
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 31, 2011

ASTRO-MED, INC
(EXACT NAME OF REGISTRANT AS SPECIFIED IN ITS CHARTER)

COMMISSION FILE NUMBER

0-13200

RHODE ISLAND

(STATE OR OTHER JURISDICTION OF INCORPORATION
OR ORGANIZATION)

05-0318215

(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 8.01. Other Events

The presentation attached hereto as Exhibit 99.1 is being presented by Astro-Med, Inc. (the "Registrant") to certain investors and potential investors on March 31, 2011. The presentation may be viewed at the Registrant's website at www.astro-medinc.com under "Investing/Presentations & Webcasts".

Item 9.01. Financial Statements and Exhibits

(c) Exhibits

Exhibit No.	Exhibit
99.1	Investor Presentation.

SIGNATURES

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

ASTRO-MED, INC.

Date: March 31, 2011

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

 **Astro-Med, Inc**

 **Astro-Med, Inc**

([NASDAQ: ALOT](#))

March 31, 2011

Albert W. Ondis, Founder, Chairman & CEO

Everett V. Pizzuti, President & COO

Joseph P. O'Connell, Senior Vice President & CFO

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Forward-Looking Statements

Certain of the statements contained in this presentation may be considered forward-looking statements within the meaning of Section 27A of the Securities Act of 1933, as amended, and Section 21E of the Securities Act of 1934, as amended. To the extent that any of the statements contained herein relating to Astro-Med, Inc. or its products or markets are forward-looking, such statements are based on management's assumptions and/or current expectations that involve a number of uncertainties and risks. Such uncertainties and risks include, but are not limited to, those outlined in our Form 10K and other public filings, which we make from time to time with the Securities and Exchange Commission.

Corporate Profile

Astro-Med[®], Inc. manufactures systems that acquire, process, analyze, store, and present data in a variety of useable forms.

We develop and sell hardware and software systems for industrial test and measurement, ruggedized airborne printing, neurophysiological test and analysis, and labeling and package identification. All of our systems include related consumables.



Corporate Profile

Astro-Med products are marketed around the world under four brand names: Astro-Med[®] Ruggedized Products, Astro-Med[®] Test & Measurement, Grass[®] Technologies, and QuickLabel[®] Systems.

Our product applications are diverse, and so are our customers. We make specialty printers that produce high-end labels, and specialty printers that produce hard copies of aircraft cockpit communications. We make data acquisition systems that record and analyze equipment performance, and data acquisition systems that record and analyze the human brain.

We focus on product innovation, and we are committed to total quality management and customer satisfaction. We sell our products direct in the USA, Canada, France, Germany, and in the UK, and via channel distribution in the rest of the world. We are ISO 9001 certified and have also achieved the rigorous AS9100 quality standard.

**Astro-Med, Inc:
Key Investment Highlights**

Key Investment Highlights:

- **Strategic Growth Plan - 3 Year**
 - Organic - R&D funding at 7% of total revenues
 - Acquisitions - Multiple target companies identified
 - 7% - 10% Annual revenue growth
 - 20% - 40% Net Income growth

- **Market Leader in In-House, On-Demand Digital Color Label Printing**
 - Innovation with multiple label printing technologies
 - Rapidly growing label consumables business

- **Long-term Contracts**
 - Contracts in-hand to supply airborne printers for new Boeing and Airbus passenger planes and also military airplanes

Key Investment Highlights:

- **Recurring Consumables Revenues**
 - 52% of total sales revenue

- **Global Distribution Network**
 - Direct sales and service - North America and Europe
 - Dealer channel - 85 firms

- **Proven, Experienced Management Team**

Key Investment Highlights:

- **Strong Capital Structure**
 - \$21 million in cash and securities
 - Current ratio 6.62 - 1
 - No debt
 - Strong EBITDA
 - 10% CAGR for annual cash dividend over last 5 years
 - Cash dividends at \$0.28/share - current yield 3.7%

- **Diversified Product Groups**
 - QuickLabel Systems
 - Astro-Med Test & Measurement
 - Astro-Med Ruggedized Products
 - Grass Technologies

Three Year Strategic Plan

FY 2012-FY2014

Corporate Financial Goals

			<u>Financial Goals</u>	
ANNUAL REVENUE GROWTH RATE	—	—	7% - 15%	—
GROSS PROFIT MARGINS			42% - 45%	
OPERATING PROFIT MARGINS			10% - 13%	
RETURN ON SALES			5% - 7%	
RETURN ON EQUITY*	—	—	8% - 15%	—
EBITDA TO SALES			8% - 14%	
INTERNATIONAL SALES TO TOTAL SALES	—	—	35% - 40%	—
DIVIDEND GROWTH			8% - 10%	

*Excludes cash and investments

**Astro-Med, Inc:
Financials**

Financial Highlights

(\$ in thousands except per share data)

 Fiscal Year Ended
January 31,

GAAP BASIS	—	<u>2011</u> ⁽¹⁾	—	<u>2010</u> ⁽²⁾	—	<u>2009</u>	—
NET SALES		\$ 71,016		\$ 64,031		\$71,783	
GROSS PROFIT		\$28,666		\$26,628		\$31,068	
GROSS PROFIT %		40.4%		41.6%		43.3%	
OPERATING INCOME		\$2,656		\$3,354		\$4,626	
MARGIN		3.7%		5.2%		6.4%	
NET INCOME	—	\$2,062	—	\$2,766	—	\$2,964	—
EPS - DILUTED	—	\$0.28	—	\$0.38	—	\$0.40	—
EBITDA		\$4,311		\$4,922		\$5,494	

(1) Fiscal 2011 results include a tax benefit of \$241,000 or \$0.03 per diluted share recorded as a result of the resolution of a previously uncertain tax position and a tax benefit of \$130,000 or \$0.02 per diluted share related to a favorable adjustment in the filing of the prior year's foreign tax returns.

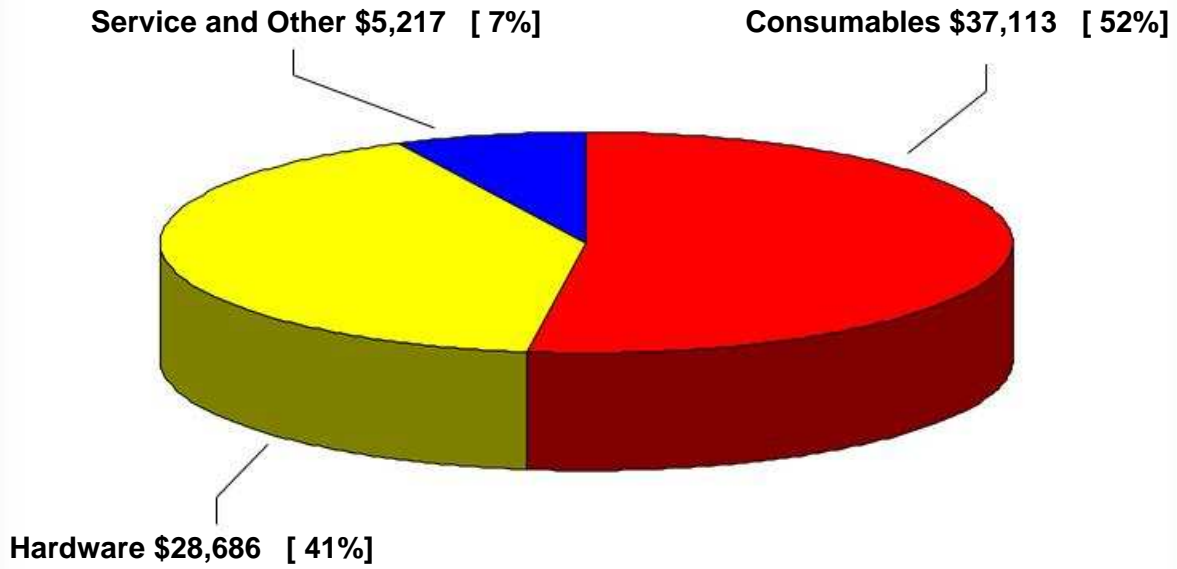
(2) Fiscal 2010 results include a gain on legal settlement of \$1,391,000 (\$904,000 net of tax or \$0.12 per diluted share); a gain on bargain purchase related to the acquisition of Label Line of \$112,000 or \$0.02 per diluted share; and a tax benefit of \$335,000 or \$0.05 per diluted share recorded as a result of the resolution of a previously uncertain tax position.

Financial Highlights

(\$ in thousands except per share data)

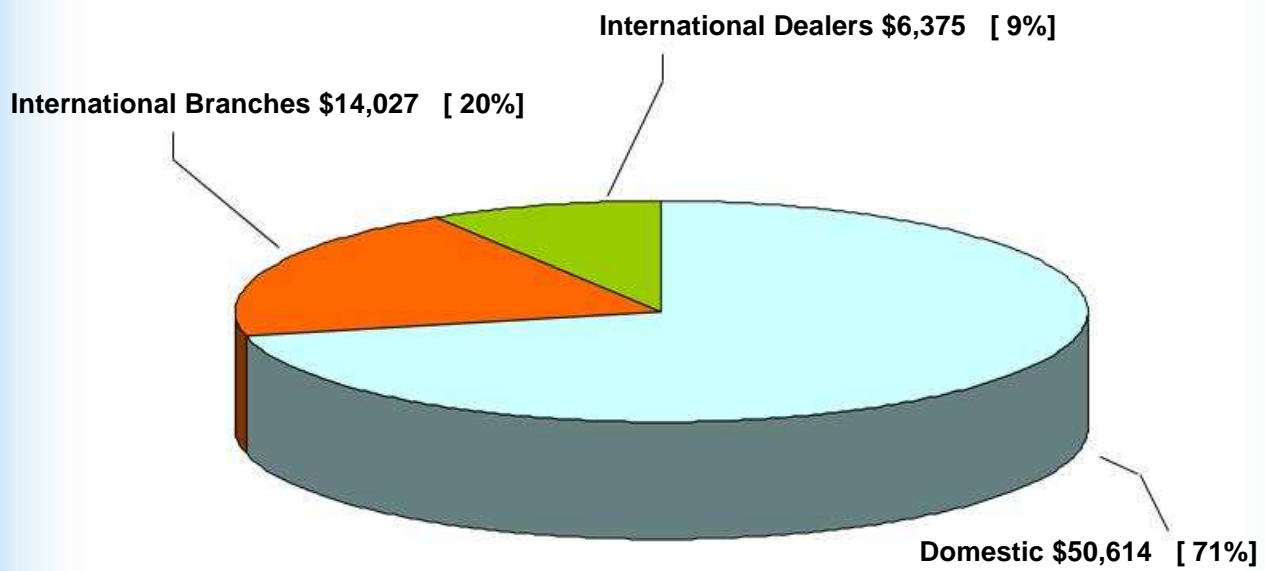
	Fiscal Year Ended January 31,		
	<u>2011</u>	<u>2010</u>	<u>2009</u>
NON GAAP BASIS			
NET SALES	\$ 71,016	\$ 64,031	\$71,783
GROSS PROFIT	\$28,666	\$26,628	\$31,068
GROSS PROFIT %	40.4%	41.6%	43.3%
OPERATING INCOME	\$2,656	\$1,963	\$4,626
MARGIN	3.7%	3.1%	6.4%
NET INCOME	\$1,691	\$1,415	\$2,964
EPS - DILUTED	\$0.23	\$0.19	\$0.40
EBITDA	\$4,311	\$4,922	\$5,494

FY2011 Net Sales: \$71,016
(\$ in thousands)



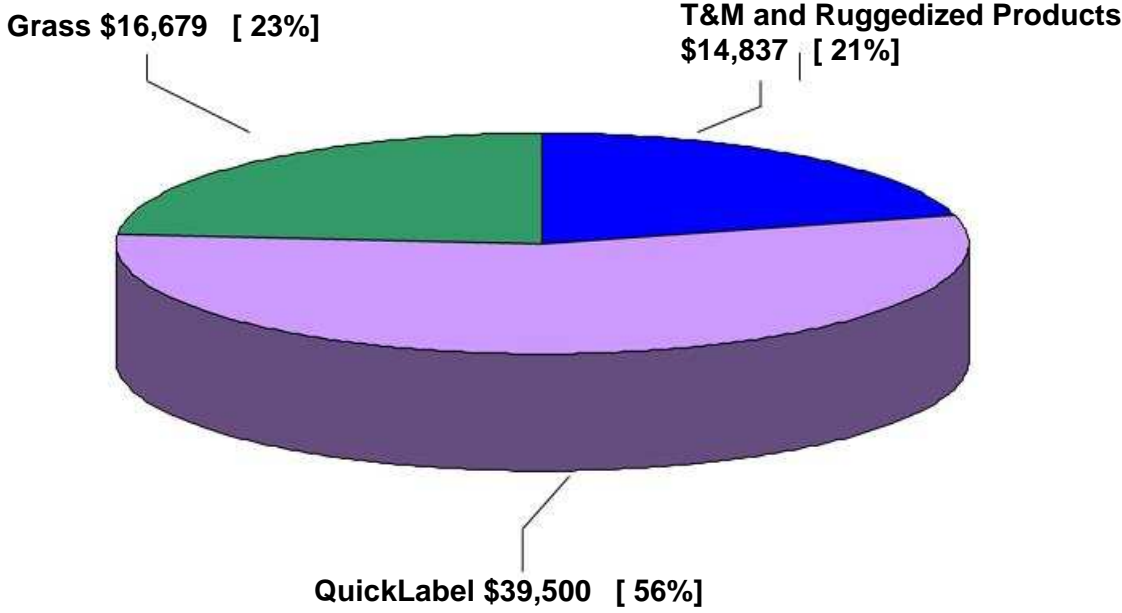
Product Mix

FY2011 Net Sales: \$71,016
(\$ in thousands)



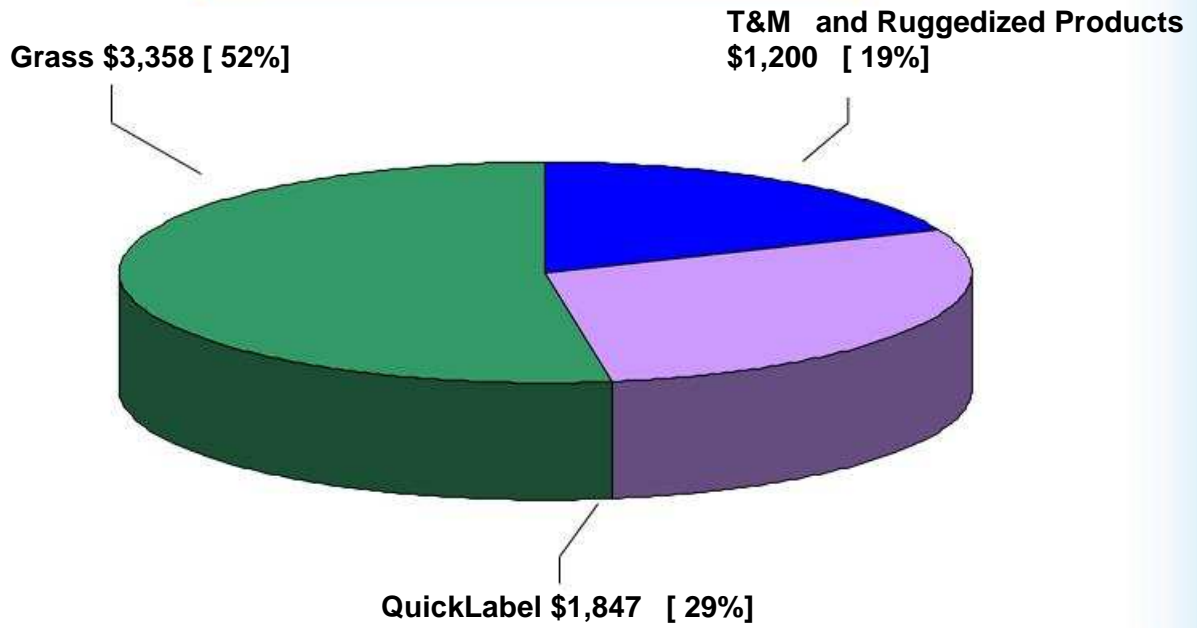
Channel Distribution

FY2011 Net Sales: \$71,016
(\$ in thousands)



By Segment

FY2011 Segment Operating Profit: \$6,405
(\$ in thousands)



By Segment

Selected Balance Sheet Data
(\$ in thousands)

	—	—	Fiscal Year Ended January-31,		
			<u>2011</u>	<u>2010</u>	<u>2009</u>
CASH & MARKETABLE SECURITIES			\$20,630	\$23,670	\$22,104*
CURRENT ASSETS			\$49,700	\$49,868	\$48,023
TOTAL ASSETS	—	—	\$64,999	\$64,676	\$62,155
CURRENT LIABILITIES	—	—	\$ 7,503	\$ 7,552	\$ 7,904
<i>DEBT</i>			0	0	0
SHAREHOLDERS' EQUITY			\$54,289	\$54,233	\$51,471

*Includes investments classified as non-current .

Selected Financial Metrics

(\$ in thousands)

	Fiscal Year Ended January 31,		
	<u>2011</u>	<u>2010</u>	<u>2009</u>
CASH PER SHARE ⁽¹⁾	\$2.85	\$3.32	\$ 3.15
CURRENT RATIO	6.62:1	6.12:1	6.08:1
BOOK VALUE PER SHARE	\$7.50	\$7.58	\$7.33
RETURN ON EQUITY ⁽²⁾	6.3%	8.8%	8.0%
CASH DIVIDEND PER SHARE	\$0.28	\$0.24	\$0.24

(1) Includes investments.

(2) Excludes cash and investments.

**Astro-Med, Inc:
Product Groups**

QuickLabel Systems Brand

QUICK LABEL SYSTEMS

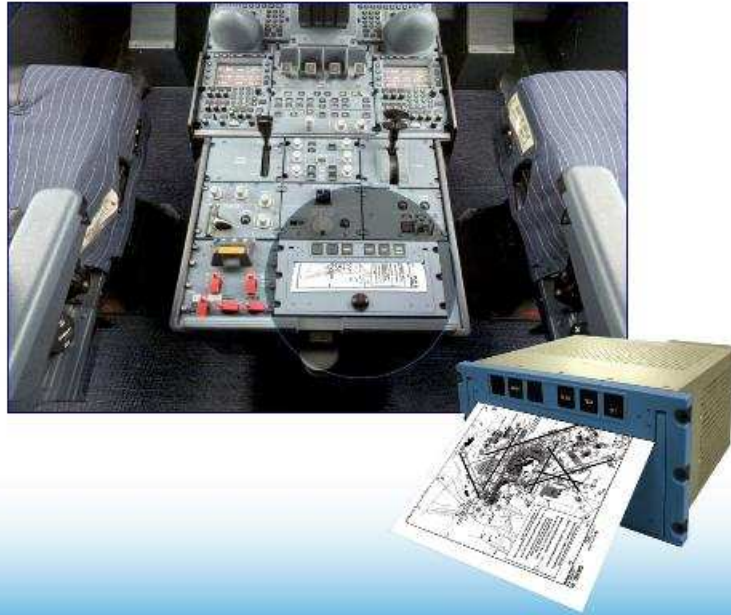
The Labels You Want When You Need Them[®]



- **Market Size:** \$4 Billion
- **Revenue FY2011:** \$40 million
- **Market Growth:** 8% to 15%
- **Growth Driver:** The growing demand for fast turn-around digitally printed color labels
- **Technologies:** Electrophotographic (EP - toner-based)
Thermal Transfer; Ink Jet
- **Products:**
 - Digital Label Printers
 - Consumables: Labels and Inks
 - Custom Label Printing Services
 - Labeling Software & Accessory Devices
 - Service & Support

- ***Industry Markets:***
 - Food & Beverage
 - Industrial Chemicals & Chemical Cleansers
 - Dietary Supplements & Pharmaceuticals
 - Personal Care Products
 - Medical Device Products
 - Hardware
 - Electronics
 - Household Goods
 - Tires
 - Promotional Products & Advertising Specialties

Ruggedized Product Group



- **Estimated Annual Market Size:** \$50 Million
- **Market Growth:** 15% to 25%
- **Growth Driver:** Improved passenger safety in the skies through accurate communications
- **Contracts on Hand:**
 - Airbus A380
 - Airbus A400M
 - Boeing 787
 - Boeing C-17
 - Lockheed C-130 (via Boeing)
 - Panasonic In-flight Entertainment Systems on:
 - Boeing 747, 767, 777
 - Airbus A330, A340
 - Bombardier Global Vision Flight Deck
 - Air Cargo Carrier



Airbus A380
flight deck. cabin
TW4



Airbus A400M
TW4



Boeing B787
TW4



Boeing C-17
TW4. TS



Boeing C-130 AMP
TW4. TS2



Bombardier Global Express
TW4



Bombardier Global 5000
TW4



Lockheed Martin C-130J
TS2



Panasonic IFE
TW4



Thales IFE
TW4

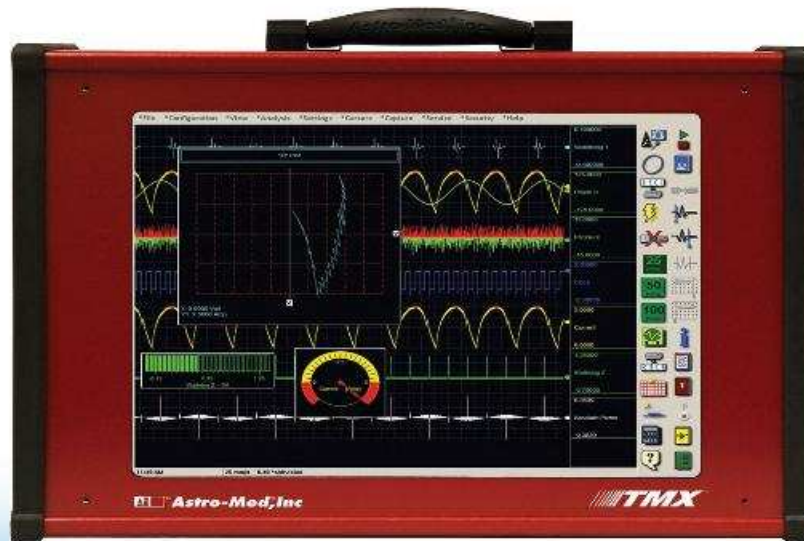
- **Estimated Revenue to be Derived from Existing Contracts:**
\$140 Million

- **Products:** Ruggedized Airborne Printers for Cockpit and Cabin; Ruggedized Ethernet Switches; PDA Chargers

- **Industry Markets:**
 - Large Commercial Airplanes
 - Business and Regional Airplanes
 - Military Transport Aircraft
 - Military Vehicles
 - Land and Sea Based Vehicles and Vessels

Test & Measurement Product Group

 **Astro-Med, Inc**
Test & Measurement Product Group



- **Market Size:** \$100 Million
- **Revenue FY2011:** \$9 Million
- **Market Growth:** 5% to 8%
- **Growth Driver:** The increased need to troubleshoot the complex electrical and electronic systems in industrial systems and grids
- **Technologies:** Data Acquisition
- **Products:** Portable Data Recorders, Telemetry Recorder Workstations
- **Industry Markets:** Aerospace, Power, Heavy Industry, Military, Transportation, Manufacturing

Grass Technologies Corporation





- **Market Size:** \$75 - 125 M
- **Revenue FY2011:** \$17 million
- **Market Growth:** 4% to 6%
- **Growth Driver:** Continued growth in Sleep health and expansion of Neurodiagnostic monitoring in ICU.
- **Industry Markets:** Neurodiagnostic Devices and Supplies for Clinical and Research Applications



Product Lines:

- **Sleep Diagnostic/PSG Instruments:**
 - Comet XL Lab-based PSG, Comet Portable PSG, AURA PSG Wireless/Ambulatory Systems, AURA PSG LITE Ambulatory Sleep Screener, SleepTrek3 Home Sleep Screener

- **Research Instruments:**
 - Amplifiers, Amplifier Systems, Stimulators, Transducers and Tissue-Organ Baths



Product Lines:

- EEG/Long-Term Monitoring:
 - Comet XL Lab-based EEG, Comet Portable EEG, TREA Ambulatory EEG System, Beehive Horizon Long-term Monitoring, S12x cortical stimulator

- Electrodes:
 - Genuine Grass[®] Precious Metal Recording Electrodes, Grass Disc, Ear Clip, Needles & Nasopharyngeal Electrodes, Grass Silver-Silver Chloride Electrodes, Grass Cortical Electrode Accessories

**Astro-Med, Inc:
Recent Events**

Recent Events

- ◆ Recently introduced the VIVO! Touch intelligent color label printer at several important trade shows including the Pack Expo in Chicago, Illinois
- ◆ Established Three Year Strategic Business Plan for FY 2012 - FY 2014
- ◆ Introduced the ToughWriter[®] 5, the smallest and lightest fully-featured cockpit printer in the world
- ◆ Achieved AS9100 Quality Management System Certification, meeting rigorous Aerospace Industry standard for Ruggedized products
- ◆ Launched Test & Measurement's TMX[™], a multi-channel high speed data acquisition system

Recent Events (continued)

- ◆ Received FDA Clearance to Market its S12X Cortical Brain Stimulator
- ◆ Completed expansion of consumable manufacturing facility in Rhode Island
- ◆ Expanded QuickLabel media manufacturing in Frankfurt, Germany and Montreal, Canada
- ◆ Continued expansion of Astro-Med's Export business

**Astro-Med, Inc:
Expectations**

Expectations

- ◆ Sales Revenue in FY 2012 expected to grow 10%
- ◆ Operating Income in FY 2012 expected to grow > 25%
- ◆ EPS expected to be \$0.33 - \$0.35 in FY 2012
- ◆ Internally developed new products will promote revenue and profit growth in FY 2012
- ◆ Strategic Acquisitions, as appropriate, to be made in FY 2012

Thank You
“ **ALOT** ”!

