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## Martin Marietta Materials, Inc. Q2 2008 Earnings Call Transcript

### Question-and-Answer Session

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Thank you. [Operator Instructions] We'll go first to Arnie Ursaner, at CJS Securities

**Arnie Ursaner - CJS Securities**

good afternoon, Steve.

**Stephen P. Zelnak, Jr. - Chairman and Chief Executive Officer**

Hey, Arnie.

**Arnie Ursaner - CJS Securities**

First question I have relates to the, can you attempt to quantify the impact of flooding that had on you in Iowa?

**Stephen P. Zelnak, Jr. - Chairman and Chief Executive Officer**

Yes I'll give you a wealth estimate and it gets really, Iowa combined with river system, because that water has to go somewhere, and where it went was in the river system in the middle of the country. If you take the two together obviously this is a wealth estimate, the impact is probably in the \$7 million to \$8 million range which is hard for share basis would be \$0.10 to \$0.12, we will have overlap into Q3 with carryover damage and disruption, we have a quarry in Cedar Rapids, Iowa which got a lot of publicity. Our quarry is under water, its a small quarry but, it filled up with 1.5 billion gallons of water and we we'll be popping that out probably through September may be in October. So disruption there we have disruption at same platform we are always and we have many other disruption on the river and some of that continues so that's where it is.

**Arnie Ursaner - CJS Securities**

According the operations of your business it sounds like feels like you are dramatically almost hit the break somewhere in the middle of the quarter your production volume guess was down 12% which is much greater than the volume reductions you are seeing for the industry is it fair to say in fact 10 very aggressively taken actions to reduce productions and are you also taking actions like perhaps pulling down the number of hours you work at some or the other facilities what other steps are you taking better balance your inventories are going in for the slower fund decision.

**Stephen P. Zelnak, Jr. - Chairman and Chief Executive Officer**

It's a good question and certainly highly relevant and very much on alliance as a starting point we're not really interested in tying up working capital sitting on the ground. Just admired and as it became clear that volumes were not going to be what we had expected we did put breaks on and if you look at that difference its 12% reduction in production volume as you noted and that compared to 9% pull back in sales.

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