R F INDUSTRIES LTD Form 8-K September 01, 2004

RF INDUSTRIES, LTD.
RF Connectors/Neulink Telemetry/Bioconnect Medical

For Immediate Release

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RF Industries' Third Quarter Net Income Jumps 34% to \$0.07 Per Share On 17% Sales Gain

Nine Months Net Income More Than Doubles On 17% Increase in Sales

SAN DIEGO, CALIFORNIA, September 1, 2004 . . . RF INDUSTRIES, LTD., (NASDAQ:RFIL) today announced that net income for the third quarter of fiscal 2004 ended July 31, 2004 increased 34% to \$266,116, or \$0.07 per diluted share, compared to \$198,278, or 0.06 per diluted share, in the same quarter last year. Sales increased 17% to \$2,727,000 from \$2,337,000 in the same quarter last year.

For the nine months ended July 31, 2004, net income increased 108% to \$851,437, or \$0.23 per diluted share, compared to \$409,590, or \$0.11 per diluted share, in same period last year. Sales increased 17% to \$7,998,000 compared to \$6,830,000 in the same period last year.

"Continuing strong demand for Wi-Fi related connectors and cable products contributed to RFI's 17% sales gains for the quarter and year-to-date. Connector sales of nearly \$8,000,000 for the nine months-to-date benefited from Bioconnect product sales, which increased to \$371,000 during the same period. The acquisition of Aviel Electronics, in the fourth quarter of fiscal 2004, combined with higher Bioconnect, coaxial connector and cable product sales, should lead to record revenue in the current fiscal year," said Howard Hill, president of RF Industries.

Hill noted that the Company's recently announced acquisition of Aviel Electronics, a privately held Las Vegas, Nevada-based manufacturer and marketer of microwave and radio frequency (RF) connectors, is expected to enhance RFI's growing line of custom RF coaxial connectors. Aviel's annual sales of connector and RF products are approximately \$1,000,000.

"Neulink continues to meet with and demonstrate its NL6000 narrow-band high-speed wireless modems to customers with industrial data collection and national defense applications. Despite lower sales at Neulink, we believe this product, designed to meet new FCC regulations in the coming year, will contribute to increasing sales at Neulink in fiscal 2005," he said.

At July 31, 2004, RFI reported cash and cash equivalents of 4,518,012, working capital of 9,470,818, a 22 to 1 current ratio, no long-term debt and stockholders' equity of 9,905,238, or 3.31 per share.

About RF Industries

RF Industries' Connector division designs and distributes radio frequency (RF) coaxial connectors and cable assemblies used for Wi-Fi, PCS, radio, test instruments, computer networks and antenna devices. Connector's Bioconnect Medical cable operation designs, manufactures and distributes specialized electrical cabling and interconnect products to the medical monitoring market. The Company's Neulink business designs and markets wireless digital data transmission products for industrial monitoring, wide area networks, GPS tracking and locations systems.

The statements contained in this release which are not historical facts may be deemed to contain forward-looking statements with respect to events, the occurrence of which involve risks and uncertainties, including, without limitation, uncertainties detailed in the Company's Securities and Exchange Commission filings.

(tables attached)

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RF INDUSTRIES, LTD. CONDENSED STATEMENTS OF INCOME (Unaudited)

	Three Months Ended July 31,			
		2003		2003
Net sales	\$2,727,386	\$2,337,410	\$7,998,176	\$6,830,310
Cost of sales		1,151,146		3,414,791
Gross profit	1,350,019		4,020,281	3,415,519
Operating expenses:				
Engineering	120,556	178,933	337,590	565,231
Selling and general	794 , 953			
Total operating expense	915,509		2,618,257	
Operating income	434,510	322,906	1,402,024	667,013
Other income interest	2,606	1,122	9,413	17 , 227
Income before provision for income tax	437,116	324,028	1,411,437	684,240
Provision for income tax	171,000			
Net income	\$ 266,116 ======	\$ 198,278 ======		\$ 409,590 ======
Basic earnings per share	\$ 0.09			\$ 0.13
Diluted earnings per share	\$ 0.07	\$ 0.06 ======	\$ 0.23	\$ 0.11 ======

Weighted average shares outstanding

Basic	2,970,714	2,768,571	2,881,118	3,185,864
	========	========	========	========
Diluted	3,779,692	3,326,677	3,655,984	3,580,094
	========			

RF INDUSTRIES, LTD. CONDENSED BALANCE SHEETS

	July 31, 2004	October 31, 2003
ASSETS	(Unaudited)	
Current Assets		
Cash and cash equivalents	\$ 4,518,012	\$ 2,683,896
Trade accounts receivable, net	1,277,385	1,701,618
Notes receivable	12,000	12,000
Inventories	3,791,983	3,455,018
Other current assets	182,736	158,079
Deferred tax assets	135,600	135,600
Total Current Assets	9,917,716	8,146,211
Property, Equipment and tooling, net	363,519	328,124
Notes receivable from related parties	26,730	49,584
Note receivable from stockholder	70,000	70,000
Other assets	14,171	14,171
Total Assets	\$10,392,136	\$ 8,608,090

LIABILITIES AND STOCKHOLDERS' EQUITY

Current liabilities

Accounts payable \$	5	184,511	\$ 181,637
Accrued expenses		262,387	•
Total current liabilities		446,898	
Deferred tax liabilities		40,000	•
Total Liabilities		486,898	
Commitments and Contingencies			
Stockholders' Equity Common stock, authorized 10,000,000 shares of \$0.01 par value; 3,002,607 and 2,692,683 shares issued		30,026	26,927
Additional paid-in capital	3	,410,637	2,418,033
Retained earnings	6	,485,242	5,633,805
Treasury stock, at cost 6,000 shares		(20,667)	(20,667)
Total stockholders' equity	9	,905,238	8,058,098
Total liabilities and stockholders' equity \$,392,136 ======	8,608,090 ======