

TRUEBLUE, INC.

FORM 8-K (Current report filing)

Filed 10/20/10 for the Period Ending 10/20/10

Address	1015 A STREET TACOMA, WA 98402
Telephone	253-383-9101
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Industry	Business Services
Sector	Services
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**UNITED STATES
SECURITIES AND EXCHANGE COMMISSION
WASHINGTON, DC 20549**

FORM 8-K

CURRENT REPORT

**PURSUANT TO SECTION 13 OR 15(D) OF THE
SECURITIES EXCHANGE ACT OF 1934**

Date of report (Date of earliest event reported): October 20, 2010

TRUEBLUE, INC.

(Exact Name of Registrant as Specified in Its Charter)

Washington
**(State or Other Jurisdiction
of Incorporation)**

001-14543
**(Commission
File Number)**

91-1287341
**(IRS Employer
Identification No.)**

1015 A Street, Tacoma, Washington
(Address of Principal Executive Offices)

98402
(Zip Code)

(253) 383-9101
(Registrant's Telephone Number, Including Area Code)

Not Applicable
(Former Name or Former Address, if Changed Since Last Report)

Check the appropriate box below if the Form 8-K filing is intended to simultaneously satisfy the filing obligation of the registrant under any of the following provisions (*see* General Instruction A.2. below):

- Written communications pursuant to Rule 425 under the Securities Act (17 CFR 230.425)
 - Soliciting material pursuant to Rule 14a-12 under the Exchange Act (17 CFR 240.14a-12)
 - Pre-commencement communications pursuant to Rule 14d-2(b) under the Exchange Act (17 CFR 240.14d-2(b))
 - Pre-commencement communications pursuant to Rule 13e-4(c) under the Exchange Act (17 CFR 240.13e-4(c))
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Item 2.02. Results of Operations and Financial Condition.

On October 20, 2010, TrueBlue, Inc. (the “Company”) issued a press release (the “Press Release”) reporting its financial results for the third quarter ended September 24, 2010 and revenue and earnings guidance for the fourth quarter of 2010, a copy of which is attached hereto as Exhibit 99.1 and the contents of which are incorporated herein by this reference. Also included in the Press Release is information regarding an analysis of revenue growth/(decline) and an analysis of year-over-year same branch revenue growth.

In accordance with General Instruction B.2. of Form 8-K, the information contained above in this report (including the Press Release) shall not be deemed “Filed” for purposes of Section 18 of the Securities Exchange Act of 1934, as amended, or otherwise subject to the liabilities of that section, nor shall the Press Release be deemed incorporated by reference in any filing under the Securities Act of 1933, as amended, except as shall be expressly set forth by specific reference in such a filing. This report will not be deemed a determination or an admission as to the materiality of any information in the report that is required to be disclosed solely by Regulation FD.

Item 9.01. Financial Statements and Exhibits.**(d) Exhibits**

99.1 Press Release of the Company dated October 20, 2010.

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 by the undersigned hereunto duly authorized.

TRUEBLUE, INC.
(Registrant)

Date: October 20, 2010

By: _____ / s / **D ERREK L. G AFFORD**
Derrek L. Gafford
Chief Financial Officer and Executive Vice President

FOR IMMEDIATE RELEASE:

TRUEBLUE REPORTS THIRD QUARTER 2010 RESULTS

TACOMA, WA. – Oct. 20, 2010 —TrueBlue, Inc. (NYSE:TBI) today reported revenue for the third quarter ended Sept. 24, 2010 of \$313 million, an increase of 10 percent from \$285 million for the third quarter of 2009. Net income for the third quarter was \$10.2 million or \$0.23 per diluted share, an increase of 24 percent as compared to \$8.2 million or \$0.19 per diluted share for the third quarter of 2009.

“We are pleased to see double-digit revenue growth for the second straight quarter this year,” TrueBlue CEO Steve Cooper said. “We are also encouraged by the increased monthly rate of revenue growth we have experienced during the third quarter. Businesses are increasing their use of temporary staffing and we will continue to invest in our sales and customer service initiatives to capitalize on this growth opportunity.”

TrueBlue closed 13 branches, resulting in 726 branches in operation at the end of the quarter.

For the fourth quarter of 2010, TrueBlue estimates revenue in the range of \$295 million to \$305 million and net income per diluted share for the quarter of \$0.07 to \$0.12.

About TrueBlue

TrueBlue, Inc. is a leading provider of blue-collar staffing. In 2009, TrueBlue connected approximately 300,000 people to work through the following brands: Labor Ready, Spartan Staffing, CLP Resources, PlaneTechs, and Centerline, and served approximately 175,000 businesses in the services, retail, wholesale, manufacturing, transportation, and construction industries. TrueBlue, Inc. is headquartered in Tacoma, Wash. For more information, visit TrueBlue’s website at www.TrueBlueInc.com.

Forward-looking Statements

This news release contains forward-looking statements that reflect management’s current outlook for future periods, including statements regarding economic trends and future profitability. These forward-looking statements are based upon TrueBlue’s current expectations, and TrueBlue’s actual results may differ materially from those described or contemplated in the forward-looking statements. Factors that may cause TrueBlue’s actual results to differ materially from those contained in the forward-looking statements, include without limitation the following: 1) national and global economic conditions, including the impact of changes in national and global credit markets and other changes on TrueBlue customers; 2) TrueBlue’s ability to continue to attract and retain customers and maintain profit margins in the face of new and existing competition; 3) new laws and regulations that could have a materially adverse effect on TrueBlue’s operations and financial results; 4) significant labor disturbances which could disrupt industries TrueBlue serves; 5) increased costs and collateral requirements in connection with TrueBlue’s insurance obligations, including workers’ compensation insurance; 6) the adequacy of TrueBlue’s financial reserves; 7) TrueBlue’s continuing ability to comply with financial covenants in its lines of credit and other financing agreements; 8) TrueBlue’s ability to attract and retain competent employees in key positions or to find temporary employees to fulfill the needs of our customers; 9) TrueBlue’s ability to successfully complete and integrate acquisitions that it may make from time to time; and 10) other risks described in TrueBlue’s filings with the Securities and Exchange Commission, including its most recent Form 10-K and Form 10-Q filings.

Contacts

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253-680-8214

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TRUEBLUE, INC.
SUMMARY CONSOLIDATED STATEMENTS OF OPERATIONS
In Thousands, except per share data
(Unaudited)

	<u>Thirteen Weeks Ended</u>		<u>Thirty-Nine Weeks Ended</u>	
	<u>September 24,</u>	<u>September 25,</u>	<u>September 24,</u>	<u>September 25,</u>
	<u>2010</u>	<u>2009</u>	<u>2010</u>	<u>2009</u>
Revenue from services	\$ 312,769	\$ 284,843	\$ 837,424	\$ 756,268
Cost of services	228,181	202,220	615,882	538,144
Gross profit	84,588	82,623	221,542	218,124
Selling, general and administrative expenses	64,442	64,950	186,926	196,644
Depreciation and amortization	3,874	4,237	11,888	12,662
Income from operations	16,272	13,436	22,728	8,818
Interest and other income, net	144	240	663	2,153
Income before tax expense	16,416	13,676	23,391	10,971
Income tax expense	6,197	5,437	7,511	4,305
Net income	\$ 10,219	\$ 8,239	\$ 15,880	\$ 6,666
Net income per common share:				
Basic	\$ 0.24	\$ 0.19	\$ 0.37	\$ 0.16
Diluted	\$ 0.23	\$ 0.19	\$ 0.37	\$ 0.16
Weighted average shares outstanding:				
Basic	43,269	42,906	43,196	42,808
Diluted	43,509	43,121	43,456	42,930

TRUEBLUE, INC.
SUMMARY CONSOLIDATED BALANCE SHEETS
In Thousands
(Unaudited)

	September 24,	December 25,
	<u>2010</u>	<u>2009</u>
Assets		
Current assets:		
Cash and cash equivalents	\$ 138,981	\$ 124,377
Accounts receivable, net	133,775	105,246
Other current assets	13,866	18,440
Total current assets	286,622	248,063
Property and equipment, net	55,534	60,353
Restricted cash	117,654	124,012
Other assets, net	85,093	85,701
Total assets	<u>\$ 544,903</u>	<u>\$ 518,129</u>
Liabilities and shareholders' equity		
Current liabilities	\$ 88,149	\$ 84,835
Long-term liabilities	150,521	147,862
Total liabilities	238,670	232,697
Shareholders' equity	306,233	285,432
Total liabilities and shareholders' equity	<u>\$ 544,903</u>	<u>\$ 518,129</u>

TRUEBLUE, INC.
CONSOLIDATED STATEMENTS OF CASH FLOWS
In Thousands
(Unaudited)

	Thirty-Nine Weeks Ended	
	September 24, 2010	September 25, 2009
Cash flows from operating activities:		
Net income	\$ 15,880	\$ 6,666
Adjustments to reconcile net income to net cash provided by operating activities:		
Depreciation and amortization	11,888	12,662
Provision for doubtful accounts	5,828	11,337
Stock-based compensation	5,412	5,597
Deferred income taxes	1,986	4,081
Other operating activities	(141)	1,037
Changes in operating assets and liabilities:		
Accounts receivable	(34,357)	(36,873)
Income taxes	1,345	12,917
Other assets	253	(1,095)
Accounts payable and other accrued expenses	1,489	(4,225)
Accrued wages and benefits	4,560	1,803
Workers' compensation claims reserve	83	(9,094)
Other liabilities	123	(152)
Net cash provided by operating activities	14,349	4,661
Cash flows from investing activities:		
Capital expenditures	(5,256)	(10,540)
Change in restricted cash	6,358	(5,860)
Other	(297)	85
Net cash provided by (used in) investing activities	805	(16,315)
Cash flows from financing activities:		
Net proceeds from sale of stock through options and employee benefit plans	755	838
Common stock repurchases for taxes upon vesting of restricted stock	(1,467)	(820)
Payments on debt	(282)	(304)
Other	48	(996)
Net cash used in financing activities	(946)	(1,282)
Effect of exchange rates on cash	396	356
Net change in cash and cash equivalents	14,604	(12,580)
CASH AND CASH EQUIVALENTS, beginning of period	124,377	108,102
CASH AND CASH EQUIVALENTS, end of period	\$ 138,981	\$ 95,522

TRUEBLUE, INC.
Analysis of Revenue Growth / (Decline)
(Unaudited)

	<u>Thirteen Weeks Ended</u>		<u>Thirty-Nine Weeks Ended</u>	
	<u>September 24,</u>	<u>September 25,</u>	<u>September 24,</u>	<u>September 25,</u>
	<u>2010</u>	<u>2009</u>	<u>2010</u>	<u>2009</u>
Major Revenue Trends				
Organic revenue growth / (decline)	9.8%	(26.6%)	10.7%	(31.9%)
Acquisitions within last 12 months	0.0%	0.0%	0.0%	1.8%
Total revenue growth / (decline)	<u>9.8%</u>	<u>(26.6%)</u>	<u>10.7%</u>	<u>(30.1%)</u>
Organic Revenue Trends*				
Same branch	11.1%	(18.8%)	13.2%	(25.8%)
Same branch excluding largest customer**	22.6%	(27.8%)	16.7%	(31.5%)
New branches	1.1%	0.1%	1.1%	0.1%
Closed branches	(2.2%)	(9.1%)	(3.4%)	(7.4%)
Currency	0.2%	(0.4%)	0.4%	(0.5%)

* Percentages for organic revenue components do not sum to total organic revenue growth / (decline) as same branch growth is determined off a revenue base of branches open for 12 or more months, whereas other organic revenue growth components are measured off a total revenue base.

** Excludes revenue from The Boeing Company and affiliates.

TRUEBLUE, INC.
Schedule of Year-Over-Year Same Branch Revenue Growth
(Unaudited)

January 2010	5.2%
February 2010	12.7%
March 2010	15.4%
Q-1 2010	11.5%
April 2010	18.3%
May 2010	22.9%
June 2010	11.9%
Q-2 2010	17.1%
July 2010	9.3%
August 2010	10.3%
September 2010	13.1%
Q-3 2010	11.1%