 5,142 | 5,272 | 8,630 | 8,159 |
| Net Earnings for the period | 11,021 | 10,047 | 18,708 | 15,370 |
| NET EARNINGS PER COMMON SHARE (Note 4) | 0.87 | 0.81 | 1.49 | 1.24 |
| DILUTED NET EARNINGS PER COMMON SHARE (Note 4) | 0.87 | 0.80 | 1.48 | 1.21 |

See accompanying Notes

CONSOLIDATED STATEMENTS OF COMPREHENSIVE INCOME

| (in thousands of dollars) (unaudited) | $\begin{array}{r} \hline \text { three mon } \\ 2009 \\ (\$) \\ \hline \end{array}$ | June 30, 2008 (\$) | six month 2009 (\$) | June 30, 2008 (\$) |
| :---: | :---: | :---: | :---: | :---: |
| NET EARNINGS FOR THE PERIOD | 11,021 | 10,047 | 18,708 | 15,370 |
| Other comprehensive income (loss) : |  |  |  |  |
| Net change in unrealized gains on translation of financial statements of self-sustaining foreign operation | $(7,523)$ | (252) | $(4,319)$ | 657 |
| Net change in unrealized losses on translation of longterm debt designated as a hedge of net investment in self-sustaining foreign operation | 3,441 | --- | 1,925 | --- |
| Change in fair value of derivatives designated as cash flow hedges | (130) | 116 | (113) | (153) |
| Reclassification to net earnings of gains on cash flow hedges (Note 2) | --- | (287) | (319) | (482) |
| Income tax recovery on change in fair value of cash flow hedges and cash flow hedges reclassed to net earnings (Note 2) | 39 | 100 | 134 | 197 |
|  | $(4,173)$ | (323) | $(2,692)$ | 219 |
| Comprehensive income | 6,848 | 9,724 | 16,016 | 15,589 |

See accompanying Notes

| (in thousands of dollars) (unaudited) | three months ended June 30, |  | six months ended June 30, |  |
| :---: | :---: | :---: | :---: | :---: |
|  | $2009$ (\$) | $\begin{array}{r} 2008 \\ (\$) \end{array}$ | $2009$ | 2008 $(\$)$ |
| CASH FLOWS FROM OPERATING ACTIVITIES |  |  |  |  |
| Net earnings for the period | 11,021 | 10,047 | 18,708 | 15,370 |
| Adjustments for |  |  |  |  |
| Amortization of capital assets | 2,037 | 1,433 | 4,143 | 3,016 |
| Amortization of intangible assets | 464 | 370 | 969 | 370 |
| Amortization of deferred financing charges | 15 | 21 | 32 | 21 |
| Change in fair value of debt | 425 | 350 | 463 | 350 |
| Gain on disposal of capital assets | (20) | (4) | (51) | (34) |
| Employee future benefits | 124 | 66 | 249 | 132 |
| Stock-based compensation | 77 | 186 | 154 | 588 |
| Gain on derivative financial instruments | $(2,089)$ | --- | $(1,239)$ | --- |
| Future income tax | 386 | --- | 386 | --- |
| Other | 162 | (24) | 109 | (40) |
|  | 12,602 | 12,445 | 23,923 | 19,773 |
| CHANGES IN NON-CASH WORKING CAPITAL COMPONENTS |  |  |  |  |
| Accounts receivable | $(3,683)$ | $(11,286)$ | $(23,723)$ | $(24,624)$ |
| Inventories | 9,806 | 4,651 | $(6,808)$ | 4,038 |
| Prepaid expenses | 535 | 73 | 999 | (567) |
| Income taxes (receivable) payable | $(1,405)$ | 1,997 | (645) | 1,188 |
| Accounts payable and accrued liabilities | $(3,090)$ | 2,014 | 9,727 | $(4,732)$ |
| Customer deposits | 30 | --- | $(1,297)$ | --- |
| Asset retirement obligations | (127) | (141) | (34) | 236 |
|  | 2,066 | $(2,692)$ | $(21,781)$ | $(24,461)$ |
|  | 14,668 | 9,753 | 2,142 | $(4,688)$ |
| CASH FLOWS FROM (USED FOR) FINANCING ACTIVITIES (Decrease) increase in bank indebtedness | $(11,489)$ | $(6,260)$ | 5,242 | 9,506 |
| Increase in long-term debt | --- | 45,309 | --- | 45,630 |
| Repayment of long-term debt | (979) | $(6,871)$ | $(2,754)$ | $(8,083)$ |
| Proceeds from issuance of common shares | 459 | 682 | 522 | 863 |
| Non-compete payable | (381) | (315) | (768) | (315) |
| Dividend on common shares | $(2,263)$ | $(1,976)$ | $(2,263)$ | $(1,976)$ |
|  | $(14,653)$ | 30,569 | (21) | 45,625 |
| CASH FLOWS FROM (USED FOR) INVESTING ACTIVITIES |  |  |  |  |
| Decrease in other assets | --- | 22 | 32 | 51 |
| Business acquisition | --- | $(38,038)$ | --- | $(38,038)$ |
| Purchase of capital assets | $(1,009)$ | $(2,310)$ | $(2,627)$ | $(2,984)$ |
| Assets held for sale | 974 | --- | 409 | --- |
| Proceeds from disposal of capital assets | 20 | 4 | 65 | 34 |
|  | (15) | $(40,322)$ | $(2,121)$ | $(40,937)$ |
| NET CHANGE IN CASH AND CASH EQUIVALENTS - DURING THE PERIOD | --- | --- | --- | --- |
| CASH AND CASH EQUIVALENTS - BEGINNING AND END OF THE PERIOD | --- | --- | --- | --- |
| SUPPLEMENTAL DISCLOSURE |  |  |  |  |
| Interest paid | 2,830 | 1,702 | 5,675 | 3,138 |
| Income taxes paid | 6,148 | 3,120 | 8,889 | 6,548 |

## See accompanying Notes

## NOTES TO INTERIM CONSOLIDATED FINANCIAL STATEMENTS

## (tabular information presented in thousands of dollars) Unaudited

## NOTE 1 - SIGNIFICANT ACCOUNTING POLICIES

## Basis of presentation

The interim consolidated financial statements for the six months ended June 30, 2009 and 2008, are unaudited and include estimates and adjustments that the Management of Stella-Jones Inc. (the "Company") consider necessary for a fair presentation of the financial position, shareholders’ equity, earnings, comprehensive income and cash flows.

The interim consolidated financial statements are reported in Canadian dollars and have been prepared in accordance with Canadian Generally Accepted Accounting Principles ("GAAP") on a basis consistent with those followed in the annual consolidated financial statements of the Company for the year ended December 31, 2008, except for new accounting policies that were adopted January 1, 2009, as described below. However, they do not include all disclosures required under GAAP for annual financial statements and should be read in conjunction with the Company's latest audited year-end consolidated financial statements and notes.

Certain comparative figures have been reclassified in order to comply with the basis of presentation adopted in the current year.

## Principles of consolidation

The unaudited interim consolidated financial statements include the accounts of the Company, its wholly-owned Canadian subsidiaries, Guelph Utility Pole Company Ltd., I.P.B.-W.P.I. International Inc., Stella-Jones Canada Inc. (formerly Bell Pole Canada Inc.) and its wholly-owned U.S. subsidiaries, Stella-Jones U.S. Holding Corporation, Stella-Jones Corporation, The Burke-Parsons-Bowlby Corporation, and Stella-Jones U.S. Finance Corporation. The consolidated accounts of Stella-Jones Canada Inc. include the accounts of a $50 \%$ interest in Kanaka Creek Pole Company Limited, a joint venture which is accounted for under the proportionate consolidation method of accounting.

## Changes in accounting policies

The CICA issued the following accounting standard which was adopted by the Company effective January 1, 2009:

- Handbook Section 3064, "Goodwill and Intangible Assets" replaces Section 3062, "Goodwill and Other Intangible Assets" and Section 3450, "Research and Development Costs". Section 1000, "Financial Statement Concepts" was amended according to Section 3064. This new Section establishes standards for the recognition, measurement, presentation and disclosure of goodwill subsequent to its initial recognition and of intangible assets by profit oriented companies. The Company has assessed that the impact of this new accounting standard is not significant. Additionally, the new required disclosures have been included in Note 3.

On January 20, 2009, the Emerging Issues Committee (EIC) of the Canadian Accounting Standards Board (AcSB) issued EIC Abstract 173, "Credit Risk and Fair Value of Financial Assets and Financial Liabilities", which establishes that an entity's own credit risk and the credit risk of the counterparty should be taken into account in determining the fair value of financial assets and financial liabilities, including derivative instruments. EIC Abstract 173 should be applied retrospectively without restatement of prior years to all financial assets and liabilities measured at fair value in interim and annual financial statements for periods ending on or after January 20, 2009. The Company has assessed that the impact of EIC Abstract 173 is not significant.

## (tabular information presented in thousands of dollars)

## NOTE 1 - (cont’d.)

## Impact of accounting pronouncements not yet implemented

The CICA issued the following accounting standards which will be adopted by the Company effective January 1, 2011:

- Handbook Section 1582, "Business Combinations", which replaces Section 1581, "Business Combinations". The Section establishes standards for the accounting for a business combination. It provides the Canadian equivalent to the IFRS standard, IFRS 3 (Revised), "Business Combinations". The Section applies prospectively to business combinations for which the acquisition date is on or after the beginning of the first annual reporting period beginning on or after January 1, 2011. Earlier application is permitted. The Company is currently evaluating the impact of the adoption of this new accounting standard on its consolidated financial statements.
- Handbook Section 1601, "Consolidated Financial Statements", and Section 1602, "Non-controlling Interests", which together replace Section 1600, "Consolidated Financial Statements". Section 1601 establishes standards for the preparation of consolidated financial statements. Section 1602 establishes standards for accounting for a non-controlling interest in a subsidiary in consolidated financial statements subsequent to a business combination. These standards are equivalent to the corresponding provisions of IFRS standard IAS 27 (Revised), "Consolidated and Separate Financial Statements". Earlier adoption is permitted as of the beginning of a fiscal year. The Company is currently evaluating the impact of the adoption of these new accounting standards on its consolidated financial statements.

Additionally, in February 2008, Canada’s Accounting Standards Board confirmed that the use of International Financial Reporting Standards ("IFRS") would be required for Canadian publicly accountable enterprises for years beginning on or after January 1, 2011. The Company is currently evaluating the impact of adopting IFRS on its consolidated financial statements.

## NOTE 2 - HEDGING TRANSACTION

On January 1, 2009, the Company ceased hedge accounting on its foreign exchange forward contracts. As these contracts were designated as cash flow hedges, their fair value incremental was recorded under "Accumulated Other Comprehensive Income" and will be recognized in earnings over the designated underlying period of foreign exchange forward contracts from March 2009 to December 2010.

## NOTE 3 - GOODWILL AND INTANGIBLE ASSETS

Goodwill was recorded as part of a purchase price allocation of a previous year business acquisition. Goodwill is not amortized and will be subject to an annual impairment test, or more frequently, if events or changes in circumstances indicate that it might be impaired. The Company has conducted its annual goodwill impairment test and has concluded that no adjustments were required.

Intangible assets are comprised of customer relationships and non-compete agreements which are recorded at cost and amortized on a straight-line basis over their useful lives. The amortization method and estimated useful life are reviewed on an annual basis:

Customer relationships
Non-compete agreements

3 to 10 years
6 years

## (tabular information presented in thousands of dollars)

## NOTE 3 - (cont'd.)

For the three-month period ended June 30, 2009, the amortization expense for customer relationships and the noncompete agreements was $\$ 182,868$ and $\$ 280,448$ respectively. For the six-month period ended June 30, 2009, the amortization expense for customer relationships and non-compete agreements was $\$ 394,760$ and $\$ 573,650$ respectively. As at June 30, 2009, the net book value of these assets was as follows:

|  | Cost \$ | Accumulated amortization | Net book value \$ |
| :---: | :---: | :---: | :---: |
| Customer relationships | 5,094 | 977 | 4,117 |
| Non-compete agreements | 6,617 | 1,378 | 5,239 |
|  | 11,711 | 2,355 | 9,356 |

## NOTE 4 - EARNINGS PER SHARE

The following table provides the reconciliation between net earnings per common share and diluted net earnings per common share for the three-month and six-month periods ended June 30:

|  | three months ended June 30, <br> $\mathbf{2 0 0 9}$ | six months ended June 30, <br> $\mathbf{2 0 0 9}$ |  |  |
| :--- | :---: | :---: | :---: | :---: |
| Net earnings applicable to common shares* | $\$ 11,021$ | $\$ 10,047$ | $\$ 18,708$ | $\$ 15,370$ |
| Weighted average number of common shares | 12,624 | 12,459 | 12,595 | 12,403 |
| outstanding* <br> Effect of dilutive stock options* <br> Weighted average number of diluted <br> common shares outstanding* <br>  <br> Net earnings per common share | 59 | 163 | 82 | 299 |
| Diluted net earnings per common share | 12,683 | 12,622 | 12,677 | 12,702 |

* Net earnings are presented in thousands of dollars and share information is presented in thousands.


## NOTE 5 - EMPLOYEE FUTURE BENEFITS

The recognized cost for employee future benefits was as follows:

|  | three months ended June 30, |  | six months ended June 30, |  |
| :--- | ---: | ---: | ---: | ---: |
|  | $\mathbf{2 0 0 9}$ | $\mathbf{2 0 0 8}$ | $\mathbf{2 0 0 9}$ | $\mathbf{2 0 0 8}$ |
| $\mathbf{( \$ )}$ | $\mathbf{( \$ )}$ | $\mathbf{( \$ )}$ |  |  |
|  |  |  |  |  |
| Post retirement benefit program | 63 | 66 | 126 | 132 |
| Defined benefit pension plans | 61 | 38 | 123 | 76 |
| Contributions to multi-employer plans | 75 | 73 | 150 | 151 |
| Contributions to group retirement savings plans | 337 | 253 | 668 | 462 |

## (tabular information presented in thousands of dollars)

## NOTE 6 - SEASONALITY

The Company's operations follow a seasonal pattern, with pole, tie and industrial lumber shipments strongest in the second and third quarters to provide industrial end users with product for their summer maintenance projects. Consumer lumber sales also follow the same seasonal pattern. Inventory levels of railway ties and utility poles are typically highest in the first quarter in advance of the summer shipping season. The first and fourth quarters usually generate similar sales.

## NOTE 7 - SEGMENT INFORMATION

The Company operates within one dominant business segment, the production and sale of pressure treated wood.

## NOTE 8 - COMPARATIVE FIGURES

Certain comparative figures have been reclassified in order to comply with the basis of presentation adopted in the current year.


[^0]:    See accompanying Notes

