

# ASTRO MED INC /NEW/

## FORM 8-K (Unscheduled Material Events)

Filed 3/23/2005 For Period Ending 3/22/2005

Address	600 E GREENWICH AVE WEST WARWICK, Rhode Island 02893
Telephone	401-828-4000
CIK	000008146
Industry	Computer Peripherals
Sector	Technology
Fiscal Year	01/31

UNITED STATES SECURITIES AND EXCHANGE COMMISSION

WASHINGTON, D.C. 20549

FORM 8-K

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

DATE OF REPORT

(DATE OF EARLIEST EVENT REPORTED)

March 22, 2005

ASTRO-MED, INC

(EXACT NAME OF REGISTRANT AS SPECIFIED IN ITS CHARTER)

COMMISSION FILE NUMBER 0-13200

RHODE ISLAND05-0318215

(STATE OR OTHER JURISDICTION OF  
INCORPORATION OR ORGANIZATION)

(IRS EMPLOYER IDENTIFICATION  
NUMBER)

600 EAST GREENWICH AVENUE, WEST WARWICK, RI 02893

(ADDRESS OF PRINCIPAL EXECUTIVE OFFICES, INCLUDING ZIP CODE)

(401-828-4000)

(REGISTRANT'S TELEPHONE NUMBER, INCLUDING AREA CODE)

**ITEM 2.02. RESULTS OF OPERATIONS AND FINANCIAL CONDITION**

On March 22, 2005, Astro-Med, Inc. (the "Company") issued a press release in which it disclosed unaudited financial information related to fourth quarter and twelve month consolidated earnings. A copy of the press release relating to such announcement, dated March 22, 2005, is attached hereto as Exhibit 99.1 and is incorporated herein by reference.

This information shall not be deemed "filed" for purposes of Section 18 of the Securities Exchange Act of 1934, as amended (the "Exchange Act"), or incorporated by reference in any filing under the Securities Act of 1933, as amended, or the Exchange Act, except as shall be expressly set forth by specific reference in such a filing.

ITEM 9.01. FINANCIAL STATEMENTS AND EXHIBITS

(c) Exhibit

Exhibit no.	Exhibit
99.1	Press Release dated March 22, 2005

SIGNATURES

Pursuant to the requirements of the Securities Exchange Act of 1934, the registrants have duly caused this report to be signed on their behalf by the undersigned thereunto duly authorized.

DATE: March 23, 2005 ASTRO-MED, INC.

By: s/ Joseph P. O'Connell  
-----  
Joseph P. O'Connell  
Vice President, Treasurer and  
Chief Financial Officer

INDEX TO EXHIBITS

Exhibit No.	Exhibit
----- 99.1	----- Press Release Dated March 22, 2005

EXHIBIT 99.1

-----  
PRESS RELEASE  
-----

ASTRO-MED, INC.  
600 East Greenwich Avenue  
West Warwick, Rhode Island 02893

For Immediate Release

Contact: Albert W. Ondis  
Joseph P. O'Connell  
Astro-Med, Inc.  
(401) 828-4000

March 22, 2005

Astro-Med Reports Fourth Quarter and Fiscal 2005 Results;  
Directors Declare Regular Cash Dividend

West Warwick, RI, March 22, 2005 -- Astro-Med, Inc. (NASDAQ:ALOT) reports net income of \$456,000, equal to 8 cents per diluted share, on record sales of \$14,496,000 for the Fourth Quarter ending January 31, 2005. During the corresponding period of the previous year, the Company reported net income of \$1,000,000, equal to 17 cents per diluted share, on sales of \$14,157,000.

For the twelve month period ended January 31, 2005, net income was \$2,710,000, equal to 47 cents per diluted share, on sales of \$55,975,000. For the corresponding period last year the Company reported net income of \$3,217,000, equal to 60 cents per diluted share, on sales of \$55,781,000.

Commenting on the results, Albert W. Ondis, Chief Executive Officer, stated: "We are pleased that the Company achieved record sales in the Fourth Quarter. We experienced healthy demand from our QuickLabel Systems(R)product group, where sales increased 5% over the Third Quarter and 12% for the year, as well as our Grass-Telefactor(R)product group, which grew 14% over the Third Quarter sales. Our Test & Measurement product group sales grew 15% over the Third Quarter figures. Although T&M sales declined from the prior year, this product group is benefiting from growing industry acceptance of its ruggedized airborne products including Cockpit Printers and Ethernet Switches.

"During the year we fulfilled our plan to increase revenue by expanding our overall selling and marketing activities. We hired additional field sales personnel, increased our trade shows representation and broadened our global dealer organization. Additionally, we strengthened the technical capabilities in our R&D team by adding software and electrical engineering personnel. There is great promise in the suite of new products currently under development for all three product groups.

"At the end of the year our balance sheet is even stronger with an increase in cash and marketable securities, improved current ratio and no long or short term debt. We expect continuous improvement in the year ahead as we drive the Company's strategy of sales growth and profitability."

On March 8, 2005, the Directors of Astro-Med declared the regular quarterly cash dividend of 4 cents per share payable on April 1, 2005 to shareholders of record on March 25, 2005.

The Fourth Quarter and Fiscal Year conference call will be held today, March 22, 2005, at 5:00 PM EST. It will be broadcast in real time on the Internet through our website at [www.astro-med.com](http://www.astro-med.com). We invite you to log on and listen in or access the broadcast any time for up to 5 days following the event.

Astro-Med, Inc. is a leading manufacturer of high tech specialty printing systems, electronic medical instrumentation, and test and measurement instruments employed around the world in a wide range of industrial, scientific, and medical applications.

ASTRO-MED, INC.

Consolidated Statement of Operations  
In Thousands Except for Per Share Data  
(Unaudited)

Three-Months Ending

Twelve-Months Ending

	January 31, 2005 ----	January 31, 2004 ----	January 31, 2005 ----	January 2004 ----
Net Sales	\$14,496	\$14,157	\$55,975	\$55
Gross Profit	6,180	6,197	23,046	22
42.6%            43.8%            41.2%	41.2%			
Operating Expenses:				
Selling, General & Administrative	4,416	4,136	16,429	15
Research & Development	1,054	954	4,047	3
Restructuring and Impairment	--	(15)	--	
	-----	-----	-----	-
	5,470	5,075	20,476	19
Operating Income	710	1,122	2,570	3
4.9%            7.9%            4.6%	6.5%			
Other, Net	2	54	198	
	-----	-----	-----	-
Income Before Taxes	712	1,176	2,768	3
Income Tax Benefit (Provision)	(256)	(176)	(58)	
	-----	-----	-----	
Net Income	\$ 456	\$ 1,000	\$2,710	\$3
	=====	=====	=====	=
Net Income Per Share - Basic	\$ 0.09	\$ 0.19	\$ 0.51	\$
	=====	=====	=====	=
Net Income Per Share - Diluted	\$ 0.08	\$ 0.17	\$ 0.47	\$
	=====	=====	=====	=
Weighted Average Number of Common Shares - Basic	5,296	5,154	5,290	4
Weighted Average Number of Common Shares - Diluted	5,687	5,971	5,781	5
Dividends Declared Per Common Share	\$ 0.04	\$ 0.04	\$ 0.16	\$

Selected Balance Sheet Data  
In Thousands Except for Per Share Data

	As of January 31, 2005 -----	As of January 31, 2004 -----
Cash & Marketable Securities	\$13,983	\$12,677
Current Assets	\$36,842	\$32,017
Total Assets	\$47,155	\$42,065
Current Liabilities	\$7,574	\$7,518
Shareholders' Equity	\$38,408	\$34,547

*Safe Harbor Statement*

*This news release contains forward-looking statements, and actual results may vary from those expressed or implied herein. Factors that could affect these results include those mentioned in Astro-Med's FY2004 annual report and its annual and quarterly filings with the Securities and Exchange Commission.*

---

**End of Filing**

Powered By **EDGAR**  
Online

**© 2005 | EDGAR Online, Inc.**