# UNITED STATES SECURITIES AND EXCHANGE COMMISSION

Washington, D.C. 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) August 6, 2013

# LIQUIDITY SERVICES, INC.

(Exact name of registrant as specified in its charter)

**Delaware** (State or other jurisdiction of incorporation)

**0-51813** (Commission File Number)

**52-2209244** (IRS Employer Identification No.)

1920 L Street, N.W., 6th Floor, Washington, D.C.

(Address of principal executive offices)

**20036** (Zip Code)

Registrant's telephone number, including area code (202) 467-6868

#### N/A

(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:

- Written communications pursuant to Rule 425 under the Securities Act (17 CFR 230.425)
- o Soliciting material pursuant to Rule 14a-12 under the Exchange Act (17 CFR 240.14a-12)
- o 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))

#### Item 2.02. Results of Operations and Financial Conditions.

On August 6, 2013, Liquidity Services, Inc. (the "Company") announced its financial results for the quarter ended June 30, 2013. The full text of the press release (the "Press Release") issued in connection with the announcement is attached as Exhibit 99.1 to this Current Report on Form 8-K.

The information contained in the Press Release shall be considered "furnished" pursuant to Item 2.02 of Form 8-K and shall not be deemed to be "filed" for purposes of Section 18 of the Securities Exchange Act of 1934, as amended, or otherwise subject to the liabilities of that Section or Sections 11 and 12(a) (2) of the Securities Act of 1933, as amended, nor shall it be deemed incorporated by reference into any of the Company's reports or filings with the Securities and Exchange Commission, whether made before or after the date hereof, except as expressly set forth by specific reference in such report or filing.

#### Item 9.01. Financial Statements and Exhibits.

(d) Exhibits

The following exhibit is filed as part of this report:

99.1 Press Release of Liquidity Services, Inc. dated August 6, 2013.

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#### **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.

LIQUIDITY SERVICES, INC.

(Registrant)

By: Name: Date: August 6, 2013

/s/ James E. Williams James E. Williams Vice President, General Counsel and Title:

Corporate Secretary

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# **Exhibit Index**

Exhibit No.	Description
99.1	Press Release dated August 6, 2013.
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#### LIQUIDITY SERVICES, INC. ANNOUNCES THIRD QUARTER FISCAL YEAR 2013 FINANCIAL RESULTS

— Third quarter revenue of \$124.2 million up 2% — Gross Merchandise Volume (GMV) of \$230.3 million up 2% - Adjusted Earnings Before Interest, Taxes, Depreciation and Amortization (EBITDA) of \$26.4 million down 21% — Adjusted EPS of \$0.44 down 21%

**WASHINGTON** — **August 6, 2013** - Liquidity Services, Inc. (NASDAQ: LQDT; www.liquidityservicesinc.com) today reported its financial results for its third quarter of fiscal year 2013 (Q3-13) ended June 30, 2013. Liquidity Services, Inc. provides business and government clients and buying customers transparent, innovative and effective online marketplaces and integrated services for surplus assets.

Liquidity Services, Inc. (Liquidity Services or the Company) reported consolidated Q3-13 revenue of \$124.2 million, an increase of approximately 2% from the prior year's comparable period. Adjusted EBITDA, which excludes stock based compensation and acquisition costs including changes in acquisition earn out payment estimates, for Q3-13 was \$26.4 million, a decrease of approximately 21% from the prior year's comparable period. Q3-13 GMV, the total sales volume of all merchandise sold through the Company's marketplaces, was \$230.3 million, an increase of approximately 2% from the prior year's comparable period.

Net income in Q3-13 was \$11.3 million or \$0.35 diluted earnings per share. Adjusted net income, which excludes stock based compensation, acquisition costs including changes in acquisition earn out payment estimates and amortization of contract-related intangible assets associated with the Jacobs Trading acquisition — net of tax, in Q3-13 was \$14.3 million or \$0.44 adjusted diluted earnings per share based on 32.5 million fully diluted shares outstanding, a decrease of approximately 24% and 21%, respectively, from the prior year's comparable period.

"Q3-FY13 results were in line with our pre-announced guidance range. We continue to make important investments in our sales and marketing organization to expand awareness of Liquidity Services as the trusted provider of choice in our industry which will drive our future growth. We have made good progress with the integration of our GoIndustry acquisition, which is now operating at near breakeven. Overall margins in our business remain strong as adjusted EBITDA margins increased to 11.5% in the third quarter from 11.3% in the second quarter primarily as a result of sharper focus and streamlined operations," said Bill Angrick, Chairman and CEO of Liquidity Services. "Our year-over-year results were impacted by delays in new programs, weaker volumes and pricing in the consumer electronics category and the continued repositioning of our GoIndustry marketplace to focus on the key global Fortune 1000 relationships that we expect will drive sustained profitable growth in this business."

"We remain focused on executing our long term growth strategy to achieve \$2 billion in GMV by fiscal year 2016. Fundamentally, we are confident in our competitive position and our ability to achieve attractive organic growth over the next several years driven by our strong client service and continued investments in innovation. However, in the short term, results have been less predictable and pressured due to significant integration efforts and the timing of new large commercial programs coming on line," continued Angrick.

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#### **Business Outlook**

While general economic conditions have improved, our overall outlook remains cautious due to the volatility in the macro environment. The retail vertical of our business has seen significant changes in consumer spending habits in certain categories, such as electronics, which has been affected by increases in payroll taxes, continued high unemployment, and reduced innovation in the sector resulting in decreased spending. Additionally, we plan to further invest in our technology infrastructure and innovation for our proprietary e-commerce marketplaces to support further expansion and integration of our existing and recently acquired businesses. In the longer term, we expect our business to continue to benefit from the following trends: (i) as consumers trade down and seek greater value, we anticipate stronger buyer demand for the surplus merchandise sold in our marketplaces, (ii) as corporations and public sector agencies focus on reducing costs, improving transparency and working capital flows by outsourcing reverse supply chain activities, we expect our seller base to increase, and (iii) as corporations and public sector agencies increasingly prefer service providers with a proven track record, innovative technology solutions and demonstrated financial strength, we expect our seller base to increase.

The following forward looking statements reflect trends and assumptions for the next quarter:

- (i) stable commodity prices in our scrap business;
- (ii) stable average sales prices realized in our capital assets marketplaces;
- (iii) improved margins in our GoIndustry marketplace as we continue to integrate the acquisition and complete our restructuring plans;
- (iv) continued lower than prior year product flows from existing client programs in our retail goods marketplaces, particularly in our consumer electronics vertical;
- (v) an effective income tax rate of 40%; and
- (vi) improved operations and service levels in our retail goods marketplaces.

Our Scrap Contract with the Department of Defense (DoD) includes an incentive feature, which can increase the amount of profit sharing distribution we receive from 23% up to 25%. Payments under this incentive feature are based on the amount of scrap we sell for the DoD to small businesses during the preceding 12 months as of June 30<sup>th</sup> of each year. We are eligible to receive this incentive in each year of the term of the Scrap Contract. We earned approximately \$1,265,000 under this incentive feature for the 12 months ended June 30, 2013, and we recorded this amount in the quarter ended June 30, 2013.

<u>GMV</u> — We expect GMV for fiscal year 2013 to range from \$925 million to \$950 million. We expect GMV for Q4-13 to range from \$200 million to \$225 million.

<u>Adjusted EBITDA</u> — We expect Adjusted EBITDA for fiscal year 2013 to range from \$104 million to \$106 million. We expect Adjusted EBITDA for Q4-13 to range from \$24.0 million to \$26.0 million.

Adjusted Diluted EPS — We estimate Adjusted Earnings Per Diluted Share for fiscal year 2013 to range from \$1.72 to \$1.76. In Q4-13, we estimate Adjusted Earnings Per Diluted Share to be \$0.39 to \$0.43. This guidance assumes that we have an average fully diluted number of shares outstanding for the

year of 32.7 million, and that we will not repurchase shares with the approximately \$18.1 million yet to be expended under the share repurchase program.

Our guidance adjusts EBITDA and Diluted EPS for (i) acquisition costs including transaction costs and changes in earn out estimates; (ii) amortization of contract related intangible assets of \$33.3 million from our acquisition of Jacobs Trading; and (iii) for stock based compensation costs, which we estimate to be approximately \$3.0 million to \$3.5 million for Q4-13.

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#### **Key Q3-13 Operating Metrics**

Registered Buyers — At the end of Q3-13, registered buyers totaled approximately 2,360,000, representing a 34% increase over the approximately 1,764,000 registered buyers at the end of Q3-12.

<u>Auction Participants</u> — Auction participants, defined as registered buyers who have bid in an auction during the period (a registered buyer who bids in more than one auction is counted as an auction participant in each auction in which he or she bids), increased to approximately 623,000 in Q3-13, an approximately 16% increase over the approximately 537,000 auction participants in Q3-12.

<u>Completed Transactions</u> — Completed transactions increased to approximately 130,000, an approximately 3% increase for Q3-13 from the approximately 126,000 completed transactions in Q3-12.

<u>GMV</u> and <u>Revenue Mix</u> — GMV continues to diversify due to the continued growth in our commercial business and state and local government business (the GovDeals.com marketplace). As a result, the percentage of GMV derived from our DoD Contracts during Q3-13 decreased to 21.9% compared to 23.7% in the prior year period. The table below summarizes GMV and revenue by pricing model.

#### **GMV Mix**

	<b>Q3-13</b>	Q3-12
Profit-Sharing Model:		
Scrap Contract	7.9%	8.8%
Total Profit Sharing	7.9%	8.8%
Consignment Model:		
GovDeals	19.8%	16.8%
Commercial	37.8%	36.8%
Total Consignment	57.6%	53.6%
Purchase Model:		
Commercial	20.5%	22.7%
Surplus Contract	14.0%	14.9%
Total Purchase	34.5%	37.6%
Total	100.0%	100.0%

#### Revenue Mix

	Q3-13	Q3-12
Profit-Sharing Model:		
Scrap Contract	14.7%	16.3%
Total Profit Sharing	14.7%	16.3%
Consignment Model:		
GovDeals	3.8%	2.9%
Commercial	10.6%	10.1%
Total Consignment	14.4%	13.0%
Purchase Model:		
Commercial	39.7%	42.9%
Surplus Contract	25.9%	27.8%
Total Purchase	65.6%	70.7%
Other	5.3%	_
Total	100.0%	100.0%

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#### <u>Liquidity Services, Inc.</u> <u>Reconciliation of GAAP to Non-GAAP Measures</u>

<u>EBITDA</u> and <u>Adjusted EBITDA</u>. EBITDA is a supplemental non-GAAP financial measure and is equal to net income plus interest and other expense (income), net; provision for income taxes; amortization of contract intangibles; and depreciation and amortization. Our definition of Adjusted EBITDA differs from EBITDA because we further adjust EBITDA for stock based compensation expense, and acquisition costs including changes in earn out estimates.

Ended June 30. Ended June 30.	Three Months	Nine Months
	Ended June 30,	Ended June 30,

	2013		2012 (in thousands)			2013 audited)	2012
Net income	\$	11,288	\$	14,863	\$	30,695	\$ 42,751
Interest and other expense (income), net		56		517		(772)	1,625
Provision for income taxes		7,525		9,909		20,822	29,025
Amortization of contract intangibles		2,407		2,020		7,023	6,059
Depreciation and amortization		1,984		1,477		5,952	4,508
EBITDA		23,260		28,786		63,720	83,968
Stock compensation expense		2,927		3,537		10,229	8,655
Acquisition costs		239		1,109		5,826	(5,562)
Adjusted EBITDA	\$	26,426	\$	33,432	\$	79,775	\$ 87,061

Adjusted Net Income and Adjusted Basic and Diluted Earnings Per Share. Adjusted net income is a supplemental non-GAAP financial measure and is equal to net income plus tax effected stock compensation expense, amortization of contract-related intangible assets associated with the Jacobs Trading acquisition and acquisition costs including changes in earn out estimates. Adjusted basic and diluted earnings per share are determined using Adjusted Net Income.

		Three Months	nded June 30, Nine Months Ended				June 30,	
	2013 2012					2013		2012
		(Una	udited	(Dollars in thou	, except per share	data)		
Net income	\$	11,288	\$	14,863	\$	30,695	\$	42,751
Stock compensation expense (net of tax)		1,756		2,122		6,137		5,193
Amortization of contract intangibles (net of tax)		1,090		1,090		3,269		3,269
Acquisition costs (net of tax)		143		665		3,496		(3,337)
Adjusted net income	\$	14,277	\$	18,740	\$	43,597	\$	47,876
							_	
Adjusted basic earnings per common share	\$	0.45	\$	0.60	\$	1.38	\$	1.55
			_		_			
Adjusted diluted earnings per common share	\$	0.44	\$	0.56	\$	1.34	\$	1.46
					_		_	
Basic weighted average shares outstanding		31,651,061		31,140,261		31,565,109		30,791,297
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Diluted weighted average shares outstanding		32,540,187		33,183,165		32,642,046		32,781,370
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#### **Conference Call**

The Company will host a conference call to discuss fiscal third quarter 2013 results at 8:00 a.m. Eastern Time tomorrow. Investors and other interested parties may access the teleconference by dialing 866-202-0886 or 617-213-8841 and providing the participant pass code 42835180. A live web cast of the conference call will be provided on the Company's investor relations website at http://www.liquidityservicesinc.com. A replay of the web cast will be available on the Company's website for 30 calendar days ending September 7, 2013 at 11:59 p.m. ET. An audio replay of the teleconference will also be available until September 6, 2013 at 11:59 p.m. ET. To listen to the replay, dial 888-286-8010 or 617-801-6888 and provide pass code 74058780. Both replays will be available starting at 12:30 p.m. tomorrow.

### Non-GAAP Measures

To supplement our consolidated financial statements presented in accordance with GAAP, we use certain non-GAAP measures of certain components of financial performance. These non-GAAP measures include earnings before interest, taxes, depreciation and amortization (EBITDA), Adjusted EBITDA, Adjusted Net Income and Adjusted Earnings Per Share. These non-GAAP measures are provided to enhance investors' overall understanding of our current financial performance and prospects for the future. We use EBITDA and Adjusted EBITDA: (a) as measurements of operating performance because they assist us in comparing our operating performance on a consistent basis as they do not reflect the impact of items not directly resulting from our core operations; (b) for planning purposes, including the preparation of our internal annual operating budget; (c) to allocate resources to enhance the financial performance of our business; (d) to evaluate the effectiveness of our operational strategies; and (e) to evaluate our capacity to fund capital expenditures and expand our business.

We believe these non-GAAP measures provide useful information to both management and investors by excluding certain expenses that may not be indicative of our core operating measures. In addition, because we have historically reported certain non-GAAP measures to investors, we believe the inclusion of non-GAAP measures provides consistency in our financial reporting. These measures should be considered in addition to financial information prepared in accordance with generally accepted accounting principles, but should not be considered a substitute for, or superior to, GAAP results. A reconciliation of all historical non-GAAP measures included in this press release, to the most directly comparable GAAP measures, may be found in the financial tables included in this press release.

#### **Supplemental Operating Data**

To supplement our consolidated financial statements presented in accordance with GAAP, we use certain supplemental operating data as a measure of certain components of operating performance. We review GMV because it provides a measure of the volume of goods being sold in our marketplaces and thus the activity of those marketplaces. GMV and our other supplemental operating data, including registered buyers, auction participants and completed transactions, also provide a means to evaluate the effectiveness of investments that we have made and continue to make in the areas of customer support, value-added services, product development, sales and marketing and operations. Therefore, we believe this supplemental operating data provides useful information to both management and investors. In addition, because we have historically reported certain supplemental operating data to investors, we believe the inclusion

#### **Forward-Looking Statements**

This document contains forward-looking statements made pursuant to the Private Securities Litigation Reform Act of 1995. These statements are only predictions. The outcome of the events described in these forward-looking statements is subject to known and unknown risks, uncertainties and other factors that may cause our actual results, levels of activity, performance or achievements to differ materially from any future results, levels of activity, performance or achievements expressed or implied by these forward-looking statements. These statements include, but are not limited to, statements regarding the Company's business outlook and expected future effective tax rates. You can identify forward-looking statements by terminology such as "may," "will," "should," "could," "would," "expects," "intends," "plans," "anticipates," "believes," "estimates," "predicts," "potential," "continues" or the negative of these terms or other comparable terminology. Although we believe that the expectations reflected in the forward-looking statements are reasonable, we cannot guarantee future results, levels of activity, performance or achievements.

There are a number of risks and uncertainties that could cause our actual results to differ materially from the forward-looking statements contained in this document. Important factors that could cause our actual results to differ materially from those expressed as forward-looking statements are set forth in our filings with the SEC from time to time, and include, among others, our dependence on our contracts with the DoD and Wal-Mart for a significant portion of our revenue and profitability; our ability to successfully expand the supply of merchandise available for sale on our online marketplaces; our ability to attract and retain active professional buyers to purchase this merchandise; the timing and success of upgrades to our technology infrastructure; our ability to successfully complete the integration of any acquired companies, including NESA, Go-Industry, and Jacobs Trading, into our existing operations and our ability to realize any anticipated benefits of these or other acquisitions; and our ability to recognize any expected tax benefits as a result of closing our U.K. retail consumer goods operations. There may be other factors of which we are currently unaware or deem immaterial that may cause our actual results to differ materially from the forward-looking statements.

All forward-looking statements attributable to us or persons acting on our behalf apply only as of the date of this document and are expressly qualified in their entirety by the cautionary statements included in this document. Except as may be required by law, we undertake no obligation to publicly update or revise any forward-looking statement to reflect events or circumstances occurring after the date of this document or to reflect the occurrence of unanticipated events.

#### About Liquidity Services, Inc.

Liquidity Services, Inc. (NASDAQ: LQDT) provides leading corporations, public sector agencies and buying customers the world's most transparent, innovative and effective online marketplaces and integrated services for surplus assets. On behalf of its clients, Liquidity Services has completed the sale of over \$3.8 billion of surplus, returned and end-of-life assets, in over 500 product categories, including consumer goods, capital assets and industrial equipment. The Company is based in Washington, D.C. and has over 1,300 employees. Additional information can be found at: http://www.liquidityservicesinc.com.

#### **Contact:**

Julie Davis
Director of Investor Relations
202-558-6234
julie.davis@liquidityservicesinc.com

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#### Liquidity Services, Inc. and Subsidiaries Consolidated Balance Sheets (Dollars in Thousands)

	June 30, 2013 (Unaudited)		Se	eptember 30, 2012
Assets		·		
Current assets:				
Cash and cash equivalents	\$	63,327	\$	104,782
Accounts receivable, net of allowance for doubtful accounts of \$1,005 and \$1,248 at June 30, 2013 and				
September 30, 2012, respectively		22,821		16,226
Inventory		27,710		20,669
Prepaid and deferred taxes		17,752		16,927
Prepaid expenses and other current assets		5,737		3,973
Total current assets		137,347		162,577
Property and equipment, net		10,289		10,382
Intangible assets, net		31,097		34,204
Goodwill		209,357		185,771
Other assets		7,667		7,474
Total assets	\$	395,757	\$	400,408
Liabilities and stockholders' equity				
Current liabilities:				
Accounts payable	\$	12,281	\$	9,997

Accrued expenses and other current liabilities	30,165	36,569
Profit-sharing distributions payable	2,813	4,041
Current portion of acquisition earn out payables	_	14,511
Customer payables	28,039	34,265
Current portion of note payable	_	10,000
Total current liabilities	73,298	109,383
Acquisition earn out payables	18,299	_
Note payable, net of current portion	_	32,000
Deferred taxes and other long-term liabilities	9,221	9,022
Total liabilities	100,818	150,405
Stockholders' equity:		
Common stock, \$0.001 par value; 120,000,000 shares authorized; 31,693,239 shares issued and outstanding		
at June 30, 2013; 31,138,111 shares issued and outstanding at September 30, 2012	31	31
Additional paid-in capital	200,059	182,361
Accumulated other comprehensive income	(2,211)	1,246
Retained earnings	97,060	66,365
Total stockholders' equity	 294,939	250,003
Total liabilities and stockholders' equity	\$ 395,757	\$ 400,408

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# Liquidity Services, Inc. and Subsidiaries Consolidated Statements of Operations (Dollars in Thousands, Except Share and Per Share Data)

		Three Months Ended June 30,				Nine Mon June	ıded	
		2013		2012	2013			2012
Revenue	\$	99,673	\$	105,601	\$	307,202	\$	313,405
Fee revenue		24,526		15,672		69,526		39,624
Total revenue		124,199		121,273		376,728		353,029
Costs and expenses:								
Cost of goods sold (excluding amortization)		49,977		49,187		147,045		147,497
Profit-sharing distributions		8,649		10,245		27,002		34,117
Technology and operations		21,851		15,943		66,800		47,528
Sales and marketing		10,127		7,364		30,428		20,809
General and administrative		10,096		8,639		35,907		24,672
Amortization of contract intangibles		2,407		2,020		7,023		6,059
Depreciation and amortization		1,984		1,477		5,952		4,508
Acquisition costs		239		1,109		5,826		(5,562)
Total costs and expenses		105,330		95,984		325,983		279,628
Income from operations		18,869		25,289		50,745		73,401
Interest and other (expense) income, net		(56)		(517)		772		(1,625)
Income before provision for income taxes		18,813		24,772		51,517		71,776
Provision for income taxes		(7,525)		(9,909)		(20,822)		(29,025)
Net income	\$	11,288	\$	14,863	\$	30,695	\$	42,751
Basic earnings per common share	\$	0.36	\$	0.48	\$	0.97	\$	1.39
Diluted earnings per common share	\$	0.35	\$	0.45	\$	0.94	\$	1.30
Design veighted groupes charge outstanding		21 651 061		21 140 261		21 FCF 100		20 701 207
Basic weighted average shares outstanding	_	31,651,061	_	31,140,261		31,565,109	_	30,791,297
Diluted weighted average shares outstanding		32,540,187	_	33,183,165	_	32,642,046	_	32,781,370

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## Liquidity Services, Inc. and Subsidiaries Consolidated Statements of Cash Flows (In Thousands)

	Three Months Ended June 30,				Nine Months l	Ended .	June 30,
	 2013	2012		2012 2013			2012
Operating activities							
Net income	\$ 11,288	\$	14,863	\$	30,695	\$	42,751
Adjustments to reconcile net income to net cash provided by operating							

activities:						
Depreciation and amortization	4,391		3,497	12,975		10,567
Gain on early extinguishment of debt	_		_	(1,000)		_
Stock compensation expense	2,927		3,537	10,229		8,655
Inventory allowance	(376)		(736)	(1,109)		(776)
Doubtful accounts	(136)		(88)	(243)		(217)
Incremental tax benefit from exercise of common stock options	(698)		(5,850)	(6,074)		(15,188)
Changes in operating assets and liabilities:	, ,					
Accounts receivable	(4,461)		(495)	(6,352)		(1,066)
Inventory	(2,153)		(2,040)	(5,932)		(4,515)
Prepaid expenses and other assets	5,259		237	3,292		13,513
Accounts payable	1,518		(10,020)	2,284		(5,929)
Accrued expenses and other	(2,589)		3,367	(8,608)		5,912
Profit-sharing distributions payable	(1,501)		(3,179)	(1,228)		(4,329)
Customer payables	(6,812)		(2,393)	(6,226)		(167)
Acquisition earn out payables	91		41	(6,077)		(10,068)
Other liabilities	(339)		(39)	199		128
Net cash provided by operating activities	 6,409	_	702	16,825		39,271
Investing activities						
Increase in goodwill and intangibles and cash paid for acquisitions	(21)		(23)	(14,719)		(80,063)
Purchases of property and equipment	(1,388)		(769)	(3,909)		(2,828)
Net cash used in investing activities	(1,409)		(792)	(18,628)		(82,891)
Financing activities						
Repurchases of common stock	_		(29,999)	_		(29,999)
Repayment of notes payable	_		_	(39,000)		_
Payment of acquisition contingent liabilities	_		_	(8,185)		_
Proceeds from exercise of common stock options (net of tax)	890		4,071	1,394		14,022
Incremental tax benefit from exercise of common stock options	698		5,850	6,074		15,188
Net cash provided by (used in) financing activities	1,588		(20,078)	(39,717)		(789)
Effect of exchange rate differences on cash and cash equivalents	(459)		(5)	65		(21)
Net increase (decrease) in cash and cash equivalents	6,129		(20,173)	(41,455)		(44,430)
Cash and cash equivalents at beginning of the period	57,198		104,832	104,782		129,089
Cash and cash equivalents at end of period	\$ 63,327	\$	84,659	\$ 63,327	\$	84,659
Supplemental disclosure of cash flow information					_	
Cash paid for income taxes	\$ 1,728	\$	9,316	\$ 12,221	\$	11,761
Cash paid for interest	6		12	2,029		52
Note payable issued in connection with acquisition	_		_	_		40,000
Contingent purchase price accrued	_		_	23,146		1,196