

MARTIN MIDSTREAM PARTNERS LP
Form 10-Q
November 07, 2011

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 September 30, 2011

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 has submitted electronically and posted on its corporate Web site, if any, every Interactive Data File required to be submitted and posted pursuant to Rule 405 of Regulation S-T (§232.405 of this chapter) during the preceding 12 months (or for such shorter period that the registrant was required to submit and post such files).

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 definition of “large accelerated filer,” “accelerated filer” and “smaller reporting company” in Rule 12b-2 of the Exchange Act.

Large accelerated filer Accelerated filer
Non-accelerated filer (Do not check if a smaller reporting company) 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 November 7, 2011 was 19,582,332. The number of the registrant’s subordinated units outstanding at November 7, 2011 was 889,444.

	Page
<u>PART I – FINANCIAL INFORMATION</u>	2
Item 1.	2
<u>Financial Statements</u>	
<u>Consolidated and Condensed Balance Sheets as of September 30, 2011 (unaudited) and December 31, 2010 (audited);</u>	2
<u>Consolidated and Condensed Statements of Operations for the Three and Nine Months ended September 30, 2011 and 2010 (unaudited);</u>	3
<u>Consolidated and Condensed Statements of Capital for the Three and Nine Months Ended September 30, 2011 and 2010 (unaudited);</u>	4
<u>Consolidated and Condensed Statements of Comprehensive Income for the Three and Nine Months Ended September 30, 2011 and 2010 (unaudited);</u>	5
<u>Consolidated and Condensed Statements of Cash Flows for the Nine Months Ended September 30, 2011 and 2010 (unaudited);</u>	6
Item 2.	35
<u>Management’s Discussion and Analysis of Financial Condition and Results of Operations</u>	
Item 3.	62
<u>Quantitative and Qualitative Disclosures about Market Risk</u>	
Item 4.	64
<u>Controls and Procedures</u>	
<u>PART II. OTHER INFORMATION</u>	65
Item 1.	65
<u>Legal Proceedings</u>	
Item 1A.	65
<u>Risk Factors</u>	
Item 5.	65
<u>Other Information</u>	
Item 6.	67
<u>Exhibits</u>	
<u>SIGNATURE</u>	
<u>CERTIFICATIONS</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)

	September 30, 2011 (Unaudited)	December 31, 2010 (Audited)
Assets		
Cash	\$ 296	\$ 11,380
Accounts and other receivables, less allowance for doubtful accounts of \$3,592 and \$2,528, respectively	99,196	95,276
Product exchange receivables	25,651	9,099
Inventories	80,852	52,616
Due from affiliates	12,279	6,437
Fair value of derivatives	934	2,142
Other current assets	908	2,784
Total current assets	220,116	179,734
Property, plant and equipment, at cost	689,905	632,456
Accumulated depreciation	(225,058)	(200,276)
Property, plant and equipment, net	464,847	432,180
Goodwill	37,268	37,268
Investment in unconsolidated entities	163,414	98,217
Fair value of derivatives	144	—
Deferred debt costs	13,850	13,497
Other assets, net	24,239	24,582
	\$ 923,878	\$ 785,478
Liabilities and Partners' Capital		
Current portion of capital lease obligations	\$ 1,201	\$ 1,121
Trade and other accounts payable	94,447	82,837
Product exchange payables	49,702	22,353
Due to affiliates	14,708	6,957
Income taxes payable	789	811
Fair value of derivatives	—	282
Other accrued liabilities	14,261	10,034
Total current liabilities	175,108	124,395
Long-term debt and capital leases, less current maturities	439,213	372,862
Deferred income taxes	7,816	8,213
Fair value of derivatives	—	4,100
Other long-term obligations	1,743	1,102
Total liabilities	623,880	510,672

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

Partners' capital	298,621	273,387
Accumulated other comprehensive income	1,377	1,419
Total partners' capital	299,998	274,806
Commitments and contingencies		
	\$ 923,878	\$ 785,478

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 September 30,		Nine Months Ended September 30,	
	2011	2010	2011	2010
Revenues:				
Terminalling and storage *	\$ 19,381	\$ 17,357	\$ 56,831	\$ 50,062
Marine transportation *	20,773	21,468	57,548	57,458
Sulfur services	2,850	—	8,550	—
Product sales: *				
Natural gas services	188,461	107,842	514,870	397,855
Sulfur services	67,319	36,658	198,310	113,945
Terminalling and storage	17,525	12,062	55,441	30,687
	273,305	156,562	768,621	542,487
Total revenues	316,309	195,387	891,550	650,007
Costs and expenses:				
Cost of products sold: (excluding depreciation and amortization)				
Natural gas services *	180,499	102,487	492,120	379,433
Sulfur services *	59,808	30,505	164,142	86,855
Terminalling and storage	15,676	11,363	49,631	28,771
	255,983	144,355	705,893	495,059
Expenses:				
Operating expenses *	35,669	29,017	104,730	86,314
Selling, general and administrative *	6,849	4,542	16,889	14,650
Depreciation and amortization	11,400	10,175	33,651	30,066
Total costs and expenses	309,901	188,089	861,163	626,089
Other operating income	1,720	405	1,818	450
Operating income	8,128	7,703	32,205	24,368
Other income (expense):				
Equity in earnings of unconsolidated entities	1,784	2,951	6,953	7,469
Interest expense	(4,297)	(6,051)	(17,102)	(22,248)
Other, net	23	34	127	117
Total other income (expense)	(2,490)	(3,066)	(10,022)	(14,662)
Net income before taxes	5,638	4,637	22,183	9,706
Income tax benefit (expense)	(239)	(1)	(692)	(224)
Net income	\$5,399	\$4,636	\$21,491	\$9,482
General partner's interest in net income	\$ 1,348	\$ 1,000	\$ 3,992	\$ 2,832
Limited partners' interest in net income	\$ 3,774	\$ 3,359	\$ 16,668	\$ 5,819
Net income per limited partner unit - basic and diluted	\$0.20	\$0.19	\$0.87	\$0.33

Weighted average limited partner units - basic	19,158,334	17,700,875	19,161,403	17,466,200
Weighted average limited partner units - diluted	19,163,128	17,701,719	19,163,066	17,467,514

See accompanying notes to consolidated and condensed financial statements.

*Related Party Transactions Included Above

Revenues:

Terminalling and storage	\$ 14,210	\$ 12,292	\$ 40,045	\$ 34,579
Marine transportation	6,351	7,968	19,223	20,948
Product Sales	2,024	5,265	10,745	8,647

Costs and expenses:

Cost of products sold: (excluding depreciation and amortization)

Natural gas services	31,871	16,353	80,829	57,721
Sulfur services	4,762	4,212	13,407	11,448

Expenses:

Operating expenses	17,223	12,215	42,966	35,986
Selling, general and administrative	3,576	2,704	9,490	8,141

Table of Contents

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

Partners' Capital

	Common		Subordinated		General Partner Amount	Accumulated Other Comprehensive Income (Loss)	Total
	Units	Amount	Units	Amount			
Balances – January 1, 2010	16,057,832	\$245,683	889,444	\$16,613	\$4,731	\$ (2,076)	\$264,951
Net income	—	6,650	—	—	2,832	—	9,482
Recognition of beneficial conversion feature	—	(831)	—	831	—	—	—
Follow-on public offering	2,650,000	78,600	—	—	—	—	78,600
Redemption of common units	(1,000,000)	(28,070)	—	—	—	—	(28,070)
General partner contribution	—	—	—	—	1,089	—	1,089
Distributions to parent	—	(4,369)	—	—	—	—	(4,369)
Cash distributions	—	(38,605)	—	—	(3,580)	—	(42,185)
Unit-based compensation	3,500	66	—	—	—	—	66
Purchase of treasury units	(3,500)	(108)	—	—	—	—	(108)
Adjustment in fair value of derivatives	—	—	—	—	—	3,906	3,906
Balances – September 30, 2010	17,707,832	\$259,016	889,444	\$17,444	\$5,072	\$ 1,830	\$283,362

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

Balances – January 1, 2011	17,707,832	\$250,785	889,444	\$17,721	\$4,881	\$ 1,419	\$274,806
Net income	—	17,499	—	—	3,992	—	21,491
Recognition of beneficial conversion feature	—	(831)	—	831	—	—	—
Follow-on public offering	1,874,500	70,330	—	—	—	—	70,330
General partner contribution	—	—	—	—	1,505	—	1,505
Cash distributions	—	(43,321)	—	—	(4,635)	—	(47,956)
Distribution to parent	—	(19,685)	—	—	—	—	(19,685)
Unit-based compensation	15,350	131	—	—	—	—	131
Purchase of treasury units	(14,850)	(582)	—	—	—	—	(582)
Unit-based compensation grant forfeitures	(500)	—	—	—	—	—	—
Adjustment in fair value of derivatives	—	—	—	—	—	(42)	(42)
Balances – September 30, 2011	19,582,332	\$274,326	889,444	\$18,552	\$5,743	\$ 1,377	\$299,998

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		Nine Months Ended	
	September 30,		September 30,	
	2011	2010	2011	2010
Net income	\$5,399	\$4,636	\$21,491	\$9,482
Changes in fair values of commodity cash flow hedges	1,295	71	1,231	816
Commodity cash flow hedging gains (losses) reclassified to earnings	(538)	(223)	(1,291)	(609)
Changes in fair value of interest rate cash flow hedges	—	—	—	(241)
Interest rate cash flow hedging losses reclassified to earnings	—	606	18	3,940
Comprehensive income	\$6,156	\$5,090	\$21,449	\$13,388

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)

	Nine Months Ended September 30,	
	2011	2010
Cash flows from operating activities:		
Net income	\$21,491	\$9,482
Adjustments to reconcile net income to net cash provided by operating activities:		
Depreciation and amortization	33,651	30,066
Amortization of deferred debt issuance costs	3,071	3,676
Amortization of debt discount	262	181
Deferred taxes	2	(474)
(Gain) loss on sale of property, plant and equipment	405	(450)
Equity in earnings of unconsolidated entities	(6,953)	(7,469)
Distributions in-kind from equity investments	9,010	7,524
Non-cash mark-to-market on derivatives	(3,360)	(3,592)
Other	131	66
Change in current assets and liabilities, excluding effects of acquisitions and dispositions:		
Accounts and other receivables	(1,516)	16,171
Product exchange receivables	(16,552)	1,372
Inventories	(28,236)	(15,766)
Due from affiliates	(5,842)	(2,217)
Other current assets	1,477	(950)
Trade and other accounts payable	11,610	(5,633)
Product exchange payables	27,350	4,165
Due to affiliates	7,751	467
Income taxes payable	(22)	109
Other accrued liabilities	4,227	9,625
Change in other non-current assets and liabilities	(122)	(3,865)
Net cash provided by operating activities	57,835	42,488
Cash flows from investing activities:		
Payments for property, plant and equipment	(49,634)	(12,616)
Acquisitions	(16,815)	(7,331)
Payments for plant turnaround costs	(2,103)	(1,090)
Proceeds from sale of property, plant and equipment	530	1,944
Investment in unconsolidated entities	(59,319)	(20,110)
Return of investments from unconsolidated entities	1,668	2,430
Distributions from (contributions to) unconsolidated entities for operations	(9,603)	628
Net cash used in investing activities	(135,276)	(36,145)
Cash flows from financing activities:		
Payments of long-term debt	(389,000)	(383,100)
Payments of notes payable and capital lease obligations	(831)	(260)
Proceeds from long-term debt	456,000	392,269
Net proceeds from follow on offering	70,330	78,600
Redemption of common units	—	(28,070)
General partner contribution	1,505	1,089

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

Distribution to parent	(19,685)	(4,369)
Payments of debt issuance costs	(3,424)	(7,425)
Purchase of treasury units	(582)	(108)
Cash distributions paid	(47,956)	(42,185)
Net cash provided by financing activities	66,357	6,441
Net increase (decrease) in cash	(11,084)	12,784
Cash at beginning of period	11,380	5,956
Cash at end of period	\$296	\$18,740

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)
September 30, 2011
(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, sulfur and sulfur-based products processing, manufacturing, marketing and distribution, and marine transportation services for petroleum products and by-products.

The Partnership’s unaudited consolidated and condensed financial statements have been prepared in accordance with the requirements of Form 10-Q and United States 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, 2010, filed with the Securities and Exchange Commission (the “SEC”) on March 2, 2011.

(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 accounting principles generally accepted in the United States. Actual results could differ from those estimates.

(b) Unit Grants

In May 2011, the Partnership issued 6,250 restricted common units to non-employee directors under its long-term incentive plan from 5,750 treasury units purchased by the Partnership in the open market for \$235 and 500 treasury units from forfeitures. These units vest in 25% increments beginning in January 2012 and will be fully vested in January 2015.

In February 2011, the Partnership issued 9,100 restricted common units to certain Martin Resource Management employees under its long-term incentive plan from 9,100 treasury units purchased by the Partnership in the open market for \$347. These units vest in 25% increments beginning in February 2012 and will be fully vested in February 2015.

In August 2010, the Partnership issued 1,500 restricted common units to each of two new non-employee directors under its long-term incentive plan from 500 treasury units purchased by the Partnership in the open market for \$16 and 2,500 common units from forfeited unit grants. These units vest in 25% increments beginning in January 2011 and will be fully vested in January 2014.

In May 2010, the Partnership issued 1,000 restricted common units to each of its three independent, non-employee directors under its long-term incentive plan from treasury shares purchased by the Partnership in the open market for \$92. These units vest in 25% increments beginning in January 2011 and will be fully vested in January 2014.

The cost resulting from share-based payment transactions was \$36 and \$28 for the three months ended September 30, 2011 and 2010, respectively, and \$131 and \$66 for the nine months ended September 30, 2011 and 2010, respectively.

(c) Incentive Distribution Rights

The Partnership's general partner, Martin Midstream GP LLC, holds a 2% general partner interest and certain incentive distribution rights ("IDRs") in the Partnership. IDRs are a separate class of non-voting limited partner interest that may be transferred or sold by the general partner under the terms of the partnership agreement of the Partnership (the "Partnership Agreement"), and represent the right to receive an increasing percentage of cash distributions after the minimum quarterly distribution and any cumulative arrearages on common units once 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.

Table of Contents

MARTIN MIDSTREAM PARTNERS L.P.
NOTES TO CONSOLIDATED AND CONDENSED FINANCIAL STATEMENTS
(Dollars in thousands, except where otherwise indicated)
September 30, 2011
(Unaudited)

The target distribution levels entitle the general partner to receive 2% of quarterly cash distributions up to \$0.55 per unit, 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 September 30, 2011 and 2010 the general partner received \$1,265 and \$926, respectively, in incentive distributions. For the nine months ended September 30, 2011 and 2010, the general partner received \$3,635 and \$2,696, respectively, in incentive distributions.

(d) Net Income per Unit

The Partnership follows the provisions of Financial Accounting Standards Board (“FASB”) Accounting Standards Codification Topic (“ASC”) 260-10 related to earnings per share, which addresses the application of the two-class method in determining income per unit for master limited partnerships having multiple classes of securities that may participate in partnership distributions accounted for as equity distributions. To the extent the Partnership Agreement does not explicitly limit distributions to the general partner, any earnings in excess of distributions are to be allocated to the general partner and limited partners utilizing the distribution formula for available cash specified in the Partnership Agreement. When current period distributions are in excess of earnings, the excess distributions for the period are to be allocated to the general partner and limited partners based on their respective sharing of losses specified in the Partnership Agreement.

The provisions of ASC 260-10 did not impact the Partnership’s computation of earnings per limited partner unit as cash distributions exceeded earnings for the three and nine months ended September 30, 2011 and 2010, respectively, and the IDRs do not share in losses under the Partnership Agreement. In the event the Partnership’s earnings exceed cash distributions, ASC 260-10 will have an impact on the computation of the Partnership’s earnings per limited partner unit. For the three months and nine months ended September 30, 2011 and 2010, the general partner’s interest in net income, including the IDRs, represents distributions declared after period-end on behalf of the general partner interest and IDRs less the allocated excess of distributions over earnings for the periods.

For purposes of computing diluted net income per unit, the Partnership uses the more dilutive of the two-class and if-converted methods. Under the if-converted method, the beneficial conversion feature is added back to net income available to common limited partners, the weighted-average number of subordinated units outstanding for the period is added to the weighted-average number of common units outstanding for purposes of computing basic net income per unit and the resulting amount is compared to the diluted net income per unit computed using the two-class method.

The following table reconciles net income to limited partners’ interest in net income:

	Three Months Ended		Nine months	
	September 30,		Ended	
	2011	2010	2011	2010
Net income attributable to Martin Midstream Partners L.P.	\$5,399	\$4,636	\$21,491	\$9,482
Less general partner’s interest in net income:				

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

Distributions payable on behalf of IDRs	1,265	926	3,635	2,696
Distributions payable on behalf of general partner interest	345	304	1,000	884
Distributions payable to the general partner interest in excess of earnings allocable to the general partner interest	(262)	(230)	(643)	(748)
Less beneficial conversion feature	277	277	831	831
Limited partners' interest in net income	\$3,774	\$3,359	\$16,668	\$5,819

8

Table of Contents

MARTIN MIDSTREAM PARTNERS L.P.
NOTES TO CONSOLIDATED AND CONDENSED FINANCIAL STATEMENTS
(Dollars in thousands, except where otherwise indicated)
September 30, 2011
(Unaudited)

The weighted average units outstanding for basic net income per unit were 19,158,334 and 19,161,403 for the three months and nine months ended September 30, 2011, respectively, and 17,700,875 and 17,466,200 for the three months and nine months ended September 30, 2010, respectively. For diluted net income per unit, the weighted average units outstanding were increased by 4,794 and 1,663 for the three and nine months ended September 30, 2011, respectively, and 844 and 1,314 for the three and nine months ended September 30, 2010, respectively, due to the dilutive effect of restricted units granted under the Partnership's long-term incentive plan.

(e) Goodwill and Other Intangible Assets.

The Partnership has historically performed its annual impairment testing of goodwill and indefinite-lived intangible assets as of September 30 of each year. During the third quarter of fiscal 2011, the Partnership changed the annual impairment testing date from September 30 to August 31. The Partnership believes this change, which represents a change in the method of applying an accounting principle, is preferable in the circumstances as the earlier date provides additional time prior to the Partnership's quarter-end to complete the goodwill impairment testing and report the results in its quarterly report on Form 10-Q. A preferability letter from the Partnership's independent registered public accounting firm regarding this change in the method of applying an accounting principle has been filed as an exhibit to this quarterly report on Form 10-Q for the quarter ended September 30, 2011.

(f) Income Taxes

With respect to the Partnership's taxable subsidiary, Woodlawn Pipeline Co., Inc. ("Woodlawn"), 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 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.

(2) New Accounting Pronouncements

In September 2011, the FASB amended the provisions of ASC 350 related to testing goodwill for impairment. This update simplifies the goodwill impairment assessment by allowing a company to first review qualitative factors to determine the likelihood of whether the fair value of a reporting unit is less than its carrying amount before applying the two-step goodwill impairment test. If it is determined that it is more likely than not that the fair value of a reporting unit is greater than its carrying amount, the company would not be required to perform the two-step goodwill impairment test for that reporting unit. This update is effective for interim and annual goodwill impairment tests performed for fiscal years beginning after December 15, 2011 with early adoption permitted which for the Partnership means January 1, 2012. This amended guidance will be adopted by the Partnership effective January 1, 2012.

In June 2011, the FASB amended the provisions of ASC 220 related to other comprehensive income. This newly issued guidance (1) eliminates the option to present the components of other comprehensive income as part of the statement of changes in stockholders' equity; (2) requires the consecutive presentation of the statement of net income

and other comprehensive income; and (3) requires an entity to present reclassification adjustments on the face of the financial statements from other comprehensive income to net income. The amendments in this guidance do not change the items that must be reported in other comprehensive income or when an item of other comprehensive income must be reclassified to net income nor do the amendments affect how earnings per share is calculated or presented. This guidance is required to be applied retrospectively and is effective for fiscal years and interim periods within those years beginning after December 15, 2011, which for the Partnership means January 1, 2012. As this new guidance only requires enhanced disclosure, adoption will not impact the Partnership's financial position or results of operations.

Table of Contents

MARTIN MIDSTREAM PARTNERS L.P.
NOTES TO CONSOLIDATED AND CONDENSED FINANCIAL STATEMENTS
(Dollars in thousands, except where otherwise indicated)
September 30, 2011
(Unaudited)

(3) Acquisitions

Redbird Gas Storage

On May 31, 2011, the Partnership acquired all of the Class B equity interests in Redbird Gas Storage LLC (“Redbird”) for approximately \$59,319. This amount was recorded as an investment in an unconsolidated entity. Redbird, a subsidiary of Martin Resource Management, is a natural gas storage joint venture formed to invest in Cardinal Gas Storage Partners LLC (“Cardinal”). Cardinal is a joint venture between Redbird and Energy Capital Partners that is focused on the development, construction, operation and management of natural gas storage facilities across North America. Redbird owns an unconsolidated 40.08% interest in Cardinal. Concurrent with the closing of this transaction, Cardinal acquired all of the outstanding equity interests in Monroe Gas Storage Company, LLC (“Monroe”) as well as an option on development rights to an adjacent depleted reservoir facility. This acquisition was funded by borrowings under the Partnership’s revolving loan facility.

In August 2011, the board of directors of the general partner of the Partnership approved aggregate investments not to exceed \$8,500 in the Class A equity interests of Redbird through December 31, 2011. Redbird will utilize the investments by the Partnership to invest in Cardinal to fund projects for natural gas storage facilities other than Monroe. In 2012, the Partnership will have additional opportunities to invest in the Class A equity interests of Redbird which will be evaluated on a case by case basis to determine whether or not to undertake such additional investments.

Terminalling Facilities

On January 31, 2011, the Partnership acquired 13 shore-based marine terminalling facilities, one specialty terminalling facility and certain terminalling related assets from Martin Resource Management for \$36,500. These assets are located across the Louisiana Gulf Coast. This acquisition was funded by borrowings under the Partnership’s revolving loan facility.

These terminalling assets were acquired by Martin Resource Management in its acquisition of L&L Holdings LLC (“L&L”) on January 31, 2011. During the second quarter, Martin Resource Management finalized the purchase price allocation for the acquisition of L&L, including the final determination of the fair value of the terminalling assets acquired by the Partnership. The Partnership recorded an adjustment in the amount of \$19,685 to reduce property, plant and equipment and partners’ capital for the difference between the purchase price and the fair value of the terminalling assets acquired based on Martin Resource Management’s final purchase price allocation. The impact on first quarter depreciation expense as a result of the finalization of the purchase price allocation is accounted for retrospectively and was a reduction of \$241.

On August 26, 2010, the Partnership acquired certain shore-based marine terminalling assets from Martin Resource Management for \$11,700. The net book value of the acquired assets was \$7,331 and was recorded in property, plant and equipment. The remaining \$4,369 was recorded as a distribution to Martin Resource Management. These assets are located in Theodore, Alabama and Pascagoula, Mississippi.

Marine Equipment

On December 22, 2010, the Partnership acquired a 60,000 bbl. offshore tank barge from Martin Resource Management for a total purchase price of \$17,000. The Partnership paid cash in the amount of \$9,600 and assumed a note payable to a third party for \$7,400. The net book value of the acquired assets was \$16,805 and was recorded in property, plant, and equipment. The remaining \$195 was recorded as a distribution to Martin Resource Management.

Darco Gathering System

On November 1, 2010, the Partnership, through its wholly owned subsidiary, Prism Gas, acquired approximately 20 miles of natural gas gathering pipeline and various equipment located in Harrison County, Texas. The final purchase price of approximately \$25,015 was funded by borrowings under the Partnership's credit agreement.

Table of Contents

MARTIN MIDSTREAM PARTNERS L.P.
NOTES TO CONSOLIDATED AND CONDENSED FINANCIAL STATEMENTS
(Dollars in thousands, except where otherwise indicated)
September 30, 2011
(Unaudited)

The purchase price including other intangibles reflected as other assets was allocated as follows:

Property, plant and equipment	9,925
Other assets	15,090
	\$25,015

The identifiable intangible asset of \$15,090 is a life of lease contract with an active producer in the Haynesville Shale and Cotton Valley sand. The contract is subject to amortization over an approximate useful life of twenty years.

Harrison Gathering System

On January 15, 2010, the Partnership, through Prism Gas Systems I, L.P. (“Prism Gas”), as 50% owner and the operator of Waskom Gas Processing Company (“Waskom”), through Waskom’s wholly-owned subsidiary Waskom Midstream LLC, acquired from Crosstex North Texas Gathering, L.P., a 100% interest in approximately 62 miles of gathering pipeline, two 35 MMcfd dew point control plants and equipment referred to as the Harrison Gathering System. The Partnership’s share of the acquisition cost was approximately \$20,000 and was recorded as an investment in an unconsolidated entity.

(4) Inventories

Components of inventories at September 30, 2011 and December 31, 2010, were as follows:

	September 30, 2011	December 31, 2010
Natural gas liquids	\$ 28,239	\$ 19,775
Sulfur	27,523	15,933
Sulfur Based Products	12,643	9,027
Lubricants	9,912	5,267
Other	2,535	2,614
	\$ 80,852	\$ 52,616

(5) Investments in Unconsolidated Entities and Joint Ventures

Prism Gas owns an unconsolidated 50% interest in Waskom, the Matagorda Gathering System (“Matagorda”) and Panther Interstate Pipeline Energy LLC (“PIPE”). As a result, these assets are accounted for by the equity method.

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 \$445 for the three and nine months ended September 30, 2011 and 2010, respectively, and has been recorded as a reduction of equity in earnings of unconsolidated entities. The remaining unamortized excess investment relating to property and equipment was \$8,458 and \$8,903 at

September 30, 2011 and December 31, 2010, respectively. The equity-method goodwill is not amortized; however, it is analyzed for impairment annually or when changes in circumstance indicate that a potential impairment exists. No impairment was recognized for the nine months ended September 30, 2011 or 2010.

Table of Contents

MARTIN MIDSTREAM PARTNERS L.P.
NOTES TO CONSOLIDATED AND CONDENSED FINANCIAL STATEMENTS
(Dollars in thousands, except where otherwise indicated)
September 30, 2011
(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.

The Partnership and Martin Resource Management formed Redbird, a natural gas storage joint venture formed to invest in Cardinal. The Partnership owns all the Class B equity interests in Redbird. Redbird owns an unconsolidated 40.08% interest in Cardinal. These assets are accounted for by the equity method.

Activity related to these investment accounts for the nine months ended September 30, 2011 and 2010 is as follows:

	Waskom	PIPE	Matagorda	Redbird	Total
Investment in unconsolidated entities, December 31, 2010	\$93,768	\$1,311	\$3,138	—	\$98,217
Distributions in kind	(9,010)	—	—	—	(9,010)
Contributions to unconsolidated entities:					
Cash contributions (See Note 3)	—	—	—	59,319	59,319
Contributions to unconsolidated entities for operations	8,504	—	170	929	9,603
Return of investments	(1,200)	—	(85)	(383)	(1,668)
Equity in earnings:					
Equity in earnings (losses) from operations	7,191	(32)	141	98	7,398
Amortization of excess investment	(412)	(12)	(21)	—	(445)
Investment in unconsolidated entities, September 30, 2011	\$98,841	\$1,267	\$3,343	\$59,963	\$163,414
	Waskom	PIPE	Matagorda	Redbird	Total
Investment in unconsolidated entities, December 31, 2009	\$75,844	\$1,401	\$3,337	—	\$80,582
Distributions in kind	(7,524)	—	—	—	(7,524)
Contributions to unconsolidated entities:					
Cash contributions (See Note 3)	20,110	—	—	—	20,110
Contributions to (distributions from) unconsolidated entities for operations	(748)	120	—	—	(628)
Return of investments	(2,100)	(30)	(300)	—	(2,430)
Equity in earnings:					
Equity in earnings (losses) from operations	7,945	(180)	148	—	7,913

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

Amortization of excess investment	(412)	(11)	(21)	—	(444)
Investment in unconsolidated entities, September 30, 2010	\$93,115	\$1,300	\$3,164	\$—	\$97,579

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

	As of September 30		Three Months Ended September 30		Nine months Ended September 30	
	Total Assets	Partner's Capital	Revenues	Net Income	Revenues	Net Income
2011						
Waskom	\$136,493	\$118,479	\$29,508	\$3,808	\$95,086	\$14,382

	As of December 31					
2010						
Waskom	\$128,250	\$108,669	\$32,154	\$5,123	\$60,808	\$9,714

As of September 30, 2011 and December 31, 2010, the amount of the Partnership's consolidated retained earnings that represents undistributed earnings related to the unconsolidated equity-method investees is \$45,793 and \$36,964, respectively. There are no material restrictions to transfer funds in the form of dividends, loans or advances related to the equity-method investees.

Table of Contents

MARTIN MIDSTREAM PARTNERS L.P.
NOTES TO CONSOLIDATED AND CONDENSED FINANCIAL STATEMENTS
(Dollars in thousands, except where otherwise indicated)
September 30, 2011
(Unaudited)

As of September 30, 2011 and December 31, 2010, the Partnership's interest in cash of the unconsolidated equity-method investees was \$839 and \$1,145, respectively.

(6) Derivative Instruments and Hedging Activities

The Partnership's results of operations are materially impacted by changes in crude oil, natural gas and NGL prices and interest rates. In an effort to manage its exposure to these risks, the Partnership periodically enters into various derivative instruments, including commodity and interest rate hedges. The Partnership is required to recognize all derivative instruments as either assets or liabilities at fair value on the Partnership's Consolidated Balance Sheets and to recognize certain changes in the fair value of derivative instruments on the Partnership's Consolidated Statements of Operations.

The Partnership performs, at least quarterly, a retrospective assessment of the effectiveness of its hedge contracts, including assessing the possibility of counterparty default. If the Partnership determines that a derivative is no longer expected to be highly effective, the Partnership discontinues hedge accounting prospectively and recognizes subsequent changes in the fair value of the hedge in earnings. As a result of its effectiveness assessment at September 30, 2011, the Partnership believes certain hedge contracts will continue to be effective in offsetting changes in cash flow or fair value attributable to the hedged risk.

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 accumulated other comprehensive income ("AOCI") until such time as the hedged item is recognized in earnings. The Partnership is exposed to the risk that periodic changes in the fair value of derivatives qualifying for hedge accounting will not be effective, as defined, or that derivatives will no longer qualify for hedge accounting. To the extent that the periodic changes in the fair value of the derivatives are not effective, that ineffectiveness is recorded to earnings. Likewise, if a hedge ceases to qualify for hedge accounting, any change in the fair value of derivative instruments since the last period is recorded to earnings; however, any amounts previously recorded to AOCI would remain there until such time as the original forecasted transaction occurs, then would be reclassified to earnings or if it is determined that continued reporting of losses in AOCI would lead to recognizing a net loss on the combination of the hedging instrument and the hedge transaction in future periods, then the losses would be immediately reclassified to earnings.

For derivative instruments that are designated and qualify as cash flow hedges, the effective portion of the gain or loss on the derivative is reported as a component of AOCI and reclassified into earnings in the same period during which the hedged transaction affects earnings. The effective portion of the derivative represents the change in fair value of the hedge that offsets the change in fair value of the hedged item. To the extent the change in the fair value of the hedge does not perfectly offset the change in the fair value of the hedged item; the ineffective portion of the hedge is immediately recognized in earnings.

(a) Commodity Derivative Instruments

The Partnership is exposed to market risks associated with commodity prices and uses derivatives to manage the risk of commodity price fluctuation. The Partnership has established a hedging policy and monitors and manages the commodity market risk associated with its commodity risk exposure. The Partnership has entered into hedging transactions through 2012 to protect a portion of its commodity exposure. These hedging arrangements are in the form of swaps for crude oil, natural gas and natural gasoline. In addition, the Partnership is focused on utilizing counterparties for these transactions whose financial condition is appropriate for the credit risk involved in each specific transaction.

Due to the volatility in commodity markets, the Partnership is unable to predict the amount of ineffectiveness each period, including the loss of hedge accounting, which is determined on a derivative by derivative basis. This may result, and has resulted, in increased volatility in the Partnership's financial results. Factors that have and may continue to lead to ineffectiveness and unrealized gains and losses on derivative contracts include: a substantial fluctuation in energy prices, the number of derivatives the Partnership holds and significant weather events that have affected energy production. The number of instances in which the Partnership has discontinued hedge accounting for specific hedges is primarily due to those reasons. However, even though these derivatives may not qualify for hedge accounting, the Partnership continues to hold the instruments as it believes they continue to afford the Partnership opportunities to manage commodity risk exposure.

Table of Contents

MARTIN MIDSTREAM PARTNERS L.P.
NOTES TO CONSOLIDATED AND CONDENSED FINANCIAL STATEMENTS
(Dollars in thousands, except where otherwise indicated)
September 30, 2011
(Unaudited)

As of September 30, 2011 and 2010, the Partnership has both derivative instruments qualifying for hedge accounting with fair value changes being recorded in AOCI as a component of partners' capital and derivative instruments not designated as hedges being marked to market with all market value adjustments being recorded in earnings.

Set forth below is the summarized notional amount and terms of all instruments held for price risk management purposes at September 30, 2011 (all gas quantities are expressed in British Thermal Units, crude oil and natural gas liquids are expressed in barrels). As of September 30, 2011, the remaining term of the contracts extend no later than December 2012, with no single contract longer than one year. For the three months and nine months ended September 30, 2011 and 2010, changes in the fair value of the Partnership's derivative contracts were recorded in both earnings and in AOCI as a component of partners' capital.

Transaction Type	Total Volume Per Month	Pricing Terms	Remaining Terms of Contracts	Fair Value
------------------	------------------------	---------------	------------------------------	------------

Mark to Market Derivatives::

Crude Oil Swap	2,000 BBL	Fixed price of \$91.20 settled against WTI NYMEX average monthly closings	October 2011 to December 2011	67
Total commodity swaps not designated as hedging instruments				\$67

Cash Flow Hedges:

Natural Gas Swap	10,000 Mmbtu	Fixed price of \$6.1250 settled against IF_ANR_LA first of the month posting	October 2011 to December 2011	71
Natural Gas Swap	20,000 Mmbtu	Fixed price of \$4.3225 settled against IF_ANR_LA first of the month posting	October 2011 to December 2011	35
Natural Gasoline Swap	2,000 BBL	Fixed price of \$87.10 settled against WTI NYMEX average monthly closings	October 2011 to December 2011	42
Natural Gasoline Swap	1,000 BBL	Fixed price of \$88.85 settled against WTI NYMEX average monthly closings	October 2011 to December 2011	26
Natural Gasoline Swap	1,000 BBL	Fixed price of \$2.383 settled against Mont Belvieu Non-TET OPIS Average	October 2011 to December 2011	48

Crude Oil Swap	1,000 BBL	Fixed price of \$101.90 settled against WTI NYMEX average monthly closings	October 2011 to December 2011	65
Natural Gas Swap	10,000 Mmbtu	Fixed price of \$4.8700 settled against IF_ANR_LA first of the month posting	January 2012 to December 2012	81
Natural Gas Swap	20,000 Mmbtu	Fixed price of \$4.9600 settled against IF_ANR_LA first of the month posting	January 2012 to December 2012	184
Natural Gasoline Swap	1,000 BBL	Fixed price of \$90.20 settled against WTI NYMEX average monthly closings	January 2012 to December 2012	112
Natural Gasoline Swap	1,000 BBL	Fixed price of \$2.340 settled against Mont Belvieu Non-TET OPIS Average	January 2012 to December 2012	160
Crude Oil Swap	2,000 BBL	Fixed price of \$88.63 settled against WTI NYMEX average monthly closings	January 2012 to December 2012	187
Total commodity swaps designated as hedging instruments				\$1,011
Total net fair value of commodity derivatives				\$1,078

Table of Contents

MARTIN MIDSTREAM PARTNERS L.P.
NOTES TO CONSOLIDATED AND CONDENSED FINANCIAL STATEMENTS
(Dollars in thousands, except where otherwise indicated)
September 30, 2011
(Unaudited)

Based on estimated volumes, as of September 30, 2011, the Partnership had hedged approximately 49% and 36% of its commodity risk by volume for 2011 and 2012, 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.

The Partnership's credit exposure related to commodity cash flow hedges is represented by the positive fair value of contracts to the Partnership at September 30, 2011. These outstanding contracts expose the Partnership to credit loss in the event of nonperformance by the counterparties to the agreements. The Partnership has incurred no losses associated with counterparty nonperformance on derivative contracts.

On all transactions where the Partnership is exposed to a 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 agreements with four counterparties containing collateral provisions. Based on those current agreements, cash deposits are required to be posted whenever the net fair value of derivatives associated with the individual counterparty exceed a specific threshold. If this threshold is exceeded, cash is posted by the Partnership if the value of derivatives is a liability to the Partnership. As of September 30, 2011, the Partnership has no cash collateral deposits posted with counterparties.

The Partnership's 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 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.

(b) Impact of Commodity Cash Flow Hedges

Crude Oil. For the three months ended September 30, 2011 and 2010, net gains on swap hedge contracts increased crude revenue by \$361 and \$17, respectively. For the nine months ended September 30, 2011 and 2010, net gains on swap hedge contracts increased crude revenue by \$658 and \$270, respectively. As of September 30, 2011 an unrealized derivative fair value gain of \$428, related to current and terminated cash flow hedges of crude oil price risk, was recorded in AOCI. Fair value gains of \$247 and \$181 are expected to be reclassified into earnings in 2011 and 2012, respectively. The actual reclassification to earnings for contracts remaining in effect will be based on mark-to-market prices at the contract settlement date or for those terminated contracts based on the recorded values at September 30, 2011, adjusted for any impairment, along with the realization of the gain or loss on the related physical volume, which 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)
September 30, 2011
(Unaudited)

Natural Gas. For the three months ended September 30, 2011 and 2010, net gains on swap hedge contracts increased gas revenue by \$72 and \$152, respectively. For the nine months ended September 30, 2011 and 2010, net gains on swap hedge contracts increased gas revenue \$215 and \$409, respectively. As of September 30, 2011 an unrealized derivative fair value gain of \$359 related to cash flow hedges of natural gas was recorded in AOCI. Fair value gains of \$100 and \$259 are expected to be reclassified into earnings in 2011 and 2012, respectively. 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 is not reflected above.

Natural Gas Liquids. For the three months ended September 30, 2011 and 2010, net gains on swap hedge contracts increased natural gas liquids revenue by \$236 and \$41, respectively. For the nine months ended September 30, 2011 and 2010, net gains and losses on swap hedge contracts increased natural gas liquids revenue \$458 and \$230, respectively. As of September 30, 2011 an unrealized derivative fair value gain of \$590 related to cash flow hedges of natural gas was recorded in AOCI. Fair value gains of \$329 and \$260 are expected to be reclassified into earnings in 2011 and 2012, respectively. 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 is not reflected above.

For information regarding fair value amounts and gains and losses on commodity derivative instruments and related hedged items, see “Tabular Presentation of Fair Value Amounts, and Gains and Losses on Derivative Instruments and Related Hedged Items” within this Note.

(c) Impact of Interest Rate Derivative Instruments

The Partnership is exposed to market risks associated with interest rates. The Partnership enters into interest rate swaps to manage interest rate risk associated with the Partnership’s variable rate debt and term loan credit facilities. 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 AOCI until such time as the hedged item is recognized in earnings.

In August 2011, the Partnership terminated all of its existing interest swap agreements with an aggregate notional amount of \$100,000, which it had entered to hedge its exposure to changes in the fair value of Senior Notes as described in Note 10. These interest rate swap contracts were not designated as fair value hedges and therefore, did not receive hedge accounting but were marked to market through earnings. Termination fees of \$2,800 were received on the early extinguishment of the interest rate swap agreements in August 2011.

In March 2010, in connection with a pay down of the Partnership’s revolving credit facility, the Partnership terminated all of its existing cash flow hedge agreements with an aggregate notional amount of \$140,000, which it had entered to hedge its exposure to increases in the benchmark interest rate underlying its variable rate revolving and term loan credit facilities. Termination fees of \$3,850 were paid on the early extinguishment of all interest rate swap agreements in March 2010. The amounts remaining in AOCI were reclassified into interest expense over the original term of the terminated interest rate derivatives.

The Partnership recognized decreases in interest expense of \$3,244 and \$5,779 for the three and nine months ended September 30, 2011, 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 swaps and hedges. The Partnership recognized increases (decreases) in interest expense of \$(957) and \$2,567 for the three and nine months ended September 30, 2010, 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 swaps and hedges.

For information regarding fair value amounts and gains and losses on interest rate derivative instruments and related hedged items, see "Tabular Presentation of Fair Value Amounts, and Gains and Losses on Derivative Instruments and Related Hedged Items" below.

Table of Contents

MARTIN MIDSTREAM PARTNERS L.P.
NOTES TO CONSOLIDATED AND CONDENSED FINANCIAL STATEMENTS
(Dollars in thousands, except where otherwise indicated)
September 30, 2011
(Unaudited)

(d) Tabular Presentation of Fair Value Amounts, and Gains and Losses on Derivative Instruments and Related Hedged Items

The following table summarizes the fair values and classification of the Partnership's derivative instruments in its Consolidated Balance Sheet:

Fair Values of Derivative Instruments in the Consolidated Balance Sheet

	Balance Sheet Location	Derivative Assets Fair Values		Derivative Liabilities Fair Values	
		September 30, 2011	December 31, 2010	September 30, 2011	December 31, 2010
Derivatives designated as hedging instruments					
	Current:			Current:	
Interest rate contracts	Fair value of derivatives	\$ —	\$ —	Fair value of derivatives	\$ —
Commodity contracts	Fair value of derivatives	867	201	Fair value of derivatives	—
		867	201		230
	Non-current:			Non-current:	
Interest rate contracts	Fair value of derivatives	—	—	Fair value of derivatives	—
Commodity contracts	Fair value of derivatives	144	—	Fair value of derivatives	171
		144	—		171
Total derivatives designated as hedging instruments		\$ 1,011	\$ 201		\$ 401
Derivatives not designated as hedging instruments					
	Current:			Current:	
Interest rate contracts	Fair value of derivatives	\$ —	\$ 1,941	Fair value of derivatives	\$ —

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

Commodity contracts	Fair value of derivatives	67	—	Fair value of derivatives	—	51
		67	1,941		—	51
Interest rate contracts	Non-current: Fair value of derivatives	—	—	Non-current: Fair value of derivatives	—	3,930
Commodity contracts	Fair value of derivatives	—	—	Fair value of derivatives	—	—
		—	—		—	3,930
Total derivatives not designated as hedging instruments		\$ 67	\$ 1,941		\$ —	\$ 3,981

	Natural Gas Services		
Commodity contracts	Revenues	131	(13)
Total derivatives not designated as hedging instruments		\$ 3,375	\$ 1,550

Table of Contents

MARTIN MIDSTREAM PARTNERS L.P.
NOTES TO CONSOLIDATED AND CONDENSED FINANCIAL STATEMENTS
(Dollars in thousands, except where otherwise indicated)
September 30, 2011
(Unaudited)

Effect of Derivative Instruments on the Consolidated Statement of Operations
For the Nine months Ended September 30, 2011 and 2010

	Amount of Gain or (Loss) Recognized in OCI on Derivatives 2011 2010		Effective Portion		Ineffective Portion and Amount Excluded from Effectiveness Testing		
			Location of Gain or (Loss) Reclassified from Accumulated OCI into Income	Amount of Gain or (Loss) Reclassified from Accumulated OCI into Income 2011 2010	Location of Gain or (Loss) Recognized in Income on Derivatives 2011	Amount of Gain or (Loss) Recognized in Income on Derivatives 2010	
Derivatives designated as hedging instruments							
Interest rate contracts	\$ —	\$ (241)	Interest Expense	\$ (18) \$ (3,940)	Interest Expense	\$ —	\$ —
Commodity contracts	1,231	816	Natural Gas Services Revenues	1,264 542	Natural Gas Services Revenues	27	67
Total derivatives designated as hedging instruments	\$ 1,231	\$ 575		\$ 1,246 \$ (3,398)		\$ 27	\$ 67
Derivatives not designated as hedging instruments			Location of Gain or (Loss) Recognized in Income on Derivatives	Amount of Gain or (Loss) Recognized in Income on Derivatives 2011 2010			
Interest rate contracts			Interest Expense	\$ 5,797 \$ 1,373			

	Natural Gas Services	
Commodity contracts	Revenues	
		41
		300
Total derivatives not designated as hedging instruments		\$ 5,838
		\$ 1,673

Amounts expected to be reclassified into earnings for the subsequent twelve-month period are gains of \$1,238 for commodity cash flow hedges.

(7) Fair Value Measurements

The Partnership provides disclosures pursuant to certain provisions of ASC 820, which provides a framework for measuring fair value and expanded disclosures about fair value measurements. ASC 820 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. ASC 820 establishes a three-tier fair value hierarchy, which prioritizes the inputs used in measuring fair value of each asset and liability carried at fair value 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 is determined based on inputs that are readily available in public markets or can be derived from information available in publicly quoted markets, which is considered Level 2. Refer to Note 6 for further information on the Partnership's derivative instruments and hedging activities.

Table of Contents

MARTIN MIDSTREAM PARTNERS L.P.
NOTES TO CONSOLIDATED AND CONDENSED FINANCIAL STATEMENTS
(Dollars in thousands, except where otherwise indicated)
September 30, 2011
(Unaudited)

The following items are measured at fair value on a recurring basis subject to the disclosure requirements of ASC 820 at September 30, 2011:

Description	September 30, 2011	Fair Value Measurements at Reporting Date Using Quoted Prices		
		in Active Markets for Identical Assets (Level 1)	Significant Other Observable Inputs (Level 2)	Significant Unobservable Inputs (Level 3)
Assets				
Interest rate derivatives	\$ —	\$ —	\$ —	\$ —
Natural gas derivatives	371	—	371	—
Crude oil derivatives	319	—	319	—
Natural gas liquids derivatives	388	—	388	—
Total assets	\$ 1,078	\$ —	\$ 1,078	\$ —
Liabilities				
Interest rate derivatives	\$ —	\$ —	\$ —	\$ —
Natural gas derivatives	—	—	—	—
Crude oil derivatives	—	—	—	—
Natural gas liquids derivatives	—	—	—	—
Total liabilities	\$ —	\$ —	\$ —	\$ —

The following items are measured at fair value on a recurring basis subject to the disclosure requirements of ASC 820 at December 31, 2010:

Description	December 31,	Fair Value Measurements at Reporting Date Using Quoted Prices		
		in Active Markets for Identical Assets (Level 1)	Significant Other Observable Inputs (Level 2)	Significant Unobservable Inputs (Level 3)

2010

Assets

Interest rate derivatives	\$ 1,941	\$ —	\$ 1,941	\$ —
Natural gas derivatives	201	—	201	—
Total assets	\$ 2,142	\$ —	\$ 2,142	\$ —

Liabilities

Interest rate derivatives	\$ 3,930	\$ —	\$ 3,930	\$ —
Natural gas derivatives	28	—	28	—
Crude oil derivatives	177	—	177	—
Natural gas liquids derivatives	247	—	247	—
Total liabilities	\$ 4,382	\$ —	\$ 4,382	\$ —

Table of Contents

MARTIN MIDSTREAM PARTNERS L.P.
NOTES TO CONSOLIDATED AND CONDENSED FINANCIAL STATEMENTS
(Dollars in thousands, except where otherwise indicated)
September 30, 2011
(Unaudited)

ASC 825-10-65, related to disclosures about fair value of financial instruments, requires that the Partnership disclose estimated fair values for its financial instruments. Fair value estimates are set forth below for the Partnership's financial instruments. The following methods and assumptions were used to estimate the fair value of each class of financial instrument:

- Accounts and other receivables, trade and other accounts payable, other accrued liabilities, income taxes payable and due from/to affiliates — The carrying amounts approximate fair value because of the short maturity of these instruments.
- Long-term debt including current installments — The carrying amount of the revolving and term loan facilities approximates fair value due to the debt having a variable interest rate.

The estimated fair value of the Senior Notes was approximately \$210,468 and \$216,366 based on market prices of similar debt at September 30, 2011 and December 31, 2010, respectively.

(8) Related Party Transactions

As of September 30, 2011, Martin Resource Management owns 5,703,823 of the Partnership's common units and 889,444 subordinated units collectively representing approximately 32.2% of the Partnership's outstanding limited partnership units. The Partnership's general partner is a wholly-owned subsidiary of Martin Resource Management. The Partnership's general partner owns a 2.0% general partner interest in the Partnership and the Partnership's incentive distribution rights. The Partnership's general partner's ability, as general partner, to manage and operate the Partnership, and Martin Resource Management's ownership as of September 30, 2011, of approximately 32.2% of the Partnership's outstanding limited partnership units, effectively gives Martin Resource Management the ability to veto some of the Partnership's actions and to control the Partnership's management.

The following is a description of the Partnership's material related party transactions:

Omnibus Agreement

Omnibus Agreement. The Partnership and its general partner are parties to an omnibus agreement dated November 1, 2002, with Martin Resource Management that governs, among other things, potential competition and indemnification obligations among the parties to the agreement, related party transactions, the provision of general administration and support services by Martin Resource Management and the Partnership's use of certain of Martin Resource Management's trade names and trademarks. The omnibus agreement was amended on November 24, 2009, to include processing crude oil into finished products including naphthenic lubricants, distillates, asphalt and other intermediate cuts.

Non-Competition Provisions. Martin Resource Management has agreed for so long as it controls the general partner of the Partnership, not to engage in the business of:

- providing terminalling, refining, processing, distribution and midstream logistical services for hydrocarbon products and by-products;

Table of Contents

MARTIN MIDSTREAM PARTNERS L.P.
NOTES TO CONSOLIDATED AND CONDENSED FINANCIAL STATEMENTS
(Dollars in thousands, except where otherwise indicated)
September 30, 2011
(Unaudited)

- providing marine and other transportation of hydrocarbon products and by-products; and
 - manufacturing and marketing fertilizers and related sulfur-based products.

This restriction does not apply to:

- the ownership and/or operation on the Partnership's behalf of any asset or group of assets owned by it or its affiliates;
 - any business operated by Martin Resource Management, including the following:
 - o providing land transportation of various liquids;
 - o distributing fuel oil, sulfuric acid, marine fuel and other liquids;
- o providing marine bunkering and other shore-based marine services in Alabama, Florida, Louisiana Mississippi and Texas;
 - o operating a small crude oil gathering business in Stephens, Arkansas;
 - o operating an underground NGL storage facility in Arcadia, Louisiana;
 - o building and marketing sulfur processing equipment; and
 - o developing an underground natural gas storage facility in Arcadia, Louisiana.
- any business that Martin Resource Management acquires or constructs that has a fair market value of less than \$5,000;
- any business that Martin Resource Management acquires or constructs that has a fair market value of \$5,000 or more if the Partnership has been offered the opportunity to purchase the business for fair market value, and the Partnership declines to do so with the concurrence of the conflicts committee; and
- any business that Martin Resource Management acquires or constructs where a portion of such business includes a restricted business and the fair market value of the restricted business is \$5,000 or more and represents less than 20% of the aggregate value of the entire business to be acquired or constructed; provided that, following completion of the acquisition or construction, the Partnership will be provided the opportunity to purchase the restricted business.

Services. Under the omnibus agreement, Martin Resource Management provides the Partnership with corporate staff, support services, and administrative services necessary to operate the Partnership's business. The omnibus agreement requires the Partnership to reimburse Martin Resource Management for all direct expenses it incurs or payments it makes on the Partnership's behalf or in connection with the operation of the Partnership's business. There is no

monetary limitation on the amount the Partnership is required to reimburse Martin Resource Management for direct expenses. In addition to the direct expenses, Martin Resource Management is entitled to reimbursement for a portion of indirect general and administrative and corporate overhead expenses. Under the omnibus agreement, the Partnership is required to reimburse Martin Resource Management for indirect general and administrative and corporate overhead expenses.

Effective October 1, 2010, through September 30, 2011, the Conflicts Committee of the board of directors of the general partner of the Partnership (the "Conflicts Committee") approved an annual reimbursement amount for indirect expenses of \$4,168. The Partnership reimbursed Martin Resource Management for \$1,042 and \$916 of indirect expenses for the three months ended September 30, 2011 and 2010, respectively. The Partnership reimbursed Martin Resource Management for \$3,126 and \$2,748 of indirect expenses for the nine months ended September 30, 2011 and 2010, respectively. The Conflicts Committee will review and approve future adjustments in the reimbursement amount for indirect expenses, if any, annually.

Table of Contents

MARTIN MIDSTREAM PARTNERS L.P.
NOTES TO CONSOLIDATED AND CONDENSED FINANCIAL STATEMENTS
(Dollars in thousands, except where otherwise indicated)
September 30, 2011
(Unaudited)

These indirect expenses are intended to cover the centralized corporate functions Martin Resource Management provides for the Partnership, such as accounting, treasury, clerical billing, information technology, administration of insurance, general office expenses and employee benefit plans and other general corporate overhead functions the Partnership shares with Martin Resource Management retained businesses. The provisions of the omnibus agreement regarding Martin Resource Management's services will terminate if Martin Resource Management ceases to control the general partner of the Partnership.

Related Party Transactions. The omnibus agreement prohibits the Partnership from entering into any material agreement with Martin Resource Management without the prior approval of the conflicts committee of the general partner's board of directors. For purposes of the omnibus agreement, the term material agreements means any agreement between the Partnership and Martin Resource Management that requires aggregate annual payments in excess of then-applicable agreed upon reimbursable amount of indirect general and administrative expenses. Please read "Services" above.

License Provisions. Under the omnibus agreement, Martin Resource Management has granted the Partnership a nontransferable, nonexclusive, royalty-free right and license to use certain of its trade names and marks, as well as the trade names and marks used by some of its affiliates.

Amendment and Termination. The omnibus agreement may be amended by written agreement of the parties; provided, however, that it may not be amended without the approval of the conflicts committee of the Partnership's general partner if such amendment would adversely affect the unitholders. The omnibus agreement was amended on November 24, 2009, to permit the Partnership to provide refining services to Martin Resource Management. Such amendment was approved by the conflicts committee of the Partnership's general partner. The omnibus agreement, other than the indemnification provisions and the provisions limiting the amount for which the Partnership will reimburse Martin Resource Management for general and administrative services performed on behalf, will terminate if the Partnership is no longer an affiliate of Martin Resource Management.

Motor Carrier Agreement

Motor Carrier Agreement. The Partnership is a party to a motor carrier agreement effective January 1, 2006, with Martin Transport, Inc., a wholly owned subsidiary of Martin Resource Management through which Martin Resource Management operates its land transportation operations. This agreement replaced a prior agreement effective November 1, 2002, between the Partnership and Martin Transport, Inc. for land transportation services. Under the agreement, Martin Transport Inc. agreed to ship our NGL shipments as well as other liquid products.

Term and Pricing. This agreement was amended in November 2006, January 2007, April 2007 and January 2008 to add additional point-to-point rates and to modify certain fuel and insurance surcharges being charged to the Partnership. The agreement has an initial term that expired in December 2007 but automatically renews for consecutive one-year periods unless either party terminates the agreement by giving written notice to the other party at least 30 days prior to the expiration of the then-applicable term. The Partnership has the right to terminate this agreement at any time by providing 90 days prior notice. Under this agreement, Martin Transport, Inc. transports the Partnership's NGL shipments as well as other liquid products. These rates are subject to any adjustment to which are mutually agreed or in accordance with a price index. Additionally, during the term of the agreement, shipping charges

are also subject to fuel surcharges determined on a weekly basis in accordance with the U.S. Department of Energy's national diesel price list.

Marine Agreements

Marine Transportation Agreement. The Partnership is a party to a marine transportation agreement effective January 1, 2006, which was amended January 1, 2007, under which the Partnership provides marine transportation services to Martin Resource Management on a spot-contract basis at applicable market rates. This agreement replaced a prior agreement effective November 1, 2002 between the Partnership and Martin Resource Management covering marine transportation services which expired November 2005. Effective each January 1, this agreement automatically renews for consecutive one-year periods unless either party terminates the agreement by giving written notice to the other party at least 60 days prior to the expiration of the then applicable term. The fees the Partnership charges Martin Resource Management are based on applicable market rates.

Table of Contents

MARTIN MIDSTREAM PARTNERS L.P.
NOTES TO CONSOLIDATED AND CONDENSED FINANCIAL STATEMENTS
(Dollars in thousands, except where otherwise indicated)
September 30, 2011
(Unaudited)

Cross Marine Charter Agreements. Cross entered into four marine charter agreements with the Partnership effective March 1, 2007. These agreements have an initial term of five years and continue indefinitely thereafter subject to cancellation after the initial term by either party upon a 30 day written notice of cancellation. The charter hire payable under these agreements will be adjusted annually to reflect the percentage change in the Consumer Price Index.

Marine Fuel. The Partnership is a party to an agreement with Martin Resource Management under which Martin Resource Management provides the Partnership with marine fuel from its locations in the Gulf of Mexico at a fixed rate over the Platt's U.S. Gulf Coast Index for #2 Fuel Oil. Under this agreement, the Partnership agreed to purchase all of its marine fuel requirements that occur in the areas serviced by Martin Resource Management.

Terminal Services Agreements

Diesel Fuel Terminal Services Agreement. The Partnership is a party to an agreement under which the Partnership provides terminal services to Martin Resource Management. This agreement was amended and restated as of October 27, 2004, and was set to expire in December 2006, but automatically renewed and will continue to automatically renew on a month-to-month basis until either party terminates the agreement by giving 60 days written notice. The per gallon throughput fee the Partnership charges under this agreement may be adjusted annually based on a price index.

Miscellaneous Terminal Services Agreements. The Partnership is currently party to several terminal services agreements and from time to time the Partnership may enter into other terminal service agreements for the purpose of providing terminal services to related parties. Individually, each of these agreements is immaterial but when considered in the aggregate they could be deemed material. These agreements are throughput based with a minimum volume commitment. Generally, the fees due under these agreements are adjusted annually based on a price index.

Other Agreements

Cross Tolling Agreement. The Partnership is a party to an agreement under which it processes crude oil into finished products, including naphthenic lubricants, distillates, asphalt and other intermediate cuts for Cross. The Tolling Agreement has a 12 year term which expires November 24, 2021. Under this Tolling Agreement, Martin Resource Management agreed to process a minimum of 6,500 barrels per day of crude oil at the facility at a fixed price per barrel. Any additional barrels are processed at a modified price per barrel. In addition, Martin Resource Management agreed to pay a monthly reservation fee and a periodic fuel surcharge fee based on certain parameters specified in the Tolling Agreement. All of these fees (other than the fuel surcharge) are subject to escalation annually based upon the greater of 3% or the increase in the Consumer Price Index for a specified annual period. In addition, every three years, the parties can negotiate an upward or downward adjustment in the fees subject to their mutual agreement.

Sulfuric Acid Sales Agency Agreement. The Partnership is party to an agreement under which Martin Resource Management purchases and markets the sulfuric acid produced by the Partnership's sulfuric acid production plant at Plainview, Texas, and which is not consumed by the Partnership's internal operations. This agreement, which was amended and restated in July 2011, will remain in place until the Partnership terminates it by providing 180 days' written notice. Under this agreement, the Partnership sells all of its excess sulfuric acid to Martin Resource Management. Martin Resource Management then markets such acid to third-parties and the Partnership shares in the

profit of Martin Resource Management's sales of the excess acid to such third parties.

Other Miscellaneous Agreements. From time to time the Partnership enters into other miscellaneous agreements with Martin Resource Management for the provision of other services or the purchase of other goods.

Table of Contents

MARTIN MIDSTREAM PARTNERS L.P.
NOTES TO CONSOLIDATED AND CONDENSED FINANCIAL STATEMENTS
(Dollars in thousands, except where otherwise indicated)
September 30, 2011
(Unaudited)

The tables below summarize the related party transactions that are included in the related financial statement captions on the face of the Partnership's Consolidated Statements of Operations. The revenues, costs and expenses reflected in these tables are tabulations of the related party transactions that are recorded in the corresponding caption of the consolidated financial statement and do not reflect a statement of profits and losses for related party transactions.

The impact of related party revenues from sales of products and services is reflected in the consolidated financial statement as follows:

	Three Months Ended		Nine months Ended	
	September 30,		September 30,	
	2011	2010	2011	2010
Revenues:				
Terminalling and storage	\$ 14,210	\$ 12,292	\$ 40,045	\$ 34,579
Marine transportation	6,351	7,968	19,223	20,948
Product sales:				
Natural gas services	425	3,948	4,211	5,479
Sulfur services	1,536	1,274	6,358	3,013
Terminalling and storage	63	43	176	155
	2,024	5,265	10,745	8,647
	\$ 22,585	\$ 25,525	\$ 70,012	\$ 64,174

The impact of related party cost of products sold is reflected in the consolidated financial statement as follows:

Cost of products sold:				
Natural gas services	\$ 31,871	\$ 16,353	\$ 80,829	\$ 57,721
Sulfur services	4,762	4,212	13,407	11,448
Terminalling and storage	45	34	183	257
	\$ 36,678	\$ 20,599	\$ 94,419	\$ 69,426

The impact of related party operating expenses is reflected in the consolidated financial statement as follows:

Expenses:				
Operating expenses				
Marine transportation	\$ 8,630	\$ 6,570	\$ 21,412	\$ 19,423
Natural gas services	797	545	1,972	1,674
Sulfur services	1,902	1,274	4,803	3,782
Terminalling and storage	5,894	3,826	14,779	11,107
	\$ 17,223	\$ 12,215	\$ 42,966	\$ 35,986

The impact of related party selling, general and administrative expenses is reflected in the consolidated financial statement as follows:

Selling, general and administrative:

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

Marine transportation	\$19	\$—	\$49	\$—
Natural gas services	1,511	1,205	4,030	3,598
Sulfur services	1,004	583	2,285	1,794
Indirect overhead allocation, net of reimbursement	1,042	916	3,126	2,749
	\$3,576	\$2,704	\$9,490	\$8,141

25

Table of Contents

MARTIN MIDSTREAM PARTNERS L.P.
NOTES TO CONSOLIDATED AND CONDENSED FINANCIAL STATEMENTS
(Dollars in thousands, except where otherwise indicated)
September 30, 2011
(Unaudited)

(9) Business Segments

The Partnership has four reportable segments: terminalling and storage, natural gas services, sulfur services and marine transportation. 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, 2010 filed with the SEC on March 2, 2011. 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 September 30, 2011						
Terminalling and storage	\$38,080	\$ (1,174)	\$ 36,906	\$ 4,829	\$ 3,457	\$ 14,360
Natural gas services	188,461	—	188,461	1,523	2,611	445
Sulfur services	70,169	—	70,169	1,676	5,921	2,598
Marine transportation	22,411	(1,638)	20,773	3,372	(896)	2,061
Indirect selling, general and administrative	—	—	—	—	(2,965)	—
Total	\$319,121	\$ (2,812)	\$ 316,309	\$ 11,400	\$ 8,128	\$ 19,464
Three months ended September 30, 2010						
Terminalling and storage	\$30,495	\$ (1,076)	\$ 29,419	\$ 4,181	\$ 4,308	\$ 1,574
Natural gas services	107,842	—	107,842	1,204	710	245
Sulfur services	36,658	—	36,658	1,554	736	2,812
Marine transportation	22,728	(1,260)	21,468	3,236	3,534	267
Indirect selling, general and administrative	—	—	—	—	(1,585)	—
Total	\$197,723	\$ (2,336)	\$ 195,387	\$ 10,175	\$ 7,703	\$ 4,898
Nine months ended September 30, 2011						
Terminalling and storage	\$115,492	\$ (3,220)	\$ 112,272	\$ 14,114	\$ 9,576	\$ 24,270
Natural gas services	514,870	—	514,870	4,563	6,499	1,446
Sulfur services	206,860	—	206,860	4,998	27,818	14,826

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

Marine transportation	63,201	(5,653)	57,548	9,976	(5,143)	9,092
Indirect selling, general and administrative	—	—	—	—	(6,545)	—
Total	\$900,423	\$ (8,873)	\$ 891,550	\$ 33,651	\$ 32,205	\$ 49,634

Nine months ended
September 30, 2010

Terminalling and storage	\$84,081	\$ (3,332)	\$ 80,749	\$ 12,337	\$ 10,736	\$ 5,017
Natural gas services	397,855	—	397,855	3,593	3,345	1,015
Sulfur services	113,945	—	113,945	4,600	11,207	5,001
Marine transportation	60,926	(3,468)	57,458	9,536	3,695	1,583
Indirect selling, general and administrative	—	—	—	—	(4,615)	—
Total	\$656,807	\$ (6,800)	\$ 650,007	\$ 30,066	\$ 24,368	\$ 12,616

Table of Contents

MARTIN MIDSTREAM PARTNERS L.P.
NOTES TO CONSOLIDATED AND CONDENSED FINANCIAL STATEMENTS
(Dollars in thousands, except where otherwise indicated)
September 30, 2011
(Unaudited)

The following table reconciles operating income to net income:

	Three Months Ended September 30,		Nine months Ended September 30,	
	2011	2010	2011	2010
Operating income	\$ 8,128	\$ 7,703	\$ 32,205	\$ 24,368
Equity in earnings of unconsolidated entities	1,784	2,951	6,953	7,469
Interest expense	(4,297)	(6,051)	(17,102)	(22,248)
Other net	23	34	127	117
Income tax benefit (expense)	(239)	(1)	(692)	(224)
Net income	\$ 5,399	\$ 4,636	\$ 21,491	\$ 9,482

Total assets by segment are as follows:

Total assets:	September 30, 2011	December 31, 2010
Terminalling and storage	\$ 219,676	\$ 188,234
Natural gas services	390,509	314,815
Sulfur services	167,027	138,224
Marine transportation	146,666	144,205
Total assets	\$ 923,878	\$ 785,478

(10) Long-Term Debt and Capital Leases

At September 30, 2011 and December 31, 2010, long-term debt consisted of the following:

	September 30, 2011	December 31, 2010
** \$200,000 Senior Notes, 8.875% interest, net of unamortized discount of \$2,280 and \$2,543, respectively, issued March 2010 and due April 2018, unsecured	\$ 197,720	\$ 197,457
*** \$350,000 Revolving loan facility at variable interest rate (2.91%* weighted average at September 30, 2011), due April 2016, secured by substantially all of the Partnership's assets, including, without limitation, inventory, accounts receivable, vessels, equipment, fixed assets and the interests in the Partnership's operating subsidiaries and equity method investees	230,000	163,000
\$7,114 Note payable to bank, interest rate at 7.50%, maturity date of January 2017, secured by equipment	6,618	7,354

Capital lease obligations	6,076	6,172
Total long-term debt and capital lease obligations	440,414	373,983
Less current installments	1,201	1,121
Long-term debt and capital lease obligations, net of current installments	\$ 439,213	\$ 372,862

* 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 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 2.00% to 3.25% and the applicable margin for revolving loans that are base prime rate loans ranges from 1.00% to 2.25%. The applicable margin for existing LIBOR borrowings is 2.50%. Effective October 1, 2011, the applicable margin for existing LIBOR borrowings remained at 2.50%. Effective January 1, 2012, the applicable margin for existing LIBOR borrowings will increase to 2.75%.

** Effective September 2010, the Partnership entered into an interest rate swap that swapped \$40,000 of fixed rate to floating rate. The floating rate cost was the applicable three-month LIBOR rate. This interest rate swap was scheduled to mature in April 2018, but was terminated in August 2011.

Table of Contents

MARTIN MIDSTREAM PARTNERS L.P.
NOTES TO CONSOLIDATED AND CONDENSED FINANCIAL STATEMENTS
(Dollars in thousands, except where otherwise indicated)
September 30, 2011
(Unaudited)

** Effective September 2010, the Partnership entered into an interest rate swap that swapped \$60,000 of fixed rate to floating rate. The floating rate cost was the applicable three-month LIBOR rate. This interest rate swap was scheduled to mature in April 2018, but was terminated in August 2011.

*** Effective October 2008, the Partnership entered into a cash flow hedge that swapped \$40,000 of floating rate to fixed rate. The fixed rate cost was 2.820% plus the Partnership's applicable LIBOR borrowing spread. Effective April 2009, the Partnership entered into two subsequent swaps to lower its effective fixed rate to 2.580% plus the Partnership's applicable LIBOR borrowing spread. These cash flow hedges were scheduled to mature in October 2010, but were terminated in March 2010.

*** Effective January 2008, the Partnership entered into a cash flow hedge that swapped \$25,000 of floating rate to fixed rate. The fixed rate cost was 3.400% plus the Partnership's applicable LIBOR borrowing spread. Effective April 2009, the Partnership entered into two subsequent swaps to lower its effective fixed rate to 3.050% plus the Partnership's applicable LIBOR borrowing spread. These cash flow hedges matured in January 2010.

*** Effective September 2007, the Partnership entered into a cash flow hedge that swapped \$25,000 of floating rate to fixed rate. The fixed rate cost was 4.605% plus the Partnership's applicable LIBOR borrowing spread. Effective March 2009, the Partnership entered into two subsequent swaps to lower its effective fixed rate to 4.305% plus the Partnership's applicable LIBOR borrowing spread. These cash flow hedges were scheduled to mature in September 2010, but were terminated in March 2010.

*** Effective November 2006, the Partnership entered into an interest rate swap that swapped \$30,000 of floating rate to fixed rate. The fixed rate cost was 4.765% plus the Partnership's applicable LIBOR borrowing spread. This cash flow hedge matured in March 2010.

*** Effective March 2006, the Partnership entered into a cash flow hedge that swapped \$75,000 of floating rate to fixed rate. The fixed rate cost was 5.25% plus the Partnership's applicable LIBOR borrowing spread. Effective February 2009, the Partnership entered into two subsequent swaps to lower its effective fixed rate to 5.10% plus the Partnership's applicable LIBOR borrowing spread. These cash flow hedges were scheduled to mature in November 2010, but were terminated in March 2010.

(a) Senior Notes

In March 2010, the Partnership and Martin Midstream Finance Corp. ("FinCo"), a subsidiary of the Partnership (collectively, the "Issuers"), entered into (i) a Purchase Agreement, dated as of March 23, 2010 (the "Purchase Agreement"), by and among the Issuers, certain subsidiary guarantors (the "Guarantors") and Wells Fargo Securities, LLC, RBC Capital Markets Corporation and UBS Securities LLC, as representatives of a group of initial purchasers (collectively, the "Initial Purchasers"), (ii) an Indenture, dated as of March 26, 2010 (the "Indenture"), among the Issuers, the Guarantors and Wells Fargo Bank, National Association, as trustee (the "Trustee") and (iii) a Registration Rights Agreement, dated as of March 26, 2010 (the "Registration Rights Agreement"), among the Issuers, the Guarantors and the Initial Purchasers, in connection with a private placement to eligible purchasers of \$200,000 in aggregate principal amount of the Issuers' 8.875% senior unsecured notes due 2018 (the "Senior Notes"). The Partnership completed the aforementioned Senior Notes offering on March 26, 2010, and received proceeds of approximately \$197,200, after

deducting initial purchasers' discounts and the expenses of the private placement. The proceeds were primarily used to repay borrowings under the Partnership's revolving credit facility.

In connection with the issuance of the Senior Notes, all "non-issuer" wholly-owned subsidiaries of the Partnership issued full, irrevocable, and unconditional guarantees of the Senior Notes. As discussed in Note 15, 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.

Table of Contents

MARTIN MIDSTREAM PARTNERS L.P.
NOTES TO CONSOLIDATED AND CONDENSED FINANCIAL STATEMENTS
(Dollars in thousands, except where otherwise indicated)
September 30, 2011
(Unaudited)

Indenture. On March 26, 2010, the Issuers issued the Senior Notes pursuant to the Indenture in a transaction exempt from registration requirements under the Securities Act. The Senior Notes were resold to qualified institutional buyers pursuant to Rule 144A under the Securities Act and to persons outside the United States pursuant to Regulation S under the Securities Act.

Interest and Maturity. The Senior Notes will mature on April 1, 2018. The interest payment dates are April 1 and October 1.

Optional Redemption. Prior to April 1, 2013, the Issuers have the option on any one or more occasions to redeem up to 35% of the aggregate principal amount of the Senior Notes issued under the Indenture at a redemption price of 108.875% of the principal amount, plus accrued and unpaid interest, if any, to the redemption date of the Senior Notes with the proceeds of certain equity offerings. Prior to April 1, 2014, the Issuers may on any one or more occasions redeem all or a part of the Senior Notes at the redemption price equal to the sum of (i) the principal amount thereof, plus (ii) a make whole premium at the redemption date, plus accrued and unpaid interest, if any, to the redemption date. On or after April 1, 2014, the Issuers may on any one or more occasions redeem all or a part of the Senior Notes at redemption prices (expressed as percentages of principal amount) equal to 104.438% for the twelve-month period beginning on April 1, 2014, 102.219% for the twelve-month period beginning on April 1, 2015 and 100.00% for the twelve-month period beginning on April 1, 2016 and at any time thereafter, plus accrued and unpaid interest, if any, to the applicable redemption date on the Senior Notes.

Certain Covenants. The Indenture restricts the Partnership's ability and the ability of certain of its subsidiaries to: (i) sell assets including equity interests in its subsidiaries; (ii) pay distributions on, redeem or repurchase its units or redeem or repurchase its subordinated debt; (iii) make investments; (iv) incur or guarantee additional indebtedness or issue preferred units; (v) create or incur certain liens; (vi) enter into agreements that restrict distributions or other payments from its restricted subsidiaries to the Partnership; (vii) consolidate, merge or transfer all or substantially all of its assets; (viii) engage in transactions with affiliates; (ix) create unrestricted subsidiaries; (x) enter into sale and leaseback transactions or (xi) engage in certain business activities. These covenants are subject to a number of important exceptions and qualifications. If the Senior Notes achieve an investment grade rating from each of Moody's Investors Service, Inc. and Standard & Poor's Ratings Services and no Default (as defined in the Indenture) has occurred and is continuing, many of these covenants will terminate.

Events of Default. The Indenture provides that each of the following is an Event of Default: (i) default for 30 days in the payment when due of interest on the Senior Notes; (ii) default in payment when due of the principal of, or premium, if any, on the Senior Notes; (iii) failure by the Partnership to comply with certain covenants relating to asset sales, repurchases of the Senior Notes upon a change of control and mergers or consolidations; (iv) failure by the Partnership for 180 days after notice to comply with its reporting obligations under the Securities Exchange Act of 1934; (v) failure by the Partnership for 60 days after notice to comply with any of the other agreements in the Indenture; (vi) default under any mortgage, indenture or instrument governing any indebtedness for money borrowed or guaranteed by the Partnership or any of its restricted subsidiaries, whether such indebtedness or guarantee now exists or is created after the date of the Indenture, if such default: (a) is caused by a payment default; or (b) results in the acceleration of such indebtedness prior to its stated maturity, and, in each case, the principal amount of the indebtedness, together with the principal amount of any other such indebtedness under which there has been a payment default or acceleration of maturity, aggregates \$20,000 or more, subject to a cure provision; (vii) failure by

the Partnership or any of its restricted subsidiaries to pay final judgments aggregating in excess of \$20,000, which judgments are not paid, discharged or stayed for a period of 60 days; (viii) except as permitted by the Indenture, any subsidiary guarantee is held in any judicial proceeding to be unenforceable or invalid or ceases for any reason to be in full force or effect, or any Guarantor, or any person acting on behalf of any Guarantor, denies or disaffirms its obligations under its subsidiary guarantee and (ix) certain events of bankruptcy, insolvency or reorganization described in the Indenture with respect to the Issuers or any of the Partnership's restricted subsidiaries that is a significant subsidiary or any group of restricted subsidiaries that, taken together, would constitute a significant subsidiary of the Partnership. Upon a continuing Event of Default, the Trustee, by notice to the Issuers, or the holders of at least 25% in principal amount of the then outstanding Senior Notes, by notice to the Issuers and the Trustee, may declare the Senior Notes immediately due and payable, except that an Event of Default resulting from entry into a bankruptcy, insolvency or reorganization with respect to the Issuers, any restricted subsidiary of the Partnership that is a significant subsidiary or any group of its restricted subsidiaries that, taken together, would constitute a significant subsidiary of the Partnership, will automatically cause the Senior Notes to become due and payable.

Table of Contents

MARTIN MIDSTREAM PARTNERS L.P.
NOTES TO CONSOLIDATED AND CONDENSED FINANCIAL STATEMENTS
(Dollars in thousands, except where otherwise indicated)
September 30, 2011
(Unaudited)

Registration Rights Agreement. Under the Registration Rights Agreement, the Issuers and the Guarantors filed with the SEC a registration statement an offer to exchange the Senior Notes for substantially identical notes that are registered under the Securities Act. The Partnership exchanged the Senior Notes for registered 8.875% senior unsecured notes due April 2018.

(b) Credit Facility

On November 10, 2005, the Partnership entered into a multi-bank credit facility, which has subsequently been amended including most recently on September 7, 2011, when the Partnership amended its revolving credit facility to (1) increase the maximum amount of investments made in permitted joint ventures to \$50,000, and (2) increase the maximum amount of investments made in Redbird Gas Storage and Cardinal Gas Storage to \$120,000.

Under the amended and restated credit facility, as of September 30, 2011, the Partnership had \$230,000 outstanding under the revolving credit facility. As of September 30, 2011, irrevocable letters of credit issued under the Partnership's credit facility totaled \$120. As of September 30, 2011, the Partnership had \$119,880 available under its 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. During the current fiscal year, draws on the Partnership's credit facility ranged from a low of \$135,000 to a high of \$254,000.

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) incur indebtedness or grant certain liens through its joint ventures.

The credit facility includes financial covenants that are tested on a quarterly basis, based on the rolling four-quarter period that ends on the last day of each fiscal quarter. The maximum permitted leverage ratio is 5.00 to 1.00. The maximum permitted senior leverage ratio (as defined in the new credit facility but generally computed as the ratio of total secured funded debt to consolidated earnings before interest, taxes, depreciation, amortization and certain other non-cash charges) is 3.25 to 1.00. The minimum consolidated interest coverage ratio (as defined in the new credit facility but generally computed as the ratio of consolidated earnings before interest, taxes, depreciation, amortization and certain other non-cash charges to consolidated interest charges) is 2.75 to 1.00. The Partnership was in compliance with the covenants contained in the credit facility as of September 30, 2011.

The credit facility also contains certain default provisions relating to Martin Resource Management. If Martin Resource Management no longer controls the Partnership's general partner, or if Ruben Martin is not the chief executive officer of the Partnership's general partner or a successor acceptable to the administrative agent and lenders

providing more than 50% of the commitments under the Partnership's credit facility is not appointed, the lenders under the Partnership's credit facility may declare all amounts outstanding thereunder immediately due and payable. In addition, an event of default by Martin Resource Management under its credit facility could independently result in an event of default under the Partnership's credit facility if it is deemed to have a material adverse effect on the Partnership. Any event of default and corresponding acceleration of outstanding balances under the Partnership's credit facility could require the Partnership to refinance such indebtedness on unfavorable terms and would have a material adverse effect on the Partnership's financial condition and results of operations as well as its ability to make distributions to unitholders.

Table of Contents

MARTIN MIDSTREAM PARTNERS L.P.
NOTES TO CONSOLIDATED AND CONDENSED FINANCIAL STATEMENTS
(Dollars in thousands, except where otherwise indicated)
September 30, 2011
(Unaudited)

The Partnership is required to make certain prepayments under the credit facility. 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. 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 April 15, 2016. 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.

In March 2010, the Partnership terminated all of its existing interest rate swaps resulting in termination fees of \$3,850. In August, 2011, the Partnership terminated all of its existing interest rate swap agreements with an aggregate notional amount of \$100,000, which it had entered to hedge its exposure to changes in the fair value of Senior Notes. These interest rate swap contracts were not designated as fair value hedges and therefore, did not receive hedge accounting but were marked to market through earnings. The Partnership received \$2,800 upon cancellation of these swap agreements.

The Partnership paid cash interest in the amount of \$2,813 and \$1,519 for the three months ended September 30, 2011 and 2010, respectively and \$6,662 and \$12,517 for the nine months ended September 30, 2011 and 2010, respectively. Capitalized interest was \$127 and \$24 for the three months ended September 30, 2011 and 2010, respectively, and \$373 and \$79 for the nine months ended September 30, 2011 and 2010, respectively.

(11) Equity Offering

On February 9, 2011, the Partnership completed a public offering of 1,874,500 common units at a price of \$39.35 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 1,874,500 common units, net of underwriters' discounts, commissions and offering expenses were \$70,330. The Partnership's general partner contributed \$1,505 in cash to the Partnership in conjunction with the issuance in order to maintain its 2% general partner interest in the Partnership. On February 9, 2011, the Partnership made a \$65,500 payment to reduce the outstanding balance under its revolving credit facility.

On August 17, 2010, the Partnership completed a public offering of 1,000,000 common units, representing limited partner interests at a purchase price of \$29.13 per common unit. The Partnership received net proceeds of approximately \$28,070 after payment of underwriters' discounts. The Partnership used the net proceeds of \$28,070 to redeem from subsidiaries of Martin Resource Management an aggregate number of common units equal to the number of common units issued in the offering. Martin Resource Management reimbursed the Partnership for its payments of commissions and offering expenses. As a result of these simultaneous transactions, the Partnership's general partner was not required to contribute cash to the Partnership in conjunction with the issuance of these units in order to maintain its 2% general partner interest in the Partnership since there was no net increase in the outstanding limited partner units.

On February 8, 2010, the Partnership completed a public offering of 1,650,000 common units at a price of \$32.35 per common unit, before the payment of underwriters' discounts, commissions and offering expenses (per unit value is in dollars, not thousands). The common units sold in the offering were registered under the Securities Act pursuant to the Partnership's existing shelf registration statement. Following this offering, the common units represented a 93.3% limited partnership interest in the Partnership. Total proceeds from the sale of the 1,650,000 common units, net of underwriters' discounts, commissions and offering expenses were \$50,530. The Partnership's general partner contributed \$1,089 in cash to the Partnership in conjunction with the issuance in order to maintain its 2% general partner interest in the Partnership. On February 8, 2010, the Partnership made a \$45,000 payment to reduce the outstanding balance under its revolving credit facility.

Table of Contents

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

September 30, 2011
(Unaudited)

(12) Stanolind Tank Damage

During the third quarter of 2011, a single tank fire occurred at the Partnership's Stanolind Terminal in Beaumont, Texas. This specific tank stores No. 6 oil for Martin Resource Management under a through-put agreement. The tank contained approximately 3,200 barrels of No. 6 oil at the time the incident occurred, all of which is the property of Martin Resource Management.

Physical damage to the Partnership's asset caused by the fire as well as the related removal and recovery costs, are fully covered by the Partnership's non-windstorm insurance policy subject to a deductible of \$443 which has been expensed and included in "operating expenses" in the consolidated and condensed statements of income for the three month and nine month periods ended September 30, 2011.

Insurance proceeds received as a result of the this claim will be used to replace the tank and, in the event the proceeds exceed the net book value of the tank that was destroyed, the Partnership will recognize a gain equal to the amount of the excess.

The actual fire damage costs incurred for the three month and nine month periods ended September 30, 2011 was \$234.

(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. The Partnership is subject to the Texas margin tax as described below. Woodlawn, a subsidiary of the Partnership, is subject to income taxes due to its corporate structure. A current federal income tax benefit of \$17 and a federal income tax expense of \$11, related to the operation of the subsidiary were recorded for the three and nine months ended September 30, 2011 and \$0 and \$0 for the three and nine months ended September 30, 2010, respectively. State income taxes attributable to the Texas margin tax incurred by the subsidiary were \$6 and \$17 for the three and nine months ended September 30, 2011 and \$3 and \$14 for the three and nine months ended September 30, 2010, 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.

A deferred tax expense related to the Woodlawn basis differences of \$33 and \$2 was recorded for the three and nine months ended September 30, 2011, respectively, and a deferred tax benefit of \$185 and \$474 was recorded for the three and nine months ended September 30, 2010, respectively. A deferred tax liability of \$7,816 and \$8,213 related to the basis differences existed at September 30, 2011 and at December 31, 2010, respectively.

In 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 recognition of deferred taxes applies 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 \$223 and \$679 were recorded in current income tax expense for the three and nine months ended September 30,

2011 and \$186 and \$698 for the three and nine months ended September 30, 2010, respectively.

An income tax receivable of \$18 and \$331 (which is included in other current assets) existed at September 30, 2011 and December 31, 2010, respectively.

Table of Contents

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

September 30, 2011
(Unaudited)

The components of income tax expense (benefit) from operations recorded for the three and nine months ended September 30, 2011 and 2010 are as follows:

	Three Months Ended September 30,		Nine months Ended September 30,	
	2011	2010	2011	2010
Current:				
Federal	\$ (17)	\$ —	\$ 11	\$ —
State	223	186	679	698
	206	186	690	698
Deferred:				
Federal	33	(185)	2	(474)
	\$ 239	\$ 1	\$ 692	\$ 224

(14) 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.

On May 2, 2008, the Partnership 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. In May 2009, the lawsuit went to trial and on June 18, 2009, the Court entered a judgment adverse to the Defendant which contained monetary damages and specific performance components. The Defendant appealed the Judgment. On November 3, 2010, the Court of Appeals, Sixth Appellate District of Texas at Texarkana, issued an opinion on the appeal overturning the Judgment. The Appellate Court's opinion rendered a take-nothing judgment against the Plaintiff and found in favor of the Defendant. The Supreme Court of Texas denied the Plaintiff's petition for review and therefore the opinion of the Sixth Appellate District of Texas at Texarkana has become final.

On September 5, 2008, the Plaintiff and one of his affiliated partnerships (the "SDM Plaintiffs"), on behalf of themselves and derivatively on behalf of Martin Resource Management, filed suit in a Harris County, Texas district court (the "Harris County Litigation") against Martin Resource Management, the Defendant, Robert Bondurant, Donald R. Neumeyer and Wesley M. Skelton, in their capacities as directors of Martin Resource Management (the "MRMC Director Defendants"), as well as 35 other officers and employees of Martin Resource Management (the "Other MRMC Defendants"). In addition to their respective positions with Martin Resource Management, Robert Bondurant, Donald Neumeyer and Wesley Skelton are officers of the Partnership's general partner. The Partnership is not a party to this lawsuit, and it does not assert any claims (i) against the Partnership, (ii) concerning the Partnership's governance or operations, or (iii) against the MRMC Director Defendants or other MRMC Defendants with respect to their service to the Partnership.

The SDM Plaintiffs allege, among other things, that the MRMC Director Defendants have breached their fiduciary duties owed to Martin Resource Management and the SDM Plaintiffs, entrenched their control of Martin Resource

Management and diluted the ownership position of the SDM Plaintiffs and certain other minority shareholders in Martin Resource Management, and engaged in acts of unjust enrichment, excessive compensation, waste, fraud and conspiracy with respect to Martin Resource Management. The SDM Plaintiffs seek, among other things, to rescind the June 2008 issuance by Martin Resource Management of shares of its common stock under its 2007 Long-Term Incentive Plan to the Other MRMC Defendants, remove the MRMC Director Defendants as officers and directors of Martin Resource Management, prohibit the Defendants, Wesley M. Skelton and Robert Bondurant from serving as trustees of the MRMC Employee Stock Ownership Trust (the "ESOT"), and place all of the Martin Resource Management common shares owned or controlled by the Defendant in a constructive trust that prohibits him from voting those shares. The SDM Plaintiffs have amended their Petition to eliminate their claims regarding rescission of the issue by Martin Resource Management of shares of its common stock to the MRMC Employee Stock Ownership Plan. The case was abated in July 2009 during the pendency of a mandamus proceeding in the Texas Supreme Court. The Supreme Court denied mandamus relief on November 20, 2009. This lawsuit was amended to add the ESOP as a party and was subsequently removed to Federal Court by the ESOT. This lawsuit was remanded from Federal Court to the State District Court and is set for trial on February 6, 2012.

Table of Contents

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

September 30, 2011
(Unaudited)

The lawsuits described above are in addition to (i) a separate lawsuit filed in July 2008 in a Gregg County, Texas district court by the daughters of the Defendant against the Plaintiff, both individually and in his capacity as trustee of the Ruben S. Martin, III Dynasty Trust, which suit alleges, among other things, that the Plaintiff has engaged in self-dealing in his capacity as a trustee under the trust, which holds shares of Martin Resource Management common stock, and has breached his fiduciary duties owed to the plaintiffs, and who are beneficiaries of such trust, and (ii) a separate lawsuit filed in October 2008 in the United States District Court for the Eastern District of Texas by Angela Jones Alexander against the Defendant and Karen Yost in their capacities as a former trustee and a trustee, respectively, of the R.S. Martin Jr. Children Trust No. One (f/b/o Angela Santi Jones), which holds shares of Martin Resource Management common stock, which suit alleges, among other things that the Defendant and Karen Yost breached fiduciary duties owed to the plaintiff, who is the beneficiary of such trust, and seeks to remove Karen Yost as the trustee of such trust. With respect to the lawsuit described in (i) above, the Partnership has been informed that the Plaintiff has resigned as a trustee of the Ruben S. Martin, III Dynasty Trust. With respect to the lawsuit described in (ii) above, Angela Jones Alexander amended her claims to include her grandmother, Margaret Martin, as a defendant, but subsequently dropped her claims against Mrs. Martin. Additionally, all claims pertaining to Karen Yost have been resolved. All claims pertaining to Defendant have been preliminarily resolved, as the court, on February 9, 2011, issued an order that granted the parties' Joint Motion for Administrative Closure. With respect to the lawsuit referenced in (i) above, the case was tried in October 2009 and the jury returned a verdict in favor of the Defendant's daughters against the Plaintiff in the amount of \$4,900. On December 22, 2009, the court entered a judgment, reflecting an amount consistent with the verdict and additionally awarded attorneys' fees and interest. On January 7, 2010, the court modified its original judgment and awarded the Defendant's daughters approximately \$2,700 in damages and attorneys' fees, plus interest. The Plaintiff has appealed the judgment and such appeal is still pending.

On September 24, 2008, Martin Resource Management removed Plaintiff as a director of the general partner of the Partnership. Such action was taken as a result of the collective effect of Plaintiff's then recent activities, which the board of directors of Martin Resource Management determined was detrimental to both Martin Resource Management and the Partnership. The Plaintiff does not serve on any committees of the board of directors of the Partnership's general partner. The position on the board of directors of the Partnership's general partner vacated by the Plaintiff may be filled in accordance with the existing procedures for replacement of a departing director utilizing the Nominations Committee of the board of directors of the general partner of the Partnership. This position on the board of directors has been filled as of July 26, 2010, by Charles Henry "Hank" Still.

On February 22, 2010, as a result of the Harris County Litigation being derivative in nature, Martin Resource Management formed a special committee of its board of directors and designated such committee as the Martin Resource Management authority for the purpose of assessing, analyzing and monitoring the Harris County Litigation and any other related litigation and making any and all determinations in respect of such litigation on behalf of Martin Resource Management. Such authorization includes, but is not limited to, reviewing the merits of the litigation, assessing whether to pursue claims or counterclaims against various persons or entities, assessing whether to appoint or retain experts or disinterested persons to make determinations in respect of such litigation, and advising and directing Martin Resource Management's general counsel and outside legal counsel with respect to such litigation. The special committee consists of Robert Bondurant, Donald R. Neumeier and Wesley M. Skelton.

On May 4, 2010, the Partnership received a copy of a petition filed in a new case with the District Clerk of Gregg County, Texas by Martin Resource Management against the Plaintiff and others with respect to certain matters relating to Martin Resource Management. As noted above, the Plaintiff was a former director of Martin Resource Management. The lawsuit alleges that the Plaintiff with help from others breached the fiduciary duties the Plaintiff owed to Martin Resource Management. The Partnership is not a party to the lawsuit, and the lawsuit does not assert any claims (i) against the Partnership, (ii) concerning the Partnership's governance or operations, or (iii) against the Plaintiff with respect to his service as an officer or former director of the general partner of the Partnership. Additionally, on July 11, 2011, Scott D. Martin sued Martin Resource Management in State District Court in Harris County, Texas alleging that it tortuously interfered with his rights under an existing insurance policy.

(15) Consolidating Financial Statements

In connection with the Partnership's shelf registration statement on Form S-3 (the "Registration Statement"), Martin Operating Partnership L.P. (the "Operating Partnership"), the Partnership's wholly-owned subsidiary, and its subsidiaries have issued in the past, and may issue in the future, additional 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. The guarantees issued in the past are 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

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

References in this quarterly report on Form 10-Q 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", or 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, 2010, filed with the Securities and Exchange Commission (the "SEC") on March 2, 2011, and in this report.

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;
- Sulfur and sulfur-based products gathering, processing, marketing, manufacturing and distribution; and
- Marine transportation services for petroleum products and by-products.

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 31.6% limited partnership interest in us. Furthermore, it owns and controls our general partner, which owns a 2.0% general partner interest in us and all of our incentive distribution rights.

Table of Contents

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.

Recent Developments

We believe one of the rationales driving investment in master limited partnerships, including us, is the opportunity for distribution growth offered by the partnerships. Such distribution growth is a function of having access to liquidity in the financial markets used for incremental capital investment (development projects and acquisitions) to grow distributable cash flow. Growth opportunities can be constrained by a lack of liquidity or access to the financial markets. During 2010 and 2011, the financial markets have been available to us. As such, we were able to issue senior unsecured long-term debt in the first quarter 2010 and equity in both the first and third quarters of 2010. Additionally, we were able to issue equity in February 2011 for the purpose of reducing outstanding indebtedness under our credit facility. Our credit facility was subsequently refinanced and upsized in April 2011.

Conditions in our industry continue to be challenging in 2011. For example:

- Several gas producers in our areas of operation have reduced drilling activity as compared to their previous levels of activity demonstrating a bias toward newly found shale plays in other areas.
- Coupled with the general decline in drilling activity are the federal government's enhanced safety regulations and inspection requirements as it relates to deep-water drilling in the Gulf of Mexico. In October 2010, the United States Government lifted the moratorium on deep water permitting and drilling. These enhanced safety regulations and inspection requirements of the Bureau of Ocean Energy Management, Regulation, and Enforcement (BOEMRE) continue to provide uncertainty surrounding the requirements for and pace of issuance of permits on the Gulf of Mexico Outer Continental Shelf (OCS). Although permits began to be issued by the BOEMRE again during first quarter 2011, they have not been approved in a timely manner consistent with pre-BP/Macondo spill levels.
- There has been a decline in the demand for certain marine transportation services based on decreased refinery production resulting in an oversupply of equipment. This was partially offset in 2010 by the marine transportation services required in the efforts to clean up the BP oil spill in the Gulf of Mexico.

Despite the industry challenges we have faced, we are positioning ourselves for continued growth. In particular:

- We continue to adjust our business strategy to focus on maximizing our liquidity, maintaining a stable asset base, and improving the profitability of our assets by increasing their utilization while controlling costs. Over the past year we have had access to the capital markets and have appropriate levels of liquidity and operating cash flows to adequately fund our growth. Our goal over the next two years will be to increase growth capital expenditures in primarily in our Terminalling and Storage and Sulfur Services segments.
- We continue to evaluate opportunities to enter into interest rate and commodity hedging transactions. We believe these transactions can beneficially remove risks associated with interest rate and commodity price volatility.
- During the first three quarters of 2011, we have experienced positive changing market dynamics in certain segments including activity associated with the rapidly developing basins such as the Eagle Ford shale.

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, 2010, filed with the SEC on March 2, 2011, 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 ASC 350 related to intangibles-goodwill and other.

Derivatives

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 marked to market with all market value adjustments being recorded in the consolidated statements of operations. As of September 30, 2011, 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 partners’ capital.

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 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. For our tolling agreement, revenue is recognized based on the contracted monthly reservation fee and throughput volumes moved through the facility. 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 storage, or by pipeline, we recognize NGL distribution revenue when the customer receives the product from either the storage facility or pipeline.

Table of Contents

Sulfur services. Revenue from sulfur product sales is recognized when the customer takes title to the product. Revenue from sulfur services is recognized as deliveries are made during each monthly period.

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.

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. This goodwill is not subject to amortization and is accounted for as a component of the investment. Equity method investments are subject to impairment evaluation. 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") and Panther Interstate Pipeline Energy LLC ("PIPE"). We own all of the Class B equity interests in Redbird Gas Storage LLC ("Redbird"). Redbird, as of September 30, 2011, owns a 40.08% interest in Cardinal Gas Storage Partners, LLC. 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 and storage, natural gas services, sulfur services and marine transportation, contain goodwill.

We have historically performed our annual impairment testing of goodwill and indefinite-lived intangible assets as of September 30 of each year. During the third quarter of fiscal 2011, we changed the annual impairment testing date from September 30 to August 31. We believe this change, which represents a change in the method of applying an accounting principle, is preferable in the circumstances as the earlier date provides additional time prior to our quarter-end to complete the goodwill impairment testing and report the results in our quarterly report on Form 10-Q. A preferability letter from our independent registered public accounting firm regarding this change in the method of applying an accounting principle has been filed as an exhibit to this quarterly report on Form 10-Q for the quarter ended September 30, 2011.

We performed the annual impairment test as of August 31, 2011, and we determined that the fair value in each reporting unit based on the weighted average of three valuation techniques: (i) the discounted cash flow method, (ii) the guideline public company method, and (iii) the guideline transaction method.

Significant changes in these estimates and assumptions could materially affect the determination of fair value for each reporting unit which could give rise to future impairment. Changes to these estimates and assumptions can include, but may not be limited to, varying commodity prices, volume changes and operating costs due to market conditions and/or alternative providers of services.

Table of Contents

Environmental Liabilities and Litigation

We have not historically 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.

Because the outcomes of both contingent liabilities and litigation are difficult to predict, when accounting for these situations, significant management judgment is required. Amounts paid for contingent liabilities and litigation have not had a materially adverse effect on our operations or financial condition and we do not anticipate they will in the future.

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.

Our management closely monitors potentially uncollectible accounts. Estimates of uncollectible amounts are revised each period, and changes are recorded in the period they become known. If there is a deterioration of a major customer's creditworthiness or actual defaults are higher than the historical experience, management's estimates of the recoverability of amounts due us could potentially be adversely affected. These charges have not had a materially adverse effect on our operations or financial condition.

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.

Estimates of future asset retirement obligations include significant management judgment and are based on projected future retirement costs. Such costs could differ significantly when they are incurred. Revisions to estimated asset retirement obligations can result from changes in retirement cost estimates due to surface repair, labor and material costs, revisions to estimated inflation rates and changes in the estimated timing of abandonment. For example, the Company does not have access to natural gas reserves information related to our gathering systems to estimate when abandonment will occur.

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, Florida, 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;
 - supplying employees and services for the operation of our business; and
- operating, solely for our account, our asphalt facilities in Omaha, Nebraska, Port Neches, Texas and South Houston, Texas.

Table of Contents

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 31.6% 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 \$34.2 million of direct costs and expenses for the three months ended September 30, 2011 compared to \$19.9 million for the three months ended September 30, 2010. We reimbursed Martin Resource Management for \$77.7 million of direct costs and expenses for the nine months ended September 30, 2011 compared to \$59.7 million for the nine months ended September 30, 2010. 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, we are required to reimburse Martin Resource Management for indirect general and administrative and corporate overhead expenses. Effective October 1, 2010 through September 30, 2011, the Conflicts Committee of the board of directors of our general partner (the "Conflicts Committee") approved an annual reimbursement amount for indirect expenses of \$4.2 million. We reimbursed Martin Resource Management for \$1.0 and \$0.9 million of indirect expenses for the three months ended September 30, 2011 and 2010, respectively. We reimbursed Martin Resource Management for \$3.1 and \$2.7 million of indirect expenses for the nine months ended September 30, 2011 and 2010, respectively. These indirect expenses covered 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. 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, 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.

Table of Contents

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, 2010, filed with the SEC on March 2, 2011.

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 2.4 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 14% of our total cost of products sold for both the three months ended September 30, 2011 and 2010, respectively and approximately 11% and 14% of our total cost of products sold for the nine months ended September 30, 2011 and 2010. 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 7% and 13% of our total revenues for the three months ended September 30, 2011 and 2010, respectively. Our sales to Martin Resource Management accounted for approximately 8% and 9% of our total revenues for the three months ended September 30, 2011 and 2010, respectively. We provide terminalling, storage and marine transportation services to Midstream Fuel Service LLC and Midstream Fuel LLC provides terminal services to us to handle lubricants, greases and drilling fluids.

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, 2010, filed with the SEC on March 2, 2011.

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, as constituted under our limited partnership agreement. Certain related party transactions are required to be submitted to the Conflicts Committee. 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.

Table of Contents

Results of Operations

The results of operations for the three and nine months ended September 30, 2011 and 2010 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 nine months ended September 30, 2011 and 2010. The results of operations for the first nine months of the year are not necessarily indicative of the results of operations which might be expected for the entire year.

	Operating Revenues	Revenues Intersegment Eliminations	Operating Revenues after Eliminations	Operating Income (loss)	Operating Income Intersegment Eliminations	Operating Income (loss) after Eliminations
	(In thousands)					
Three months ended September 30, 2011						
Terminalling and storage	\$ 38,080	\$ (1,174)	\$ 36,906	\$ 3,810	\$ (353)	\$ 3,457
Natural gas services	188,461	—	188,461	2,240	371	2,611
Sulfur services	70,169	—	70,169	4,301	1,620	5,921
Marine transportation	22,411	(1,638)	20,773	742	(1,638)	(896)
Indirect selling, general and administrative	—	—	—	(2,965)	—	(2,965)
Total	\$ 319,121	\$ (2,812)	\$ 316,309	\$ 8,128	\$ —	\$ 8,128
Three months ended September 30, 2010						
Terminalling and storage	\$ 30,495	\$ (1,076)	\$ 29,419	\$ 4,835	\$ (527)	\$ 4,308
Natural gas services	107,842	—	107,842	432	278	710
Sulfur services	36,658	—	36,658	(773)	1,509	736
Marine transportation	22,728	(1,260)	21,468	4,794	(1,260)	3,534
Indirect selling, general and administrative	—	—	—	(1,585)	—	(1,585)
Total	\$ 197,723	\$ (2,336)	\$ 195,387	\$ 7,703	\$ —	\$ 7,703

Nine months ended September 30, 2011						
Terminalling and storage	\$ 115,492	\$ (3,220)	\$ 112,272	\$ 10,150	\$ (574)	\$ 9,576
Natural gas services	514,870	—	514,870	5,680	819	6,499
Sulfur services	206,860	—	206,860	22,430	5,388	27,818
Marine transportation	63,201	(5,653)	57,548	490	(5,633)	(5,143)
Indirect selling, general and administrative	—	—	—	(6,545)	—	(6,545)
Total	\$ 900,423	\$ (8,873)	\$ 891,550	\$ 32,205	\$ —	\$ 32,205

Nine months ended September 30, 2010						
Terminalling and storage	\$ 84,081	\$ (3,332)	\$ 80,749	\$ 12,512	\$ (1,776)	\$ 10,736
Natural gas services	397,855	—	397,855	2,381	964	3,345
Sulfur services	113,945	—	113,945	6,927	4,280	11,207
Marine transportation	60,926	(3,468)	57,458	7,163	(3,468)	3,695
Indirect selling, general and administrative	—	—	—	(4,615)	—	(4,615)
Total	\$ 656,807	\$ (6,800)	\$ 650,007	\$ 24,368	\$ —	\$ 24,368

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 September 30, 2011 Compared to the Three Months Ended September 30, 2010

Our total revenues before eliminations were \$319.1 million for the three months ended September 30, 2011 compared to \$197.7 million for the three months ended September 30, 2010, an increase of \$121.4 million, or 61%. Our operating income before eliminations was \$6.7 million for the three months ended September 30, 2011 compared to \$7.7 million for the three months ended September 30, 2010, a decrease of \$1.0 million, or 13%.

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

Table of Contents

Terminalling and Storage Segment

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

Three Months Ended
September 30,