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SRS Labs Q2 2006 Earnings Conference Call Transcript (SRSL)

Question-and-Answer Session

Anthony Stoss - Craig-Hallum

Ulrich, can you hear me?

Ulrich Gottschling

We can

Anthony Stoss - Craig-Hallum

I'll jump in, this is Anthony Stoss from Craig-Hallum.

Ulrich Gottschling

Hi, Anthony, how are you?

Anthony Stoss - Craig-Hallum

How are you?

Ulrich Gottschling

I'm good, thank you.

Anthony Stoss - Craig-Hallum

Can you give a little update on if anything changed the -- for pricing per se in your industry, I guess that's the first question?

Ulrich Gottschling

You kind of broke up a little bit there I guess, was your question for Tom and myself, whether we are seeing any changes in pricing in our industry?

Anthony Stoss - Craig-Hallum

That's correct.

Ulrich Gottschling

Up until now we haven't noticed anything, Tony, we continue to try to be as optimistic as we can and hold to our price points where it's -- to do so. Obviously, we shared with you and with others in the past that to the extent we want to move into a lower price higher volume type products that we would need to be conscientious of the price points related to that, but up until now we haven't noticed any kind of deterioration in any respect.

Anthony Stoss - Craig-Hallum

Okay. Second, you know a follow up on the Opex lines for Q3, anything we should be aware of as this you know -- previous number to Q2 numbers?

Ulrich Gottschling

There isn't any thing that I can -- you know we are kind of stay away from doing projections and forecast on those type of things for financial but right now I'm not aware of any thing that would cause us to believe that we should be expecting any kind of a material change.

Anthony Stoss - Craig-Hallum

Okay what's your headcount now and do have any plans to expand that dramatically?

Ulrich Gottschling

The headcount here in the US is approximately 45 or so and then with the international sales consultants we'll probably have another 20, 25 folks. We continue to be opportunistic, we are indeed looking for a couple of more R&D individuals, we have some very specific needs as we've shared with you and others, those needs relate not necessarily to pure R&D development, but more to the implementation of our technologies you know things such as technical writers, field engineers and those kinds of activities. We are continuing to look to expand our sales force in China and we will look to do so in other areas as well whether here in the US, in Europe or Taiwan for that matter.

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