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AEROSONIC CORP /DE/  
Form 10-Q  
June 15, 2001

FORM 10-Q

SECURITIES AND EXCHANGE COMMISSION  
Washington D.C. 20549

QUARTERLY REPORT UNDER SECTION 13 OR 15(d) OF  
THE SECURITIES EXCHANGE ACT OF 1934

FOR QUARTER ENDED April 30, 2001 COMMISSION FILE NO. 0-4988  
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AEROSONIC CORPORATION  
-----

(Exact name of registrant as specified in its charter)

DELAWARE  
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74-1668471  
-----

(State or other jurisdiction of  
incorporation or organization)

(I.R.S. Employer  
Identification No.)

1212 No. Hercules Avenue, Clearwater, Florida  
-----

33765  
-----

(Address of principal executive offices)

(Zip Code)

(727) 461-3000  
-----

(Registrant's telephone number, including Area Code)

Non applicable  
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(Former name, former address and former fiscal year, if changed since last  
report)

Indicate by check mark whether 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 X NO \_\_\_\_\_  
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Indicate the number of shares outstanding of each of the issuer's classes of  
common stock, as of the latest practicable date.

Common Stock, par value \$.40 per share, 3,986,262 number of shares as of  
April 30, 2001.

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AEROSONIC CORPORATION

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## PART 1. FINANCIAL INFORMATION

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### Item 1. Consolidated Financial Statements

Aerosonic Corporation and Subsidiary  
Consolidated Balance Sheets

	April 30, 2001 (unaudited)	January 31, 2001
	-----	-----
ASSETS		
Current assets:		
Cash and cash investments	\$ 1,199,000	\$ 1,077,000
Accounts receivable	5,143,000	5,055,000
Inventory	9,890,000	9,949,000
Prepaid expenses	492,000	122,000
Deferred income tax benefit	295,000	295,000
	-----	-----
Total current assets	17,019,000	16,498,000

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Property, plant and equipment, net	4,094,000	4,157,000
Other assets	766,000	818,000
	-----	-----
	\$ 21,879,000	\$ 21,473,000
	=====	=====

## LIABILITIES AND SHAREHOLDERS' EQUITY

### Current liabilities:

Current installments of long-term debt and notes payable	\$ 1,029,000	\$ 1,019,000
Revolving credit facilities	500,000	0
Accounts payable, trade	1,437,000	1,252,000
Compensation and benefits	815,000	849,000
Income taxes payable	157,000	153,000
Other accrued expenses	398,000	621,000
	-----	-----

Total current liabilities	4,336,000	3,894,000
---------------------------	-----------	-----------

Long-term debt, less current installments	4,119,000	4,335,000
Deferred income taxes	113,000	113,000
	-----	-----

Total liabilities	8,568,000	8,342,000
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### Shareholders' equity:

Common stock, \$.40 par; 8,000,000 shares authorized; 3,986,262 shares issued	1,595,000	1,595,000
Additional paid-in capital	4,457,000	4,457,000
Retained earnings	7,880,000	7,700,000
Less treasury stock, 66,417 shares and 66,417 shares at 1/31/01 and 4/30/01, respectively, at cost	(621,000)	(621,000)
	-----	-----

Total shareholders' equity	13,311,000	13,131,000
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	\$ 21,879,000	\$ 21,473,000
	=====	=====

Note: The balance sheet at January 31, 2001 has been derived from the audited financial statements at this date.

See Notes to Consolidated Financial Statements.

Aerosonic Corporation and Subsidiary  
Consolidated Statements of Income (Unaudited)

Three Months Ended  
April 30,

-----	-----
2001	2000
-----	-----

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Net sales	\$ 6,522,000	\$ 6,484,000
Cost of goods sold	4,204,000	4,394,000
	-----	-----
Gross profit	2,318,000	2,090,000
Selling, general and administrative expenses	1,876,000	1,842,000
	-----	-----
Operating income	442,000	248,000
	-----	-----
Other (income) deductions:		
Interest expense, net	142,000	118,000
Other, net	3,000	(21,000)
	-----	-----
	145,000	97,000
	-----	-----
Income before income taxes	297,000	151,000
Income tax expense	117,000	60,000
	-----	-----
Net income	\$ 180,000	\$ 91,000
	=====	=====
Earnings per share:	\$ 0.05	\$ 0.02
	=====	=====
Basic and Diluted weighted average shares outstanding	3,920,000	3,917,000
	=====	=====

See Notes to Consolidated Financial Statements

Aerosonic Corporation and Subsidiary  
Consolidated Statements of Cash Flows (Unaudited)

	Three Months Ended April 30, 2001	
	2001	2000
	-----	-----
Cash flows from operating activities:		
Net income	\$ 180,000	\$ 91,000
Adjustment to reconcile net income to net cash provided by (used in) operating activities:		
Depreciation and amortization	214,000	158,000
Stock compensation		10,000
Change in current assets and liabilities	(486,000)	233,000
	-----	-----

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Net cash provided by (used in) operating activities	(92,000)	492,000
	-----	-----
Cash flows from investing activities:		
Purchase of property, plant and equipment	(80,000)	(42,000)
	-----	-----
Net cash used in investing activities	(80,000)	(42,000)
	-----	-----
Cash flows from financing activities:		
Proceeds from/(repayment on) long-term debt and notes payable	294,000	(105,000)
Purchase of treasury stock	0	(44,000)
	-----	-----
Net cash provided by (used in) financing activities	294,000	(149,000)
	-----	-----
Net increase (decrease) in cash and cash investments	122,000	301,000
Cash and cash investments, beginning of period	1,077,000	964,000
	-----	-----
Cash and cash investments, end of period	\$ 1,199,000	\$ 1,265,000
	=====	=====
Cash paid for:		
Interest	\$ 132,000	\$ 129,000
	=====	=====
Income taxes	\$ 140,000	\$ 130,000
	=====	=====

See notes to consolidated financial statements

AEROSONIC CORPORATION

NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (UNAUDITED)

APRIL 30, 2001

NOTE A - BASIS OF PRESENTATION

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The accompanying unaudited condensed consolidated financial statements have been prepared in accordance with generally accepted accounting principles for interim financial reporting and with the instructions to form 10-Q of regulation S-X. Accordingly, they do not include all of the information and footnotes required by generally accepted accounting principles for complete financial statements. In the opinion of management, all adjustments (consisting of normal recurring accruals) considered necessary for a fair presentation have been included. Operating results for the three-month period ended April 30, 2001 are not necessarily indicative of the results that may be expected for the year ended January 31, 2002. For further information, refer to the consolidated financial statements and footnotes thereto included in the Company's annual report on form 10-K for the year ended January 31, 2001.

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## NOTE B - ENVIRONMENTAL MATTERS

As reported in the annual report on form 10-K for the fiscal year ended January 31, 2001, in accordance with a consent agreement signed by the Company in 1993, the Company's environmental consultant has developed an interim remedial action plan to contain and remediate certain contamination on and underlying the Company's property. During 1997 the Company recorded a provision of approximately \$175,000 related to the estimated costs to be incurred under this plan. As of January 31, 2000 the company had utilized all amounts originally recorded in Other accrued expenses, and phase-one remediation had been completed.

During the third quarter of 2001, management assessed the post-remediation monitoring expense related to the environmental cleanup of 1993 would cost approximately \$125,000. This amount was accrued and expensed during the third quarter of FY 2001. Approximately \$55,000 remains accrued in Other accrued expenses at April 30, 2001. Management believes that any additional liability for any further remediation will not have a material affect on the financial position of the company.

## NOTE C - WEIGHTED AVERAGE COMMON SHARES AND COMMON EQUIVALENTS OUTSTANDING

### COMPUTATION OF EARNINGS PER SHARE

	For the three months ended	
	April 30, 2001	April 30, 2000
	----	----
Basic weighted average common shares outstanding	3,920,000	3,917,000
Weighted average common equivalents	0	0
	-----	-----
Shares used in diluted EPS calculation	3,920,000	3,917,000

## PART 1. FINANCIAL INFORMATION

### Item 2. MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION AND RESULT OF OPERATIONS

Company wide net sales for the first quarter ended April 30, 2001 were \$6,522,000 as compared to \$6,484,000 for the same period in the preceding year. Gross profit as a percentage of net sales equaled 36% in the first quarter of FY2002 versus 31% during the same period in the prior year. The increase in sales and gross profit margin are primarily the result of an increased focus on sales of higher margin products.

Selling, General and Administrative (SG&A) expenses increased during the first quarter ended April 30, 2001 to \$1,876,000 as compared to \$1,842,000 during the same period in the prior fiscal year. As a percentage of net sales SG&A increased slightly to 29% from 28% in the prior year period. The increase in costs represents the additional effort by management to grow the Company's sales while controlling other SG&A costs.

Interest expense totaled \$142,000 for the three months ended April 30, 2001 versus \$118,000 during the same period in the preceding year. The increase is due primarily to slightly higher interest rates.

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For the first quarter ended April 30, 2001 the Company recorded a net profit of \$180,000 or \$0.05 per share, compared to a net profit of \$91,000, or \$0.02 per share during the same period in the preceding year.

Working capital equaled \$12,683,000 at April 30, 2001 and the Company's current ratio approximated 3.93:1. Negative cash flow from operations during the first quarter of fiscal year 2002 was due largely to an advance payment to a vendor related to a new program with the integrated multi-function probe. Company management anticipates that cash flow from operations, existing cash balances and the availability under the Company's line of credit arrangement will be sufficient to fund future growth.

The primary market risks exposure for the Company is interest rate risk. The Company does not currently utilize any financial instruments to manage interest rate risk.

The Company is exposed to changes in interest rates primarily as a result of its variable rate short and long term borrowings. A hypothetical 10% increase in the Company's weighted average interest rate would have increased the Company's interest expense for the first quarter by approximately \$12,000 based on the balance of variable rate debt outstanding at April 30, 2001.

### FORWARD LOOKING STATEMENTS

This document contains statements that constitute "forward-looking" statements within the meaning of the Securities Act of 1933 and the Securities Act of 1934, as amended by the Private Securities Litigation Reform Act of 1995.

"Forward-looking" statements contained in this document include the intent, belief or current expectations of the Company and its senior management team with respect to the future prospects of the Company's operations, and belief concerning profits from future operations and the Company's overall future business prospects, as well as the assumptions upon which such statements are based. Investors are cautioned that any such forward-looking statements are not guarantees of future performance, and that actual results may differ materially from those contemplated by such forward-looking statements. Important factors currently known to management that could cause actual results to differ materially from those contemplated by the forward-looking statements in this document include, but are not limited to, adverse developments with respect to the operations of the Company's business units, failure to meet operating objectives or to execute the business plan, and the failure to reach revenue or profit projections. The Company undertakes no obligation to update or revise the forward-looking statements contained in this document to reflect changed assumptions, the occurrence of unanticipated events or changes to future operating results over time.

### PART II. OTHER INFORMATION

#### AEROSONIC CORPORATION

##### Item 1. LEGAL PROCEEDINGS

David S. Goldman, former President and Chief Executive Officer of Aerosonic Corporation sued the Company in September 1996, for an alleged breach of a consulting agreement between Mr. Goldman and the Company. The suit seeks damages in excess of \$15,000. During fiscal year 1997, the Company sued Mr. Goldman and Mil-Spec Finishers, Inc., a former subcontractor to Aerosonic Corporation controlled by Mr. Goldman, seeking damages in excess of \$15,000, for alleged fraud and misappropriation of funds, appropriation of corporate opportunity, breach of fiduciary duty and conversion. The Company filed an amended complaint, adding claims for civil theft against both

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defendants, in October of 1997. Management believes that the ultimate resolution of this matter will not have a material, negative effect on the financial position of the Company.

Item 6. EXHIBITS AND REPORTS ON FORM 8-K

(a) Exhibits

None

(b) Reports on form 8-K

The company did not file any report on form 8-K during the three months ended April 30, 2001.

SIGNATURES

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

AEROSONIC CORPORATION

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(Registrant)

Date: June 13, 2001

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/s/ Eric J. McCracken

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Eric J. McCracken  
Executive Vice President  
and Chief Financial Officer