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TASER International, Inc. Q1 2009 Earnings Call Transcript

Question-and-Answer Session

Operator

(Operator instructions). Your first question is from the line of Eric Wold from Merriman Curhan & Ford. Please proceed.

Eric Wold – Merriman Curhan Ford & Co.

Hey, good morning.

Rick Smith

Good morning.

Eric Wold – Merriman Curhan Ford & Co.

I guess, first of all, for Dan – you might given up the unit numbers as usual for the second quarter.

Dan Behrendt

Yes, absolutely. So the units for the X26 were 13,392, M26 were 3,941, and the C2 actually saw little bit of a decrease, I think its kind of a seasonal nature first quarter as well weaker for us was 5,111 units and then the cartridges again that was where we saw the huge ramp up in units that went from 284,000 in Q4 to 438,000 in Q1, so 438, 337 in cartridges and then TASER counts were 1,710.

Eric Wold – Merriman Curhan Ford & Co.

Okay. And then question on the stimulus plan because applications are coming in now and obviously you are having conversations with Police Departments about their needs, what kind of an evidence have you seen so far kind of just anecdotally about what your – what level of – what kind of – what percentage of the funds or request you kind of you can possibly allocating towards TASER products.

Dan Behrendt

That's a great question and Rich, we had good visibility into it, but that visibility point I can give you is that we've had little over 230 agencies have approached us for assistance with grant writing through our (inaudible) helpline we set our grants. The one of the challenges is law enforcement tends to look at their grants – is information that they are not going to share, so we don't get a lot of feedback, it appears to be one way information flow. So the (inaudible) for help would provide information, we've provided an integrated set of tools, I think cell based model that helps them estimate not only

comps but financial savings, benefits and increase the jobs calculator. So we will be going back to our joint customers. The final deadline would be May 18, so we are still out talking to everybody. The last phase of our communication program will be to get customers used incentivize them to share information with us basically by telling them that we are expecting a lot of grant applications related to TASER and that if they would give us a forecast by letting us know what they are put in for. That will help us to reserve inventory in case we do get a surge of orders. But at this point, we're not getting a lot of feedback. Agencies tend to hold their actual grants pretty close to the best.

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