

The logo for Seeking Alpha, with the text 'Seeking Alpha' in white and a gold Greek letter alpha symbol to the right, all on a dark red background.

## Ball Corporation. Q3 2008 Earnings Call Transcript

### Question-and-Answer Session

---

#### Operator

Thank you. (Operator Instructions). Our first question comes from the line of George Staphos with Banc of America Securities. Please proceed with your question.

#### George Staphos

Good morning. A few questions. First of all, quickly, the Kent City facility, I remember that being one of the original Reynolds custom facilities, it might have been the first one. Realizing that you're managing supply to demand does the shutdown here reflect at all any moderation in growth or plans within the custom can market Dave or John?

#### David Hoover

No, not really. John, why don't you answer that.

#### John Hayes

Not really. We have seen a slowdown, but that has historically been a high cost plant. And as we are trying to get fit to the future what we are trying to do is maximize the output of our low cost facilities and it's nothing more than that. We still have high aspirations for the custom can market, trying to take a leadership position in that. A lot of our new products revolve around custom containers and so this is not a backward step at all in terms of our commitment to the custom market.

#### George Staphos

John, on the non-playing unit that you mentioned, how much of that is actually can?

#### John Hayes

Good question. It is the majority of it. I don't have the numbers off the top of my head. But I would say approximately 75%. But I'd be certainly happy to get back to you on that.

#### George Staphos

Okay. I appreciate it John. As far as template goes and realizing now that you are in a process of adjusting for and smoothing out any supply issues that you might have had earlier in the quarter, do you anticipate that disruption leads to any volume loss in 2009? Or do you think your customer relationships remain solid for those customers that were affected?

**John Hayes**

Well in trying times, it always puts strains on customer relations. And we're trying to make sure that we're doing as much as we humanly can to make sure any impact is minimized with our customer base. So as we go into 2009, you know, it's too early to tell or to see. But we think a lot of our key strategies about being closer to customer should help us in this. But it has been a challenging time for our food and household products group.

Copyright © 2008 CNET Networks, Inc. All Rights Reserved.