

DAWSON GEOPHYSICAL CO

Form 10-Q

February 09, 2006

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**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 December 31, 2005

**TRANSITION REPORT PURSUANT TO SECTION 13 OR 15 (d) OF THE SECURITIES
EXCHANGE ACT OF 1934**

For the Transition Period From _____ to _____

**Commission File No. 0-10144
DAWSON GEOPHYSICAL COMPANY**

**Texas
(State or other jurisdiction of
incorporation or organization)**

**75-0970548
(I.R.S. Employer
Identification No.)**

508 West Wall, Suite 800, Midland, Texas 79701

(Principal Executive Office)

Telephone Number: 432-684-3000

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 is a large accelerated filer, an accelerated filer, or a non-accelerated filer. See definition of accelerated filer and large accelerated filer Rule 12b-2 of the Exchange Act. (Check one):

Large accelerated filer Accelerated filer Non-accelerated filer

Indicate by check mark whether the registrant is a shell company (as defined in Rule 12b-2 of the Exchange Act). Yes No

Indicate the number of shares outstanding of each of the registrant's classes of common stock, as of the latest practicable date.

Title of Each Class
Common Stock, \$.33 1/3 par value

Outstanding at January 31, 2006
7,502,994 shares



DAWSON GEOPHYSICAL COMPANY
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Table of Contents**PART I. FINANCIAL INFORMATION****ITEM 1. FINANCIAL STATEMENTS**

DAWSON GEOPHYSICAL COMPANY
STATEMENTS OF OPERATIONS
(UNAUDITED)

	Three Months Ended December 31,	
	2005	2004
Operating revenues	\$ 35,493,000	\$ 21,559,000
Operating costs:		
Operating expenses	28,138,000	16,844,000
General and administrative	1,127,000	794,000
Depreciation	2,976,000	1,470,000
	32,241,000	19,108,000
Income from operations	3,252,000	2,451,000
Other income:		
Interest income	161,000	24,000
Loss on disposal of assets	(6,000)	
Loss on sale of investments	(11,000)	
Other	40,000	6,000
Income before income tax	3,436,000	2,481,000
Income tax (expense) benefit:		
Current	(535,000)	
Deferred	(601,000)	(881,000)
Net income	\$ 2,300,000	\$ 1,600,000
Net income per common share	0.31	0.28
Net income per common share-assuming dilution	\$ 0.30	\$ 0.28
Weighted average equivalent common shares outstanding	7,486,389	5,638,365
Weighted average equivalent common shares outstanding-assuming dilution	7,584,165	5,742,149

See accompanying notes to the financial statements.

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**DAWSON GEOPHYSICAL COMPANY
BALANCE SHEETS**

	December 31, 2005 (Unaudited)	September 30, 2005
ASSETS		
Current assets:		
Cash and cash equivalents	\$ 1,155,000	\$ 2,803,000
Short-term investments	16,314,000	20,326,000
Accounts receivable, net of allowance for doubtful accounts of \$108,000 in December 2005 and \$331,000 in September 2005	33,300,000	28,696,000
Prepaid expenses and other assets	220,000	1,127,000
Current deferred tax asset	239,000	1,229,000
Total current assets	51,228,000	54,181,000
Property, plant and equipment	137,914,000	124,478,000
Less accumulated depreciation	(67,392,000)	(64,532,000)
Net property, plant and equipment	70,522,000	59,946,000
	\$ 121,750,000	\$ 114,127,000
 LIABILITIES AND STOCKHOLDERS EQUITY		
Current liabilities:		
Accounts payable	\$ 10,857,000	\$ 6,601,000
Accrued liabilities:		
Payroll costs and other taxes	725,000	1,198,000
Other	1,590,000	2,182,000
Deferred revenue	2,444,000	190,000
Total current liabilities	15,616,000	10,171,000
Deferred tax liability	1,663,000	2,052,000
Stockholders equity:		
Preferred stock-par value \$1.00 per share; 5,000,000 shares authorized, none outstanding		
Common stock-par value \$.33 1/3 per share; 10,000,000 shares authorized, 7,493,544 and 7,484,044 shares issued and outstanding in each period	2,498,000	2,495,000
Additional paid-in capital	81,250,000	80,987,000

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Other comprehensive income, net of tax	(76,000)	(77,000)
Retained earnings	20,799,000	18,499,000
Total stockholders' equity	104,471,000	101,904,000
	\$ 121,750,000	\$ 114,127,000

See accompanying notes to the financial statements.

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DAWSON GEOPHYSICAL COMPANY
STATEMENTS OF CASH FLOWS
(UNAUDITED)

	Three Months Ended December 31,	
	2005	2004
CASH FLOWS FROM OPERATING ACTIVITIES:		
Net income	\$ 2,300,000	\$ 1,600,000
Adjustments to reconcile net income to net cash provided by operating activities:		
Depreciation	2,976,000	1,470,000
Non-cash compensation	186,000	45,000
Deferred income tax expense	601,000	881,000
Loss on disposal of assets	6,000	
Realized loss on sale of marketable securities	11,000	
Excess tax benefit from share based payment arrangement	(37,000)	
Other	(10,000)	27,000
Change in current assets and liabilities:		
Decrease (increase) in accounts receivable	(4,604,000)	2,969,000
Decrease in prepaid expenses	907,000	3,000
Increase in accounts payable	4,256,000	1,653,000
Increase in deferred revenue	2,254,000	513,000
Decrease in accrued liabilities	(1,065,000)	(725,000)
Net cash provided by operating activities	7,781,000	8,436,000
CASH FLOWS FROM INVESTING ACTIVITIES:		
Capital expenditures	(13,535,000)	(10,490,000)
Proceeds from disposal of assets	4,000	
Proceeds from sale of short-term investments	4,022,000	
Net cash used in investing activities	(9,509,000)	(10,490,000)
CASH FLOW FROM FINANCING ACTIVITIES:		
Excess tax benefit from share based payment arrangement	37,000	
Proceeds from exercise of stock options	43,000	35,000
Net cash provided by financing activities	80,000	35,000
Net decrease in cash and cash equivalents	(1,648,000)	(2,019,000)
CASH AND CASH EQUIVALENTS AT BEGINNING OF YEAR	2,803,000	3,587,000

CASH AND CASH EQUIVALENTS AT THE END OF THE PERIOD

\$ 1,155,000 \$ 1,568,000

NON CASH INVESTING ACTIVITIES:

Unrealized loss on investments

\$ (11,000) \$ (14,000)

See accompanying notes to the financial statements.

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**DAWSON GEOPHYSICAL COMPANY
NOTES TO FINANCIAL STATEMENTS**

1. ORGANIZATION AND NATURE OF OPERATIONS

Dawson Geophysical Company (the Company) is the leading provider of onshore seismic data acquisition services in the United States as measured by the number of active data acquisition crews. Founded in 1952, the Company acquires and processes 2-D, 3-D and multi-component seismic data for its clients, ranging from major oil and gas companies to independent oil and gas operators as well as providers of multi-client data libraries.

2. OPINION OF MANAGEMENT

Although the information furnished is unaudited, in the opinion of management of the Company, the accompanying financial statements reflect all adjustments, consisting only of normal recurring accruals, necessary for a fair presentation of the financial condition and results of operations necessary for the periods presented. The results of operations for the three months ended December 31, 2005, are not necessarily indicative of the results to be expected for the fiscal year.

Certain information and footnote disclosures normally included in financial statements prepared in accordance with generally accepted accounting principles have been condensed or omitted in this Form 10-Q report pursuant to certain rules and regulations of the Securities and Exchange Commission. These financial statements should be read with the financial statements and notes included in the Company's 2005 Form 10-K.

Critical Accounting Policies

The preparation of the Company's financial statements in conformity with generally accepted accounting principles requires that certain assumptions and estimates be made that affect the reported amounts of assets and liabilities at the date of the financial statements and the reported amounts of revenues and expenses during the reporting period. Because of the use of assumptions and estimates inherent in the reporting process, actual results could differ from those estimates.

Revenue Recognition. Contracts for services are provided under cancelable service contracts. These contracts are either turnkey or term agreements. The Company recognizes revenues when services are performed under both types of agreements. Services are defined as the commencement of data acquisition or processing operations. Under turnkey agreements, revenue is recognized on a per unit of data acquired rate, as services are performed. Under term agreements, revenue is recognized on a per unit of time worked rate, as services are performed. In the case of a cancelled service contract, revenue is recognized and the customer is billed for services performed up to the date of cancellation. The Company receives reimbursements for certain out-of-pocket expenses under the terms of our service contracts. Amounts billed to clients are recorded in revenue at the gross amount including out-of-pocket expenses that are reimbursed by the client.

In some instances, clients are billed in advance of the services performed. In those cases, the Company recognizes the liability as deferred revenue.

Allowance for Doubtful Accounts. Management prepares its allowance for doubtful accounts receivable based on its past experience of historical write-offs, its current customer base and review of past due accounts. The inherent volatility of the energy industry's business cycle can cause swift and unpredictable changes in the financial stability of the Company's customers.

Impairment of Long-lived Assets. Long-lived assets are reviewed for impairment when triggering events occur suggesting deterioration in the assets' recoverability or fair value. Recognition of an impairment charge is required if future expected net cash flows are insufficient to recover the carrying value of the asset. Management's forecast of future cash flow used to perform impairment analysis includes

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estimates of future revenues and future gross margins. If the Company is unable to achieve these cash flows, management's estimates would be revised, potentially resulting in an impairment charge in the period of revision.

Depreciable Lives of Property, Plant and Equipment. Property, plant and equipment is capitalized at historical cost and depreciated over the useful life of the asset. Management's estimation of this useful life is based on circumstances that exist in the seismic industry and information available at the time of the purchase of the asset. The technology of the equipment used to gather data in the seismic industry has historically evolved such that obsolescence does not occur quickly. As circumstances change and new information becomes available, these estimates could change. Depreciation is computed using the straight-line method.

Tax Accounting. The Company accounts for income taxes in accordance with SFAS No. 109, Accounting for Income Taxes, which requires the recognition of amounts of taxes payable or refundable for the current year and an asset and liability approach in recognizing the amount of deferred tax liabilities and assets for the future tax consequences of events that have been recognized in the Company's financial statements or tax returns. Management determines deferred taxes by identifying the types and amounts of existing temporary differences, measuring the total deferred tax asset or liability using the applicable tax rate and reducing the deferred tax asset by a valuation allowance if, based on available evidence, it is more likely than not that some portion or all of the deferred tax assets will not be realized. Management's methodology for recording income taxes requires judgment regarding assumptions and the use of estimates, including determining the annual effective tax rate and the valuation of deferred tax assets, which can create variance between actual results and estimates. The process involves making forecasts of current and future years' taxable income and unforeseen events may significantly affect these estimates. Those factors, among others, could have a material impact on the Company's provision or benefit for income taxes.

Stock Based Compensation. On December 16, 2004, the Financial Accounting Standards Board issued Statement of Financial Accounting Standards No. 123 (revised 2004), Share-Based Payment (SFAS 123(R)). SFAS 123(R) requires companies to measure all employee stock-based compensation awards using a fair value method and recognize compensation cost in its financial statements. SFAS 123(R) is effective beginning as of the first annual reporting period beginning after June 15, 2005. The Company adopted on a prospective basis SFAS 123(R) beginning October 1, 2005 for stock-based compensation awards granted after that date and for unvested awards outstanding at that date using the modified prospective application method. The Company recognizes the fair value of stock-based compensation awards as wages in the Statements of Operations on a straight-line basis over the vesting period.

Prior to October 1, 2005, the Company accounted for stock-based compensation utilizing the intrinsic value method prescribed by Accounting Principles Board Opinion No. 25 Accounting for Stock Issued to Employees (APB 25) and related interpretations. Under APB 25, no compensation expense was recognized for stock-based compensation. The following pro forma information, as required by Statement of Financial Accounting Standards No. 123 Accounting for Stock-Based Compensation (SFAS 123), as amended by Statement of Financial Accounting Standards No. 148 (SFAS 148), presents net income and earnings per share information as if the stock options issued since February 2, 1999 were accounted for using the fair value method. The fair value of stock options issued for each year was estimated at the date of grant using the Black-Scholes option pricing model.

The SFAS 123 pro forma information for the three months ended December 31, 2004 is as follows:

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	Three Months Ended December 31, 2004
Net income, as reported	\$ 1,600,000
Add: Stock-based employee compensation expense included in net income (loss), net of tax	45,000
Deduct: Stock-based employee compensation expense determined under fair value based method (SFAS 123), net of tax	(143,000)
Net income, pro forma	\$ 1,502,000
Basic:	
Net income per common share, as reported	\$ 0.28
Net income per common share, pro forma	\$ 0.27
Diluted:	
Net income per common share, as reported	\$ 0.28
Net income per common share, pro forma	\$ 0.26

The adoption of SFAS 123(R) in the first quarter of fiscal year 2006 resulted in prospective changes in our accounting for stock-based compensation awards including recording stock-based compensation expense related to stock options that became vested during the quarter on a prospective basis. Because the Company's plans are incentive stock option plans, no tax deduction is recorded when options are granted. If an exercise and sale of vested options results in a disqualifying disposition, a tax deduction for the Company occurs. The excess tax benefit from the disqualifying disposition is reflected in the cash flow statement.

The adoption of SFAS 123(R) resulted in the recognition of compensation expense of \$91,000, or \$0.01 per share, in wages in the Statement of Operations for the three months ended December 31, 2005. In accordance with the modified prospective application method of SFAS 123(R), prior period amounts have not been restated to reflect the recognition of stock-based compensation costs. The total cost related to non-vested awards not yet recognized at December 31, 2005 totals approximately \$465,000 which is expected to be recognized over a weighted average of 2.06 years.

In periods ending prior to October 1, 2005, the income tax benefits from the exercise of stock options were classified as net cash provided by operating activities pursuant to Emerging Issues Task Force Issue No. 00-15. However, for periods ending after December 31, 2005, pursuant to SFAS 123(R), the excess tax benefits are required to be reported in net cash provided by financing activities. For the three months ended December 31, 2005, excess tax benefits from disqualifying dispositions of options of \$37,000 were reflected as an outflow in cash flows from operating activities and an inflow in cash flows from financing activities in the Statements of Cash Flows. In the prior year period, income tax benefits resulting from the disqualifying disposition of options of \$19,000 were reflected in net cash provided by operating activities.

The Company adopted the 2000 Incentive Stock Plan during fiscal 1999, which provides options to purchase 500,000 shares of authorized but unissued common stock of the Company. The option price is the market value of the Company's common stock at date of grant. Options are exercisable 25% annually from the date of the grant and the options expire five years from the date of grant. The 2000 Plan provides that 50,000 of the 500,000 shares of authorized but unissued common stock may be awarded to officers, directors and employees of the Company for the

purpose of additional compensation.

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In fiscal 2004, the Company adopted the 2004 Incentive Stock Plan which provides 375,000 shares of authorized but unissued common stock of the Company. The 2004 Incentive Stock Plan operates like the 2000 Incentive Stock Plan except that of the 375,000 shares, up to 125,000 shares may be awarded to officers, directors, and employees of the Company for the purpose of additional compensation and up to 125,000 shares may be awarded with restrictions.

Options for 80,500, 55,500 and 204,750 shares were exercisable with weighted average exercise prices of \$7.02, \$7.42 and \$6.94 as of September 30, 2005, 2004 and 2003, respectively.

Outstanding options at December 31, 2005 expire between April, 2006 and November, 2009 and have exercise prices ranging from \$5.21 to \$17.91.

The fair value of each stock option is estimated on the date of grant using the Black-Scholes valuation model. The expected volatility is based on historical volatility over the expected vesting term of 48 months. As the Company has not declared dividends since it became a public entity, no dividend yield is used in the calculation. Actual value realized, if any, is dependent on the future performance of the Company's common stock and overall stock market conditions. There is no assurance the value realized by an optionee will be at or near the value estimated by the Black-Scholes model. There were no stock options granted during the quarter ended December 31, 2005. Option activity for the three months ended December 31, 2005 is summarized as follows:

	Weighted Average Price	Number of Optioned Shares
Balance as of September 30, 2005	\$ 8.87	224,500
Exercised	\$ 6.54	(6,500)
Balance as of December 31, 2005	\$ 8.94	218,000

The weighted average grant date fair value of options granted during the first quarter of fiscal 2005 was \$10.18. There were no options granted during the first quarter of fiscal 2006. The total intrinsic value of options exercised during the quarters ended December 31, 2005 and December 31, 2004 was \$156,795 and \$110,567, respectively.

Recently Issued Accounting Pronouncements

In May 2005, the FASB issued SFAS No. 154, Accounting Changes and Error Corrections, which supersedes APB Opinion No. 20, Accounting Changes, and SFAS No. 3, Reporting Accounting Changes in Interim Financial Statements. SFAS No. 154 changes the requirements for the accounting for and reporting of changes in accounting principles. The statement requires the retroactive application to prior periods financial statements of changes in accounting principles, unless it is impracticable to determine either the period-specific effects or the cumulative effect of the change. SFAS No. 154 does not change the guidance for reporting the correction of an error in previously issued financial statements or the change in an accounting estimate. SFAS No. 154 is effective for accounting changes and corrections of errors made in fiscal years beginning after December 15, 2005. The Company does not expect the adoption of SFAS No. 154 to have a material impact on its financial position and results of operations and financial condition.

2. NET INCOME PER COMMON SHARE

The Company accounts for earnings per share in accordance with Statement of Financial Accounting Standards No. 128, Earnings per Share (Statement 128). Statement 128 replaced the calculation of primary and fully diluted earnings per share with basic and diluted earnings per share. Unlike primary

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earnings per share, basic earnings per share excludes any dilutive effects of options, warrants and convertible securities. Diluted earnings per share is very similar to the previously reported fully diluted earnings per share. All earnings per share amounts for all periods have been presented, and when appropriate, restated to conform to the Statement 128 requirements.

The following table sets forth the computation of basic and diluted net income per common share:

	Three Months Ended December 31,	
	2005	2004
<i>Numerator:</i>		
Net income and numerator for basic and diluted net income per common share-income available to common stockholders	\$ 2,300,000	\$ 1,600,000
<i>Denominator:</i>		
Denominator for basic net loss per common share-weighted average common shares	7,486,389	5,638,365
Effect of dilutive securities-employee stock options	97,776	103,784
Denominator for diluted net income per common share-adjusted weighted average common shares and assumed conversions	7,584,165	5,742,149
Net income per common share	\$.31	\$.28
Net income per common share-assuming dilution	\$.30	\$.28

3. DEBT

On December 22, 2004, the Company entered into a revolving line of credit loan agreement with Western National Bank under which it may borrow, repay and reborrow, from time to time until December 22, 2005, up to \$10.0 million. The Company's obligations under this agreement are secured by a security interest in the Company's accounts receivable and related collateral. Interest on the outstanding amount under the line of credit loan agreement is payable monthly at a rate equal to the greater of (i) the Prime Rate or (ii) 5.0%. The loan agreement contains customary covenants for credit facilities of this type, including limitations on distributions and dividends, disposition of assets and mergers and acquisitions. There are certain financial covenants under the loan agreement, including maintaining a minimum tangible net worth (as defined in the loan agreement) of \$40.0 million and maintaining specified ratios with respect to cash flow coverage, current assets and liabilities, and debt to tangible net worth. On January 18, 2006, the Company renewed this revolving line of credit loan agreement for an additional year on the same terms and conditions. The Company is in compliance with all covenants and as of February 8, 2006, no funds have been borrowed under this credit loan agreement.

In connection with equipping and deploying two crews in fiscal 2005 the Company borrowed \$10 million on the revolving line of credit loan agreement. As of March 31, 2005, the Company repaid the \$10,000,000 balance outstanding under the loan agreement and the associated interest as a partial use of proceeds from the public offering of 1,800,000 shares of common stock. The Company did not borrow under the loan agreement during the remainder of fiscal or 2005 or during the first quarter of fiscal 2006.

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4. CONTINGENCY

From time to time the Company is a party to various legal proceedings arising in the ordinary course of business. Although the Company cannot predict the outcomes of any such legal proceedings, management believes that the resolution of pending legal actions will not have a material adverse effect on the Company's financial condition, results of operations or liquidity.

ITEM 2. MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION AND RESULTS OF OPERATIONS

The following discussion should be read in conjunction with the Company's financial statements and notes thereto included elsewhere in this Form 10-Q.

Forward Looking Statements

All statements other than statements of historical fact included in this Form 10-Q, including without limitation, statements under Management's Discussion and Analysis of Financial Condition and Results of Operations regarding technological advancements and our financial position, business strategy and plans and objectives of our management for future operations, are forward-looking statements within the meaning of Section 27A of the Securities Act of 1933 and Section 21E of the Securities Exchange Act of 1934. When used in this Form 10-Q, words such as "anticipate", "believe", "estimate", "expect", "intend", and similar expressions, as they relate to us or our management, identify forward-looking statements. Such forward-looking statements are based on the beliefs of our management as well as assumptions made by and information currently available to management. Actual results could differ materially from those contemplated by the forward-looking statements as a result of certain factors, including but not limited to dependence upon energy industry spending, weather interruptions, managing growth, inability to obtain land access rights of way, the volatility of oil and gas prices, and the availability of capital resources. A discussion of these factors, including risks and uncertainties, is set forth under Risk Factors in our Form 10-K and in our other reports filed from time to time with the Securities and Exchange Commission. These forward-looking statements reflect our current views with respect to future events and are subject to these and other risks, uncertainties and assumptions relating to our operations, results of operations, growth strategies and liquidity. All subsequent written and oral forward-looking statements attributable to us or persons acting on our behalf are expressly qualified in their entirety by this paragraph. We assume no obligation to update any such forward-looking statements.

Overview

We are the leading provider of onshore seismic data acquisition services in the United States as measured by the number of active data acquisition crews. Substantially all of our revenues are derived from the seismic data acquisition services we provide to our clients, mainly domestic oil and gas companies. Demand for our services depends upon the level of spending by these oil and gas companies for exploration, production, development and field management activities, which activities depend, in part, on oil and natural gas prices. Fluctuations in domestic oil and natural gas exploration activities and commodity prices have affected the demand for our services and our results of operations in years past and continue to be the single most important factor affecting our business and results of operations.

Accordingly, our return to profitability beginning in fiscal 2004 after several years of losses is directly related to an increase in the level of exploration for domestic oil and natural gas reserves by the petroleum industry since 2003. The increased level of exploration is a function of higher prices for oil and natural gas. As a result of the increase in domestic exploration spending, we have experienced an increased demand for our seismic data acquisition and processing services. While the markets for oil and natural gas have historically been volatile and are likely to continue to be so in the future and we can make no assurances as to future levels of domestic exploration or commodity prices, we believe opportunities exist for us to enhance our market position by responding to our clients' desire for higher resolution subsurface images.

We continue to focus on increasing revenues from and profitability of our existing crews by upgrading

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our recording capacity, expanding the channel count on existing crews and adding to our energy source fleet. We anticipate placing an additional data acquisition crew, our twelfth, into service in May of 2006. While our revenues are mainly affected by the level of client demand for our services, our revenues are also affected by the pricing for our services that we negotiate with our clients and the productivity of our data acquisition crews, including factors such as crew downtime related to inclement weather, delays in acquiring land access permits, or equipment failure. Consequently, our successful efforts to negotiate more favorable weather protection provisions in our supplemental service agreements, to mitigate access permit delays and to improve overall crew productivity may contribute to growth in our revenues. Although our clients may cancel their supplemental service agreement with us on short notice, we believe we currently have a sufficient order book to sustain operations at full capacity well into calendar year 2006, with several of the crews booked into calendar year 2007. Our data processing operation has also shown significant improvements during the first quarter of fiscal 2006 due to client recognition of quality performance and our expansion into the Houston market for these services.

Highlights of the Quarter Ended December 31, 2005

Our financial performance from operations for the first quarter of fiscal 2006 significantly improved when compared to our financial performance for the first quarter of fiscal 2005 as a result of continuing high demand for our services due to increased exploration and development activity by domestic oil and gas companies and increases in oil and gas prices. As a result of continuing high demand:

We operated eleven acquisition crews during the first fiscal quarter of 2006, as compared to nine crews in the first fiscal quarter of 2005.

We continued to experience price improvements and more favorable contract terms in our agreements with clients. These factors helped improve our revenues during the first quarter of fiscal 2006.

We continued to grow by upgrading our recording capacity, expanding the channel count of existing crews, adding to our energy source fleet and making technical improvements in all phases of our operations.

Results of Operations

Operating Revenues. Our operating revenues for the first quarter of fiscal 2006 increased 64.6% to \$35,493,000 from \$21,559,000 in the first quarter of fiscal 2005 as a result of increased demand for our services. As a result of this increased demand we deployed two additional data acquisition crews in fiscal 2005, and we are preparing to deploy our twelfth data acquisition crew expected in May of 2006. In addition, our revenues have been positively affected by our ability to obtain price improvements in the markets for our services and negotiate favorable contract provisions. We began fiscal 2005 with nine data acquisition crews. Due to continued demand for our services, we put our tenth crew into operation in January 2005, and our eleventh crew into operation in the third quarter of fiscal 2005.

Operating Costs. Our operating expenses increased 67% from \$16,844,000 in fiscal 2005 to \$28,138,000 in fiscal 2006 due to the ongoing expenses of the two crews added after the first quarter of fiscal 2005.

General and administrative expenses were approximately 3.2% and 3.7% of revenues in the first quarter of fiscal 2006 and 2005, respectively. The increase in general and administrative expenses from \$794,000 in the first fiscal quarter of 2005 to \$1,127,000 in the first quarter of fiscal 2006 was due principally to the increase in expenses necessary to support expanded field operations and to maintain compliance with Sarbanes-Oxley reporting requirements. We intend to maintain a low ratio of general and administrative expenses to revenue, however; the absolute level of general and administrative expenses are expected to continue to increase as we expand operations. In the first quarter of fiscal 2006, we adjusted our allowance

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for doubtful accounts in response to business activity and accounts receivable. Historically, we have had no significant write-offs of trade accounts receivable; however, we believe that it is prudent to monitor the allowance for doubtful accounts in response to increased demand from new customers.

We recognized \$2,976,000 of depreciation expense in the first quarter of fiscal 2006 as compared to \$1,470,000 in the comparable quarter of fiscal 2005 as a result of the significant capital expenditures we made during 2005. Our depreciation expense is also expected to increase during the remaining quarters of fiscal 2006 reflecting our significant capital expenditures in fiscal 2005 and the first quarter of fiscal 2006 and our capital budget for the remainder of fiscal 2006.

Our total operating costs for the first quarter of fiscal 2006 were \$32,241,000, an increase of 68.7% from the first quarter of fiscal 2005 primarily due to the factors described above.

Taxes. The provision for income taxes was \$0.15 per share during the first quarter of fiscal 2006 as compared to \$0.16 per share during the first quarter of fiscal 2005. The reduced expense per share reflects the increased number of Company shares outstanding at December 31, 2005 and the adjustment of deferred taxes in conjunction with the filing of the prior year tax return. We anticipate we will recognize increased income tax expense in the future as we fully utilize our federal net operating loss carryforwards and alternative minimum tax credit carryforwards.

Liquidity and Capital Resources

Introduction. Our principal source of cash is amounts earned from the seismic data acquisition services we provide to our clients. Our principal uses of cash are the amounts used to provide these services, including expenses related to our operations and acquiring new equipment. Accordingly, our cash position depends (as do our revenues) on the level of demand for our services. Historically, cash generated from our operations along with cash reserves and short term borrowings from commercial banks has been sufficient to fund our working capital requirements, and to some extent, our capital expenditures. In March 2005 we completed a public offering of 1,800,000 shares of our common stock that raised net proceeds of approximately \$41 million. We have used these proceeds for continued expansion and to repay borrowing under our revolving line of credit agreement and have invested the remainder in short-term investments.

Cash Flows. Net cash provided by operating activities was \$7,781,000 for the first quarter of fiscal 2006 and \$8,436,000 for the first quarter of fiscal 2005. These amounts primarily reflect results of operations offset by changes in working capital components. Cash provided by operating activities in the first quarter of fiscal 2006 resulted primarily from the increase in depreciation and the increase in net income. The decrease in net cash provided by operating activities from the quarter ended December 31, 2004 to the quarter ended December 31, 2005 reflects the increase in accounts receivable at December 31, 2005. We received payments with respect to a significant portion of these accounts receivable in January 2006.

Net cash used in investing activities was \$9,509,000 in the quarter ended December 31, 2005 and \$10,490,000 in the quarter ended December 31, 2004. These results represent capital expenditures and activity in the short-term investment portfolio. Capital expenditures were made with cash generated from operations and the sale of short-term investments.

Net cash provided by financing activities in the quarter ended December 31, 2005 was \$80,000 and reflects proceeds from the exercise of stock options and the excess tax benefits from disqualifying dispositions in the quarter.

Capital Expenditures. Capital expenditures during the first quarter of fiscal 2006 were \$13,535,000, which we used to acquire additional recording channels and energy source units to complete the outfitting of our tenth and eleventh data acquisition crews, to expand the capabilities of our existing crews and for maintenance capital requirements.

We have approved budgeted capital expenditures of approximately \$11,000,000 for the remainder of fiscal year 2006, of which approximately \$10,000,000 will be used to field and equip our twelfth crew.

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The remainder will be used to expand and update existing crews and for maintenance capital requirements.

We continually strive to supply market demand with technologically advanced 3-D seismic data acquisition recording systems and data processing capabilities. We maintain equipment in and out of service in anticipation of increased future demand for our services.

Capital Resources. Historically, we have primarily relied on cash generated from operations, cash reserves and short term borrowings from commercial banks to fund our working capital requirements and, to some extent, capital expenditures. We have also funded our capital expenditures and other financing needs through public equity offerings. Due to our recent increased capital needs as a result of the continued expansion of our business, we obtained a \$10 million revolving line of credit in December 2004 that has been renewed through January 18, 2007.

On December 22, 2004, we entered into a revolving line of credit loan agreement with Western National Bank under which we may borrow, repay and reborrow, from time to time until December 22, 2005, up to \$10.0 million. Our obligations under this agreement are secured by a security interest in our accounts receivable and related collateral. Interest on the outstanding amount under the line of credit loan agreement is payable monthly at a rate equal to the greater of (i) the Prime Rate or (ii) 5.0%. The loan agreement contains customary covenants for credit facilities of this type, including limitations on distributions and dividends, disposition of assets and mergers and acquisitions. We are also obligated to meet certain financial covenants under the loan agreement, including maintaining a minimum tangible net worth (as defined in the loan agreement) of \$40.0 million and maintaining specified ratios with respect to cash flow coverage, current assets and liabilities, and debt to tangible net worth. On January 18, 2006, we renewed this revolving line of credit loan agreement for an additional year on the same terms and conditions. We are in compliance with all covenants, and as of February 8, 2006, we have not borrowed any funds under this credit loan agreement.

On August 5, 2005, we filed a shelf registration statement with the Securities and Exchange Commission covering the offer and sale from time to time of up to \$75 million in debt securities, preferred and common stock, and warrants. The registration statement allows us to sell securities, after the registration statement has been declared effective by the SEC, in one or more separate offerings with the size, price and terms to be determined at the time of sale. The terms of any securities offered would be described in a related prospectus to be separately filed with the SEC at the time of the offering. We do not expect to make an offering at this time. However, the filing will enable us to act quickly as opportunities arise.

The following table summarizes payments due in specific periods related to our contractual obligations as of December 31, 2005:

	Total	Payments Due by Period			After 5 Years
		Within 1 Year	1-3 Years	3-5 Years	
Operating lease obligations	\$ 377	\$ 151	\$ 226	0	0

(In thousands)

We believe that our capital resources, including our short-term investments and cash flow from operations are adequate to meet our current operational needs. We believe we will be able to finance our remaining fiscal 2006 capital requirements through our short-term investments, cash flow from operations, and borrowings under our revolving line of credit. However, our ability to satisfy our working capital requirements and to fund future capital requirements will depend principally upon our future operating performance, which is subject to the risks inherent in our business.

Off-Balance Sheet Arrangements

We have no off-balance sheet arrangements.

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The preparation of our financial statements in conformity with generally accepted accounting principles requires us to make certain assumptions and estimates that affect the reported amounts of assets and liabilities at the date of our financial statements and the reported amounts of revenues and expenses during the reporting period. Because of the use of assumptions and estimates inherent in the reporting process, actual results could differ from those estimates.

Revenue Recognition. Our services are provided under cancelable service contracts. These contracts are either turnkey or term agreements. The Company recognizes revenues when services are performed under both types of agreements. Services are defined as the commencement of data acquisition or processing operations. Under turnkey agreements, revenue is recognized on a per unit of data acquired rate, as services are performed. Under term agreements, revenue is recognized on a per unit of time worked rate, as services are performed. In the case of a cancelled service contract, we recognize revenue and bill our client for services performed up to the date of cancellation. We also receive reimbursements for certain out-of-pocket expenses under the terms of our service contracts. We record amounts billed to clients in revenue at the gross amount including out-of-pocket expenses that are reimbursed by the client.

In some instances, we bill clients in advance of the services performed. In those cases, we recognize the liability as deferred revenue.

Allowance for Doubtful Accounts. We prepare our allowance for doubtful accounts receivable based on our past experience of historical write-offs, our current customer base and our review of past due accounts. The inherent volatility of the energy industry's business cycle can cause swift and unpredictable changes in the financial stability of our customers.

Impairment of Long-lived Assets. We review long-lived assets for impairment when triggering events occur suggesting deterioration in the assets recoverability or fair value. Recognition of an impairment charge is required if future expected net cash flows are insufficient to recover the carrying value of the asset. Our forecast of future cash flows used to perform impairment analysis includes estimates of future revenues and future gross margins based on our historical results and analysis of future oil and gas prices which is fundamental in assessing demand for our services. If we are unable to achieve these cash flows, our estimates would be revised potentially resulting in an impairment charge in the period of revision.

Depreciable Lives of Property, Plant and Equipment. Our property, plant and equipment are capitalized at historical cost and depreciated over the useful life of the asset. Our estimation of this useful life is based on circumstances that exist in the seismic industry and information available at the time of the purchase of the asset. The technology of the equipment used to gather data in the seismic industry has historically evolved such that obsolescence does not occur quickly. As circumstances change and new information becomes available, these estimates could change. We amortize these capitalized items using the straight-line method.

Tax Accounting. We account for our income taxes in accordance with SFAS No. 109, Accounting for Income Taxes, which requires the recognition of amounts of taxes payable or refundable for the current year and an asset and liability approach in recognizing the amount of deferred tax liabilities and assets for the future tax consequences of events that have been recognized in our financial statements or tax returns. We determine deferred taxes by identifying the types and amounts of existing temporary differences, measuring the total deferred tax asset or liability using the applicable tax rate and reducing the deferred tax asset by a valuation allowance if, based on available evidence, it is more likely than not that some portion or all of the deferred tax assets will not be realized. Our methodology for recording income taxes requires judgment regarding assumptions and the use of estimates, including determining our annual effective tax rate and the valuation of deferred tax assets, which can create variance between actual results and estimates. The process involves making forecasts of current and future years' taxable income and unforeseen events may significantly affect these estimates. Those factors, among others, could have a material impact on our provision or benefit for income taxes.

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Stock Based Compensation. In prior periods we accounted for share-based compensation utilizing the intrinsic value method prescribed by Accounting Principles Board Opinion No. 25 Accounting for Stock Issued to Employees (ABP 25) and related interpretations. No compensation expense was recorded for stock options or other stock-based awards that were granted with an exercise price equal to or above the common stock market price on the grant date. Pro forma disclosures were made as required by Statement of Financial Accounting Standards No. 123 Accounting for Stock-Based Compensation (SFAS 123), as amended by Statement of Financial Accounting Standards No. 148 (SFAS 148), presenting net income and earnings per share information as if the stock options issued since February 2, 1999 were accounted for using the fair value method. The fair value of stock options issued for each year was estimated at the date of grant using the Black-Scholes option pricing model.

Without making modifications to outstanding share options, we adopted Statement of Financial Accounting Standards No. 123 (revised 2004), Share-Based Payment (SFAS 123(R)) as of October 1, 2005. SFAS 123(R) requires us to recognize compensation expense for all share-based payment arrangements based