

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

Maxwell Technologies Inc. Q3 2008 Earnings Call Transcript

Question-and-Answer Session

Operator

(Operator instructions) And we will take our first question from the site of Michael Horwitz of Stanford Group. Your line is now open.

Michael Horwitz – Stanford Group

Hi, gentlemen. Can you hear me alright?

David Schramm

Yes, you are breaking up a little bit, Mike, but give it a shot.

Michael Horwitz – Stanford Group

Yes, I am in the car, but what do you think – you mentioned costs, and maybe you were a little aggressive a few years ago on what you could do, by bringing down costs, but what you think the magic number is for ultracapacitors in adoption?

David Schramm

Mike, I'm not sure I got the very last of that question.

Michael Horwitz – Stanford Group

(inaudible).

David Schramm

You will have to try it again, I am afraid.

Mike Sund

Michael, the connection is really bad and we are having a hard time understanding your question.

David Schramm

But let me take a stab at it, Michael, let me assume your question is how much more cost do I have to take out, and the answer is that as the volumes go up, we have got a realistic plan that says we ought to be able to take out at least 20% more cost, and beyond that, we have got some design

enhancements. We are not going to start over with the design, but what we are doing is optimizing the parts that go into our assembled system, which also will result in cost reductions.

Mike Sund

I think we lost him.

Operator

And we will take our next question from the site of Craig Irwin from Merriman Curhan Ford. Please go ahead.

David Schramm

Craig? Megan, are you still there?

Operator

I am still here.

David Schramm

I don't hear Craig.

Operator

I don't either. Looks like we will take our next question from the site of Ted Kundtz of Needham & Co. Your line is now open.

Ted Kundtz – Needham & Co.

Hello, everyone, and I sure hope you can hear me.

David Schramm

Loud and clear, Ted.

Ted Kundtz – Needham & Co.

Okay, great. A couple of questions for you; one, could you kind of update us on the outlook for the wind area, that seems to be – from what I gather, kind of your nearest term growth opportunity, with automotive kind of – obviously the big gorilla, but coming in much later as you indicated. But could you kind of update us on the wind outlook and who else you might be working with besides the companies you have mentioned so far?

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