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## Northwest Pipe Company Q4 2007 Earnings Call Transcript

### Question-and-Answer Session

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**Operator**

Thank you. We will now begin the question and answer session.

(Operator instruction)

One moment please, while we wait for the first question.

Brent Thielman, you line is now open.

**Brent Thielman – DA Davidson Companies**

Good morning and congratulations on the quarter.

**Brian Dunham**

Good morning. Thank you.

**Brent Thielman – DA Davidson Companies**

Can you, guys, give us a sense of what the reduced run expense contributed to the water transmission margin in the quarter?

**Brian Dunham**

I do not recall that number at the top of my head but obviously that has been running through the numbers all year long as we compare to prior year numbers, Brent. I am sorry I do not have that number at the top of my head. Let me think for a second. I do not remember what that number is.

**Brent Thielman – DA Davidson Companies**

Okay. I can follow up.

**Brian Dunham**

I apologize. I can find that.

**Brent Thielman – DA Davidson Companies**

No problem and then on the timing of the two new mills, I mean you are still projecting completion around August, is that still sort of on-going?

**Brian Dunham**

Yes, I think so. We expect the mills, right now all the components are being put together and they are going to be shipped over to this country for the final assembly in Adelanto, California. We expect them to arrive here probably late second quarter and then we will do the final assembly there and then we will pick the right time to do the installation so it is as least disrupted as possible.

**Brent Thielman – DA Davidson Companies**

Okay and I just wanted to confirm that you said that the water transmission volumes in the first quarter of 2008 should be comparable to Q3 2007?

**Brian Dunham**

Yes, for a couple of different reasons. One is just the way the timing of jobs lays out, we think it is going to be a little lower in the first quarter and then we do have a few projects where it is taking us a little longer to get steel than we have expected so those things are going to combine and push us down probably close to our Q3 number.

**Brent Thielman – DA Davidson Companies**

Got you, okay and then just last one from me. Do you have a utilization rate during the quarter for water transmission?

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