

# ASTRO MED INC /NEW/

## FORM 8-K (Unscheduled Material Events)

Filed 8/18/2004 For Period Ending 8/17/2004

Address	600 E GREENWICH AVE WEST WARWICK, Rhode Island 02893
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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)

August 17, 2004

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 7. FINANCIAL STATEMENTS AND EXHIBITS

(c) Exhibit

Exhibit no. Exhibit

99.1 Press Release dated August 17, 2004

ITEM 12. RESULTS OF OPERATIONS AND FINANCIAL CONDITION

On August 17, 2004, Astro-Med, Inc. (the "Company") issued a press release in which it disclosed unaudited financial information related to fiscal 2005 second quarter consolidated earnings. The release also reported that the Board of Directors increased the Company's stock buyback authorization to 600,000 shares. A copy of the press release relating to such announcement, dated August 17, 2004, 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.

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: August 17, 2004

ASTRO-MED, INC.

By: /s/ Joseph P. O'Connell

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Joseph P. O'Connell  
Vice President, Treasurer and  
Chief Financial Officer

INDEX TO EXHIBITS

Exhibit No.	Exhibit
99.1	Press Release Dated August 17, 2004

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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

August 17, 2004

Astro-Med Reports Second Quarter Results;

Directors Declare Regular Cash Dividend and  
Authorize Additional Stock Buyback

West Warwick, RI, August 17, 2004 -- Astro-Med, Inc. (NASDAQ:ALOT) reports net income of \$602,000, equal to 10 cents per diluted share, on sales of \$13,990,000 for the Second Quarter ending July 31, 2004. During the corresponding period of the previous year, the Company reported net income of \$810,000, equal to 16 cents per diluted share, on sales of \$14,023,000.

During the Six-Month Period of the current fiscal year, earnings were \$2,201,000, equal to 38 cents per diluted share, on sales of \$28,232,000. For the corresponding period last year the Company reported a net profit of \$1,316,000, equal to 27 cents per diluted share, on sales of \$27,237,000.

Commenting on the results, Albert W. Ondis, Chief Executive Officer, stated: "Although the QuickLabel Systems product group, famous for its unique color label printers, grew by 19%, the other two product groups lagged as customers postponed purchases. We believe the purchase deferrals were seasonal in nature and not the result of competitive activities. Nevertheless, we made a significant increase in our field sales force during the quarter, in order to take advantage of the significant number of new sales opportunities generated by the continuous stream of new product introductions now underway. Remaining focused on our goal to grow as rapidly as possible, we will continue to develop and introduce new products and to strengthen our sales and marketing activities.

"The Company's financial position remains very strong with cash and marketable securities at \$13.1 million, a current ratio of 4.7 to 1, no long term debt, and a book value of \$7.22 per share."

On August 16, 2004, the Directors of Astro-Med increased the authorized buyback of the Company's shares of common stock to 600,000, and declared the regular quarterly cash dividend of 4 cents per share payable on October 1, 2004 to shareholders of record on September 10, 2004.

The Second Quarter conference call will be held on Tuesday, August 17, 2004 at 5:00 PM EDT. 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 on August 17th, 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 July 31, 2004	August 2, 2003	Six-Months Ending July 31, 2004	August 2, 2003
Net Sales	\$13,990	\$14,023	\$28,232	\$2
Gross Profit	5,920	5,816	11,714	1
	42.3%	41.5%	41.5%	
Operating Expenses:				
Selling, General & Administrative	4,037	3,932	7,938	7,62
Research & Development	966	907	1,924	1,77
	5,003	4,839	9,861	

Operating Income	917	977	1,853	
	6.6%	7.0%	6.6%	
Other, Net	24	33	120	
Income Before Taxes	941	1,010	1,973	
Income Tax Benefit (Provision)	(339)	(200)	228	
Net Income	\$ 602	\$ 810	\$2,201	\$
Net Income Per Share - Basic	\$ 0.11	\$ 0.17	\$ 0.42	\$
Net Income Per Share - Diluted	\$ 0.10	\$ 0.16	\$ 0.38	\$
Weighted Average Number of Common Shares - Basic	5,307	4,638	5,276	
Weighted Average Number of Common Shares - Diluted	5,817	5,032	5,834	
Dividends Declared Per Common Share	\$ 0.04	\$ 0.04	\$ 0.08	\$

Selected Balance Sheet Data  
In Thousands Except for Per Share Data

	As of July 31, 2004	As of January 31, 2004
Cash & Marketable Securities	\$13,140	\$12,677
Current Assets	\$36,917	\$32,017
Total Assets	\$47,158	\$42,065
Current Liabilities	\$7,599	\$7,518
Shareholders' Equity	\$38,339	\$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.

