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DENTSPLY International, Inc. Q2 2008 Earnings Call

Question-and-Answer Session

Thank you. Today's question-and-answer session will be conducted electronically. [Operator Instructions]. And we will take our first question from Jon Wood with Banc of America Securities, I am sorry Banc of America. Please go ahead.

Jon Wood - Banc of America Securities

Thank you, good morning.

Unidentified Company Representative

Good morning.

Unidentified Company Representative

Good morning. Jon, how are you doing?

Jon Wood - Banc of America Securities

Good. Hey, Brett, let see anesthetic in handpiece of set how the dealer business do in the U.S in the first quarter?

Bret W. Wise - Chairman, President and Chief Executive Officer

In the second quarter you mean.

Jon Wood - Banc of America Securities

I am sorry, yeah second?

Bret W. Wise - Chairman, President and Chief Executive Officer

It did, I think it was probably at market and most category and may be slightly under market and some other categories. It's difficult for us to tell actually whether the dealers are reducing inventories. There has been discussion of that in the marketplace, we are not sure its true or not, but if it's true it would mean that you would expect our growth to be a little bit lower then there's and the data points it will get for that will be when the two large dealers announce their results and actually keep in mind they usually grow above market because they have been capturing market share. So we think we have some room to improve that's broad consumable category that goes through dealers particularly when we implement our price increase October 1.

Jon Wood - Banc of America Securities

Okay. And I know this is probably hard for you to tell, but has there been any change in the mix of whether general practitioners are doing meaning, could there be higher valued procedures moving from special aspect to general practitioners if general practices visits are softening a bit, can you see any affect like that in your numbers?

Bret W. Wise - Chairman, President and Chief Executive Officer

I would be really surprised if that happens because of the economics and I think that's what you are alluding too, because the amount of training and the practice risks of doing the specialties in a general practitioner environment, they don't change very quickly so for a GP to start holding back procedures he used to refer or she used to refer because the either weren't comfortable with them or had an requisite training would be inappropriate and that trend will take a long time to emerge. So frankly we don't have a very good data points on that but intuitively I would not think it would happen if it happened it wouldn't happen very fast.

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