

1 29-20001213-14194773-14230434 (3:16)

2 [REDACTED]

3 =====

4 MATT: What's that?

5 PERSON 2: You want – you're outta here now? I saw you just logged off.

6 MATT: Yeah, pretty quick, why what's going on – anything?

7 PERSON 2: No, I just noticed that you closed down your, uh, you know, chat room,
8 so, uh?

9 MATT: Yeah, yeah, yeah – I'm just trying to get all logged out.

10 PERSON 2: Out you go.

11 MATT: All right.

12 PERSON 2: See you in the morning.

13 MATT: Anything left on the Q3 Mid Co?

14 PERSON 2: At 300, I had 25 megs, 290's got lifted –

15 MATT: Who bought those?

16 PERSON 2: *[whispers]* *[inaudible]* Jeremy.

17 MATT: Oh, OK. *[inaudible]* like the Q3, ah – who – who's selling?

18 PERSON 2: Morgan sold 25 *[inaudible]* BPA all day long on the back of a customer
19 deal. They've been like 300 off for all day -- if they're still there, haven't – I mean,
20 assuming they haven't gotten lifted away.

21 *[inaudible]*

22 *[lots of loud background noise]*

23 PERSON 2: What do you think?

24 MATT: *[inaudible]* I don't know what to think *[inaudible]*, you know how fundamentally,
25 this thing is a screaming buy, um

26 PERSON 2: Why are the balances coming off now and the back end running up like
27 this?

1 MATT: Uh, you know what, I don't really know. Well, the balances – the weather's
2 pretty much done.

3 PERSON 2: Oh, Is that why?

4 MATT: Yeah, I mean, the – the forecasts are, you know, all coming in. It's a little bit
5 lower. I – maybe I'm on. Yeah, I think that's pretty much unchanged. Um, what do you
6 think – you want [inaudible] Q2 [inaudible] unchanged from yesterday?

7 PERSON 2: Q1 is like 285 mid-market now, for heavy.

8 MATT: What about Palo?

9 PERSON 2: Oh, Palo? Ah, what do you figure – 130, 180, probably we're 150 mid.

10 MATT: [inaudible] I'm going to [inaudible] 175.

11 PERSON 2: Yeah, I'm at 180, looking.

12 MATT: Oh, you are?

13 PERSON 2: Yeah.

14 MATT: Oh, well, maybe I'm high.

15 PERSON 2: I wish.

16 [laugh]

17 PERSON 2: Q2, ah – actually Q2. I'm sorry I don't want my 180. I'm long. Where's Q
18 one Palo? Do we have an idea? Rob, any idea Q one PV? Q1. Q1.

19 MATT: Q2 you're at 180, right?

20 PERSON 2: Yeah. Probably 170. You're probably right.

21 MATT: Well, because you figure [inaudible] 160, then 150's for Feb & March

22 PERSON 2: Right.

23 MATT: Two and a quarter maybe, Jan, 200 Jan, somewhere in there?

24 PERSON 2: Mm hm.

25 MATT: Probably not too far off. All right, man. You have a good night.

26 PERSON 2: You too.

27 MATT: And we'll talk – talk to you in the morning.

28 PERSON 2: If anybody wants to sell 275s Q3 you don't care, right?

1 MATT: No, I'll buy it.
2 PERSON 2: All right, 25?
3 MATT: Yeah. *[inaudible]* call me on my cell phone *[inaudible]*
4 PERSON 2: OK, good deal. That's right. I forgot about your cell. See you later.
5 MATT: Hey –
6 PERSON 2: Yeah.
7 MATT: If you do it though, just call me on my cell. Don't call in to here because
8 *[inaudible]* any more.
9 PERSON 2: No, I understand. Um, but also we're *[inaudible]* Q2 PV, so there's your
10 mark.
11 MATT: OK, thanks.
12 PERSON 2: *[inaudible]*