

MARTIN MIDSTREAM PARTNERS LP

Form 10-Q

August 05, 2008

Table of Contents

**UNITED STATES
SECURITIES AND EXCHANGE COMMISSION
Washington, D.C. 20549
FORM 10-Q**

**QUARTERLY REPORT PURSUANT TO SECTION 13 or 15(d) OF THE SECURITIES
EXCHANGE ACT OF 1934**
For the quarterly period ended **June 30, 2008**

OR

**TRANSITION REPORT PURSUANT TO SECTION 13 or 15(d) OF THE SECURITIES
EXCHANGE ACT OF 1934**
For the transition period from _____ to _____

**Commission File Number
000-50056**

MARTIN MIDSTREAM PARTNERS L.P.
(Exact name of registrant as specified in its charter)

Delaware
(State or other jurisdiction of
incorporation or organization)

05-0527861
(IRS Employer
Identification No.)

**4200 Stone Road
Kilgore, Texas 75662**

(Address of principal executive offices, zip code)

Registrant's telephone number, including area code: **(903) 983-6200**

Indicate by check mark whether the registrant: (1) has filed all reports required to be filed by Section 13 or 15(d) of the Securities Exchange Act of 1934 during the preceding 12 months (or for such shorter period that the registrant was required to file such reports), and (2) has been subject to such filing requirements for the past 90 days. Yes No
Indicate by check mark whether the registrant is a large accelerated filer, an accelerated filer, a non-accelerated filer, or a smaller reporting company. See the definitions of large accelerated filer, accelerated filer and smaller reporting company in Rule 12b-2 of the Exchange Act. (Check one):

Large accelerated filer Accelerated filer Non-accelerated filer Smaller reporting company

(Do not check if a smaller reporting company)

Indicated by check mark whether the registrant is a shell company (as defined in Rule 12b-2 of the Exchange Act). Yes No

The number of the registrant's Common Units outstanding at August 5, 2008 was 12,837,480. The number of the registrant's subordinated units outstanding at August 5, 2008 was 1,701,346

	Page
<u>PART I FINANCIAL INFORMATION</u>	1
<u>Item 1. Financial Statements</u>	1
<u>Consolidated and Condensed Balance Sheets as of June 30, 2008 (unaudited) and December 31, 2007 (audited)</u>	1
<u>Consolidated and Condensed Statements of Operations for the Three and Six Months Ended June 30, 2008 and 2007 (unaudited)</u>	2
<u>Consolidated and Condensed Statements of Capital for the Three and Six Months Ended June 30, 2008 and 2007 (unaudited)</u>	3
<u>Consolidated and Condensed Statements of Comprehensive Income for the Three and Six Months Ended June 30, 2008 and 2007 (unaudited)</u>	4
<u>Consolidated and Condensed Statements of Cash Flows for the Six Months Ended June 30, 2008 and 2007 (unaudited)</u>	5
<u>Item 2. Management's Discussion and Analysis of Financial Condition and Results of Operations</u>	25
<u>Item 3. Quantitative and Qualitative Disclosures about Market Risk</u>	45
<u>Item 4. Controls and Procedures</u>	46
<u>PART II. OTHER INFORMATION</u>	47
<u>Item 1. Legal Proceedings</u>	47
<u>Item 1A. Risk Factors</u>	47
<u>Item 5. Other Information</u>	47
<u>Item 6. Exhibits</u>	47
<u>SIGNATURE</u>	
<u>CERTIFICATIONS</u>	
<u>Certification of CEO Pursuant to Section 302</u>	
<u>Certification of CFO Pursuant to Section 302</u>	
<u>Certification of CEO Pursuant to Section 906</u>	
<u>Certification of CFO Pursuant to Section 906</u>	
<u>Balance Sheets</u>	

Table of Contents**PART I FINANCIAL INFORMATION****Item 1. Financial Statements**

MARTIN MIDSTREAM PARTNERS L.P.
CONSOLIDATED AND CONDENSED BALANCE SHEETS
(Dollars in thousands)

Assets	June 30, 2008 (Unaudited)	December 31, 2007 (Audited)
Cash	\$ 11,273	\$ 4,113
Accounts and other receivables, less allowance for doubtful accounts of \$350 and \$211, respectively	110,998	88,039
Product exchange receivables	42,148	10,912
Inventories	101,832	51,798
Due from affiliates	8,336	2,325
Fair value of derivatives		235
Other current assets	7,093	584
Total current assets	281,680	158,006
Property, plant and equipment, at cost	497,323	441,117
Accumulated depreciation	(110,332)	(98,080)
Property, plant and equipment, net	386,991	343,037
Goodwill	37,405	37,405
Investment in unconsolidated entities	77,276	75,690
Fair value of derivatives	42	
Other assets, net	8,493	9,439
	\$ 791,887	\$ 623,577
Liabilities and Partners Capital		
Current installments of long-term debt	\$	\$ 21
Trade and other accounts payable	169,144	104,598
Product exchange payables	70,856	24,554
Due to affiliates	10,138	7,543
Income taxes payable	671	602
Fair value of derivatives	13,083	4,502
Other accrued liabilities	4,717	4,752
Total current liabilities	268,609	146,572

Long-term debt	285,000	225,000
Deferred income taxes	8,660	8,815
Fair value of derivatives	11,535	5,576
Other long-term obligations	1,586	1,766
Total liabilities	575,390	387,729
Partners' capital	232,798	242,610
Accumulated other comprehensive income (loss)	(16,301)	(6,762)
Total partners' capital	216,497	235,848
Commitments and contingencies	\$ 791,887	\$ 623,577

See accompanying notes to consolidated and condensed financial statements.

Table of Contents

MARTIN MIDSTREAM PARTNERS L.P.
CONSOLIDATED AND CONDENSED STATEMENTS OF OPERATIONS
(Unaudited)

(Dollars in thousands, except per unit amounts)

	Three Months Ended		Six Months Ended	
	June 30,		June 30,	
	2008	2007	2008	2007
Revenues:				
Terminalling and storage	\$ 9,900	\$ 7,037	\$ 17,820	\$ 13,988
Marine transportation	19,309	15,154	35,712	29,038
Product sales:				
Natural gas services	182,025	105,321	389,117	207,109
Sulfur services	86,027	30,353	156,252	59,733
Terminalling and storage	10,882	4,449	22,258	8,242
	278,934	140,123	567,627	275,084
Total revenues	308,143	162,314	621,159	318,110
Costs and expenses:				
Cost of products sold:				
Natural gas services	180,324	100,939	383,174	197,711
Sulfur services	75,964	22,416	132,304	44,217
Terminalling and storage	10,270	3,917	20,191	6,932
	266,558	127,272	535,669	248,860
Expenses:				
Operating expenses	26,195	20,663	50,412	39,656
Selling, general and administrative	3,467	2,744	6,946	5,465
Depreciation and amortization	7,614	5,468	14,954	10,362
Total costs and expenses	303,834	156,147	607,981	304,343
Other operating income (loss)	(14)		126	
Operating income	4,295	6,167	13,304	13,767
Other income (expense):				
Equity in earnings of unconsolidated entities	4,372	2,418	7,882	4,468
Interest expense	(3,895)	(2,739)	(8,638)	(6,316)
Other, net	67	72	247	151
Total other income (expense)	544	(249)	(509)	(1,697)
Net income before taxes	4,839	5,918	12,795	12,070

Edgar Filing: MARTIN MIDSTREAM PARTNERS LP - Form 10-Q

Income tax benefit (expense)	(522)	9	(461)	(340)
Net income	\$ 4,317	\$ 5,927	\$ 12,334	\$ 11,730
General partner's interest in net income	\$ 665	\$ 354	\$ 1,316	\$ 629
Limited partners' interest in net income	\$ 3,652	\$ 5,573	\$ 11,018	\$ 11,101
Net income per limited partner unit - basic and diluted	\$ 0.25	\$ 0.41	\$ 0.76	\$ 0.82
Weighted average limited partner units - basic	14,532,826	13,638,101	14,532,826	13,478,271
Weighted average limited partner units diluted	14,535,779	13,642,950	14,535,564	13,483,246

See accompanying notes to consolidated and condensed financial statements.

2

Table of Contents

MARTIN MIDSTREAM PARTNERS L.P.
CONSOLIDATED AND CONDENSED STATEMENTS OF CAPITAL
(Unaudited)
(Dollars in thousands)

	Partners Capital				General Partner Amount	Accumulated Other Comprehensive Income Amount		Total
	Common Units	Common Amount	Subordinated Units	Subordinated Amount				
Balances								
January 1, 2007	10,603,808	\$ 201,387	2,552,018	\$ (6,237)	\$ 3,253	\$ 122		\$ 198,525
Net Income		9,254		1,847	629			11,730
Follow-on public offering	1,380,000	55,934						55,934
General partner contribution					1,192			1,192
Unit-based compensation	3,000	26						26
Cash distributions		(13,361)		(3,216)	(697)			(17,274)
Adjustment in fair value of derivatives						193		193
Balances June 30, 2007	11,986,808	\$ 253,240	2,552,018	\$ (7,606)	\$ 4,377	\$ 315		\$ 250,326
Balances								
January 1, 2008	12,837,480	\$ 244,520	1,701,346	\$ (6,022)	\$ 4,112	\$ (6,762)		\$ 235,848
Net income		9,958		1,060	1,316			12,334
Cash distributions		(18,229)		(2,416)	(1,535)			(22,180)
Unit-based compensation		34						34
Adjustment in fair value of derivatives						(9,539)		(9,539)

Balances June 30, 2008	12,837,480	\$ 236,283	1,701,346	\$ (7,378)	\$ 3,893	\$ (16,301)	\$ 216,497
---------------------------	------------	------------	-----------	------------	----------	-------------	------------

See accompanying notes to consolidated and condensed financial statements.

Table of Contents

MARTIN MIDSTREAM PARTNERS L.P.
CONSOLIDATED AND CONDENSED STATEMENTS OF COMPREHENSIVE INCOME
(Unaudited)
(Dollars in thousands)

	Three Months Ended		Six Months Ended	
	June 30,		June 30,	
	2008	2007	2008	2007
Net income	\$ 4,317	\$ 5,927	\$ 12,334	\$ 11,730
Changes in fair values of commodity cash flow hedges	(8,700)	(193)	(8,487)	(357)
Cash flow hedging gains (losses) reclassified to earnings	41	40	(625)	(270)
Changes in fair value of interest rate cash flow hedges	4,112	1,457	(427)	820
Comprehensive income	\$ (230)	\$ 7,231	\$ 2,795	\$ 11,923

See accompanying notes to consolidated and condensed financial statements.

Table of Contents

MARTIN MIDSTREAM PARTNERS L.P.
CONSOLIDATED AND CONDENSED STATEMENTS OF CASH FLOWS
(Unaudited)
(Dollars in thousands)

	Six Months Ended	
	June 30,	
	2008	2007
Cash flows from operating activities:		
Net income	\$ 12,334	\$ 11,730
Adjustments to reconcile net income to net cash provided by operating activities:		
Depreciation and amortization	14,954	10,362
Amortization of deferred debt issuance costs	559	540
Deferred taxes	(155)	(68)
Gain on sale of property, plant and equipment	(126)	
Equity in earnings of unconsolidated entities	(7,882)	(4,468)
Distributions from unconsolidated entities		200
Distributions in-kind from equity investments	5,621	4,541
Non-cash mark-to-market on derivatives	5,195	854
Other	34	26
Change in current assets and liabilities, excluding effects of acquisitions and dispositions:		
Accounts and other receivables	(22,959)	6,769
Product exchange receivables	(31,236)	4,170
Inventories	(50,034)	702
Due from affiliates	(6,011)	(1,145)
Other current assets	(6,509)	148
Trade and other accounts payable	64,546	6,059
Product exchange payables	46,302	(7,401)
Due to affiliates	2,595	(4,694)
Income taxes payable	69	277
Other accrued liabilities	(34)	(892)
Change in other non-current assets and liabilities	(224)	47
Net cash provided by operating activities	27,039	27,757
Cash flows from investing activities:		
Payments for property, plant and equipment	(52,756)	(36,772)
Acquisitions, net of cash acquired	(5,983)	(37,344)
Proceeds from sale of property, plant and equipment	404	
Return of investments from unconsolidated entities	600	2,970
Distributions from (contributions to) unconsolidated entities for operations	75	(5,777)
Net cash used in investing activities	(57,660)	(76,923)
Cash flows from financing activities:		

Edgar Filing: MARTIN MIDSTREAM PARTNERS LP - Form 10-Q

Payments of long-term debt	(100,791)	(97,287)
Proceeds from long-term debt	160,770	103,250
Net proceeds from follow on public offering		55,934
General partner contribution		1,192
Payments of debt issuance costs	(18)	
Cash distributions paid	(22,180)	(17,274)
Net cash provided by financing activities	37,781	45,815
Net increase (decrease) in cash	7,160	(3,351)
Cash at beginning of period	4,113	3,675
Cash at end of period	\$ 11,273	\$ 324

See accompanying notes to consolidated and condensed financial statements.

Table of Contents

MARTIN MIDSTREAM PARTNERS L.P.
NOTES TO CONSOLIDATED AND CONDENSED FINANCIAL STATEMENTS
(Dollars in thousands, except where otherwise indicated)
June 30, 2008
(Unaudited)

(1) General

Martin Midstream Partners L.P. (the Partnership) is a publicly traded limited partnership with a diverse set of operations focused primarily in the United States Gulf Coast region. Its four primary business lines include: terminalling and storage services for petroleum products and by-products, natural gas services, marine transportation services for petroleum products and by-products, and sulfur and sulfur based products processing, manufacturing, marketing and distribution.

The Partnership's unaudited consolidated and condensed financial statements have been prepared in accordance with the requirements of Form 10-Q and U.S. generally accepted accounting principles for interim financial reporting. Accordingly, these financial statements have been condensed and do not include all of the information and footnotes required by generally accepted accounting principles for annual audited financial statements of the type contained in the Partnership's annual reports on Form 10-K. In the opinion of the management of the Partnership's general partner, all adjustments and elimination of significant intercompany balances necessary for a fair presentation of the Partnership's results of operations, financial position and cash flows for the periods shown have been made. All such adjustments are of a normal recurring nature. Results for such interim periods are not necessarily indicative of the results of operations for the full year. These financial statements should be read in conjunction with the Partnership's audited consolidated financial statements and notes thereto included in the Partnership's annual report on Form 10-K for the year ended December 31, 2007 filed with the Securities and Exchange Commission (the SEC) on March 5, 2008.

(a) Use of Estimates

Management has made a number of estimates and assumptions relating to the reporting of assets and liabilities and the disclosure of contingent assets and liabilities to prepare these consolidated financial statements in conformity with U.S. generally accepted accounting principles. Actual results could differ from those estimates.

(b) Unit Grants

The Partnership issued 1,000 restricted common units to each of its three independent, non-employee directors under its long-term incentive plan in May 2008. These units vest in 25% increments beginning in January 2009 and will be fully vested in January 2012.

The Partnership issued 1,000 restricted common units to each of its three independent, non-employee directors under its long-term incentive plan in May 2007. These units vest in 25% increments beginning in January 2008 and will be fully vested in January 2011.

The Partnership issued 1,000 restricted common units to each of its three independent, non-employee directors under its long-term incentive plan in January 2006. These units vest in 25% increments on the anniversary of the grant date each year and will be fully vested in January 2010.

The Partnership accounts for the transactions under *Emerging Issues Task Force 96-18 Accounting for Equity Instruments That are Issued to other than Employees For Acquiring, or in Conjunction with Selling, Goods or Services*. The cost resulting from the share-based payment transactions was \$17 and \$15 for the three months ended June 30, 2008 and 2007, respectively, and \$34 and \$26 for the six months ended June 30, 2008 and 2007, respectively. The Partnership's general partner contributed cash of \$2 in January 2006 and \$3 in May 2007 to the Partnership in conjunction with the issuance of these restricted units in order to maintain its 2% general partner interest in the Partnership. The Partnership's general partner did not make a contribution attributable to the restricted units issued to its three independent, non-employee directors in May 2008, as such units were purchased in the open market by the Partnership.

Table of Contents

MARTIN MIDSTREAM PARTNERS L.P.
NOTES TO CONSOLIDATED AND CONDENSED FINANCIAL STATEMENTS
(Dollars in thousands, except where otherwise indicated)
June 30, 2008
(Unaudited)

(c) Incentive Distribution Rights

The Partnership's general partner, Martin Midstream GP LLC, holds a 2% general partner interest and certain incentive distribution rights in the Partnership. Incentive distribution rights represent the right to receive an increasing percentage of cash distributions after the minimum quarterly distribution, any cumulative arrearages on common units, and certain target distribution levels have been achieved. The Partnership is required to distribute all of its available cash from operating surplus, as defined in the partnership agreement. The target distribution levels entitle the general partner to receive 15% of quarterly cash distributions in excess of \$0.55 per unit until all unitholders have received \$0.625 per unit, 25% of quarterly cash distributions in excess of \$0.625 per unit until all unitholders have received \$0.75 per unit, and 50% of quarterly cash distributions in excess of \$0.75 per unit. For the three months ended June 30, 2008 and 2007 the general partner received \$590 and \$240, respectively, in incentive distributions. For the six months ended June 30, 2008 and 2007, the general partner received and \$1,091 and \$402, respectively, in incentive distributions.

(d) Net Income per Unit

Except as discussed in the following paragraph, basic and diluted net income per limited partner unit is determined by dividing net income after deducting the amount allocated to the general partner interest (including its incentive distribution in excess of its 2% interest) by the weighted average number of outstanding limited partner units during the period. Subject to applicability of *Emerging Issues Task Force Issue No. 03-06 (EITF 03-06)*, *Participating Securities and the Two-Class Method under FASB Statement No. 128*, as discussed below, Partnership income is first allocated to the general partner based on the amount of incentive distributions. The remainder is then allocated between the limited partners and general partner based on percentage ownership in the Partnership.

EITF 03-06 addresses the computation of earnings per share by entities that have issued securities other than common stock that contractually entitle the holder to participate in dividends and earnings of the entity when, and if, it declares dividends on its common stock. Essentially, EITF 03-06 provides that in any accounting period where the Partnership's aggregate net income exceeds the Partnership's aggregate distribution for such period, the Partnership is required to present earnings per unit as if all of the earnings for the periods were distributed, regardless of the pro forma nature of this allocation and whether those earnings would actually be distributed during a particular period from an economic or practical perspective. EITF 03-06 does not impact the Partnership's overall net income or other financial results; however, for periods in which aggregate net income exceeds the Partnership's aggregate distributions for such period, it will have the impact of reducing the earnings per limited partner unit. This result occurs as a larger portion of the Partnership's aggregate earnings is allocated to the incentive distribution rights held by the Partnership's general partner, as if distributed, even though the Partnership makes cash distributions on the basis of cash available for distributions, not earnings, in any given accounting period. In accounting periods where aggregate net income does not exceed the Partnership's aggregate distributions for such period, EITF 03-06 does not have any impact on the Partnership's earnings per unit calculation.

The weighted average units outstanding for basic net income per unit were 14,532,826 and 13,638,101 for the three months ended June 30, 2008 and 2007, respectively, and 14,532,826 and 13,478,271 for the six months ended June 30, 2008 and 2007, respectively. For diluted net income per unit, the weighted average units outstanding were increased by 2,953 and 4,849 for the three months ended June 30, 2008 and 2007, respectively, and 2,738 and 4,975 for the six months ended June 30, 2008 and 2007, respectively, due to the dilutive effect of restricted units granted under the Partnership's long-term incentive plan.

(e) Income taxes

With respect to our taxable subsidiary (Woodlawn Pipeline Co., Inc.), income taxes are accounted for under the asset and liability method. Deferred tax assets and liabilities are recognized for the future tax consequences attributable to differences between the financial statement carrying amounts of existing assets and liabilities and their

respective tax basis. Deferred tax assets and liabilities are measured using enacted

Table of Contents

MARTIN MIDSTREAM PARTNERS L.P.
NOTES TO CONSOLIDATED AND CONDENSED FINANCIAL STATEMENTS
(Dollars in thousands, except where otherwise indicated)
June 30, 2008
(Unaudited)

tax rates expected to apply to taxable income in the years in which those temporary differences are expected to be recovered or settled. The effect on deferred tax assets and liabilities of a change in tax rates is recognized in income in the period that includes the enactment date.

(f) Reclassification

The Partnership made a reclassification to the consolidated balance sheet for the year ended December 31, 2007 to properly classify current and long-term derivative liabilities. This reclassification had no impact on the total liabilities reported in consolidated balance sheet for the year ended December 31, 2007.

(2) New Accounting Pronouncements

In September 2006, the Financial Accounting Standards Board (FASB) issued Statement of Financial Accounting Standards (SFAS) No. 157, Fair Value Measurements (SFAS No. 157), which defines fair value, establishes a framework for measuring fair value in U.S. GAAP, and expands disclosures about fair value measurements. SFAS No. 157 applies under other accounting pronouncements that require or permit fair value measurements and was effective for fiscal years beginning after November 15, 2007. In February 2008, the FASB issued FASB Staff Position (FSP) FAS 157-2, which delayed the effective date of SFAS No. 157 for nonfinancial assets and nonfinancial liabilities, except for items that are recognized or disclosed at fair value in the financial statement on a recurring basis, to fiscal years beginning after November 15, 2008. On January 1, 2008, the Partnership adopted the portion of SFAS No. 157 that was not delayed, and since the Partnership's existing fair value measurements are consistent with the guidance of SFAS No. 157, the partial adoption of SFAS No. 157 did not have a material impact on the Partnership's consolidated financial statements. The adoption of the deferred portion of SFAS No. 157 on January 1, 2009 is not expected to have a material impact on the Partnership's consolidated financial statements. See Note 3 for expanded disclosures about fair value measurements.

In February 2007, the FASB issued SFAS No. 159, The Fair Value Option for Financial Assets and Financial Liabilities, including an amendment of FASB Statement No. 115 (SFAS No. 159). SFAS No. 159 permits the Partnership to choose, at specified election dates, to measure eligible items at fair value (the fair value option). The Partnership would report unrealized gains and losses on items for which the fair value option has been elected in earnings at each subsequent reporting period. This accounting standard is effective as of the beginning of the first fiscal year that begins after November 15, 2007 but is not required to be applied. The Partnership currently has no plans to apply SFAS No. 159.

In December 2007, the FASB revised SFAS No. 141, Business Combinations (SFAS No. 141), to establish revised principles and requirements for how entities will recognize and measure assets and liabilities acquired in a business combination. SFAS No. 141 is effective for business combinations completed on or after the beginning of the first annual reporting period beginning on or after December 15, 2008. The Partnership will apply the guidance of SFAS No. 141 to business combinations completed on or after January 1, 2009.

In December 2007, the FASB issued SFAS No. 160, Noncontrolling Interests in Consolidated Financial Statements, an amendment of ARB No. 51 (SFAS No. 160). SFAS No. 160 establishes accounting and reporting standards for the noncontrolling interest in a subsidiary and for the deconsolidation of a subsidiary. SFAS No. 160 is effective on or after the beginning of the first annual reporting period beginning on or after December 15, 2008. The Partnership is currently evaluating the impact of adopting SFAS No. 160 on January 1, 2009.

In March 2008, the FASB issued SFAS No. 161, Disclosures about Derivative Instruments and Hedging Activities, an amendment of SFAS No. 133 (SFAS No. 161). SFAS No. 161 requires enhanced disclosures about an entity's derivative and hedging activities. SFAS No. 161 is effective for fiscal years and

Table of Contents

MARTIN MIDSTREAM PARTNERS L.P.
NOTES TO CONSOLIDATED AND CONDENSED FINANCIAL STATEMENTS
(Dollars in thousands, except where otherwise indicated)
June 30, 2008
(Unaudited)

interim periods beginning after November 15, 2008. The Partnership is evaluating the additional disclosures required by SFAS No. 161 beginning January 1, 2009.

(3) Fair Value Measurements

During the first quarter of 2008, the Partnership adopted FASB Statement No. 157, *Fair Value Measurements* (FAS 157). FAS 157 established a framework for measuring fair value and expanded disclosures about fair value measurements. The adoption of FAS 157 had no impact on the Partnership's financial position or results of operations.

FAS 157 applies to all assets and liabilities that are being measured and reported on a fair value basis. This statement enables the reader of the financial statements to assess the inputs used to develop those measurements by establishing a hierarchy for ranking the quality and reliability of the information used to determine fair values. The statement requires that each asset and liability carried at fair value be classified into one of the following categories:

Level 1: Quoted market prices in active markets for identical assets or liabilities.

Level 2: Observable market based inputs or unobservable inputs that are corroborated by market data.

Level 3: Unobservable inputs that are not corroborated by market data.

The Partnership's derivative instruments which consist of commodity and interest rate swaps are required to be measured at fair value on a recurring basis. The fair value of the Partnership's derivative instruments are determined based on inputs that are readily available in public markets or can be derived from information available in publicly quoted markets. Refer to Notes 7 and 8 for further information on the Partnership's derivative instruments and hedging activities.

As prescribed by the FAS 157 levels listed above, the Partnership considers the Partnership's derivative assets and liabilities as Level 2. The net fair value of the Partnership's assets and liabilities measured on a recurring basis was a liability of \$24,576 and \$ 9,843 at June 30, 2008 and December 31, 2007, respectively.

(4) Acquisitions

(a) Stanolind Assets

In January 2008, The Partnership acquired 7.8 acres of land, a deep water dock and two sulfuric acid tanks at its Stanolind terminal in Beaumont, Texas from Martin Resource Management Corporation (Martin Resource Management) for \$5,983 which was allocated to property, plant and equipment. The Partnership entered into a lease agreement with Martin Resource Management for use of the sulfuric acid tanks.

(b) Asphalt Terminal

In October 2007, the Partnership acquired the asphalt assets of Monarch Oil, Inc. and related companies (Monarch Oil) for \$3,927 which was allocated to property, plant and equipment. The results of Monarch Oil's operations have been included in the consolidated financial statements beginning October 2, 2007. The assets are located in Omaha, Nebraska. The Partnership entered into an agreement with Martin Resource Management, whereby Martin Resource Management will operate the facilities through a terminalling service agreement based upon throughput rates and will bear all additional expenses to operate the facility.

(c) Lubricants Terminal

In June 2007, the Partnership acquired all of the operating assets of Mega Lubricants Inc. (Mega Lubricants) located in Channelview, Texas. The results of Mega Lubricant's operations have been included in the consolidated financial statements beginning June 13, 2007. The excess of the fair value over

Table of Contents

MARTIN MIDSTREAM PARTNERS L.P.
NOTES TO CONSOLIDATED AND CONDENSED FINANCIAL STATEMENTS
(Dollars in thousands, except where otherwise indicated)
June 30, 2008
(Unaudited)

the carrying value of the assets was allocated to all identifiable assets. After recording all identifiable assets at their fair values, the remaining \$1,020 was recorded as goodwill. The goodwill was a result of Mega Lubricant's strategically located assets combined with the Partnership's access to capital and existing infrastructure. This will enhance the Partnership's ability to offer additional lubricant blending and truck loading and unloading services to customers. In accordance with FAS 142, the goodwill will not be amortized but tested for impairment. The terminal is located on 5.6 acres of land, and consists of 38 tanks with a storage capacity of approximately 15,000 Bbls, pump and piping infrastructure for lubricant blending and truck loading and unloading operations, 34,000 square feet of warehouse space and an administrative office.

The purchase price of \$4,738, including two three-year non-competition agreements totaling \$530 and goodwill of \$1,020, was allocated as follows:

Current assets	\$ 446
Property, plant and equipment, net	3,042
Goodwill	1,020
Other assets	530
Other liabilities	(300)
 Total	 \$ 4,738

In connection with the acquisition, the Partnership borrowed approximately \$4,600 under its credit facility.

(d) Woodlawn Pipeline Co., Inc.

On May 2, 2007, the Partnership, through its subsidiary Prism Gas Systems I, L.P. (Prism Gas), acquired 100% of the outstanding stock of Woodlawn Pipeline Co., Inc (Woodlawn). The results of Woodlawn's operations have been included in the consolidated financial statements beginning May 2, 2007. The excess of the fair value over the carrying value of the assets was allocated to all identifiable assets. After recording all identifiable assets at their fair values, the remaining \$8,785 was recorded as goodwill. The goodwill was a result of Woodlawn's strategically located assets combined with the Partnership's access to capital and existing infrastructure. This will enhance the Partnership's ability to offer additional gathering services to customers through internal growth projects including natural gas processing, fractionation and pipeline expansions as well as new pipeline construction. In accordance with FAS 142, the goodwill will not be amortized but tested for impairment.

Woodlawn is a natural gas gathering and processing company which owns integrated gathering and processing assets in East Texas. Woodlawn's system consists of approximately 135 miles of natural gas gathering pipe, approximately 36 miles of condensate transport pipe and a 30 Mcf/day processing plant. Prism Gas also acquired a nine-mile pipeline, from a Woodlawn related party, that delivers residue gas from Woodlawn to the Texas Eastern Transmission pipeline system.

The selling parties in this transaction were Lantern Resources, L.P., David P. Deison, and Peak Gas Gathering L.P. The final purchase price, after final adjustments for working capital, was \$32,606 and was funded by borrowings under the Partnership's credit facility.

The purchase price of \$32,606, including four two-year non-competition agreements and other intangibles reflected as other assets, was allocated as follows:

Table of Contents

MARTIN MIDSTREAM PARTNERS L.P.
NOTES TO CONSOLIDATED AND CONDENSED FINANCIAL STATEMENTS
(Dollars in thousands, except where otherwise indicated)
June 30, 2008
(Unaudited)

Current assets	\$ 4,297
Property, plant and equipment, net	29,101
Goodwill	8,785
Other assets	3,339
Current liabilities	(3,889)
Deferred income taxes	(8,964)
Other long-term obligations	(63)
Total	\$ 32,606

The identifiable intangible assets of \$3,339 are subject to amortization over a weighted-average useful life of approximately ten years. The intangible assets include four non-competition agreements totaling \$40, customer contracts associated with the gathering and processing assets of \$3,002, and a transportation contract associated with the residue gas pipeline of \$297.

In connection with the acquisition, the Partnership borrowed approximately \$33,000 under its credit facility.

(5) Inventories

Components of inventories at June 30, 2008 and December 31, 2007 were as follows:

	June 30, 2008	December 31, 2007
Natural gas liquids	\$ 26,715	\$ 31,283
Sulfur	50,977	7,490
Sulfur Based Products	14,303	6,626
Lubricants	7,402	5,345
Other	2,435	1,054
	\$ 101,832	\$ 51,798

(6) Investment in Unconsolidated Partnerships and Joint Ventures

The Partnership, through its Prism Gas subsidiary, owns 50% of the ownership interests in Waskom Gas Processing Company (Waskom), Matagorda Offshore Gathering System (Matagorda), Panther Interstate Pipeline Energy LLC (PIPE) and a 20% ownership interest in a partnership which owns the lease rights to Bosque County Pipeline (BCP). Each of these interests is accounted for under the equity method of accounting.

In accounting for the acquisition of the interests in Waskom, Matagorda and PIPE, the carrying amount of these investments exceeded the underlying net assets by approximately \$46,176. The difference was attributable to property and equipment of \$11,872 and equity method goodwill of \$34,304. The excess investment relating to property and equipment is being amortized over an average life of 20 years, which approximates the useful life of the underlying assets. Such amortization amounted to \$148 and \$297 for the three and six months June 30, 2008 and 2007, respectively, and has been recorded as a reduction of equity in earnings of unconsolidated equity method investees. The remaining unamortized excess investment relating to property and equipment was \$10,388 and \$10,685 at June 30, 2008 and December 31, 2007, respectively. The equity-method goodwill is not amortized in accordance with SFAS 142; however, it is analyzed for impairment annually. No impairment was recognized in the first six months of

2008 or the year ended December 31, 2007.

Table of Contents

MARTIN MIDSTREAM PARTNERS L.P.
NOTES TO CONSOLIDATED AND CONDENSED FINANCIAL STATEMENTS
(Dollars in thousands, except where otherwise indicated)
June 30, 2008
(Unaudited)

As a partner in Waskom, the Partnership receives distributions in kind of natural gas liquids (NGLs) that are retained according to Waskom s contracts with certain producers. The NGLs are valued at prevailing market prices. In addition, cash distributions are received and cash contributions are made to fund operating and capital requirements of Waskom.

Activity related to these investment accounts is as follows:

	Waskom	PIPE	Matagorda	BCP	Total
Investment in unconsolidated entities, December 31, 2007	\$ 70,237	\$ 1,582	\$ 3,693	\$ 178	\$ 75,690
Acquisitions of interests					
Distributions in kind from equity investments	(5,621)				(5,621)
Return on investments from unconsolidated entities					
Contributions to (distributions from) unconsolidated entities:					
Cash contributions	500			80	580
Distributions from (contributions to) unconsolidated entities for operations	(655)				(655)
Return of investments from unconsolidated entities	(300)	(105)	(195)		(600)
Equity in earnings:					
Equity in earnings from operations	7,875	84	302	(82)	8,179
Amortization of excess investment	(275)	(8)	(14)		(297)
Investment in unconsolidated entities, June 30, 2008	\$ 71,761	\$ 1,553	\$ 3,786	\$ 176	\$ 77,276
	Waskom	PIPE	Matagorda	BCP	Total
Investment in unconsolidated entities, December 31, 2006	\$ 64,937	\$ 1,718	\$ 3,786	\$ 210	\$ 70,651
Acquisitions of interests					
Distributions in kind from equity investments	(4,541)				(4,541)
Return on investments from unconsolidated entities		(200)			(200)
Contributions to (distributions from) unconsolidated entities:					
Cash contributions	5,670			107	5,777

Distributions from (contributions to) unconsolidated entities for operations					
Return of investments from unconsolidated entities	(2,625)	(270)	(75)		(2,970)
Equity in earnings:					
Equity in earnings from operations	4,301	419	110	(65)	4,765
Amortization of excess investment	(275)	(8)	(14)		(297)
Investment in unconsolidated entities, June 30, 2007	\$ 67,467	\$ 1,659	\$ 3,807	\$ 252	\$ 73,185

Select financial information for significant unconsolidated equity method investees is as follows:

	As of June 30,		Three Months Ended June 30,		Six Months Ended June 30,	
	Total Assets	Partner s Capital	Revenues	Net Income	Revenues	Net Income
2008						
Waskom	\$ 75,929	\$ 60,745	\$ 35,807	\$ 8,468	\$ 62,540	\$ 15,748
2007						
	As of December 31,					
Waskom	\$ 66,772	\$ 57,149	\$ 18,374	\$ 4,873	\$ 33,173	\$ 8,602

Table of Contents

MARTIN MIDSTREAM PARTNERS L.P.
NOTES TO CONSOLIDATED AND CONDENSED FINANCIAL STATEMENTS
(Dollars in thousands, except where otherwise indicated)
June 30, 2008
(Unaudited)

(7) Commodity Cash Flow Hedges

The Partnership is exposed to market risks associated with commodity prices, counterparty credit and interest rates. The Partnership has established a hedging policy and monitors and manages the commodity market risk associated with its commodity risk exposure. In addition, the Partnership is focusing on utilizing counterparties for these transactions whose financial condition is appropriate for the credit risk involved in each specific transaction.

The Partnership uses derivatives to manage the risk of commodity price fluctuations. Additionally, the Partnership manages interest rate exposure by targeting a ratio of fixed and floating interest rates it deems prudent and using hedges to attain that ratio.

In accordance with SFAS No. 133, Accounting for Derivative Instruments and Hedging Activities (SFAS No. 133), all derivatives and hedging instruments are included on the balance sheet as an asset or a liability measured at fair value and changes in fair value are recognized currently in earnings unless specific hedge accounting criteria are met. If a derivative qualifies for hedge accounting, changes in the fair value can be offset against the change in the fair value of the hedged item through earnings or recognized in other comprehensive income until such time as the hedged item is recognized in earnings. The Partnership has adopted a hedging policy that allows it to use hedge accounting for financial transactions that are designated as hedges.

Derivative instruments not designated as hedges are being marked to market with all market value adjustments being recorded in the consolidated statements of operations. As of June 30, 2008, the Partnership has designated a portion of its derivative instruments as qualifying cash flow hedges. Fair value changes for these hedges have been recorded in other comprehensive income as a component of equity.

The components of gain (loss) on derivatives qualifying for hedge accounting and those that do not qualify for hedge accounting are included in the revenue of the hedged item in the Consolidated Statements of Operations as follows:

	Three Months Ended June 30		Six Months Ended June 30	
	2008	2007	2008	2007
Change in fair value of derivatives that do not qualify for hedge accounting and settlements of maturing hedges	\$ (5,964)	\$ (509)	\$ (8,146)	\$ (793)
Ineffective portion of derivatives qualifying for hedge accounting	(85)	(35)	37	89
Change in fair value of derivatives in the Consolidated Statement of Operations	\$ (6,049)	\$ (544)	\$ (8,109)	\$ (704)

The fair value of derivative assets and liabilities are as follows:

	June 30, 2008	December 31, 2007
Fair value of derivative assets - current	\$	\$ 235
Fair value of derivative assets - long term		

Edgar Filing: MARTIN MIDSTREAM PARTNERS LP - Form 10-Q

Fair value of derivative liabilities	current	(9,799)	(3,261)
Fair value of derivative liabilities	long term	(9,591)	(2,140)
Net fair value of derivatives		\$ (19,390)	\$ (5,166)

Set forth below is the summarized notional amount and terms of all instruments held for price risk

13

Table of Contents

MARTIN MIDSTREAM PARTNERS L.P.
NOTES TO CONSOLIDATED AND CONDENSED FINANCIAL STATEMENTS
(Dollars in thousands, except where otherwise indicated)
June 30, 2008
(Unaudited)

management purposes at June 30, 2008 (all gas quantities are expressed in British Thermal Units, crude oil and NGLs are expressed in barrels). As of June 30, 2008, the remaining term of the contracts extend no later than December 2011, with no single contract longer than one year. The Partnership's counterparties to the derivative contracts include Shell Energy North America (US) L.P., Morgan Stanley Capital Group Inc., Wachovia Bank and Wells Fargo Bank. For the period ended June 30, 2008, changes in the fair value of the Partnership's derivative contracts were recorded in both earnings and in other comprehensive income as a component of equity since the Partnership has designated a portion of its derivative instruments as hedges as of June 30, 2008.

Transaction Type	June 30, 2008			
	Total Volume Per Month	Pricing Terms	Remaining Terms of Contracts	Fair Value
Mark-to-Market Derivatives:				
Natural Gas swap	30,000 MMBTU	Fixed price of \$8.12 settled against Houston Ship Channel first of the month	July 2008 to December 2008	\$ (904)
Crude Oil Swap	3,000 BBL	Fixed price of \$70.75 settled against WTI NYMEX average monthly closings	July 2008 to December 2008	(1,240)
Crude Oil Swap	3,000 BBL	Fixed price of \$69.08 settled against WTI NYMEX average monthly closings	January 2009 to December 2009	(2,418)
Crude Oil Swap	3,000 BBL	Fixed price of \$70.90 settled against WTI NYMEX average monthly closings	January 2009 to December 2009	(2,357)
Total swaps not designated as cash flow hedges				\$ (6,919)

**Cash Flow
Hedges:**

Crude Oil Swap	5,000 BBL	Fixed price of \$66.20 settled against WTI NYMEX average monthly closings	July 2008 to December 2008	\$ (2,201)
Ethane Swap	5,000 BBL	Fixed price of \$27.30 settled against Mt. Belvieu Purity Ethane	July 2008 to December 2008	(720)

average monthly postings

Natural Gasoline Swap	3,000 BBL	Fixed price of \$86.52 settled against Mt. Belvieu Non-TET natural gasoline average monthly postings.	July 2008 to September 2008	(369)
Natural Gasoline Swap	3,000 BBL	Fixed price of \$85.79 settled against Mt. Belvieu Non-TET natural gasoline average monthly postings.	October 2008 to December 2008	(377)
Natural Gas swap	30,000 MMBTU	Fixed price of \$9.025 settled against Inside Ferc Columbia Gulf daily average	January 2009 to December 2009	(1,144)
Crude Oil Swap	1,000 BBL	Fixed price of \$70.45 settled against WTI NYMEX average monthly closings	January 2009 to December 2009	(791)
Natural Gasoline Swap	2,000 BBL	Fixed price of \$86.42 settled against Mt. Belvieu Non-TET natural gasoline average monthly postings.	January 2009 to December 2009	(929)

Table of Contents

MARTIN MIDSTREAM PARTNERS L.P.
NOTES TO CONSOLIDATED AND CONDENSED FINANCIAL STATEMENTS
(Dollars in thousands, except where otherwise indicated)
June 30, 2008
(Unaudited)

June 30, 2008				
Transaction Type	Total Volume Per Month	Pricing Terms	Remaining Terms of Contracts	Fair Value
Crude Oil Swap	2,000 BBL	Fixed price of \$69.15 settled against WTI NYMEX average monthly closings	January 2010 to December 2010	(1,461)
Crude Oil Swap	3,000 BBL	Fixed price of \$72.25 settled against WTI NYMEX average monthly closings	January 2010 to December 2010	(2,093)
Crude Oil Swap	1,000 BBL	Fixed price of \$104.80 settled against WTI NYMEX average monthly closings	January 2010 to December 2010	(355)
Natural Gasoline Swap	1,000 BBL	Fixed price of \$94.14 settled against Mt. Belvieu Non-TET natural gasoline average monthly postings	January 2010 to December 2010	(335)
Crude Oil Swap	2,000 BBL	Fixed price of \$99.15 settled against WTI NYMEX average monthly closings	January 2011 to December 2011	(744)
Crude Oil Swap	1,000 BBL	Fixed price of \$103.80 settled against WTI NYMEX average monthly closings	January 2011 to December 2011	(326)
Natural Gasoline Swap	2,000 BBL	Fixed price of \$93.18 settled against Mt. Belvieu Non-TET natural gasoline average monthly postings	January 2011 to December 2011	(626)
Total swaps designated as cash flow hedges				\$ (12,471)
Total net fair value of derivatives				\$ (19,390)

On all transactions where the Partnership is exposed to counterparty risk, the Partnership analyzes the counterparty's financial condition prior to entering into an agreement, has established a maximum credit limit

threshold pursuant to its hedging policy, and monitors the appropriateness of these limits on an ongoing basis. The Partnership has incurred no losses associated with the counterparty non-performance on derivative contracts.

As a result of the Prism Gas acquisition, the Partnership is exposed to the impact of market fluctuations in the prices of natural gas, NGLs and condensate as a result of gathering, processing and sales activities. Prism Gas gathering and processing revenues are earned under various contractual arrangements with gas producers. Gathering revenues are generated through a combination of fixed-fee and index-related arrangements. Processing revenues are generated primarily through contracts which provide for processing on percent-of-liquids (POL) and percent-of-proceeds (POP) basis. Prism Gas has entered into hedging transactions through 2011 to protect a portion of its commodity exposure from these contracts. These hedging arrangements are in the form of swaps for crude oil, natural gas, ethane, and natural gasoline.

Based on estimated volumes, as of June 30, 2008, Prism Gas had hedged approximately 67%, 47%, 22% and 16% of its commodity risk by volume for 2008, 2009, 2010, and 2011, respectively. The Partnership anticipates entering into additional commodity derivatives on an ongoing basis to manage its risks associated with these market fluctuations, and will consider using various commodity derivatives, including forward contracts, swaps, collars, futures and options, although there is no assurance that the Partnership will be able to do so or that the terms thereof will be similar to the Partnership's existing hedging arrangements.

**Hedging Arrangements in Place
As of June 30, 2008**

Year	Commodity Hedged	Volume	Type of Derivative	Basis Reference
2008	Condensate & Natural Gasoline	5,000 BBL/Month	Crude Oil Swap (\$66.20)	NYMEX
2008	Natural Gas	30,000 MMBTU/Month	Natural Gas Swap (\$8.12)	Houston Ship Channel
2008	Ethane	5,000 BBL/Month	Ethane Swap (\$27.30)	Mt. Belvieu
2008	Natural Gasoline	3,000 BBL/Month	Crude Oil Swap (\$70.75)	NYMEX

15

Table of Contents

MARTIN MIDSTREAM PARTNERS L.P.
NOTES TO CONSOLIDATED AND CONDENSED FINANCIAL STATEMENTS
(Dollars in thousands, except where otherwise indicated)
June 30, 2008
(Unaudited)

Year	Commodity Hedged	Volume	Type of Derivative	Basis Reference
2008	Natural Gasoline	3,000 BBL/Month	Natural Gasoline Swap (\$86.52)	Mt. Belvieu (Non-TET)
2008	Natural Gasoline	3,000 BBL/Month	Natural Gasoline Swap (\$85.79)	Mt. Belvieu (Non-TET)
2009	Natural Gas	30,000 MMBTU/Month	Natural Gas Swap (9.025)	Columbia Gulf
2009	Condensate & Natural Gasoline	3,000 BBL/Month	Crude Oil Swap (\$69.08)	NYMEX
2009	Natural Gasoline	3,000 BBL/Month	Crude Oil Swap (\$70.90)	NYMEX
2009	Condensate	1,000 BBL/Month	Crude Oil Swap (\$70.45)	NYMEX
2009	Natural Gasoline	2,000 BBL/Month	Natural Gasoline Swap (\$86.42)	Mt. Belvieu (Non-TET)
2010	Condensate	2,000 BBL/Month	Crude Oil Swap (\$69.15)	NYMEX
2010	Natural Gasoline	3,000 BBL/Month	Crude Oil Swap (\$72.25)	NYMEX
2010	Condensate	1,000 BBL/Month	Crude Oil Swap (\$104.80)	NYMEX
2010	Natural Gasoline	1,000 BBL/Month	Natural Gasoline Swap (\$94.14)	Mt. Belvieu (Non-TET)
2011	Natural Gasoline	2,000 BBL/Month	Crude Oil Swap (\$99.15)	NYMEX
2011	Condensate	1,000 BBL/Month	Crude Oil Swap (\$103.80)	NYMEX
2011	Natural Gasoline	2,000 BBL/Month	Natural Gasoline Swap (\$93.18)	NYMEX

The Partnership's principal customers with respect to Prism Gas natural gas gathering and processing are large, natural gas marketing servicers, oil and gas producers and industrial end-users. In addition, substantially all of the Partnership's natural gas and NGL sales are made at market-based prices. The Partnership's standard gas and NGL sales contracts contain adequate assurance provisions which allows for the suspension of deliveries, cancellation of agreements or discontinuance of deliveries to the buyer unless the buyer provides security for payment in a form satisfactory to the Partnership.

Impact of Cash Flow Hedges**Crude Oil**

For the three month periods ended June 30, 2008 and 2007, net gains and losses on swap hedge contracts decreased crude revenue by \$4,946 and \$494, respectively. For the six month periods ending June 30, 2008 and 2007 net gains and losses on swap hedge contracts decreased crude revenue by \$6,037 and \$351, respectively. As of June 30, 2008 an unrealized derivative fair value loss of \$7,332, related to cash flow hedges of crude oil price risk, was recorded in other comprehensive income (loss). This fair value loss is expected to be reclassified into earnings in 2008, 2009, 2010 and 2011. The actual reclassification to earnings will be based on mark-to-market prices at the contract

settlement date, along with the realization of the gain or loss on the related physical volume, which amount is not reflected above.

Natural Gas

For the three month periods ended June 30, 2008 and 2007, net gains and losses on swap hedge contracts decreased gas revenue by \$626 and increased gas revenue \$130, respectively. For the six month periods ended June 30, 2008 and 2007, net losses and gains on swap hedge contracts decreased gas revenue by \$1,326 and \$243, respectively. As of June 30, 2008 an unrealized derivative fair value loss of \$1,144, related to cash flow hedges of natural gas price risk, was recorded in other comprehensive income (loss). This fair value loss is expected to be reclassified into earnings in 2009. The actual reclassification to earnings will be based on mark-to-market prices at the contract settlement date, along with the realization of the gain or loss on the related physical volume, which amount is not reflected above.

Natural Gas Liquids

For the three month periods ended June 30, 2008 and 2007, net gains and losses on swap hedge contracts decreased liquids revenue by \$477 and \$180, respectively. For the six month periods ended June 30, 2008 and 2007, net gains and losses on swap hedge contracts decreased liquids revenue by \$746 and \$110, respectively. As of June 30, 2008 an unrealized derivative fair value loss of \$3,355, related to cash flow hedges of NGLs price risk, was recorded in other comprehensive income (loss). This fair value loss is expected to be reclassified into earnings in 2008. The actual reclassification to earnings will be based on mark-to-market prices at the contract settlement date, along with the realization of the gain or loss on the related physical volume, which amount is not reflected above.

Table of Contents

MARTIN MIDSTREAM PARTNERS L.P.
NOTES TO CONSOLIDATED AND CONDENSED FINANCIAL STATEMENTS
(Dollars in thousands, except where otherwise indicated)
June 30, 2008
(Unaudited)

(8) Interest Rate Cash Flow Hedge

The Partnership has entered into several cash flow hedge agreements with an aggregate notional amount of \$195,000 to hedge its exposure to increases in the benchmark interest rate underlying its variable rate revolving and term loan credit facilities. The Partnership designated these swap agreements as cash flow hedges. Under these swap agreements, the Partnership pays a fixed rate of interest and receives a floating rate based on a three-month U.S. Dollar LIBOR rate. Because these swaps are designated as a cash flow hedge, the changes in fair value, to the extent the swap is effective, are recognized in other comprehensive income until the hedged interest costs are recognized in earnings. At the inception of these hedges, these swaps were identical to the hypothetical swap as of the trade date, and will continue to be identical as long as the accrual periods and rate resetting dates for the debt and these swaps remain equal. This condition results in a 100% effective swap for the following hedges:

Date of Hedge	Notional Amount	Fixed Rate	Maturity Date
January 2008	\$25,000	3.400%	January 2010
September 2007	\$25,000	4.605%	September 2010
November 2006	\$40,000	4.820%	December 2009
March 2006	\$75,000	5.250%	November 2010

In November 2006, the Partnership entered into an interest rate swap that swaps \$30,000 of floating rate to fixed rate. The fixed rate cost is 4.765% plus the Partnership's applicable LIBOR borrowing spread. This interest rate swap matures in March 2010. The underlying debt related to this swap was paid prior to December 31, 2006; therefore, hedge accounting was not utilized. The swap has been recorded at fair value at June 30, 2008 with an offset to current operations.

The Partnership recognized increases in interest expense of \$193 and \$966 for the three and six months ended June 30, 2008, respectively, related to the difference between the fixed rate and the floating rate of interest on the interest rate swap and net cash settlement of interest rate hedges.

The Partnership recognized decreases in interest expense of \$403 and \$431 for the three and six months ended June 30, 2007, respectively, related to the difference between the fixed rate and the floating rate of interest on the interest rate swap and net cash settlement of interest rate hedges.

The fair value of derivative assets and liabilities are as follows:

	June 30, 2008	December 31, 2007
Fair value of derivative assets – long-term	\$ 42	\$
Fair value of derivative liabilities – current	(3,190)	(1,241)
Fair value of derivative liabilities – long term	(2,038)	(3,436)
Net fair value of derivatives	\$ (5,186)	\$ (4,677)

(9) Related Party Transactions

Included in the consolidated and condensed financial statements are various related party transactions and balances primarily with Martin Resource Management and affiliates. Related party transactions include sales and purchases of products and services between the Partnership and these related entities as well as payroll and associated costs and allocation of overhead.

The impact of these related party transactions is reflected in the consolidated and condensed financial statements as follows:

Table of Contents

MARTIN MIDSTREAM PARTNERS L.P.
NOTES TO CONSOLIDATED AND CONDENSED FINANCIAL STATEMENTS
(Dollars in thousands, except where otherwise indicated)
June 30, 2008
(Unaudited)

	Three Months Ended June 30,		Six Months Ended June 30,	
	2008	2007	2008	2007
Revenues:				
Terminalling and storage	\$ 4,454	\$ 2,683	\$ 8,232	\$ 5,268
Marine transportation	6,219	6,133	12,443	12,687
Product sales:				
Natural gas services	875	641	2,074	641
Sulfur services	4,410	91	8,921	99
Terminalling and storage		7	18	10
	5,285	739	11,013	750
	\$ 15,958	\$ 9,555	\$ 31,688	\$ 18,705
Costs and expenses:				
Cost of products sold:				
Natural gas services	\$ 28,578	\$ 13,646	\$ 48,982	\$ 25,856
Sulfur services	3,398	3,311	6,716	7,289
Terminalling and storage	19		297	
	\$ 31,995	\$ 16,957	\$ 55,995	\$ 33,145
Expenses:				
Operating expenses				
Marine transportation	\$ 5,732	\$ 5,123	\$ 12,956	\$ 9,285
Natural gas services	389	378	773	763
Sulfur services	565	329	1,114	606
Terminalling and storage	2,298	1,138	4,568	2,175
	\$ 8,984	\$ 6,968	\$ 19,411	\$ 12,829
Selling, general and administrative:				
Natural gas services	\$ 185	\$ 174	\$ 385	\$ 341
Sulfur services	467	397	908	784
Terminalling and storage		14		28
Indirect overhead allocation, net of reimbursement	674	326	1,347	652
	\$ 1,326	\$ 911	\$ 2,640	\$ 1,805

(10) Business Segments

The Partnership has four reportable segments: terminalling and storage, natural gas services, marine transportation and sulfur services. The Partnership's reportable segments are strategic business units that offer different products and services. The operating income of these segments is reviewed by the chief operating decision maker to assess performance and make business decisions.

The accounting policies of the operating segments are the same as those described in Note 2 in the Partnership's annual report on Form 10-K for the year ended December 31, 2007 filed with the SEC on March 5, 2008. The Partnership evaluates the performance of its reportable segments based on operating income. There is no allocation of administrative expenses or interest expense.

	Operating Revenues	Intersegment Revenues Eliminations	Operating Revenues after Eliminations	Depreciation and Amortization	Operating Income (loss) after eliminations	Capital Expenditures
Three months ended June 30, 2008						
Terminalling and storage	\$ 21,795	\$ (1,013)	\$ 20,782	\$ 2,301	\$ 2,156	\$ 5,375
Natural gas services	182,025		182,025	961	(2,667)	2,590
Marine transportation	20,308	(999)	19,309	2,948	1,993	10,417
Sulfur services	86,445	(418)	86,027	1,404	4,128	774
Indirect selling, general and administrative					(1,315)	
Total	\$ 310,573	\$ (2,430)	\$ 308,143	\$ 7,614	\$ 4,295	\$ 19,156
Three months ended June 30, 2007						
Terminalling and storage	\$ 11,622	\$ (137)	\$ 11,485	\$ 1,466	\$ 2,563	\$ 6,278
Natural gas services	105,321		105,321	871	464	890
Marine transportation	15,897	(742)	15,155	1,963	1,385	10,541
Sulfur services	30,373	(20)	30,353	1,168	2,605	3,300
Indirect selling, general and administrative					(850)	
Total	\$ 163,213	\$ (899)	\$ 162,314	\$ 5,468	\$ 6,167	\$ 21,009

Table of Contents

MARTIN MIDSTREAM PARTNERS L.P.
NOTES TO CONSOLIDATED AND CONDENSED FINANCIAL STATEMENTS
(Dollars in thousands, except where otherwise indicated)
June 30, 2008
(Unaudited)

	Operating Revenues	Intersegment Eliminations	Operating Revenues after Eliminations	Depreciation and Amortization	Operating Income (loss) after eliminations	Capital Expenditures
Six months ended June 30, 2008						
Terminalling and storage	\$ 42,157	(2,079)	\$ 40,078	\$ 4,442	\$ 3,332	\$ 9,826
Natural gas services	389,117		389,117	1,938	(2,625)	3,759
Marine transportation	37,289	(1,577)	35,712	5,742	2,785	36,543
Sulfur services	156,686	(434)	156,252	2,832	12,454	2,628
Indirect selling, general and administrative					(2,642)	
Total	\$ 625,249	\$ (4,090)	\$ 621,159	\$ 14,954	\$ 13,304	\$ 52,756
Six months ended June 30, 2007						
Terminalling and storage	\$ 22,463	\$ (234)	\$ 22,229	\$ 2,806	\$ 5,540	\$ 11,283
Natural gas services	207,109		207,109	1,302	2,408	1,594
Marine transportation	30,773	(1,734)	29,039	3,902	2,403	15,643
Sulfur services	59,903	(170)	59,733	2,352	5,022	8,252
Indirect selling, general and administrative					(1,606)	
Total	\$ 320,248	\$ (2,138)	\$ 318,110	\$ 10,362	\$ 13,767	\$ 36,772

The following table reconciles operating income to net income:

	Three Months Ended June 30		Six Months Ended June 30	
	2008	2007	2008	2007
Operating income	\$ 4,295	\$ 6,167	\$ 13,304	\$ 13,767
Equity in earnings of unconsolidated entities	4,372	2,418	7,882	4,468
Interest expense	(3,895)	(2,739)	(8,638)	(6,316)
Other, net	67	72	247	151
Income taxes	(522)	9	(461)	(340)

Edgar Filing: MARTIN MIDSTREAM PARTNERS LP - Form 10-Q

Net income	\$ 4,317	\$ 5,927	\$ 12,334	\$ 11,730
------------	----------	----------	-----------	-----------

Total assets by segment are as follows:

	June 30, 2008	December 31, 2007
Total assets:		
Terminalling and storage	\$ 146,563	\$ 126,575
Natural gas services	310,100	268,230
Marine transportation	141,148	107,081
Sulfur services	194,076	121,691
Total assets	\$ 791,887	\$ 623,577

Table of Contents

MARTIN MIDSTREAM PARTNERS L.P.
NOTES TO CONSOLIDATED AND CONDENSED FINANCIAL STATEMENTS
(Dollars in thousands, except where otherwise indicated)
June 30, 2008
(Unaudited)

(11) Public Equity Offerings

In May 2007, the Partnership completed a public offering of 1,380,000 common units at a price of \$42.25 per common unit, before the payment of underwriters' discounts, commissions and offering expenses (per unit value is in dollars, not thousands). Total proceeds from the sale of the 1,380,000 common units, net of underwriters' discounts, commissions and offering expenses were \$55,933. The Partnership's general partner contributed \$1,190 in cash to the Partnership in conjunction with the issuance in order to maintain its 2% general partner interest in the Partnership. The net proceeds were used to pay down revolving debt under the Partnership's credit facility and to provide working capital.

A summary of the proceeds received from these transactions and the use of the proceeds received therefrom is as follows (all amounts are in thousands):

Proceeds received:

Sale of common units	\$ 58,305
General partner contribution	1,190
Total proceeds received	\$ 59,495

Use of Proceeds:

Underwriter's fees	\$ 2,107
Professional fees and other costs	265
Repayment of debt under revolving credit facility	55,850
Working capital	1,273
Total use of proceeds	\$ 59,495

(12) Long-term Debt

At June 30, 2008 and December 31, 2007, long-term debt consisted of the following:

	June 30, 2008	December 31, 2007
**\$195,000 Revolving loan facility at variable interest rate (5.97%* weighted average at June 30, 2008), due November 2010 secured by substantially all of our assets, including, without limitation, inventory, accounts receivable, vessels, equipment, fixed assets and the interests in our operating subsidiaries and equity method investees	\$ 155,000	\$ 95,000
***\$130,000 Term loan facility at variable interest rate (6.99%* at June 30, 2008), due November 2010, secured by substantially all of our assets, including, without limitation, inventory, accounts receivable, vessels, equipment, fixed assets and the interests in our operating subsidiaries	130,000	130,000
Other secured debt maturing in 2008, 7.25%		21

Total long-term debt	285,000	225,021
Less current installments		21
Long-term debt, net of current installments	\$ 285,000	\$ 225,000

* Interest rate fluctuates based on the LIBOR rate plus an applicable margin set on the date of each advance. The margin above LIBOR is set every three months. Indebtedness under the credit facility bears interest at either LIBOR plus an applicable margin or the base prime rate plus an applicable margin. The applicable margin for revolving loans that are LIBOR loans ranges from 1.50% to 3.00% and the applicable margin for revolving loans that are base prime rate loans ranges from 0.50% to 2.00%. The applicable margin for term loans that are LIBOR loans ranges from 2.00% to 3.00% and the applicable

margin for term
loans that are

20

Table of Contents

MARTIN MIDSTREAM PARTNERS L.P.
NOTES TO CONSOLIDATED AND CONDENSED FINANCIAL STATEMENTS
(Dollars in thousands, except where otherwise indicated)
June 30, 2008
(Unaudited)

base prime rate
loans ranges
from 1.00% to
2.00%. The
applicable
margin for
existing
borrowings is
2.00%. Effective
July 1, 2008, the
applicable
margin for
existing
borrowings will
remain 2.00%.
As a result of our
leverage ratio
test as of
June 30, 2008,
effective
October 1, 2008,
the applicable
margin for
existing
borrowings will
increase to
2.50%. The
Partnership
incurs a
commitment fee
on the unused
portions of the
credit facility.

** Effective
January, 2008,
the Partnership
entered into a
cash flow hedge
that swaps
\$25,000 of
floating rate to
fixed rate. The

fixed rate cost is 3.400% plus the Partnership's applicable LIBOR borrowing spread. The cash flow hedge matures in January, 2010.

** Effective September, 2007, the Partnership entered into a cash flow hedge that swaps \$25,000 of floating rate to fixed rate. The fixed rate cost is 4.605% plus the Partnership's applicable LIBOR borrowing spread. The cash flow hedge matures in September, 2010.

** Effective November, 2006, the Partnership entered into a cash flow hedge that swaps \$40,000 of floating rate to fixed rate. The fixed rate cost is 4.82% plus the Partnership's applicable LIBOR borrowing spread. The cash flow hedge matures in December, 2009.

*** The \$130,000 term loan has \$105,000 hedged. Effective March, 2006, the Partnership entered into a cash flow hedge that swaps \$75,000 of floating rate to fixed rate. The fixed rate cost is 5.25% plus the Partnership's applicable LIBOR borrowing spread. The cash flow hedge matures in November, 2010. Effective November 2006, the Partnership entered into an additional interest rate swap that swaps \$30,000 of floating rate to fixed rate. The fixed rate cost is 4.765% plus the Partnership's applicable LIBOR borrowing spread. This cash flow hedge matures in March, 2010.

On November 10, 2005, the Partnership entered into a new \$225,000 multi-bank credit facility comprised of a \$130,000 term loan facility and a \$95,000 revolving credit facility, which includes a \$20,000 letter of credit sub-limit. This credit facility also includes procedures for additional financial institutions to become revolving lenders, or for any existing revolving lender to increase its revolving commitment, subject to a maximum of \$100,000 for all such increases in revolving commitments of new or existing revolving lenders. Effective June 30, 2006, the Partnership increased its revolving credit facility \$25,000 resulting in a committed \$120,000 revolving credit facility. Effective December 28, 2007, the Partnership increased its revolving credit facility \$75,000 resulting in a committed \$195,000 revolving credit facility. The revolving credit facility is used for ongoing working capital needs and general partnership purposes, and to finance permitted investments, acquisitions and capital expenditures. Under the amended

and restated credit facility, as of June 30, 2008, the Partnership had \$155,000 outstanding under the revolving credit facility and \$130,000 outstanding under the term loan facility. As of June 30, 2008, the Partnership had \$39,880 available under its revolving credit facility.

On July 14, 2005, the Partnership issued a \$120 irrevocable letter of credit to the Texas Commission on Environmental Quality to provide financial assurance for its used oil handling program.

The Partnership's obligations under the credit facility are secured by substantially all of the Partnership's assets, including, without limitation, inventory, accounts receivable, vessels, equipment, fixed assets and the interests in its operating subsidiaries and equity method investees. The Partnership may prepay all amounts outstanding under this facility at any time without penalty.

In addition, the credit facility contains various covenants, which, among other things, limit the Partnership's ability to: (i) incur indebtedness; (ii) grant certain liens; (iii) merge or consolidate unless it is the survivor; (iv) sell all or substantially all of its assets; (v) make certain acquisitions; (vi) make certain investments; (vii) make certain capital expenditures; (viii) make distributions other than from available cash; (ix) create obligations for some lease payments; (x) engage in transactions with affiliates; (xi) engage in other types of business; and (xii) its joint ventures to incur indebtedness or grant certain liens.

The credit facility also contains covenants, which, among other things, require the Partnership to

Table of Contents

MARTIN MIDSTREAM PARTNERS L.P.
NOTES TO CONSOLIDATED AND CONDENSED FINANCIAL STATEMENTS
(Dollars in thousands, except where otherwise indicated)
June 30, 2008
(Unaudited)

maintain specified ratios of: (i) minimum net worth (as defined in the credit facility) of \$75,000 plus 50% of net proceeds from equity issuances after November 10, 2005; (ii) EBITDA (as defined in the credit facility) to interest expense of not less than 3.0 to 1.0 at the end of each fiscal quarter; (iii) total funded debt to EBITDA of not more 4.75 to 1.00 for each fiscal quarter; and (iv) total secured funded debt to EBITDA of not more than 4.00 to 1.00 for each fiscal quarter. The Partnership was in compliance with the debt covenants contained in credit facility for the year ended December 31, 2007 and as of June 30, 2008.

On November 10 of each year, commencing with November 10, 2006, the Partnership must prepay the term loans under the credit facility with 75% of Excess Cash Flow (as defined in the credit facility), unless its ratio of total funded debt to EBITDA is less than 3.00 to 1.00. There were no prepayments made or required under the term loan through June 30, 2008. If the Partnership receives greater than \$15,000 from the incurrence of indebtedness other than under the credit facility, it must prepay indebtedness under the credit facility with all such proceeds in excess of \$15,000. Any such prepayments are first applied to the term loans under the credit facility. The Partnership must prepay revolving loans under the credit facility with the net cash proceeds from any issuance of its equity. The Partnership must also prepay indebtedness under the credit facility with the proceeds of certain asset dispositions. Other than these mandatory prepayments, the credit facility requires interest only payments on a quarterly basis until maturity. All outstanding principal and unpaid interest must be paid by November 10, 2010. The credit facility contains customary events of default, including, without limitation, payment defaults, cross-defaults to other material indebtedness, bankruptcy-related defaults, change of control defaults and litigation-related defaults.

Draws made under the Partnership's credit facility are normally made to fund acquisitions and for working capital requirements. During the current fiscal year, draws on the Partnership's credit facility have ranged from a low of \$225,000 to a high of \$296,400. As of June 30, 2008, the Partnership had \$39,880 available for working capital, internal expansion and acquisition activities under the Partnership's credit facility.

In connection with the Partnership's Stanolind asset acquisition on January 22, 2008, the Partnership borrowed approximately \$6,000 under its revolving credit facility.

In connection with the Partnership's Monarch acquisition on October 2, 2007, the Partnership borrowed approximately \$3,900 under its revolving credit facility.

In connection with the Partnership's Mega Lubricants acquisition on June 13, 2007, the Partnership borrowed approximately \$4,600 under its revolving credit facility.

In connection with the Partnership's Woodlawn acquisition on May 2, 2007, the Partnership borrowed approximately \$33,000 under its revolving credit facility.

The Partnership paid cash interest in the amount of \$4,107 and \$2,342 for the three months ended June 30, 2008 and 2007, respectively, and \$7,927 and \$5,945 for the six months ended June 30, 2008 and 2007, respectively. Capitalized interest was \$361 and \$806 for the three months ended June 30, 2008 and 2007, respectively and \$813 and \$1,345 for the six months ended June 30, 2008 and 2007, respectively.

(13) Income Taxes

The operations of a partnership are generally not subject to income taxes, except as discussed below, because its income is taxed directly to its partners. Effective January 1, 2007, the Partnership is subject to the Texas margin tax as described below. Our subsidiary, Woodlawn, is subject to income taxes due to its corporate structure. A current federal income tax expense of \$411 and \$247 and state income tax expense of \$13 and \$19 related to the operation of the subsidiary was recorded for the three and six months ended June 30, 2008, respectively. In connection with the Woodlawn acquisition, the Partnership also established deferred income taxes of \$8,964 associated with book and tax basis differences of the acquired assets and liabilities. The basis differences are primarily related to property, plant and equipment.

Table of Contents

MARTIN MIDSTREAM PARTNERS L.P.
NOTES TO CONSOLIDATED AND CONDENSED FINANCIAL STATEMENTS
(Dollars in thousands, except where otherwise indicated)
June 30, 2008
(Unaudited)

A deferred tax benefit related to these basis differences of \$75 and \$68 was recorded for the three months ended June 30, 2008 and 2007, respectively, and \$155 and \$68 was recorded for the six months ended June 30, 2008 and 2007, respectively. A deferred tax liability of \$8,660 and \$8,815 related to the basis differences existing at June 30, 2008 and at December 31, 2007, respectively.

The final liquidation of the Prism Gas corporate entity was completed on November 15, 2006. Additional federal and state income taxes of \$173 resulting from the liquidation were recorded in income tax expense for the six months ended June 30, 2007.

On May 18, 2006, the Texas Governor signed into law a Texas margin tax (H.B. No. 3) which restructures the state business tax by replacing the taxable capital and earned surplus components of the current franchise tax with a new taxable margin component. Since the tax base on the Texas margin tax is derived from an income-based measure, the margin tax is construed as an income tax and, therefore, the provisions of SFAS 109 regarding the recognition of deferred taxes apply to the new margin tax. The impact on deferred taxes as a result of this provision is immaterial. State income taxes attributable to the Texas margin tax of \$186 and \$369 were recorded in current income tax expense for the three and six months ended June 30, 2008 and \$135 and \$269 for the three and six months ended June 30, 2007, respectively.

In June 2006, the FASB issued FASB Interpretation No. 48 (FIN 48), Accounting for Uncertainty in Income Taxes. FIN 48 is an interpretation of FASB Statement No. 109, Accounting for Income Taxes. FIN 48 prescribes a comprehensive model for recognizing, measuring, presenting and disclosing in the financial statements uncertain tax positions taken or expected to be taken. The Partnership adopted FIN 48 effective January 1, 2007. There was no impact to the Partnership's financial statements as a result of adopting FIN 48, nor is there any impact in the current financial statements.

The components of income tax expense (benefit) from operations recorded for the three and six months ended June 30, 2008 and 2007 are as follows:

	Three Months Ended		Six Months Ended	
	June 30		June 30	
	2008	2007	2008	2007
Current:				
Federal	\$ 411	\$ (40)	\$ 247	\$ 157
State	186	99	369	251
	597	59	616	408
Deferred:				
Federal	(75)	(68)	(155)	(68)
	\$ 522	\$ (9)	\$ 461	\$ 340

(14) Consolidated Financial Statements

In connection with the Partnership's filing of a shelf registration statement on Form S-3 with the Securities and Exchange Commission (the Registration Statement), Martin Operating Partnership L.P. (the Operating Partnership), the Partnership's wholly-owned subsidiary, may issue unconditional guarantees of senior or subordinated debt securities of the Partnership in the event that the Partnership issues such securities from time to time under the registration statement. If issued, the guarantees will be full, irrevocable and unconditional. In addition, the Operating Partnership may also issue senior or subordinated debt securities under the Registration Statement which, if issued,

will be fully, irrevocably and unconditionally guaranteed by the Partnership. The Partnership does not provide separate financial statements of the Operating Partnership because the Partnership has no independent assets or operations, the guarantees are full and unconditional and the other subsidiary of the Partnership is minor. There are no significant restrictions on the ability of the Partnership or the Operating Partnership to obtain funds from any of their respective subsidiaries by dividend or loan.

Table of Contents

MARTIN MIDSTREAM PARTNERS L.P.
NOTES TO CONSOLIDATED AND CONDENSED FINANCIAL STATEMENTS
(Dollars in thousands, except where otherwise indicated)
June 30, 2008
(Unaudited)

(15) Commitments and Contingencies

From time to time, the Partnership is subject to various claims and legal actions arising in the ordinary course of business. In the opinion of management, the ultimate disposition of these matters will not have a material adverse effect on the Partnership.

In addition to the foregoing, as a result of a routine inspection by the U.S. Coast Guard of the Partnership's tug Martin Explorer at the Freeport Sulfur Dock Terminal in Tampa, Florida, the Partnership has been informed that an investigation has been commenced concerning a possible violation of the Act to Prevent Pollution from Ships, 33 USC 1901, et. seq., and the MARPOL Protocol 73/78. In connection with this matter, two employees of Martin Resource Management who provide services to the Partnership were served with grand jury subpoenas during the fourth quarter of 2007. The Partnership is cooperating with the investigation and, as of the date of this report, no formal charges, fines and/or penalties have been asserted against the Partnership.

Table of Contents

Item 2. Management's Discussion and Analysis of Financial Condition and Results of Operations

References in this quarterly report to Martin Resource Management refers to Martin Resource Management Corporation and its subsidiaries, unless the context otherwise requires. You should read the following discussion of our financial condition and results of operations in conjunction with the consolidated and condensed financial statements and the notes thereto included elsewhere in this quarterly report.

Forward-Looking Statements

This quarterly report on Form 10-Q includes forward-looking statements within the meaning of Section 27A of the Securities Act of 1933, as amended, and Section 21E of the Securities Exchange Act of 1934, as amended. Statements included in this quarterly report that are not historical facts (including any statements concerning plans and objectives of management for future operations or economic performance, or assumptions or forecasts related thereto), including, without limitation, the information set forth in Management's Discussion and Analysis of Financial Condition and Results of Operations, are forward-looking statements. These statements can be identified by the use of forward-looking terminology including forecast, may, believe, will, expect, anticipate, estimate, continue, and similar words. These statements discuss future expectations, contain projections of results of operations or of financial condition or state other forward-looking information. We and our representatives may from time to time make other oral or written statements that are also forward-looking statements.

These forward-looking statements are made based upon management's current plans, expectations, estimates, assumptions and beliefs concerning future events impacting us and therefore involve a number of risks and uncertainties. We caution that forward-looking statements are not guarantees and that actual results could differ materially from those expressed or implied in the forward-looking statements.

Because these forward-looking statements involve risks and uncertainties, actual results could differ materially from those expressed or implied by these forward-looking statements for a number of important reasons, including those discussed under Item 1A. Risk Factors of our Form 10-K for the year ended December 31, 2007 filed with the Securities and Exchange Commission (the SEC) on March 5, 2008.

Overview

We are a publicly traded limited partnership with a diverse set of operations focused primarily in the United States Gulf Coast region. Our four primary business lines include:

Terminalling and storage services for petroleum and by-products;

Natural gas services;

Marine transportation services for petroleum products and by-products; and

Sulfur and sulfur-based products gathering, processing, marketing, manufacturing and distribution.

The petroleum products and by-products we collect, transport, store and market are produced primarily by major and independent oil and gas companies who often turn to third parties, such as us, for the transportation and disposition of these products. In addition to these major and independent oil and gas companies, our primary customers include independent refiners, large chemical companies, fertilizer manufacturers and other wholesale purchasers of these products. We operate primarily in the Gulf Coast region of the United States. This region is a major hub for petroleum refining, natural gas gathering and processing and support services for the exploration and production industry.

We were formed in 2002 by Martin Resource Management, a privately-held company whose initial predecessor was incorporated in 1951 as a supplier of products and services to drilling rig contractors. Since then, Martin Resource Management has expanded its operations through acquisitions and internal expansion initiatives as its management identified and capitalized on the needs of producers and purchasers of hydrocarbon products and by-products and other bulk liquids. Martin Resource Management owns an approximate 34.9% limited partnership interest in us. Furthermore, it owns and controls our general partner, which owns a 2.0% general partner interest and incentive distribution rights in us.

Martin Resource Management has operated our business for several years. Martin Resource Management began operating our natural gas services business in the 1950s and our sulfur business in the 1960s. It began our marine transportation business in the late 1980s. It entered into our fertilizer and terminalling and storage businesses in the early 1990s. In recent years, Martin Resource Management has increased the size of our asset base through expansions and strategic acquisitions.

Table of Contents**Critical Accounting Policies**

Our discussion and analysis of our financial condition and results of operations are based on the historical consolidated and condensed financial statements included elsewhere herein. We prepared these financial statements in conformity with generally accepted accounting principles. The preparation of these financial statements required us to make estimates and assumptions that affect the reported amounts of assets and liabilities at the dates of the financial statements and the reported amounts of revenues and expenses during the reporting periods. We based our estimates on historical experience and on various other assumptions we believe to be reasonable under the circumstances. Our results may differ from these estimates. Currently, we believe that our accounting policies do not require us to make estimates using assumptions about matters that are highly uncertain. However, we have described below the critical accounting policies that we believe could impact our consolidated and condensed financial statements most significantly.

You should also read Note 1, *General* in Notes to Consolidated and Condensed Financial Statements contained in this quarterly report and the *Significant Accounting Policies* note in the consolidated financial statements included in our annual report on Form 10-K for the year ended December 31, 2007 filed with the SEC on March 5, 2008 in conjunction with this Management's Discussion and Analysis of Financial Condition and Results of Operations. Some of the more significant estimates in these financial statements include the amount of the allowance for doubtful accounts receivable and the determination of the fair value of our reporting units under Statement of Financial Accounting Standards (SFAS) No. 142, *Goodwill and Other Intangible Assets* (SFAS 142).

Derivatives

In accordance with SFAS No. 133, *Accounting for Derivative Instruments and Hedging Activities* (SFAS No. 133), all derivatives and hedging instruments are included on the balance sheet as an asset or liability measured at fair value and changes in fair value are recognized currently in earnings unless specific hedge accounting criteria are met. If a derivative qualifies for hedge accounting, changes in the fair value can be offset against the change in the fair value of the hedged item through earnings or recognized in other comprehensive income until such time as the hedged item is recognized in earnings. Our hedging policy allows us to use hedge accounting for financial transactions that are designated as hedges. Derivative instruments not designated as hedges or hedges that become ineffective are being marked to market with all market value adjustments being recorded in the consolidated statements of operations. As of June 30, 2008, we have designated a portion of our derivative instruments as qualifying cash flow hedges. Fair value changes for these hedges have been recorded in other comprehensive income as a component of equity.

Product Exchanges

We enter into product exchange agreements with third parties whereby we agree to exchange natural gas liquids (NGLs) and sulfur with third parties. We record the balance of exchange products due to other companies under these agreements at quoted market product prices and the balance of exchange products due from other companies at the lower of cost or market. Cost is determined using the first-in, first-out (FIFO) method.

Revenue Recognition

Revenue for our four operating segments is recognized as follows:

Terminalling and storage Revenue is recognized for storage contracts based on the contracted monthly tank fixed fee. For throughput contracts, revenue is recognized based on the volume moved through our terminals at the contracted rate. When lubricants and drilling fluids are sold by truck, revenue is recognized upon delivering product to the customers as title to the product transfers when the customer physically receives the product.

Natural gas services Natural gas gathering and processing revenues are recognized when title passes or service is performed. NGL distribution revenue is recognized when product is delivered by truck to our NGL customers, which occurs when the customer physically receives the product. When product is sold in

Table of Contents

storage, or by pipeline, we recognize NGL distribution revenue when the customer receives the product from either the storage facility or pipeline.

Marine transportation Revenue is recognized for contracted trips upon completion of the particular trip. For time charters, revenue is recognized based on a per day rate.

Sulfur services Revenues are recognized when the products are delivered, which occurs when the customer has taken title and has assumed the risks and rewards of ownership based on specific contract terms at either the shipping or delivery point.

Equity Method Investments

We use the equity method of accounting for investments in unconsolidated entities where the ability to exercise significant influence over such entities exists. Investments in unconsolidated entities consist of capital contributions and advances plus our share of accumulated earnings as of the entities' latest fiscal year-ends, less capital withdrawals and distributions. Investments in excess of the underlying net assets of equity method investees, specifically identifiable to property, plant and equipment, are amortized over the useful life of the related assets. Excess investment representing equity method goodwill is not amortized but is evaluated for impairment, annually. Under the provisions of SFAS No. 142, this goodwill is not subject to amortization and is accounted for as a component of the investment. Equity method investments are subject to impairment under the provisions of Accounting Principles Board (APB) Opinion No. 18, *The Equity Method of Accounting for Investments in Common Stock*. No portion of the net income from these entities is included in our operating income.

We own an unconsolidated 50% of the ownership interests in Waskom Gas Processing Company (Waskom), Matagorda Offshore Gathering System (Matagorda), Panther Interstate Pipeline Energy LLC (PIPE) and a 20% ownership interest in a partnership which owns the lease rights to Bosque County Pipeline (BCP). Each of these interests is accounted for under the equity method of accounting.

Goodwill

Goodwill is subject to a fair-value based impairment test on an annual basis. We are required to identify our reporting units and determine the carrying value of each reporting unit by assigning the assets and liabilities, including the existing goodwill and intangible assets. We are required to determine the fair value of each reporting unit and compare it to the carrying amount of the reporting unit. To the extent the carrying amount of a reporting unit exceeds the fair value of the reporting unit, we would be required to perform the second step of the impairment test, as this is an indication that the reporting unit goodwill may be impaired.

All four of our reporting units, terminalling, marine transportation, natural gas services, sulfur services, contain goodwill.

We determined fair value in each reporting unit based on a multiple of current annual cash flows. This multiple was derived from our experience with actual acquisitions and dispositions and our valuation of recent potential acquisitions and dispositions.

Environmental Liabilities

We have historically not experienced circumstances requiring us to account for environmental remediation obligations. If such circumstances arise, we would estimate remediation obligations utilizing a remediation feasibility study and any other related environmental studies that we may elect to perform. We would record changes to our estimated environmental liability as circumstances change or events occur, such as the issuance of revised orders by governmental bodies or court or other judicial orders and our evaluation of the likelihood and amount of the related eventual liability.

Allowance for Doubtful Accounts

In evaluating the collectability of our accounts receivable, we assess a number of factors, including a specific customer's ability to meet its financial obligations to us, the length of time the receivable has been past due and historical collection experience. Based on these assessments, we record specific and general reserves for bad debts to reduce the related receivables to the amount we ultimately expect to collect from customers.

Table of Contents

Asset Retirement Obligation

We recognize and measure our asset and conditional asset retirement obligations and the associated asset retirement cost upon acquisition of the related asset and based upon the estimate of the cost to settle the obligation at its anticipated future date. The obligation is accreted to its estimated future value and the asset retirement cost is depreciated over the estimated life of the asset.

Our Relationship with Martin Resource Management

Martin Resource Management is engaged in the following principal business activities:

providing land transportation of various liquids using a fleet of trucks and road vehicles and road trailers;

distributing fuel oil, asphalt, sulfuric acid, marine fuel and other liquids;

providing marine bunkering and other shore-based marine services in Alabama, Louisiana, Mississippi and Texas;

operating a small crude oil gathering business in Stephens, Arkansas;

operating a lube oil processing facility in Smackover, Arkansas;

operating an underground NGL storage facility in Arcadia, Louisiana;

developing an underground natural gas storage facility in Arcadia, Louisiana;

supplying employees and services for the operation of our business;

operating, for its account and our account, the docks, roads, loading and unloading facilities and other common use facilities or access routes at our Stanolind terminal;

operating, solely for our account, an NGL truck loading and unloading and pipeline distribution terminal in Mont Belvieu, Texas; and

operating, solely for our account, the asphalt facilities in Omaha, Nebraska.

We are and will continue to be closely affiliated with Martin Resource Management as a result of the following relationships.

Ownership

Martin Resource Management owns an approximate 34.9% limited partnership interest and a 2% general partnership interest in us and all of our incentive distribution rights.

Management

Martin Resource Management directs our business operations through its ownership and control of our general partner. We benefit from our relationship with Martin Resource Management through access to a significant pool of management expertise and established relationships throughout the energy industry. We do not have employees. Martin Resource Management employees are responsible for conducting our business and operating our assets on our behalf.

Related Party Agreements

We are a party to an omnibus agreement with Martin Resource Management. The omnibus agreement requires us to reimburse Martin Resource Management for all direct expenses it incurs or payments it makes on our behalf or in connection with the operation of our business. We reimbursed Martin Resource Management for \$16.3 million of direct costs and expenses for the three months ended June 30, 2008 compared to \$12.4 million for the three months ended June 30, 2007. We reimbursed Martin Resource Management for \$33.9 million of direct costs and expenses for the six months ended June 30, 2008 compared to \$25.2 million for the six months ended June 30, 2007. There is no

monetary limitation on the amount we are required to reimburse Martin Resource Management for direct expenses.

In addition to the direct expenses, under the omnibus agreement, the reimbursement amount that we are required to pay to Martin Resource Management with respect to indirect general and administrative and

Table of Contents

corporate overhead expenses was capped at \$2.0 million. This cap expired on November 1, 2007. Effective January 1, 2008, the Conflicts Committee of our general partner approved a reimbursement amount for indirect expenses of \$2.7 million for the year ending December 31, 2008. We reimbursed Martin Resource Management for \$0.7 and \$0.3 million of indirect expenses for the three months ended June 30, 2008 and 2007, respectively. We reimbursed Martin Resource Management for \$1.3 and \$0.7 million of indirect expenses for the six months ended June 30, 2008 and 2007, respectively. These indirect expenses covered a portion of the centralized corporate functions Martin Resource Management provides for us, such as accounting, treasury, clerical billing, information technology, administration of insurance, general office expenses and employee benefit plans and other general corporate overhead functions we share with Martin Resource Management retained businesses. The omnibus agreement also contains significant non-compete provisions and indemnity obligations. Martin Resource Management also licenses certain of its trademarks and trade names to us under the omnibus agreement.

In addition to the omnibus agreement, we and Martin Resource Management have entered into various other agreements that are not the result of arm's-length negotiations and consequently may not be as favorable to us as they might have been if we had negotiated them with unaffiliated third parties. The agreements include, but are not limited to, a motor carrier agreement, a terminal services agreement, a marine transportation agreement, a product storage agreement, a product supply agreement, a throughput agreement, and a Purchaser Use Easement, Ingress-Egress Easement and Utility Facilities Easement. Pursuant to the terms of the omnibus agreement, we are prohibited from entering into certain material agreements with Martin Resource Management without the approval of the conflicts committee of our general partner's board of directors.

For a more comprehensive discussion concerning the omnibus agreement and the other agreements that we have entered into with Martin Resource Management, please refer to Item 13. Certain Relationships and Related Transactions—Agreements set forth in our annual report on Form 10-K for the year ended December 31, 2007 filed with the SEC on March 5, 2008.

Commercial

We have been and anticipate that we will continue to be both a significant customer and supplier of products and services offered by Martin Resource Management. Our motor carrier agreement with Martin Resource Management provides us with access to Martin Resource Management's fleet of road vehicles and road trailers to provide land transportation in the areas served by Martin Resource Management. Our ability to utilize Martin Resource Management's land transportation operations is currently a key component of our integrated distribution network.

We also use the underground storage facilities owned by Martin Resource Management in our natural gas services operations. We lease an underground storage facility from Martin Resource Management in Arcadia, Louisiana with a storage capacity of 2.0 million barrels. Our use of this storage facility gives us greater flexibility in our operations by allowing us to store a sufficient supply of product during times of decreased demand for use when demand increases.

In the aggregate, our purchases of land transportation services, NGL storage services, sulfuric acid and lube oil product purchases and sulfur services payroll reimbursements from Martin Resource Management accounted for approximately 12% and 13% of our total cost of products sold during the three months ended June 30, 2008 and 2007, respectively; and approximately 10% and 13% of our total cost of products sold during the six months ended June 30, 2008 and 2007, respectively. We also purchase marine fuel from Martin Resource Management, which we account for as an operating expense.

Correspondingly, Martin Resource Management is one of our significant customers. It primarily uses our terminalling, marine transportation and NGL distribution services for its operations. We provide terminalling and storage services under a terminal services agreement. We provide marine transportation services to Martin Resource Management under a charter agreement on a spot-contract basis at applicable market rates. Our sales to Martin Resource Management accounted for approximately 5% and 6% of our total revenues for the three months ended June 30, 2008 and 2007, respectively. Our sales to Martin Resource Management accounted for approximately 5% and 6% of our total revenues for the six months ended June 30, 2008 and 2007, respectively. We provide terminalling and storage and marine transportation services to Midstream Fuel and Midstream Fuel provides terminal services to us by handling lubricants, greases and drilling fluids.

Table of Contents

For a more comprehensive discussion concerning the agreements that we have entered into with Martin Resource Management, please refer to Item 13. Certain Relationships and Related Transactions Agreements set forth in our annual report on Form 10-K for the year ended December 31, 2007 filed with the SEC on March 5, 2008.

Approval and Review of Related Party Transactions

If we contemplate entering into a transaction, other than a routine or in the ordinary course of business transaction, in which a related person will have a direct or indirect material interest, the proposed transaction is submitted for consideration to the board of directors of our general partner or to our management, as appropriate. If the board of directors is involved in the approval process, it determines whether to refer the matter to the Conflicts Committee of our general partner's board of directors, as constituted under our limited partnership agreement. If a matter is referred to the Conflicts Committee, it obtains information regarding the proposed transaction from management and determines whether to engage independent legal counsel or an independent financial advisor to advise the members of the committee regarding the transaction. If the Conflicts Committee retains such counsel or financial advisor, it considers such advice and, in the case of a financial advisor, such advisor's opinion as to whether the transaction is fair and reasonable to us and to our unitholders.

Results of Operations

The results of operations for the three and six months ended June 30, 2008 and 2007 have been derived from our consolidated and condensed financial statements.

We evaluate segment performance on the basis of operating income, which is derived by subtracting cost of products sold, operating expenses, selling, general and administrative expenses, and depreciation and amortization expense from revenues. The following table sets forth our operating revenues and operating income by segment for the three months and six months ended June 30, 2008 and 2007. The results of operations for the first six months of the year are not necessarily indicative of the results of operations which might be expected for the entire year.

Effective October 1, 2007, we made changes to the way we report our segments. During the fourth quarter of 2007, we effected a significant internal reorganization of the sulfur and fertilizer businesses and implemented a new financial reporting system which grouped and reported financial results differently to management for sulfur and sulfur-based fertilizer products formerly reported in separate segments in our financial statements. Based on the changes in our financial reporting structure, the previously reported financial information for the sulfur and fertilizer segments have been combined into one segment known as the Sulfur Services segment. The prior-period segment data previously reported in the sulfur and fertilizer segments have been combined and restated in the new reporting segment to conform to the current period's presentation.

	Operating Revenues	Revenues Intersegment Eliminations	Operating Revenues after Eliminations (In thousands)	Operating Income (loss) after Eliminations	Operating Income (loss) after Eliminations
Three months ended June 30, 2008					
Terminalling and storage	\$ 21,795	\$ (1,013)	\$ 20,782	\$ 3,025	\$ (869)
Natural gas services	182,025		182,025	(2,907)	240
Marine transportation	20,308	(999)	19,309	2,552	(559)
Sulfur services	86,445	(418)	86,027	2,940	1,188
Indirect selling, general and administrative				(1,315)	(1,315)

Edgar Filing: MARTIN MIDSTREAM PARTNERS LP - Form 10-Q

Total	\$ 310,573	\$ (2,430)	\$ 308,143	\$ 4,295	\$	\$ 4,295
Three months ended June 30, 2007						
Terminalling and storage	\$ 11,622	\$ (137)	\$ 11,485	\$ 2,611	\$ (48)	\$ 2,563
Natural gas services	105,321		105,321	464		464
Marine transportation	15,897	(742)	15,155	2,080	(695)	1,385
Sulfur services	30,374	(20)	30,353	1,862	743	2,605
Indirect selling, general and administrative				(850)		(850)
Total	\$ 163,214	\$ (899)	\$ 162,314	\$ 6,167	\$	\$ 6,167

Table of Contents

	Operating Revenues	Revenues Intersegment Eliminations	Operating Revenues after Eliminations (In thousands)	Operating Income (loss)	Operating Income Intersegment Eliminations	Operating Income (loss) after Eliminations
Six months ended June, 2008						
Terminalling and storage	\$ 42,157	\$ (2,079)	\$ 40,078	\$ 5,134	\$ (1,802)	\$ 3,332
Natural gas services	389,117		389,117	(3,089)	464	(2,625)
Marine transportation	37,289	(1,577)	35,712	3,852	(1,067)	2,785
Sulfur services	156,686	(434)	156,252	10,049	2,405	12,454
Indirect selling, general and administrative				(2,642)		(2,642)
Total	\$ 625,249	\$ (4,090)	\$ 621,159	\$ 13,304	\$	\$ 13,304
Six months ended June, 2007						
Terminalling and storage	\$ 22,463	\$ (234)	\$ 22,229	\$ 5,498	\$ 42	\$ 5,540
Natural gas services	207,109		207,109	2,408		2,408
Marine transportation	30,773	(1,734)	29,039	4,084	(1,681)	2,403
Sulfur Services	59,903	(170)	59,733	3,383	1,639	5,022
Indirect selling, general and administrative				(1,606)		(1,606)
Total	\$ 320,248	\$ (2,138)	\$ 318,110	\$ 13,767	\$	\$ 13,767

Our results of operations are discussed on a comparative basis below. There are certain items of income and expense which we do not allocate on a segment basis. These items, including equity in earnings (loss) of unconsolidated entities, interest expense, and indirect selling, general and administrative expenses, are discussed after the comparative discussion of our results within each segment.

Three Months Ended June 30, 2008 Compared to the Three Months Ended June 30, 2007

Our total revenues before eliminations were \$310.6 million for the three months ended June 30, 2008 compared to \$163.2 million for the three months ended June 30, 2007, an increase of \$147.4 million, or 90%. Our operating income before eliminations was \$4.3 million for the three months ended June 30, 2008 compared to \$6.2 million for the three months ended June 30, 2007, a decrease of \$1.9 million, or 31%.

The results of operations are described in greater detail on a segment basis below.

Terminalling and Storage Segment

The following table summarizes our results of operations in our terminalling and storage segment.

Three Months Ended

	June 30,	
	2008	2007
	(In thousands)	
Revenues:		
Services	\$ 9,900	\$ 7,037
Products	11,895	4,585
Total revenues	21,795	11,622
Cost of products sold	10,269	3,938
Operating expenses	6,173	3,576
Selling, general and administrative expenses	13	31
Depreciation and amortization	2,301	1,466
	3,039	2,611
Other operating income	(14)	
Operating income	\$ 3,025	\$ 2,611

Revenues. Our terminalling and storage revenues increased \$10.2 million, or 88%, for the three months ended June 30, 2008 compared to the three months ended June 30, 2007. Service revenue accounted for \$2.9 million of this increase. The service revenue increase was primarily a result of recent acquisitions and capital projects being placed into service during the end of 2007 and the beginning of 2008, and increased business activity at our shore based terminals. Product revenue increased \$7.3 million primarily due to our acquisition of the operating assets of Mega Lubricants Inc. (Mega Lubricants) in June 2007.

Table of Contents

Cost of products sold. Our cost of products sold increased \$6.3 million, or 161%, for the three months ended June 30, 2008 compared to the three months ended June 30, 2007. This was primarily a result of the Mega Lubricants acquisition.

Operating expenses. Operating expenses increased \$2.6 million, or 73%, for the three months ended June 30, 2008 compared to the three months ended June 30, 2007. This increase was result of our recent acquisitions and capital projects being placed into service during the end of 2007 and beginning of 2008. The increase was also a result of increased salaries and related burden, repairs and maintenance and product hauling costs related to increased activity at our existing terminals.

Selling, general and administrative expenses. Selling, general and administrative expenses were consistent for both three month periods.

Depreciation and amortization. Depreciation and amortization expenses increased \$0.8 million, or 57%, for the three months ended June 30, 2008 compared to the three months ended June 30, 2007. This increase was primarily a result of our recent acquisitions and capital expenditures.

In summary, our terminalling operating income increased \$0.4 million, or 16%, for the three months ended June 30, 2008 compared to the three months ended June 30, 2007.

Natural Gas Services Segment

The following table summarizes our results of operations in our natural gas services segment.

	Three Months Ended June 30,	
	2008	2007
	(In thousands)	
Revenues:		
NGLs	\$ 167,181	\$ 94,786
Natural gas	19,808	10,342
Non-cash mark-to-market adjustment of commodity derivatives	(3,995)	(580)
Gain (loss) on cash settlements of commodity derivatives	(2,053)	35
Other operating fees	1,084	738
Total revenues	182,025	105,321
Cost of products sold:		
NGLs	161,355	91,092
Natural gas	19,210	9,847
Total cost of products sold	180,565	100,939
Operating expenses	2,218	1,812
Selling, general and administrative expenses	1,187	1,236
Depreciation and amortization	962	870
	(2,907)	464
Other operating income		
Operating income (loss)	\$ (2,907)	\$ 464
NGLs Volumes (Bbls)	1,781	1,742

Natural Gas Volumes (Mmbtu)	1,902	1,412
-----------------------------	-------	-------

Information above does not include activities relating to Waskom, PIPE, Matagorda and BCP investments.

Equity in Earnings of Unconsolidated Entities	\$ 4,372	\$ 2,418
---	----------	----------

Waskom:

Plant Inlet Volumes (Mmcf/d)	272	180
------------------------------	-----	-----

Frac Volumes (Bbls/d)	10,943	7,260
-----------------------	--------	-------

Table of Contents

Revenues. Our natural gas services revenues increased \$76.7 million, or 73% for the three months ended June 30, 2008 compared to the three months ended June 30, 2007 due to higher commodity prices and increased natural gas volumes.

For the three months ended June 30, 2008, NGL revenues increased \$72.4 million, or 76% and natural gas revenues increased \$9.5 million, or 92%. NGL sales volumes for the three months of 2008 remained relatively flat and natural gas volumes increased 35% compared to the same period of 2007. The increase in NGL revenues is primarily due from escalating commodity prices as our NGL average sales price per barrel increased \$39.46 or 73% and our natural gas average sales price per Mmbtu increased \$3.09, or 42% compared to the same period of 2007. The increase in natural gas volumes is primarily due to the Woodlawn acquisition contributing for the entire second quarter of 2008 as compared to only a portion of 2007.

Our natural gas services segment utilizes derivative instruments to manage the risk of fluctuations in market prices for its anticipated sales of natural gas, condensate and NGLs. This activity is referred to as price risk management. For the three months ended June 30, 2008, 55% of our total natural gas volumes and 72% of our total NGL volumes were hedged as compared to 46% and 53%, respectively in 2007. The impact of price risk management and marketing activities decreased total natural gas and NGL revenues \$6.1 million for the second quarter of 2008 compared to a decrease of \$0.6 million in the same period of 2007. Of the \$6.1 million decrease, \$4.0 was attributable to a non-cash mark-to-market adjustments made to our derivative contracts and \$2.1 million is related to losses recognized on cash settlements of our derivative contracts.

Costs of product sold. Our cost of products sold increased \$79.6 million, or 79%, for the three months ended June 30, 2008 compared to the same period of 2007. Of the increase, \$70.3 million relates to NGLs and \$9.4 million relates to natural gas. The increase in NGL cost of products sold is less than our increase in NGL revenues as we were able to expand our NGL margins by \$1.15 per barrel, or 54%. The percentage increase relating to natural gas cost of products sold is slightly higher than the percentage increase in natural gas revenues which caused our Mmbtu margins to decrease by 10%. This is primarily a result of the terms of Woodlawn's producer contracts compared to the terms of our historical producer contracts.

Operating expenses. Operating expenses increased \$0.4 million, or 22%, for the three months ended June 30, 2008 compared to the same period of 2007. This increase was primarily a result of Woodlawn being in operation for the entire second quarter of 2008 as compared to 2007.

Selling, general and administrative expenses. Selling, general and administrative expenses remained relatively consistent for the three months ended June 30, 2008 and 2007.

Depreciation and amortization. Depreciation and amortization increased \$0.1 million, or 11%, for the three months ended June 30, 2008 compared to the same period of 2007. This increase was primarily a result of Woodlawn being in operation for the entire second quarter of 2008 as compared to 2007.

In summary, our natural gas services operating income decreased \$3.4 million, or 727%, for the three months ended June 30, 2008 compared to the same period of 2007.

Equity in earnings of unconsolidated entities. Equity in earnings of unconsolidated entities was \$4.4 million and \$2.4 million for the three months ended June 30, 2008 and 2007, respectively, an increase of 81%. This increase is primarily a result of completing the expansions to the Waskom plant and the Waskom fractionator during the second quarter of 2007. As a result, our inlet volumes and fractionation volumes increased 51% during the second quarter of 2008 as compared to 2007.

Marine Transportation Segment

The following table summarizes our results of operations in our marine transportation segment.

Table of Contents

	Three Months Ended June 30,	
	2008	2007
	(In thousands)	
Revenues	\$ 20,308	\$ 15,897
Operating expenses	14,542	11,836
Selling, general and administrative expenses	266	17
Depreciation and amortization	2,948	1,964
Operating income	\$ 2,552	\$ 2,080

Revenues. Our marine transportation revenues increased \$4.4 million, or 28%, for the three months ended June 30, 2008, compared to the three months ended June 30, 2007. Our inland marine operations generated an additional \$5.5 million in revenue from expansion of our fleet and increased contract rates. Our offshore revenues decreased \$1.1 million due to downtime associated with capital expenditures on offshore vessels.

Operating expenses. Operating expenses increased \$2.7 million, or 23%, for the three months ended June 30, 2008 compared to the three months ended June 30, 2007. This was primarily a result of increases in operating costs from fuel expense, and wage and burden costs due to expansion of our fleet and increased fuel costs.

Selling, general, and administrative expenses. Selling, general and administrative expenses increased \$0.2 million for the three months ended June 30, 2008 compared to the three months ended June 30, 2007. This was primarily a result of increases in selling, general and administrative costs to support our fleet expansion.

Depreciation and Amortization. Depreciation and amortization increased \$1.0 million, or 50%, for the three months ended June 30, 2008 compared to the three months ended June 30, 2007. This increase was primarily a result of capital expenditures made in the last twelve months.

In summary, our marine transportation operating income increased \$0.5 million, or 23%, for the three months ended June 30, 2008 compared to the three months ended June 30, 2007.

Sulfur Services Segment

The following table summarizes our results of operations in our sulfur segment.

	Three Months Ended June 30,	
	2008	2007
	(In thousands)	
Revenues	\$ 86,445	\$ 30,374
Cost of products sold	76,690	22,790
Operating expenses	4,727	3,943
Selling, general and administrative expenses	685	612
Depreciation and amortization	1,403	1,168
Operating income	\$ 2,940	\$ 1,861
Sulfur Volumes (long tons)	289.8	355.2

Revenues. Our sulfur services revenues increased \$56.1 million, or 185%, for the three months ended June 30, 2008 compared to the three months ended June 30, 2007. This increase was primarily a result of a 249% increase in our average sales price. The sales price increase was due primarily to increased market prices for our sulfur products, primarily driven by higher costs of sulfur and raw materials for sulfur-based products.

Cost of products sold. Our cost of products sold increased \$53.9 million, or 237%, for the three months ended June 30, 2008 compared to the three months ended June 30, 2007. Our margin per ton increased 58% which was driven by a strong international demand in the prilled sulfur markets and our ability to spread our margin to our sulfur-based product customers.

Operating expenses. Our operating expenses increased \$0.8 million, or 20%, for the three months ended June 30, 2008 compared to the three months ended June 30, 2007. This increase was a result of increased marine transportation expenses.

Table of Contents

Selling, general, and administrative expenses. Our selling, general, and administrative expenses increased \$0.1 million, or 12%, for the three months ended June 30, 2008 compared to the three months ended June 30, 2007.

Depreciation and amortization. Depreciation and amortization expense increased \$0.2 million, or 20%, for the three months ended June 30, 2008 compared to the three months ended June 30, 2007. This is a result of our sulfuric acid plant becoming operational in late September 2007.

In summary, our sulfur operating income increased \$1.9 million, or 36%, for the three months ended June 30, 2008 compared to the three months ended June 30, 2007.

Six Months Ended June 30, 2008 Compared to the Six Months Ended June 30, 2007

Our total revenues before eliminations were \$625.3 million for the six months ended June 30, 2008 compared to \$320.2 million for the six months ended June 30, 2007, an increase of \$305.1 million, or 95%. Our operating income before eliminations was \$13.3 million for the six months ended June 30, 2008 compared to \$13.8 million for the six months ended June 30, 2007, a decrease of \$0.5 million, or 4%.

The results of operations are described in greater detail on a segment basis below.

Terminalling and Storage Segment

The following table summarizes our results of operations in our terminalling and storage segment.

	Six Months Ended June 30,	
	2008	2007
	(In thousands)	
Revenues:		
Services	\$ 18,832	\$ 13,988
Products	23,325	8,475
Total revenues	42,157	22,463
Cost of products sold	20,191	7,103
Operating expenses	12,342	6,996
Selling, general and administrative expenses	34	60
Depreciation and amortization	4,442	2,806
	5,148	5,498
Other operating income	(14)	
Operating income	\$ 5,134	\$ 5,498

Revenues. Our terminalling and storage revenues increased \$19.7 million, or 88%, for the six months ended June 30, 2008 compared to the six months ended June 30, 2007. Service revenue accounted for \$4.8 million of this increase. The service revenue increase was primarily a result of recent acquisitions and capital projects being placed into service during the last twelve months, and increased business activity at our shore based terminals. Product revenue increased \$14.9 million primarily due the Mega Lubricants acquisition and an additional 9% increase in historical sales volumes and a 1% increase in product cost that was able to be passed along to our customers.

Cost of products sold. Our cost of products increased \$13.1 million, or 184%, for the six months ended June 30, 2008 compared to the six months ended June 30, 2007. This was primarily a result of the Mega Lubricants acquisition and an additional 9% increase in historical sales volumes and a 1% increase in product cost that was able to be passed along to our customers.

Operating expenses. Operating expenses increased \$5.3 million, or 76%, for the six months ended June 30, 2008 compared to the six months ended June 30, 2007. This increase was result of our recent acquisitions and capital

projects placed into service during the last twelve months. The increase was also a

Table of Contents

result of increased salaries and related burden, repairs and maintenance, and product hauling costs related to increased activity at our existing terminals.

Selling, general and administrative expenses. Selling, general and administrative expenses were consistent for both six month periods.

Depreciation and amortization. Depreciation and amortization increased \$1.6 million, or 58% for the six months ended June 30, 2008 compared to the six months ended June 30, 2007. This increase was primarily a result of our recent acquisitions and capital expenditures.

In summary, terminalling and storage operating income decreased \$0.4 million, or 6%, for the six months ended June 30, 2008 compared to the six months ended June 30, 2007.

Natural Gas Services Segment

The following table summarizes our results of operations in our natural gas services segment.

	Six Months Ended June 30,	
	2008	2007
	(In thousands)	
Revenues:		
NGLs	\$ 361,790	\$ 193,018
Natural gas	33,620	13,487
Non-cash mark-to-market adjustment of commodity derivatives	(5,112)	(1,076)
Gain (loss) on cash settlements of commodity derivatives	(2,997)	372
Other operating fees	1,816	1,308
Total revenues	389,117	207,109
Cost of products sold:		
NGLs	350,501	184,979
Natural gas	33,137	12,732
Total cost of products sold	383,638	197,711
Operating expenses	4,217	3,135
Selling, general and administrative expenses	2,413	2,554
Depreciation and amortization	1,939	1,301
	(3,090)	2,408
Other operating income	1	
Operating income (loss)	\$ (3,089)	\$ 2,408
NGLs Volumes (Bbls)	4,578	3,872
Natural Gas Volumes (Mmbtu)	3,699	1,895

Information above does not include activities relating to Waskom, PIPE, Matagorda and BCP investments.

Equity in Earnings of Unconsolidated Entities	\$ 7,882	\$ 4,469
Waskom:		
Plant Inlet Volumes (Mmcf/d)	265	208
Frac Volumes (Bbls/d)	10,494	7,737

Revenues. Our natural gas services revenues increased \$182.0 million, or 88% for the six months ended June 30, 2008 compared to the six months ended June 30, 2007 due to higher commodity prices and increased natural gas and NGL volumes.

For the six months ended June 30, 2008, NGL revenues increased \$168.8 million, or 87% and natural gas revenues increased \$20.1 million, or 149%. NGL sales volumes for the six months of 2008 increased by

Table of Contents

18% and natural gas volumes increased 95% compared to the same period of 2007. The increase in NGL revenues is primarily due from escalating commodity prices as our NGL average sales price per barrel increased \$29.18 or 59% and our natural gas average sales price per Mmbtu increased \$1.97, or 28% compared to the same period of 2007. The increase in natural gas volumes is primarily due to receiving a full six months benefit of the Woodlawn acquisition in 2008 and increased volumes from the Waskom expansion.

Our natural gas services segment utilizes derivative instruments to manage the risk of fluctuations in market prices for its anticipated sales of natural gas, condensate and NGLs. This activity is referred to as price risk management. For the six months ended June 30, 2008, 55% of our total natural gas volumes and 72% of our total NGL volumes were hedged as compared to 46% and 53%, respectively in 2007. The impact of price risk management and marketing activities decreased total natural gas and NGL revenues \$8.1 million for 2008 compared to a decrease of \$0.7 million in the same period of 2007. Of the \$8.1 million decrease, \$5.1 was attributable to a non-cash mark-to-market adjustments made to our derivative contracts and \$3.0 million is related to losses recognized on cash settlements of our derivative contracts.

Costs of product sold. Our cost of products sold increased \$185.9 million, or 94%, for the six months ended June 30, 2008 compared to the same period of 2007. Of the increase, \$165.5 million relates to NGLs and \$20.4 million relates to natural gas. The increase in NGL cost of products sold is less than our increase in NGL revenues as we were able to expand our NGL margins by \$0.39 per barrel, or 19%. The percentage increase relating to natural gas cost of products sold was higher than the percentage increase in natural gas revenues which caused our Mmbtu margins to decrease by 67%. This is primarily a result of the terms of Woodlawn's producer contracts compared to the terms of our historical producer contracts.

Operating expenses. Operating expenses increased \$1.1 million, or 35%, for the six months ended June 30, 2008 compared to the same period of 2007. This increase was primarily a result of Woodlawn being in operation for the entire six months of 2008 as compared to 2007.

Selling, general and administrative expenses. Selling, general and administrative expenses remained consistent for the six months ended June 30, 2008 and 2007.

Depreciation and amortization. Depreciation and amortization increased \$0.6 million, or 49%, for the six months ended June 30, 2008 compared to the same period of 2007. This increase was primarily a result of Woodlawn being in operation for the first six months of 2008 as compared to 2007.

In summary, our natural gas services operating income decreased \$5.5 million, or 228%, for the six months ended June 30, 2008 compared to the same period of 2007.

Equity in earnings of unconsolidated entities. Equity in earnings of unconsolidated entities was \$7.9 million and \$4.5 million for the six months ended June 30, 2008 and 2007, respectively, an increase of 76%. This increase is primarily a result of receiving full benefit of the expansion to the Waskom plant and the Waskom fractionator for the six months of 2008 as the plant was shut down for a portion of the first half of 2007. As a result, our inlet volumes and fractionation volumes increased 28% during the six months ending June 30, 2008 as compared to the same period in 2007.

Marine Transportation Segment

The following table summarizes our results of operations in our marine transportation segment.

	Six Months Ended	
	June 30,	
	2008	2007
	(In thousands)	
Revenues	\$ 37,289	\$ 30,773
Operating expenses	27,317	22,703
Selling, general and administrative expenses	517	83
Depreciation and amortization	5,742	3,903
	3,713	4,084

Other operating income	139	
Operating income	\$ 3,852	\$ 4,084

Table of Contents

Revenues. Our marine transportation revenues increased \$6.5 million, or 21%, for the six months ended June 30, 2008, compared to the six months ended June 30, 2007. Our inland marine operations generated an additional \$7.2 million in revenue from expansion of our fleet and increased contract rates. Our offshore revenues decreased \$0.8 million primarily from downtime associated with capital expenditures on offshore vessels.

Operating expenses. Operating expenses increased \$4.6 million, or 20%, for the six months ended June 30, 2008 compared to the six months ended June 30, 2007. This was primarily a result of increases in operating costs from fuel expense, wages and burden costs, and repairs and maintenance due to expansion of our fleet and increased fuel costs.

Selling, general, and administrative expenses. Selling, general and administrative expenses increased \$0.4 million for the six months ended June 30, 2008 compared to the six months ended June 30, 2007. This was primarily a result of increases in selling, general and administrative costs to support our fleet expansion.

Depreciation and Amortization. Depreciation and amortization increased \$1.8 million, or 47%, for the six months ended June 30, 2008 compared to the six months ended June 30, 2007. This increase was primarily a result of capital expenditures made in the last twelve months.

In summary, our marine transportation operating income decreased \$0.2 million, or 6%, for the six months ended June 30, 2008 compared to the six months ended June 30, 2007.

Sulfur Services Segment

The following table summarizes our results of operations in our sulfur segment.

	Six Months Ended June 30,	
	2008	2007
	(In thousands)	
Revenues	\$ 156,686	\$ 59,903
Cost of products sold	133,907	44,803
Operating expenses	8,559	8,203
Selling, general and administrative expenses	1,340	1,163
Depreciation and amortization	2,831	2,352
Operating income	\$ 10,049	\$ 3,382
Sulfur Volumes (long tons)	467.2	720.8

Revenues. Our sulfur services revenues increased \$96.8 million, or 162%, for the six months ended June 30, 2008 compared to the six months ended June 30, 2007. This increase was primarily a result of a 304% increase in our average sales price. The sales price increase was due primarily to increased market prices for our sulfur products, primarily driven by higher costs of sulfur and raw materials for sulfur-based products.

Cost of products sold. Our cost of products sold increased \$89.1 million, or 199%, for the six months ended June 30, 2008 compared to the six months ended June 30, 2007. Our margin per ton increased 54% which was driven by a strong international demand in the prilled sulfur markets and being able to spread our margin to our sulfur-based product customers.

Operating expenses. Our operating expenses increased \$0.4 million, or 4%, for the six months ended June 30, 2008 compared to the six months ended June 30, 2007. This increase was a result of increased marine transportation expenses.

Selling, general, and administrative expenses. Our selling, general, and administrative expenses increased \$0.2 million, or 15%, for the six months ended June 30, 2008 compared to the six months ended June 30, 2007.

Table of Contents

Depreciation and amortization. Depreciation and amortization expense increased \$0.5 million, or 20%, for the six months ended June 30, 2008 compared to the six months ended June 30, 2007. This is a result of our sulfuric acid plant becoming operational in late September 2007.

In summary, our sulfur operating income increased \$6.3 million, or 185%, for the six months ended June 30, 2008 compared to the six months ended June 30, 2007.

Statement of Operations Items as a Percentage of Revenues

Our cost of products sold, operating expenses, selling, general and administrative expenses, and depreciation and amortization as a percentage of revenues for the three months and six months ended June 30, 2008 and 2007 are as follows:

	Three Months Ended June 30,		Six Months Ended June 30,	
	2008	2007	2008	2007
Revenues	100%	100%	100%	100%
Cost of products sold	87%	78%	86%	78%
Operating expenses	9%	13%	8%	13%
Selling, general and administrative expenses	1%	2%	1%	2%
Depreciation and amortization	2%	3%	2%	3%

Equity in Earnings of Unconsolidated Entities

For the three and six months ended June 30, 2008 and 2007 equity in earnings of unconsolidated entities relates to our unconsolidated interests in Waskom, Matagorda, PIPE and BCP.

Equity in earnings of unconsolidated entities was \$4.4 million for the three months ended June 30, 2008 compared to \$2.4 million for the three months ended June 30, 2007, an increase of \$2.0 million. This increase is related to earnings received from Waskom, Matagorda, PIPE and BCP.

Equity in earnings of unconsolidated entities was \$7.9 million for the six months ended June 30, 2008 compared to \$4.5 million for the six months ended June 30, 2007, an increase of \$3.4 million. This increase is related to earnings received from Waskom, Matagorda, PIPE and BCP.

Interest Expense

Our interest expense for all operations was \$3.9 million for the three months ended June 30, 2008, compared to the \$2.7 million for the three months ended June 30, 2007, an increase of \$1.2 million, or 44%. This increase was primarily due to recognized increases in interest expense of \$0.6 million, related to the difference between the fixed rate and the floating rate of interest on the mark-to-market interest rate swap and an increase in average debt outstanding.

Our interest expense for all operations was \$8.6 million for the six months ended June 30, 2008, compared to the \$6.3 million for the six months ended June 30, 2007, an increase of \$2.3 million, or 37%. This increase was primarily due to recognized increases in interest expense of \$1.4 million, related to the difference between the fixed rate and the floating rate of interest on the interest rate swap and an increase in average debt outstanding.

Indirect Selling, General and Administrative Expenses

Indirect selling, general and administrative expenses were \$1.3 million for the three months ended June 30, 2008 compared to \$0.8 million for the three months ended June 30, 2007, an increase of \$0.5 million, or 55%.

Indirect selling, general and administrative expenses were \$2.6 million for the six months ended June 30, 2008 compared to \$1.6 million for the six months ended June 30, 2007, an increase of \$1.0 million, or 65%.

Table of Contents

Martin Resource Management allocated to us a portion of its indirect selling, general and administrative expenses for services such as accounting, treasury, clerical billing, information technology, administration of insurance, engineering, general office expense and employee benefit plans and other general corporate overhead functions we share with Martin Resource Management retained businesses. This allocation is based on the percentage of time spent by Martin Resource Management personnel that provide such centralized services. Generally accepted accounting principles also permit other methods for allocation these expenses, such as basing the allocation on the percentage of revenues contributed by a segment. The allocation of these expenses between Martin Resource Management and us is subject to a number of judgments and estimates, regardless of the method used. We can provide no assurances that our method of allocation, in the past or in the future, is or will be the most accurate or appropriate method of allocation these expenses. Other methods could result in a higher allocation of selling, general and administrative expense to us, which would reduce our net income. Under the omnibus agreement, the reimbursement amount with respect to indirect general and administrative and corporate overhead expenses was capped at \$2.0 million. This cap expired on November 1, 2007. Effective January 1, 2008, the Conflicts Committee of our general partner approved a reimbursement amount for indirect expenses of \$2.7 million for the year ending December 31, 2008. Martin Resource Management allocated indirect selling, general and administrative expenses of \$0.6 million and \$0.4 million for the three months ended June 30, 2008 and 2007, respectively, and \$1.3 million and \$0.8 million for the six months ended June 30, 2008 and 2007, respectively.

Liquidity and Capital Resources***Cash Flows and Capital Expenditures***

For the six months ended June 30, 2008 cash increased \$7.2 million as a result of \$27.0 million provided by operating activities, \$57.7 million used in investing activities and \$37.8 million provided by financing activities. For the six months ended June 30, 2007, cash decreased \$3.4 million as a result of \$28.0 million provided by operating activities, \$76.9 million used in investing activities and \$45.8 million provided by financing activities.

For the six months ended June 30, 2008 our investing activities of \$57.7 million consisted of capital expenditures, acquisitions, proceeds from sale of property, plant and equipment, return of investments from unconsolidated entities and investments in and distributions from unconsolidated entities. For the six months ended June 30, 2007 our investing activities of \$76.9 million consisted of capital expenditures, acquisitions, return of investments from unconsolidated entities, and investments in and distributions from unconsolidated partnerships.

Generally, our capital expenditure requirements have consisted, and we expect that our capital requirements will continue to consist, of:

maintenance capital expenditures, which are capital expenditures made to replace assets to maintain our existing operations and to extend the useful lives of our assets; and

expansion capital expenditures, which are capital expenditures made to grow our business, to expand and upgrade our existing terminalling, marine transportation, storage and manufacturing facilities, and to construct new terminalling facilities, plants, storage facilities and new marine transportation assets.

For the six months ended June 30, 2008 and 2007, our capital expenditures for property and equipment were \$58.7 million and \$68.9 million, respectively.

As to each period:

For the six months ended June 30, 2008, we spent \$53.7 million for expansion and \$5.0 million for maintenance. Our expansion capital expenditures were made in connection with assets acquired in the Stanolind acquisition, marine vessel purchases and conversions and construction projects associated with our terminalling business. Our maintenance capital expenditures were primarily made in our marine transportation segment for routine dry dockings of our vessels pursuant to the United States Coast Guard requirements.

Table of Contents

For the six months ended June 30, 2007, we spent \$64.9 million for expansion and \$4.0 million for maintenance. Our expansion capital expenditures were made in connection with assets acquired in the Woodlawn and Mega Lubricants acquisitions, marine vessel purchases and conversions, construction projects associated with our terminalling business, and the sulfuric acid plant construction project at our facility in Plainview, Texas. Our maintenance capital expenditures were primarily made in our marine transportation segment for routine dry dockings of our vessels pursuant to the United States Coast Guard requirements and include \$0.1 million spent in connection with restoration of assets destroyed in Hurricanes Rita and Katrina.

For the six months ended June 30, 2008, our financing activities consisted of cash distributions paid to common and subordinated unitholders of \$22.2 million, payments of long term debt to financial lenders of \$100.8 million and borrowings of long-term debt under our credit facility of \$160.8 million.

For the six months ended June 30, 2007, our financing activities consisted of cash distributions paid to common and subordinated unitholders of \$17.3 million, net proceeds from a follow on equity offering of \$55.9 million, payments of long term debt to financial lenders of \$97.3 million, borrowings of long-term debt under our credit facility of \$103.3 million and contributions of \$1.2 million from our general partner.

We made net investments in (received distributions from) unconsolidated entities of \$(0.1) million and \$5.8 million during the six months ended June 30, 2008 and 2007, respectively. The net investment in unconsolidated entities includes \$1.9 million and \$6.1 million of expansion capital expenditures in the six months ended June 30, 2008 and 2007, respectively.

Capital Resources

Historically, we have generally satisfied our working capital requirements and funded our capital expenditures with cash generated from operations and borrowings. We expect our primary sources of funds for short-term liquidity needs will be cash flows from operations and borrowings under our credit facility.

As of June 30, 2008, we had \$285.0 million of outstanding indebtedness, consisting of outstanding borrowings of \$155.0 million under our revolving credit facility and \$130.0 million under our term loan facility.

On January 22, 2008, we financed the Stanolind asset acquisition through approximately \$6.0 million in borrowings under our revolving credit facility.

On October 2, 2007, we financed the Monarch acquisition through approximately \$3.9 million in borrowings under our revolving credit facility.

On June 13, 2007, we financed the Mega Lubricants acquisition through approximately \$4.6 million in borrowings under our revolving credit facility.

On May 2, 2007, we financed the Woodlawn acquisition through approximately \$33.0 million in borrowings under our revolving credit facility.

In May 2007, we completed a follow-on public offering of 1,380,000 common units, resulting in proceeds of \$56.0 million, after payment of underwriters' discounts, commissions, and offering expenses. Our general partner contributed \$1.2 million in cash to us in conjunction with the offering in order to maintain its 2% general partner interest in us. The net proceeds were used to pay down revolving debt under our credit facility and to provide working capital.

We believe that cash generated from operations, and our borrowing capacity under our credit facility, will be sufficient to meet our working capital requirements, anticipated capital expenditures and scheduled debt payments in 2008. However, our ability to satisfy our working capital requirements, to fund planned capital expenditures and to satisfy our debt service obligations will depend upon our future operating performance, which is subject to certain risks. Please read **Item 1A. Risk Factors - Risks Related to Our Business** in our Form 10-K for the year ended December 31, 2007 filed with the SEC on March 5, 2008 for a discussion of such risks.

Table of Contents

Total Contractual Cash Obligations. A summary of our total contractual cash obligations as of June 30, 2008 is as follows (dollars in thousands):

Type of Obligation	Total Obligation	Payment due by period			Due Thereafter
		Less than One Year	1-3 Years	3-5 Years	
Long-Term Debt					
Revolving credit facility	\$ 155,000	\$	\$ 155,000	\$	\$
Term loan facility	130,000		130,000		
Other					
Non-competition agreements	600	250	200	100	50
Operating leases	27,031	3,813	9,610	4,998	8,610
Interest expense (1)					
Revolving Credit Facility	21,927	9,254	12,673		
Term loan facility	21,519	9,082	12,437		
Other					
Total contractual cash obligations	\$ 356,077	\$ 22,399	\$ 319,920	\$ 5,098	\$ 8,660

- (1) Interest commitments are estimated using our current interest rates for the respective credit agreements over their remaining terms.

Letter of Credit At June 30, 2008, we had an outstanding irrevocable letter of credit in the amount of \$0.1 million which was issued under our revolving credit facility. This letter of credit was issued to the Texas Commission on Environmental Quality to provide financial assurance for our used oil handling program.

Off Balance Sheet Arrangements. We do not have any off-balance sheet financing arrangements.

Description of Our Credit Facility

On November 10, 2005, we entered into a new \$225.0 million multi-bank credit facility comprised of a \$130.0 million term loan facility and a \$95.0 million revolving credit facility, which includes a \$20.0 million letter of credit sub-limit. Our credit facility also includes procedures for additional financial institutions to become revolving lenders, or for any existing revolving lender to increase its revolving commitment, subject to a maximum of \$100.0 million for all such increases in revolving commitments of new or existing revolving lenders. Effective June 30, 2006, we increased our revolving credit facility \$25.0 million resulting in a committed \$120.0 million revolving credit facility. Effective December 28, 2007, we increased our revolving credit facility \$75.0 million resulting in a committed \$195.0 million revolving credit facility. The revolving credit facility is used for ongoing working capital needs and general partnership purposes, and to finance permitted investments, acquisitions and capital expenditures. Under the amended and restated credit facility, as of June 30, 2008, we had \$155.0 million outstanding under the revolving credit facility and \$130.0 million outstanding under the term loan facility. As of June 30, 2008, we had \$39.9 million available under our revolving credit facility.

On July 14, 2005, we issued a \$0.1 million irrevocable letter of credit to the Texas Commission on Environmental Quality to provide financial assurance for its used oil handling program.

Draws made under our credit facility are normally made to fund acquisitions and for working capital requirements. During the current fiscal year, draws on our credit facilities have ranged from a low of \$225.0 million to a high of \$296.4 million. As of June 30, 2008, we had \$39.9 million available for working capital, internal expansion and acquisition activities under our credit facility.

Our obligations under the credit facility are secured by substantially all of our assets, including, without limitation, inventory, accounts receivable, marine vessels, equipment, fixed assets and the interests in our operating subsidiaries and equity method investees. We may prepay all amounts outstanding under this facility at any time without penalty.

Indebtedness under the credit facility bears interest at either LIBOR plus an applicable margin or the base prime rate plus an applicable margin. The applicable margin for revolving loans that are LIBOR loans

Table of Contents

ranges from 1.50% to 3.00% and the applicable margin for revolving loans that are base prime rate loans ranges from 0.50% to 2.00%. The applicable margin for term loans that are LIBOR loans ranges from 2.00% to 3.00% and the applicable margin for term loans that are base prime rate loans ranges from 1.00% to 2.00%. The applicable margin for existing borrowings is 2.00%. Effective July 1, 2008, the applicable margin for existing borrowings will remain 2.00%. As a result of our leverage ratio test, effective October 1, 2008, the applicable margin for existing borrowings will increase to 2.50%. We incur a commitment fee on the unused portions of the credit facility.

Effective January 2008, we entered into an interest rate swap that swaps \$25.0 million of floating rate to fixed rate. The fixed rate cost is 3.400% plus our applicable LIBOR borrowing spread. This interest rate swap which matures in January, 2010 is accounted for using hedge accounting.

Effective September 2007, we entered into an interest rate swap that swaps \$25.0 million of floating rate to fixed rate. The fixed rate cost is 4.605% plus our applicable LIBOR borrowing spread. This interest rate swap which matures in September, 2010 is accounted for using hedge accounting.

Effective November 2006, we entered into an interest rate swap that swaps \$40.0 million of floating rate to fixed rate. The fixed rate cost is 4.82% plus our applicable LIBOR borrowing spread. This interest rate swap which matures in December, 2009 is accounted for using hedge accounting.

Effective November 2006, we entered into an interest rate swap that swaps \$30.0 million of floating rate to fixed rate. The fixed rate cost is 4.765% plus our applicable LIBOR borrowing spread. This interest rate swap, which matures in March, 2010, is not accounted for using hedge accounting.

Effective March 2006, we entered into an interest rate swap that swaps \$75.0 million of floating rate to fixed rate. The fixed rate cost is 5.25% plus our applicable LIBOR borrowing spread. This interest rate swap which matures in November, 2010 is accounted for using hedge accounting.

In addition, the credit facility contains various covenants, which, among other things, limit our ability to: (i) incur indebtedness; (ii) grant certain liens; (iii) merge or consolidate unless we are the survivor; (iv) sell all or substantially all of our assets; (v) make certain acquisitions; (vi) make certain investments; (vii) make certain capital expenditures; (viii) make distributions other than from available cash; (ix) create obligations for some lease payments; (x) engage in transactions with affiliates; (xi) engage in other types of business; and (xii) our joint ventures to incur indebtedness or grant certain liens.

The credit facility also contains covenants, which, among other things, require us to maintain specified ratios of: (i) minimum net worth (as defined in the credit facility) of \$75.0 million plus 50% of net proceeds from equity issuances after November 10, 2005; (ii) EBITDA (as defined in the credit facility) to interest expense of not less than 3.0 to 1.0 at the end of each fiscal quarter; (iii) total funded debt to EBITDA of not more than 4.75 to 1.00 for each fiscal quarter; and (iv) total secured funded debt to EBITDA of not more than 4.00 to 1.00 for each fiscal quarter there. We are in compliance with the debt covenants contained in the credit facility.

On November 10 of each year, commencing with November 10, 2006, we must prepay the term loans under the credit facility with 75% of Excess Cash Flow (as defined in the credit facility), unless its ratio of total funded debt to EBITDA is less than 3.00 to 1.00. No prepayments under the term loan were required to be made through June 30, 2008. If we receive greater than \$15.0 million from the incurrence of indebtedness other than under the credit facility, we must prepay indebtedness under the credit facility with all such proceeds in excess of \$15.0 million. Any such prepayments are first applied to the term loans under the credit facility. We must prepay revolving loans under the credit facility with the net cash proceeds from any issuance of its equity. We must also prepay indebtedness under the credit facility with the proceeds of certain asset dispositions. Other than these mandatory prepayments, the credit facility requires interest only payments on a quarterly basis until maturity. All outstanding principal and unpaid interest must be paid by November 10, 2010. The credit facility contains customary events of default, including, without limitation, payment defaults, cross-defaults to other material indebtedness, bankruptcy-related defaults, change of control defaults and litigation-related defaults.

As of August 4, 2008, our outstanding indebtedness includes \$297.6 million under our credit facility.

Table of Contents

Seasonality

A substantial portion of our revenues are dependent on sales prices of products, particularly NGLs and fertilizers, which fluctuate in part based on winter and spring weather conditions. The demand for NGLs is strongest during the winter heating season. The demand for fertilizers is strongest during the early spring planting season. However, our terminalling and storage and marine transportation businesses and the molten sulfur business are typically not impacted by seasonal fluctuations. We expect to derive a majority of our net income from our terminalling and storage, marine transportation and sulfur businesses. Therefore, we do not expect that our overall net income will be impacted by seasonality factors. However, extraordinary weather events, such as hurricanes, have in the past, and could in the future, impact our terminalling and storage and marine transportation businesses. For example, Hurricanes Katrina and Rita in the third quarter of 2005 adversely impacted operating expenses and the four hurricanes that impacted the Gulf of Mexico and Florida in the third quarter of 2004 adversely impacted our terminalling and storage and marine transportation business s revenues.

Impact of Inflation

Inflation in the United States has been relatively low in recent years and did not have a material impact on our results of operations for the six months ended June 30, 2008 and 2007. However, inflation remains a factor in the United States economy and could increase our cost to acquire or replace property, plant and equipment as well as our labor and supply costs. We cannot assure you that we will be able to pass along increased costs to our customers.

Increasing energy prices could adversely affect our results of operations. Diesel fuel, natural gas, chemicals and other supplies are recorded in operating expenses. An increase in price of these products would increase our operating expenses which could adversely affect net income. We cannot assure you that we will be able to pass along increased operating expenses to our customers.

Environmental Matters

Our operations are subject to environmental laws and regulations adopted by various governmental authorities in the jurisdictions in which these operations are conducted. We incurred no material environmental costs, liabilities or expenditures to mitigate or eliminate environmental contamination during the six months ended June 30, 2008 or 2007.

Table of Contents**Item 3. Quantitative and Qualitative Disclosures about Market Risk**

Commodity Price Risk. Market risk is the risk of loss arising from adverse changes in market rates and prices. We are exposed to market risks associated with commodity prices, counterparty credit and interest rates. Historically, we have not engaged in commodity contract trading or hedging activities. Under our hedging policy, we monitor and manage the commodity market risk associated with the commodity risk exposure of Prism Gas. In addition, we are focusing on utilizing counterparties for these transactions whose financial condition is appropriate for the credit risk involved in each specific transaction. For the period ended June 30, 2008, changes in the fair value of our derivative contracts were recorded both in earnings and comprehensive income since we have designated a portion of our derivative instruments as hedges as of June 30, 2008.

We use derivatives to manage the risk of commodity price fluctuations. Our counterparties to the commodity derivative contracts include Coral Energy Holding LP, Morgan Stanley Capital Group Inc., Wachovia Bank and Wells Fargo Bank.

On all transactions where we are exposed to counterparty risk, we analyze the counterparty's financial condition prior to entering into an agreement, and have established a maximum credit limit threshold pursuant to our hedging policy and monitor the appropriateness of these limits on an ongoing basis.

As a result of the Prism Gas acquisition, we are exposed to the impact of market fluctuations in the prices of natural gas, natural gas liquids (NGLs) and condensate as a result of gathering, processing and sales activities. Prism Gas gathering and processing revenues are earned under various contractual arrangements with gas producers. Gathering revenues are generated through a combination of fixed-fee and index-related arrangements. Processing revenues are generated primarily through contracts which provide for processing on percent-of-liquids (POL) and percent-of-proceeds (POP) basis. Prism Gas has entered into hedging transactions through 2011 to protect a portion of its commodity exposure from these contracts. These hedging arrangements are in the form of swaps for crude oil, natural gas, ethane, and natural gasoline.

Based on estimated volumes, as of June 30, 2008, Prism Gas had hedged approximately 67%, 47%, 22% and 16% of its commodity risk by volume for 2008, 2009, 2010 and 2011, respectively. We anticipate entering into additional commodity derivatives on an ongoing basis to manage our risks associated with these market fluctuations, and will consider using various commodity derivatives, including forward contracts, swaps, collars, futures and options, although there is no assurance that we will be able to do so or that the terms thereof will be similar to the our existing hedging arrangements. In addition, we will consider derivative arrangements that include the specific NGL products as well as natural gas and crude oil.

**Hedging Arrangements in Place
As of June 30, 2008**

Year	Commodity Hedged	Volume	Type of Derivative	Basis Reference
2008	Condensate & Natural Gasoline	5,000 BBL/Month	Crude Oil Swap (\$66.20)	NYMEX
2008	Natural Gas	30,000 MMBTU/Month	Natural Gas Swap (\$8.12)	Houston Ship Channel
2008	Ethane	5,000 BBL/Month	Ethane Swap (\$27.30)	Mt. Belvieu
2008	Natural Gasoline	3,000 BBL/Month	Crude Oil Swap (\$70.75)	NYMEX
2008	Natural Gasoline	3,000 BBL/Month	Natural Gasoline Swap (\$86.52)	Mt. Belvieu (Non-TET)
2008	Natural Gasoline	3,000 BBL/Month	Natural Gasoline Swap (\$85.79)	Mt. Belvieu (Non-TET)
2009	Natural Gas	30,000 MMBTU/Month	Natural Gas Swap (9.025)	Columbia Gulf
2009	Condensate & Natural Gasoline	3,000 BBL/Month	Crude Oil Swap (\$69.08)	NYMEX

Edgar Filing: MARTIN MIDSTREAM PARTNERS LP - Form 10-Q

2009	Natural Gasoline	3,000 BBL/Month	Crude Oil Swap (\$70.90)	NYMEX
2009	Condensate	1,000 BBL/Month	Crude Oil Swap (\$70.45)	NYMEX
2009	Natural Gasoline	2,000 BBL/Month	Natural Gasoline Swap (\$86.42)	Mt. Belvieu (Non-TET)
2010	Condensate	2,000 BBL/Month	Crude Oil Swap (\$69.15)	NYMEX
2010	Natural Gasoline	3,000 BBL/Month	Crude Oil Swap (\$72.25)	NYMEX
2010	Condensate	1,000 BBL/Month	Crude Oil Swap (\$104.80)	NYMEX
2010	Natural Gasoline	1,000 BBL/Month	Natural Gasoline Swap (\$94.14)	Mt. Belvieu (Non-TET)
2011	Natural Gasoline	2,000 BBL/Month	Crude Oil Swap (\$99.15)	NYMEX
2011	Condensate	1,000 BBL/Month	Crude Oil Swap (\$103.80)	NYMEX
2011	Natural Gasoline	2,000 BBL/Month	Natural Gasoline Swap (\$93.18)	NYMEX

45

Table of Contents

Our principal customers with respect to Prism Gas natural gas gathering and processing are large, natural gas marketing services, oil and gas producers and industrial end-users. In addition, substantially all of our natural gas and NGL sales are made at market-based prices. Our standard gas and NGL sales contracts contain adequate assurance provisions which allows for the suspension of deliveries, cancellation of agreements or discontinuance of deliveries to the buyer unless the buyer provides security for payment in a form satisfactory to us.

Interest Rate Risk. We are exposed to changes in interest rates as a result of our credit facility, which had a weighted-average interest rate of 6.44% as of June 30, 2008. We had a total of \$285.0 million of indebtedness outstanding under our credit facility as of the date hereof of which \$90.0 million was unhedged floating rate debt. Based on the amount of unhedged floating rate debt owed by us on June 30, 2008, the impact of a 1% increase in interest rates on this amount of debt would result in an increase in interest expense and a corresponding decrease in net income of approximately \$0.9 million annually.

Item 4. Controls and Procedures

Evaluation of disclosure controls and procedures. In accordance with Rules 13a-15 and 15d-15 of the Securities Exchange Act of 1934, as amended (the Exchange Act), we, under the supervision and with the participation of the Chief Executive Officer and Chief Financial Officer of our general partner, carried out an evaluation of the effectiveness of our disclosure controls and procedures (as defined in Rule 13a-15(e) of the Exchange Act) as of the end of the period covered by this report. Based on that evaluation, the Chief Executive Officer and Chief Financial Officer of our general partner concluded that our disclosure controls and procedures were effective as of the end of the period covered by this report, to provide reasonable assurance that information required to be disclosed in our reports filed or submitted under the Exchange Act is recorded, processed, summarized and reported within the time periods specified in the Securities and Exchange Commission's rules and forms.

In response to the material weakness disclosed in our annual report on Form 10-K for the year ended December 31, 2007 filed with the SEC on March 5, 2008, we have implemented new internal control procedures to improve the effectiveness of our review of identified reconciling items on product exchange reconciliations. These remedial actions include additional review by our internal accounting staff and enhanced documentation related to such review.

Changes in internal controls. Except as described above, there were no other changes in our internal controls over financial reporting (as defined in Exchange Act Rules 13a-15(f) and 15d-15(f)) that occurred during our most recent fiscal quarter that have materially affected, or are reasonably likely to materially affect, our internal controls over financial reporting.

Table of Contents

PART II. OTHER INFORMATION

Item 1. Legal Proceedings

From time to time, we are subject to certain legal proceedings claims and disputes that arise in the ordinary course of our business. Although we cannot predict the outcomes of these legal proceedings, we do not believe these actions, in the aggregate, will have a material adverse impact on our financial position, results of operations or liquidity.

In addition to the foregoing, as a result of an inspection by the U.S. Coast Guard of our tug Martin Explorer at the Freeport Sulfur Dock Terminal in Tampa, Florida, we have been informed that an investigation has been commenced concerning a possible violation of the Act to Prevent Pollution from Ships, 33 USC 1901, et. seq., and the MARPOL Protocol 73/78. In connection with this matter, two employees of Martin Resource Management who provide services to us were served with grand jury subpoenas during the fourth quarter of 2007. We are cooperating with the investigation and, as of the date of this report, no formal charges, fines and/or penalties have been asserted against us.

Item 1A. Risk Factors

There have been no material changes in our risk factors from those disclosed in Item 1A. Risk Factors of our Form 10-K for the year ended December 31, 2007 filed with the SEC on March 5, 2008. Please see Item 1A. Risk Factors of our Form 10-K for the year ended December 31, 2007 filed with the SEC on March 5, 2008.

Item 5. Other Information.

On May 2, 2008, we received a copy of a petition filed in the District Court of Gregg County, Texas by Scott D. Martin (the Plaintiff) against Ruben S. Martin, III (the Defendant) with respect to certain matters relating to Martin Resource Management Corporation (Martin Resource Management), the parent company of Martin Midstream GP, LLC (Martin Midstream GP), our general partner. The Plaintiff and the Defendant are directors and executive officers of both Martin Resource Management and Martin Midstream GP. The lawsuit alleges that the Defendant breached a settlement agreement with the Plaintiff concerning certain Martin Resource Management matters and that the Defendant breached fiduciary duties allegedly owed to the Plaintiff in connection with their respective ownership and other positions with Martin Resource Management. We are not a party to the lawsuit and the lawsuit does not assert any claims (i) against us, (ii) concerning our governance or operations or (iii) against the Defendant with respect to his service as an officer or director of Martin Midstream GP. The lawsuit is not expected to affect the financial condition or operation of us or Martin Midstream GP.

Item 6. Exhibits

The information required by this Item 6 is set forth in the Index to Exhibits accompanying this quarterly report and is incorporated herein by reference.

Table of Contents

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 thereunto duly authorized.

Martin Midstream Partners L.P.

By: Martin Midstream GP LLC
Its General Partner

Date: August 5, 2008

By: /s/ Ruben S. Martin

Ruben S. Martin
President and Chief Executive Officer

48

Table of Contents

INDEX TO EXHIBITS

Exhibit Number	Exhibit Name
3.1	Certificate of Limited Partnership of Martin Midstream Partners L.P. (the Partnership), dated June 21, 2002 (filed as Exhibit 3.1 to the Partnership s Registration Statement on Form S-1 (Reg. No. 333-91706), filed July 1, 2002, and incorporated herein by reference).
3.2	First Amended and Restated Agreement of Limited Partnership of the Partnership, dated November 6, 2002 (filed as Exhibit 3.1 to the Partnership s Current Report on Form 8-K, filed November 19, 2002, and incorporated herein by reference).
3.3	Amendment No. 1 to First Amended and Restated Agreement of Limited Partnership of the Partnership, dated November 1, 2007 (filed as Exhibit 3.1 to the Partnership s Current Report on Form 8-K, filed November 2, 2007, and incorporated herein by reference).
3.4	Amendment No. 2 to First Amended and Restated Agreement of Limited Partnership of the Partnership, dated effective January 1, 2007 (filed as Exhibit 3.1 to the Partnership s Current Report on Form 8-K, filed April 7, 2008, and incorporated herein by reference).
3.5	Certificate of Limited Partnership of Martin Operating Partnership L.P. (the Operating Partnership), dated June 21, 2002 (filed as Exhibit 3.3 to the Partnership s Registration Statement on Form S-1 (Reg. No. 333-91706), filed July 1, 2002, and incorporated herein by reference).
3.6	Amended and Restated Agreement of Limited Partnership of the Operating Partnership, dated November 6, 2002 (filed as Exhibit 3.2 to the Partnership s Current Report on Form 8-K, filed November 19, 2002, and incorporated herein by reference).
3.7	Certificate of Formation of Martin Midstream GP LLC (the General Partner), dated June 21, 2002 (filed as Exhibit 3.5 to the Partnership s Registration Statement on Form S-1 (Reg. No. 333-91706), filed July 1, 2002, and incorporated herein by reference).
3.8	Limited Liability Company Agreement of the General Partner, dated June 21, 2002 (filed as Exhibit 3.6 to the Partnership s Registration Statement on Form S-1 (Reg. No. 33-91706), filed July 1, 2002, and incorporated herein by reference).
3.9	Certificate of Formation of Martin Operating GP LLC (the Operating General Partner), dated June 21, 2002 (filed as Exhibit 3.7 to the Partnership s Registration Statement on Form S-1 (Reg. No. 333-91706), filed July 1, 2002, and incorporated herein by reference).
3.10	Limited Liability Company Agreement of the Operating General Partner, dated June 21, 2002 (filed as Exhibit 3.8 to the Partnership s Registration Statement on Form S-1 (Reg. No. 333-91706), filed July 1, 2002, and incorporated herein by reference).
4.1	Specimen Unit Certificate for Common Units (contained in Exhibit 3.2).
4.2	Specimen Unit Certificate for Subordinated Units (filed as Exhibit 4.2 to Amendment No. 4 to the Partnership s Registration Statement on Form S-1 (Reg. No. 333-91706), filed October 25, 2002, and incorporated herein by reference).

- 31.1* Certifications of Chief Executive Officer Pursuant to Section 302 of the Sarbanes-Oxley Act of 2002.
- 31.2* Certifications of Chief Financial Officer Pursuant to Section 302 of the Sarbanes-Oxley Act of 2002.
- 32.1* Certification of Chief Executive Officer pursuant to 18 U.S.C., Section 1350, as adopted pursuant to Section 906 of the Sarbanes-Oxley Act of 2002. Pursuant to SEC Release 34-47551, this Exhibit is furnished to the SEC and shall not be deemed to be filed.
- 32.2* Certification of Chief Financial Officer pursuant to 18 U.S.C., Section 1350, as adopted pursuant to Section 906 of the Sarbanes-Oxley Act of 2002. Pursuant to SEC Release 34-47551, this Exhibit is furnished to the SEC and shall not be deemed to be filed.
- 99.1* Balance Sheets as of June 30, 2008 (unaudited) and December 31, 2007 (audited) of the General Partner.

* Filed or
furnished
herewith