

ASTRONICS CORP  
Form 10-Q  
November 07, 2007

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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 September 29, 2007 or**

**Transition report pursuant to Section 13 or 15(d) of the Securities Exchange Act of 1934  
For the transition period from \_\_\_\_\_ to \_\_\_\_\_**

**Commission File Number 0-7087**

**ASTRONICS CORPORATION**

(Exact name of registrant as specified in its charter)

**New York**

(State or other jurisdiction of  
incorporation or organization)

**16-0959303**

(IRS Employer Identification Number)

**130 Commerce Way, East Aurora, New York**

(Address of principal executive offices)

**14052**

(Zip code)

**(716) 805-1599**

(Registrant's telephone number, including area code)

**NOT APPLICABLE**

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

Securities registered pursuant to Section 12(g) of the Act:

**\$.01 par value Common Stock, \$.01 par value Class B Stock**

(Title of Class)

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, 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" in Rule 12b-2 of the Exchange Act.

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

As of September 29, 2007, 8,080,489 shares of common stock were outstanding consisting of 6,729,910 shares of common stock (\$.01 par value) and 1,350,579 shares of Class B common stock (\$.01 par value).

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**Table of Contents****PART I FINANCIAL INFORMATION****Item 1. Financial Statements**

ASTRONICS CORPORATION  
**Consolidated Balance Sheet**  
September 29, 2007  
with Comparative Figures for December 31, 2006  
(dollars in thousands except share amounts)

	September 29, 2007 (Unaudited)	December 31, 2006
Current Assets:		
Cash and Cash Equivalents	\$ 837	\$ 222
Accounts Receivable, net of allowance for doubtful accounts of \$585 in 2007 and \$314 in 2006	23,869	17,165
Inventories	37,800	31,570
Prepaid Expenses	1,080	1,067
Deferred Income Taxes	1,851	1,632
 Total Current Assets	 65,437	 51,656
Property, Plant and Equipment, at cost	44,314	36,521
Less Accumulated Depreciation and Amortization	15,257	13,085
 Net Property, Plant and Equipment	 29,057	 23,436
Restricted Cash	1,282	
Deferred Income Taxes	658	622
Intangible Assets, net of accumulated amortization of \$822 in 2007 and \$637 in 2006	2,150	2,335
Other Assets	2,259	1,821
Goodwill	3,023	2,668
 Total Assets	 \$ 103,866	 \$ 82,538

See notes to consolidated financial statements.

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## ASTRONICS CORPORATION

**Consolidated Balance Sheet**

September 29, 2007

with Comparative Figures for December 31, 2006

(dollars in thousands except share amounts)

	September 29, 2007 (Unaudited)	December 31, 2006
Current Liabilities:		
Current Maturities of Long-term Debt	\$ 949	\$ 923
Note Payable	10,400	8,100
Accounts Payable	8,826	12,472
Accrued Payroll and Employee Benefits	5,615	4,403
Income Taxes Payable	711	
Customer Advance Payments and Deferred Revenue	6,513	6,864
Other Accrued Expenses	1,877	1,457
<b>Total Current Liabilities</b>	<b>34,891</b>	<b>34,219</b>
Long-term Debt	15,086	9,426
Supplemental Retirement Plan and Other Liabilities for Pension Benefits	6,209	6,190
Other Liabilities	1,373	1,355
Shareholders' Equity:		
Common Stock, \$.01 par value Authorized 20,000,000 shares, issued 7,408,348 in 2007, 7,313,726 in 2006	74	73
Class B Stock, \$.01 par value Authorized 5,000,000 shares, issued 1,456,391 in 2007, 1,496,006 in 2006	15	15
Additional Paid-in Capital	6,623	5,504
Accumulated Other Comprehensive (Loss)	(187)	(704)
Retained Earnings	43,501	30,179
	50,026	35,067
Less Treasury Stock: 784,250 shares in 2007 and 2006	3,719	3,719
<b>Total Shareholders' Equity</b>	<b>46,307</b>	<b>31,348</b>
<b>Total Liabilities and Shareholders' Equity</b>	<b>\$ 103,866</b>	<b>\$ 82,538</b>

See notes to consolidated financial statements.

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**ASTRONICS CORPORATION**  
**Consolidated Statement of Income and Retained Earnings**  
 Three and Nine Month Periods Ended September 29, 2007  
 with Comparative Figures for 2006  
 (Unaudited)  
 (dollars in thousands except per share data)

	Nine Months Ended		Three Months Ended	
	Sept 29, 2007	Sept 30, 2006	Sept 29, 2007	Sept 30, 2006
Sales	\$ 121,967	\$ 81,847	\$ 37,724	\$ 27,752
Costs and Expenses:				
Cost of products sold	88,740	63,550	27,582	21,633
Selling, general and administrative expenses	12,557	9,931	3,877	3,469
Interest expense, net of interest income of \$38 in 2007 and \$5 in 2006	1,072	650	396	232
Other (income) expense	(11)	(39)		(5)
Total costs and expenses	102,358	74,092	31,855	25,329
Income Before Income Taxes	19,609	7,755	5,869	2,423
Provision for Income Taxes	6,287	2,826	1,743	775
Net Income	13,322	4,929	\$ 4,126	\$ 1,648
Retained Earnings:				
Beginning of period	30,179	24,443		
End of period	\$ 43,501	\$ 29,372		
Earnings per share:				
Basic	\$ 1.65	\$ 0.62	\$ 0.51	\$ 0.21
Diluted	\$ 1.56	\$ 0.60	\$ 0.48	\$ 0.20

See notes to consolidated financial statements.

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ASTRONICS CORPORATION  
**Consolidated Statement of Cash Flows**  
 Nine Months Ended September 29, 2007  
 With Comparative Figures for 2006  
 (Unaudited)  
 (dollars in thousands)

	September 29, 2007	September 30, 2006
<b>Cash Flows from Operating Activities:</b>		
Net Income	\$ 13,322	\$ 4,929
Adjustments to Reconcile Net Income to Cash Provided By (Used For)		
Operating Activities:		
Depreciation and Amortization	2,447	1,960
Provision for Non-Cash Losses on Inventory and Receivables	(76)	(125)
Stock Compensation Expense	610	493
Deferred Tax Benefit	(305)	(6)
Other	(231)	
Cash Flows from Changes in Operating Assets and Liabilities:		
Accounts Receivable	(6,640)	(5,303)
Inventories	(5,645)	(7,745)
Prepaid Expenses	(652)	(347)
Accounts Payable	(3,742)	4,422
Accrued Expenses	1,583	408
Customer Advanced Payments and Deferred Revenue	(351)	(164)
Contract Loss Reserves		(830)
Income Taxes	943	(410)
Supplemental Retirement and Other Liabilities	100	64
Cash Provided By (Used For) Operating Activities	1,363	(2,654)
<b>Cash Flows from Investing Activities:</b>		
Capital Expenditures	(7,566)	(2,300)
Other	(172)	(74)
Cash Used For Investing Activities	(7,738)	(2,374)
<b>Cash Flows from Financing Activities:</b>		
New Long-term Debt	6,000	
Unexpended Industrial Bond Proceeds	(1,282)	
Principal Payments on Long-term Debt	(538)	(529)
Proceeds from Note Payable	20,500	3,200
Payments on Note Payable	(18,200)	(2,300)
Proceeds from Exercise of Stock Options	332	988
Income Tax Benefit from Exercise of Stock Options	178	(83)

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Cash Provided By Financing Activities	6,990	1,276
Effect of Exchange Rates on Cash		(76)
Net Increase (Decrease) in Cash and Cash Equivalents	615	(3,828)
Cash at Beginning of Period	222	4,473
Cash at End of Period	\$ 837	\$ 645

See notes to consolidated financial statements.

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ASTRONICS CORPORATION  
**Notes to Consolidated Financial Statements**  
September 29, 2007  
(Unaudited)

**1) Basis of Presentation**

The accompanying unaudited statements have been prepared in accordance with U.S. generally accepted accounting principles for interim financial information. Accordingly, they do not include all of the information and footnotes required by U.S. 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. The results of operations for any interim period are not necessarily indicative of results for the full year. Operating results for the three and nine month periods ended September 29, 2007 are not necessarily indicative of the results that may be expected for the year ending December 31, 2007.

The 2007 third quarter reflects a \$0.9 million adjustment made during the quarter relating to estimated 2007 manufacturing overhead cost absorption. The effect of this adjustment was to increase pre-tax income in the third quarter by approximately \$0.6 million.

The balance sheet at December 31, 2006 has been derived from the audited financial statements at that date, but does not include all of the information and footnotes required by U.S. generally accepted accounting principles for complete financial statements.

For further information, refer to the financial statements and footnotes thereto included in Astronics Corporation's (the Company) 2006 annual report on Form 10-K.

**2) Stock Based Compensation**

The Company has stock option plans that authorize the issuance of options for shares of Common Stock to directors, officers and key employees. Stock option grants are designed to reward long-term contributions to the Company and provide incentives for recipients to remain with the Company. The exercise price, determined by a committee of the Board of Directors, may not be less than the fair market value of the Common Stock on the grant date. Options become exercisable over periods not exceeding ten years. The Company's practice has been to issue new shares upon the exercise of the options.

During the first quarter of 2006, the Company adopted SFAS 123(R), Share-Based Payment, applying the modified prospective method. This Statement requires all equity-based payments to employees, including grants of employee stock options, to be recognized in the statement of earnings based on the grant date fair value of the award. Under the modified prospective method, the Company is required to record equity-based compensation expense for all awards granted after the date of adoption and for the unvested portion of previously granted awards outstanding as of the date of adoption. The Company uses a straight-line method of attributing the value of stock-based compensation expense, subject to minimum levels of expense, based on vesting. Stock compensation expense recognized during the period is based on the value of the portion of share-based payment awards that is ultimately expected to vest during the period. Vesting requirements vary for directors, officers and key employees. In general, options granted to outside directors vest six months from the date of grant and options granted to officers and key employees straight line vest over a five-year period from the date of grant.

The fair value of stock options granted was estimated on the date of grant using the Black-Scholes option-pricing model. The weighted average fair value of the options was \$7.85 for options granted during the nine month period ended September 29, 2007 and was \$6.05 for options granted during the nine month period ended September 30, 2006. The following table provides the range of assumptions used to value stock options granted during the nine months ended September 29, 2007 and September 30, 2006.

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	Nine Months Ended	
	Sept 29, 2007	Sept 30, 2006
Expected volatility	0.34	0.34
Risk-free rate	4.50%	4.70%
Expected dividends	0.00%	0.00%
	7	
Expected term (in years)	Years	7 Years

To determine expected volatility, the Company uses historical volatility based on weekly closing prices of its Common Stock and considers currently available information to determine if future volatility is expected to differ over the expected terms of the options granted. The risk-free rate is based on the United States Treasury yield curve at the time of grant for the appropriate term of the options granted. Expected dividends are based on the Company's history and expectation of dividend payouts. The expected term of stock options is based on vesting schedules, expected exercise patterns and contractual terms.

The table below reflects the impact stock compensation expense had on net earnings for the three and nine months ended September 29, 2007 compared to the three and nine months ended September 30, 2006 as follows:

(in thousands)	Nine Months Ended		Three Months Ended	
	Sept 29, 2007	Sept 30, 2006	Sept 29, 2007	Sept 30, 2006
Stock compensation expense	\$ 610	\$ 493	\$ 223	\$ 164
Tax benefit	(100)	(79)	(41)	(28)
Stock compensation expense, net of tax	\$ 510	\$ 414	\$ 182	\$ 136

A summary of the Company's stock option activity and related information for the nine months ended September 29, 2007 is as follows:

(Aggregate value in thousands)	Number of Options	2007	Aggregate Intrinsic Value
		Weighted Average Exercise Price per option	
Outstanding at December 31, 2006	818,182	\$ 7.31	\$ 29,667
Options Granted	25,000	17.60	649
Options Exercised	(56,730)	6.42	(2,108)
Options Forfeited	(800)	5.49	(30)
Outstanding at September 29, 2007	785,652	7.71	28,173
Exercisable at September 29, 2007	536,322	\$ 7.02	\$ 19,603

The aggregate intrinsic value in the preceding table represents the total pretax option holder's intrinsic value, based on the Company's closing stock price of Common Stock of \$43.57 as of September 29, 2007, which would have been received by the option holders had all option holders exercised their options as of that date.

The fair value of options vested since December 31, 2006 is \$0.4 million. At September 29, 2007, total compensation costs related to non-vested awards not yet recognized amounts to \$0.9 million and will be recognized over a weighted average period of 2.1 years.

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The following is a summary of weighted average exercise prices and contractual lives for outstanding and exercisable stock options as of September 29, 2007:

Exercise Price Range	Shares	Outstanding	Weighted	Exercise	Exercisable
		Weighted Average Remaining Life			Price
\$ 4.59	28,188	0.4	\$ 4.59	28,188	\$ 4.59
\$ 5.09 \$7.65	530,240	5.7	5.62	396,014	5.61
\$ 9.83 \$13.41	148,624	6.7	10.61	87,120	11.16
\$17.36 \$17.60	78,600	9.3	17.44	25,000	17.60
	785,652	6.1	7.71	536,322	7.02

**3) Goodwill and Intangible Assets**

The following table summarizes the changes in the carrying amount of goodwill for 2007 and 2006:

(in thousands)	Sept 29, 2007	December 31, 2006
Balance beginning of period	\$ 2668	\$ 2,686
Foreign currency translations	355	(18)
Balance end of period	\$ 3,023	\$ 2,668

The following table summarizes acquired intangible assets as follows:

(in thousands)	Weighted Average Life	September 29, 2007		December 31, 2006	
		Gross Carrying Amount	Accumulated Amortization	Gross Carrying Amount	Accumulated Amortization
Patents	12 Years	\$ 1,271	\$ 264	\$ 1,271	\$ 190
Trade Names	N/A	553		553	
Completed and Unpatented Technology	10 Years	487	130	487	93
Government Contracts	6 Years	347	154	347	111
Backlog	4 Years	314	274	314	243
Total Intangible Assets		\$2,972	\$ 822	\$2,972	\$ 637

Amortization is computed on the straight-line method for financial reporting purposes. Amortization expense was \$0.1 million and \$0.1 million for the three months ended September 29, 2007 and September 30, 2006 respectively

and was \$0.2 million and \$0.2 million for the nine months ended September 29, 2007 and September 30, 2006 respectively. Amortization expense for each of the next five years is expected to be approximately \$0.2 million for each year.

**4) Inventories**

Inventories are stated at the lower of cost or market, cost being determined in accordance with the first-in, first-out method. Inventories are as follows:

(in thousands)	Sept 29, 2007	December 31, 2006
Finished Goods	\$ 5,736	\$ 5,575
Work in Progress	8,081	9,651
Raw Material	23,983	16,344
	\$ 37,800	\$ 31,570

**Table of Contents****5) Comprehensive Income and Accumulated Other Comprehensive Income**

The components of comprehensive income are as follows:

(in thousands)	Nine Months Ended		Three Months Ended	
	Sept 29, 2007	Sept 30, 2006	Sept 29, 2007	Sept 30, 2006
Net income	\$ 13,322	\$ 4,929	\$ 4,126	\$ 1,648
Other comprehensive income:				
Foreign currency translation adjustments	453	89	215	18
Accumulated Retirement Liability Adjustment, net of tax	72		24	
Loss on derivatives, net of tax	(8)	(50)	(40)	(55)
Comprehensive income	\$ 13,839	\$ 4,968	\$ 4,325	\$ 1,611

The components of accumulated other comprehensive income is as follows:

(in thousands)	Sept 29, 2007	December 31, 2006
Cumulative foreign currency translation adjustments	\$ 1,228	\$ 775
Accumulated Retirement Liability Adjustment, net of tax of \$817 for 2007 and \$859 for 2006	(1,359)	(1,431)
Accumulated loss on derivatives, net of tax of \$31 for 2007 and \$27 for 2006	(56)	(48)
Accumulated other comprehensive (loss)	\$ (187)	\$ (704)

**6) Earnings Per Share**

The following table sets forth the computation of earnings per share:

(in thousands, except per share data)	Nine Months Ended		Three Months Ended	
	Sept 29, 2007	Sept 30, 2006	Sept 29, 2007	Sept 30, 2006
Net Income	\$ 13,322	\$ 4,929	\$ 4,126	\$ 1,648
Basic earnings per share weighted average shares	8,064	7,933	8,072	7,951
Net effect of dilutive stock options	467	277	533	313
Diluted earnings per share weighted average shares	8,531	8,210	8,605	8,264
Basic earnings per share	\$ 1.65	\$ 0.62	\$ 0.51	\$ 0.21
Diluted earnings per share	\$ 1.56	\$ 0.60	\$ 0.48	\$ 0.20

**7) Supplemental Retirement Plan and Related Post Retirement Benefits**

The Company has a non-qualified supplemental retirement defined benefit plan for certain executives. The following table sets forth information regarding the net periodic pension cost for the plan.

(in thousands)	Nine Months Ended		Three Months Ended	
	Sept 29, 2007	Sept 30, 2006	Sept 29, 2007	Sept 30, 2006
Service cost	\$ 30	\$ 27	\$ 10	\$ 9
Interest cost	240	231	80	77
Amortization of prior service cost	81	81	27	27
Amortization of net actuarial losses	3	3	1	1
	\$ 354	\$ 342	\$ 118	\$ 114

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Participants in the non-qualified supplemental retirement plan are entitled to paid medical, dental and long-term care insurance benefits upon retirement under the plan. The following table sets forth information regarding the net periodic cost recognized for those benefits:

(in thousands)	Nine Months Ended		Three Months Ended	
	Sept 29, 2007	Sept 30, 2006	Sept 29, 2007	Sept 30, 2006
Service cost	\$ 6	\$ 6	\$ 2	\$ 2
Interest cost	33	33	11	11
Amortization of prior service cost	24	24	8	8
Amortization of net actuarial losses	6	9	2	3
	\$ 69	\$ 72	\$ 23	\$ 24

**8) Income Taxes**

In July 2006, the FASB issued FASB Interpretation No. 48, *Accounting for Uncertainty in Income Taxes* an interpretation of FASB Statement No. 109 (FIN 48), which clarifies the accounting and disclosure for uncertainty in tax positions, as defined. FIN 48 seeks to reduce the diversity in practice associated with certain aspects of the recognition and measurement related to accounting for income taxes. The Company is subject to the provisions of FIN 48 as of January 1, 2007, and has analyzed filing positions in all of the federal and state jurisdictions where it is required to file income tax returns, as well as all open tax years in these jurisdictions. The Company believes that its income tax filing positions and deductions will be sustained on audit. Therefore, no reserves for uncertain income tax positions have been recorded pursuant to FIN 48, and, the Company was not required to record a cumulative effect adjustment related to the adoption of FIN 48.

In the future, should the Company need to accrue a liability for unrecognized tax benefits, any interest associated with that liability will be recorded as interest expense. Penalties, if any, would be recognized as operating expenses. There are no penalties or interest liability accrued as of September 29, 2007. In years previous, any interest and penalties were insignificant and recorded as income tax expense. The years under which the Company conducted its evaluation coincided with the tax years currently still subject to examination by major federal and state tax jurisdictions, those being 2004, 2005 and 2006.

Prior to January 1, 2007, the Company recorded accruals for tax contingencies and related interest when it was probable that a liability had been incurred and the amount of the contingency could be reasonably estimated based on specific events such as an audit or inquiry by a taxing authority.

**9) Sales To Major Customers**

The Company has a significant concentration of business with one customer. Sales to Panasonic Avionics Corporation amounted to approximately 24% and 31% of revenue during the third quarter 2007 and 2006 respectively and approximately 28% and 22% of year to date revenue in 2007 and 2006, respectively. Accounts receivable for this customer amounted to 13% and 11% of the Company's gross trade receivables as of September 29, 2007 and December 31, 2006, respectively.



**Table of Contents****10) Product Warranties**

In the ordinary course of business, the Company warrants its products against defects in design, materials and workmanship typically over periods ranging from twelve to sixty months. The Company determines warranty reserves needed by product line based on experience and current facts and circumstances. Activity in the warranty accrual is summarized as follows:

(in thousands)	Nine Months Ended		Three Months Ended	
	Sept 29, 2007	Sept 30, 2006	Sept 29, 2007	Sept 30, 2006
Balance at beginning of period	\$ 823	\$ 338	\$ 1,303	\$ 610
Warranties issued	761	613	88	180
Warranties settled	(563)	(248)	(370)	(87)
Balance at end of period	\$ 1,021	\$ 703	\$ 1,021	\$ 703

**11) Long Term Debt and Notes Payable**

Long-term debt consists of the following:

(In thousands)	Sept 29, 2007	December 31, 2006
Note Payable at Canadian Prime payable \$12 monthly through 2016 with interest (Canadian prime was 6.25% at September 29, 2007)	\$ 1,482	\$ 1,376
Industrial Revenue Bonds issued through the Erie County, New York Industrial Development Agency payable \$350 annually through 2019 with interest reset weekly (3.7% at September 29, 2007)	3,995	3,995
Industrial Revenue Bonds issued through the Business Finance Authority of the State of New Hampshire payable \$400 annually through 2018 with interest reset weekly (3.7% at September 29, 2007)	4,450	4,850
Industrial Revenue Bonds issued through the Erie County, New York Industrial Development Agency. Principal payments start April 2009, payable \$350 annually through April 2027. Interest payable monthly at variable tax exempt bond rate that is adjusted weekly (3.7% at September 29, 2007)	6,000	
Other	108	128
	16,035	10,349
Less current maturities	949	923
	\$ 15,086	\$ 9,426

Principal maturities of long-term debt are \$0.9 million in 2007 and 2008 and are \$1.2 million in 2009 thru 2011. No interest was capitalized in the third quarter relating to the building expansion, in East Aurora, New York, \$0.06 million was capitalized for the nine months ended September 29, 2007. No interest costs were capitalized in 2006.

At September 29, 2007 the Company had \$10.4 million outstanding on its revolving \$25 million credit facility; interest at bank prime less up to 25 basis points or LIBOR plus between 87.5 and 175 basis points. The Company is also required to pay a commitment fee of between 0.125% and 0.30% on the unused portion of the line limit

borrowing availability for the previous quarter. The Company may allocate up to \$0.5 million of its availability for the issuance of new letters of credit. At September 29, 2007, the Company had available \$14.6 million on the facility. This credit facility is collateralized by accounts receivable and inventory. The Company believes it will be compliant in the future with all the new credit facility covenants.

**12) New Accounting Pronouncements**

In September 2006, the FASB issued SFAS No. 157, Fair Value Measurements . This statement establishes a framework for measuring fair value in generally accepted accounting principles (GAAP), clarifies the definition of

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fair value within that framework, and expands disclosures about the use of fair value measurement. SFAS No. 157 is effective for fiscal years beginning after November 15, 2007. It will be effective for the Company in fiscal 2008 and interim periods within that fiscal year. The Company is in the process of determining the effect the adoption of SFAS No. 157 will have, if any, on our consolidated financial statements.

In February 2007, the FASB issued SFAS No. 159, The Fair Value Option for Financial Assets and Financial Liabilities, which allows measurement of specified financial instruments, warranty and insurance contracts at fair value on a contract by contract basis, with changes in fair value recognized in earnings in each period. SFAS 159 is effective at the beginning of the fiscal year that begins after November 15, 2007, and will be effective for the Company in fiscal 2008. The Company is in the process of determining the effect the adoption of SFAS No. 159 will have, if any, on our consolidated financial statements.

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

*(The following should be read in conjunction with Management's Discussion and Analysis of Financial Condition and Results of Operations contained in the Company's Form 10-K for the year ended December 31, 2006.)*

The following table sets forth income statement data as a percent of net sales:

	Nine Months Ended		Three Months Ended	
	Sept 29, 2007	Sept 30, 2006	Sept 29, 2007	Sept 30, 2006
Sales	100.0%	100.0%	100.0%	100.0%
Cost of products sold	72.8	77.6	73.1	78.0
Selling, general and administrative and other expense	10.3	12.1	10.3	12.5
Interest expense	0.9	0.8	1.0	0.8
Total cost and expenses	84.0	90.5	84.4	91.3
Income before taxes	16.0%	9.5%	15.6%	8.7%

**SALES**

Sales for the third quarter of 2007 increased 35.6% to \$37.7 million compared with \$27.8 million for the same period last year. The sales growth was primarily attributable to an increase in volume of our cabin electronics product line sold to the commercial transport market and increased cockpit lighting products sold to the business jet markets. Sales to the commercial transport market were \$23.1 million, as compared to \$15.0 million for the same period of 2006, an increase of \$8.1 million or 54.2 % due to volume. Increased demand by global commercial airlines for in-flight entertainment systems and in-seat power systems that utilize our cabin electronics technology drove the sales increase in the commercial transport market. Sales to the business jet market were \$7.6 million, up \$1.3 million, or 20.3%, compared with sales of \$6.3 million for the same period in 2006. The increase of sales to the business jet market was due primarily to a general increase in volume as the Business Jet OEM's production rates have increased. Additionally, many of these new aircraft contain a higher Astronics ship set content than in previous years. Sales to the military market were \$6.7 million as compared to \$6.1 million last year, an increase of \$0.6 million or 9.7%.

2007 year to date sales increased 49.0% to \$122.0 million compared with \$81.8 million for the same period last year. The sales growth was primarily attributable to an increase in volume of cabin electronics sales to the commercial transport market and increased sales of cockpit lighting and airframe power to the business jet market. Sales to the commercial transport market were up \$35.0 million, or 78.8% to \$79.4 million compared with \$44.4 million last year. The increase was a result of increased demand by global commercial airlines for in-flight entertainment systems and in-seat power systems that utilize our cabin electronics technology. Over the past



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several years, many airlines initiated programs to upgrade and refurbish the cabins on a portion of their existing fleets, installing in-flight entertainment and in-seat power systems that utilize our products. In addition, more of the new aircraft deliveries to the airlines have included in-flight entertainment and in-seat power systems that utilize our products. Sales to the business jet market were \$22.0 million, up \$5.3 million, or 31.7%, compared with \$16.7 million for the same period in 2006. Business Jet OEM's production rates have increased. Additionally, many of these new aircraft contain a higher Astronics ship set content than in previous years. Sales to the military market were flat in 2007 as compared to 2006 at \$19.7 million.

Each of the markets that we serve continues to present opportunities that we expect will provide continued growth for the Company. We are projecting 2007 revenues to be \$155 million to \$160 million, driven by a strong global and aerospace economy.

***EXPENSES AND MARGINS***

Cost of products sold as a percentage of sales decreased to 73.1% for the third quarter of 2007 as compared to 78.0% for the same period last year. That decrease was the result of the leverage provided by the sales increase offset by \$1.3 million increase of engineering and development costs. The 2007 third quarter reflects a \$0.9 million adjustment made during the quarter relating to 2007 estimated manufacturing overhead cost absorption, see footnote 1 in the Notes to Consolidated Financial Statements. The effect of this adjustment was to reduce cost of products sold by \$0.9 million for the third quarter of 2007.

Year to date cost of products sold as a percentage of sales decreased to 72.8% as compared to 77.6% for the same period last year. That decrease was the result of the leverage provided by the sales increase offset by \$3.3 million increase of engineering and development costs.

Selling, general and administrative and other (SG&A) expenses were \$3.9 million in the third quarter of 2007, up from \$3.5 million in the same period last year. As a percent of sales, SG&A expense was 10.3% for the third quarter of 2007 as compared to 12.5% for the same period in 2006 as sales grew at a faster pace than SG&A spending. The increase in total dollars was primarily due to increased wages and benefits due to increased staffing and compensation related costs.

Year to date selling, general and administrative and other (SG&A) expenses were \$12.5 million, up from \$9.9 million in the same period last year. As a percent of sales, year to date SG&A expense was 10.3% in 2007 as compared to 12.1% for the same period in 2006 as sales grew at a faster pace than SG&A spending. The increase in total dollars was primarily due to increased wages and benefits due to increased staffing and compensation related costs.

Net interest expense for the third quarter of 2007 was \$0.4 million compared to 2006 which was \$0.2 million. Net interest expense for the first nine months of 2007 was \$1.1 million compared to 2006 which was \$0.7 million. Net interest expense increased due to a combination of higher debt levels and increases in interest rates. During 2007 the Company capitalized interest relating to the expansion of its East Aurora, New York plant. 2007 year to date capitalized interest was \$0.06 million. No interest was capitalized during the third quarter of 2007 as the facility was put into service.

***TAXES***

The effective income tax rate for the third quarter of 2007 was 29.7% compared to 32.0% last year. The decreased effective rate in 2007 was primarily due to an increase in the Qualified Production Activities Deduction for 2007 and decreases in foreign and state taxes.

The 2007 year to date effective income tax rate was 32.1% compared to 36.4% last year. The decreased effective rate in 2007 was primarily due to an increase in the Qualified Production Activities Deduction for 2007 and decreases in foreign and state taxes.

The Company expects its effective tax rate to approximate the statutory rates in the future.

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***NET INCOME AND EARNINGS PER SHARE***

Net income for the third quarter of 2007 was \$4.1 million or \$0.48 per diluted share, an increase of \$2.5 million from \$1.6 million, or \$0.20 per diluted share in the third quarter of 2006.

Year to date net income was \$13.3 million or \$1.56 per diluted share, an increase of \$8.4 million from \$4.9 million, or \$0.60 per diluted share. The earnings per share increase was due to increased net income and was not significantly impacted by a change in shares outstanding.

***LIQUIDITY***

Cash provided by operating activities totaled \$1.4 million during the first nine months of 2007, as compared with cash used by operating activities of \$2.7 million during the first nine months of 2006. The change was due primarily to net income exceeding increased investment in net working capital components, primarily inventory and receivables associated with our increasing sales.

Cash used in investing activities was \$7.7 million in the first nine months of 2007, an increase of \$5.3 million compared to \$2.4 million used in the first nine months of 2006. This was due primarily to \$3.1 million spent during the first nine months on the East Aurora facility expansion and investment in machinery and equipment to add production capacity.

In the first nine months of 2007 cash provided by financing activities totaled \$7.0 million. The Company had net borrowings of \$2.3 million against its revolving credit facility to provide financing for investment in working capital components and fixed asset acquisition. Proceeds from the issuance of long term debt to finance the building expansion in East Aurora totaled \$6.0 million.

At September 29, 2007 the Company had \$10.4 million outstanding on its \$25 million revolving credit facility. The agreement is a committed two year facility through January 5, 2009. At September 29, 2007, the Company was in compliance with all of the covenants pursuant to the credit facility.

During the third quarter of 2006 the Company committed to proceed with a facility and equipment expansion to its East Aurora, NY operation. The building was substantially completed in the third quarter of 2007 and added 57,000 square feet of production capacity. When the project is complete, the cost for the building, including the initial acquisition of machinery and equipment is expected to be approximately \$7.5 million.

On April 24, 2007, to fund a portion of the expansion to its facility in East Aurora, New York and the acquisition of additional equipment to be located at such, Luminescent Systems, Inc., a subsidiary of the Company, entered into a tax exempt industrial revenue bond transaction. Under this bond transaction, the Erie County Industrial Development Agency issued on April 24, 2007 tax exempt bonds in the principal amount of \$6.0 million to pay for qualified project costs. Approximately \$3.2 million of the proceeds from this debt issuance was used immediately to pay down the unsecured revolving credit facility which was used for qualified project expenditures. The balance will be drawn as qualified project expenditures are incurred. These Bonds mature on April 1, 2027. The interest rate applicable to the Bonds is a variable tax exempt bond rate that is adjusted weekly, based upon a minimum rate of interest necessary to enable the Remarketing Agent to remarket the Bonds at par. The interest rate was 3.7% at September 29, 2007. The obligations are secured by a mortgage on the Company's facility in East Aurora, New York and a security interest in the equipment at such facility. The obligations of the Company and Luminescent Systems Inc. are also secured by a pledge by the Company of the stock of the Company's subsidiary, Astronics Advanced Electronic Systems Corp. The Company's cash needs for working capital, capital equipment and debt service during 2007 and the foreseeable future, are expected to be met by cash flows from operations, and if necessary, utilization of its revolving credit facility.

***BACKLOG***

The Company's backlog at September 29, 2007 was \$90.0 million compared with \$88.1 million at September 30, 2006.

***CONTRACTUAL OBLIGATIONS AND COMMITMENTS***

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The Company's contractual obligations and commercial commitments have not changed materially from disclosures in the Company's Form 10-K for the year ended December 31, 2006, with the exception of the \$0.7 million construction obligation at December 31, 2006 relating to the expansion project in East Aurora, NY. We believe that this obligation has been satisfied.

***MARKET RISK***

Risk due to fluctuation in interest rates is a function of the Company's floating rate debt obligations, which total approximately \$12.0 million at September 29, 2007. To partially offset this exposure, the Company entered into an interest rate swap in February 2006, on its New York Industrial Revenue Bond which effectively fixes the rate at 3.99% on this \$4.0 million obligation through January 2016. As a result, a change of 1% in interest rates would impact annual net income by less than \$0.1 million.

There have been no material changes in the current year regarding the market risk information for its exposure to currency exchange rates. The Company has limited exposure to fluctuation in Canadian currency exchange rates to the U.S. dollar.

Refer to the Company's Annual Report on Form 10-K for the year ended December 31, 2006 for a complete discussion of the Company's market risk.

***CRITICAL ACCOUNTING POLICIES***

Refer to the Company's annual report on Form 10-K for the year ended December 31, 2006 for a complete discussion of the Company's critical accounting policies. Other than the adoption of FASB Interpretation No. 48, Accounting for Uncertainty in Income Taxes an interpretation of FASB Statement No. 109 (FIN 48), (see Note 8 of the Notes to Consolidated Financial Statements) there have been no significant changes in the current year regarding critical accounting policies.

***RECENT ACCOUNTING PRONOUNCEMENTS***

In September 2006, the FASB issued SFAS No. 157, Fair Value Measurements. This statement establishes a framework for measuring fair value in generally accepted accounting principles (GAAP), clarifies the definition of fair value within that framework, and expands disclosures about the use of fair value measurement. SFAS No. 157 is effective for fiscal years beginning after November 15, 2007 and interim periods within those fiscal years. The Company is in the process of determining the effect the adoption of SFAS No. 157 will have, if any, on our consolidated financial statements.

In February 2007, the FASB issued SFAS No. 159, The Fair Value Option for Financial Assets and Financial Liabilities, which allows measurement of specified financial instruments, warranty and insurance contracts at fair value on a contract by contract basis, with changes in fair value recognized in earnings in each period. SFAS 159 is effective at the beginning of the fiscal year that begins after November 15, 2007, and will be effective for the Company in fiscal 2008. The Company is in the process of determining the effect the adoption of SFAS No. 159 will have, if any, on our consolidated financial statements.

***FORWARD-LOOKING STATEMENTS***

This Quarterly Report contains certain forward looking statements within the meaning of the Private Securities Litigation Reform Act of 1995 that involves uncertainties and risks. These statements are identified by the use of the words believes, expects, intends, anticipates, may, will, estimate, potential and words of similar import cautioned not to place undue reliance on these forward looking statements as various uncertainties and risks could cause actual results to differ materially from those anticipated in these statements. These uncertainties and risks include the success of the Company with effectively executing its plans; the timeliness of product deliveries by vendors and other vendor performance issues; changes in demand for our products from the U.S. government and other customers; the acceptance by the market of new products developed; our success in cross-selling products to different customers and markets; changes in government contracts; the state of the commercial and business jet aerospace market; the Company's success at increasing the content on current and new aircraft platforms; the level of aircraft build rates; as well as other general economic conditions and other factors.

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**Item 3. Quantitative and Qualitative Disclosures About Market Risk**

See Market Risk in Item 2, above.

**Item 4. Controls and Procedures**

The Company's management, with the participation of the Company's Chief Executive Officer and Chief Financial Officer, has evaluated the effectiveness of the Company's disclosure controls and procedures as of September 29, 2007. Based on that evaluation, the Company's Chief Executive Officer and Chief Financial Officer concluded that the Company's disclosure controls and procedures were effective as of September 29, 2007.

During the Company's 2006 year-end audit the Company became aware that its revenue recognition policy with regard to a bill and hold arrangement with one customer did not meet all of the criteria necessary to allow it to recognize revenue for the transaction while the product remained in the Company's facility. As such Management concluded that a material weakness in the Company's internal control over financial reporting existed at December 31, 2006. The Company believes it has taken appropriate action to remediate the weakness during the first quarter of 2007, which includes training with regard to bill and hold arrangements and approval of any proposed bill and hold arrangement by the CEO and CFO of the Company. There were no other material changes in the Company's internal control over financial reporting during the third quarter 2007.



**Table of Contents****PART II OTHER INFORMATION****Item 1. Legal Proceedings.**

None.

**Item 1a Risk Factors.**

In addition to other information set forth in this report, you should carefully consider the factors discussed in Part 1, Item 1A. Risk Factors, in our Annual Report on Form 10-K for the year ended December 31, 2006, which could materially affect our business, financial condition or results of operations. The risks described in our Annual Report of Form 10-K are not the only risks facing us. Additional risks and uncertainties not currently known to us or that we currently deem to be immaterial also may materially adversely affect our business, financial condition and/or results of operations.

The Company has a significant concentration of business with Panasonic Avionics Corporation. A significant reduction in sales would negatively impact our sales and earnings. We provide Panasonic with cabin electronics products which, in total were approximately 29% of revenue for the first quarter, 29% of revenue for the second quarter and 24% of revenue for the third quarter of 2007.

**Item 2. Unregistered sales of equity securities and use of proceeds.**

(c) The following table summarizes the Company's purchases of its common stock for the quarter ended September 29, 2007:

Period	(a) Total number of shares Purchased	(b) Average Price Paid per Share	(c) Total number of shares Purchased as part of Publicly Announced Plans or Programs	(d) Maximum Number of Shares that May Yet Be Purchased Under the Plans or Programs
July 1 July 28, 2007				432,956
July 29 Aug 25, 2007				432,956
Aug 26 Sept 29, 2007				432,956
Total				432,956

**Item 3. Defaults Upon Senior Securities**

None.

**Item 4. Submission of Matters to a Vote of Securities Holders.**

None.

**Item 5. Other Information.**

None.

**Item 6 Exhibits.**

Exhibit 31.1 Section 302 Certification Chief Executive Officer

Exhibit 31.2 Section 302 Certification Chief Financial Officer

Exhibit 32. Certification Pursuant to 18 U.S.C. Section 1350, as Adopted Pursuant to Section 906 of the Sarbanes-Oxley Act of 2002

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**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.

**ASTRONICS CORPORATION**

(Registrant)

Date: November 7, 2007

By: /s/ David C. Burney

David C. Burney  
Vice President-Finance and Treasurer  
(Principal Financial Officer)

Date: November 7, 2007

By: /s/ Peter J. Gundermann

Peter J. Gundermann  
President and Chief Executive Officer  
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