

**Noelle Dilts—Stifel Nicolaus & Company, Inc.—Analyst**

Okay, thanks.

**Operator**

Thank you. The next question is a follow-up from the line of Dan Mannes, with Avondale Partners LLC. Please go ahead.

**Dan Mannes—Avondale Partners LLC—Analyst**

Thanks. I wanted to touch on again your commentary in the bidding environment. Obviously, you said it looks a lot more robust than last year at this time. Can you maybe talk about any breakdown between maybe attractive winter work versus normal spring work? Is it all of the above? Can you just categorize it a little bit?

**Randy Harl—Willbros Group, Inc.—President & CEO**

You know, Dan, it's really hard to categorize except to say there's more winter work available to us this winter than I've seen in two or three years. Having said that, the risk associated with that winter work is pretty significant. Our view of it going into it is, if we're going to do it, we're going to make sure that we have covered our costs as well as the contingencies that are necessary as you bid into that winter environment.

So we'll see what the market will allow us to do as we bid into that winter work. Coming past it, we're seeing a lot more work in the springtime on the pipeline side than we've seen in the past, so that's what leads to that optimism. No real let up.

If you look at the projects that are out there as we head into the winter, then that just improves into the spring bidding season for the starts in March and later. The regional work continues very strong, Dan, as the drilling has continued. We are seeing many, many opportunities in the Eagle Ford, our business is strong in North Dakota and out in the West. The Utica is finally presenting us with a number of pretty large opportunities with pretty long pipelines, as well as the shorter stuff there. That could provide some winter work that could put some of our crews in Texas to work, so generally across all of that, we're seeing a lot of strength.

**Dan Mannes—Avondale Partners LLC—Analyst**

Great. It's good to hear after it was a difficult couple-year run. I did want to square that with your commentary in Q4. I think you mentioned that you already were pretty heavily contracted going into the fourth quarter. Does that assume that you have locked up a lot of winter work or do you still have more to add more maybe into early 2013?

**Randy Harl—Willbros Group, Inc.—President & CEO**

What I would say, Dan, is we're going to have work that will run through Q4 and come to completion in early 2013, so that's why we have such good visibility. We would be able to start some more work if we get the right conditions in late Q4, really blowing into Q1. That's really our focus right now is to add to the tail-off of that work that's going to carry us into early Q1.

**Dan Mannes—Avondale Partners LLC—Analyst**

Okay. Then just want to close the loop on this. It sounds like given some of the changes you've done in the business particularly the increase in regional work, plus the amount of visibility that you have. It sounds like a lot of seasonality should be coming out of the business, meaning if your commentary on revenue and your commentary on margins holds, it sounds like Q4 could be better than the last two quarters, if you sort of execute as well as hoped and things go as you're currently planning. Am I hearing you correct or am I extrapolating that too far?

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