

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 July 31, 2004 or

☐ TRANSACTION REPORT PURSUANT TO SECTION 13 OR 15(d) OF
THE SECURITIES EXCHANGE ACT OF 1934

For the transition period from _____ to _____

Commission file number 1-4604

HEICO CORPORATION
(Exact name of registrant as specified in its charter)

FLORIDA 65-0341002
(State or other jurisdiction of (I.R.S. Employer Identification No.)
incorporation or organization)

3000 Taft Street, Hollywood, Florida 33021
(Address of principal executive offices) (Zip Code)

(954) 987-4000
(Registrant's telephone number, including area code)

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 (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 ☒ No ☐

Indicate by check mark whether the registrant is an accelerated filer
(as defined in Rule 12b-2 of the Exchange Act).

Yes ☒ No ☐

The number of shares outstanding of each of the registrant's classes of
common stock as of August 25, 2004:

Common Stock, \$.01 par value	9,871,963 shares
Class A Common Stock, \$.01 par value	14,308,410 shares

HEICO CORPORATION

INDEX TO QUARTERLY REPORT ON FORM 10-Q

PAGE NO

PART I. FINANCIAL INFORMATION:

Item 1.	Condensed Consolidated Balance Sheets (unaudited) as of July 31, 2004 and October 31, 2003.....	2
	Condensed Consolidated Statements of Operations (unaudited) for the nine months and three months ended July 31, 2004 and 2003.....	3
	Condensed Consolidated Statements of Cash Flows (unaudited) for the nine months ended July 31, 2004 and 2003.....	4
	Notes to Condensed Consolidated Financial Statements (unaudited).....	5
Item 2.	Management's Discussion and Analysis of Financial Condition and Results of Operations.....	15
Item 3.	Quantitative and Qualitative Disclosures about Market Risks.....	25
Item 4.	Controls and Procedures.....	26

PART II. OTHER INFORMATION:

Item 2.	Unregistered Sales of Equity Securities, Use of Proceeds and Issuer Purchases of Equity Securities.....	27
---------	--	----

Item 6. Exhibits.....	27
SIGNATURE.....	28

PART I. ITEM 1. FINANCIAL INFORMATION
HEICO CORPORATION AND SUBSIDIARIES
CONDENSED CONSOLIDATED BALANCE SHEETS - UNAUDITED

	JULY 31, 2004	OCTOBER 31, 2003
	-----	-----
ASSETS		
Current assets:		
Cash and cash equivalents	\$ 8,270,000	\$ 4,321,000
Accounts receivable, net	31,502,000	28,820,000
Inventories	48,977,000	51,240,000
Prepaid expenses and other current assets	5,319,000	6,231,000
Deferred income taxes	5,105,000	3,872,000
	-----	-----
Total current assets	99,173,000	94,484,000
Property, plant and equipment, net	36,799,000	35,537,000
Goodwill	216,801,000	188,700,000
Other assets	15,862,000	14,523,000
	-----	-----
Total assets	\$ 368,635,000	\$ 333,244,000
	=====	=====
LIABILITIES AND SHAREHOLDERS' EQUITY		
Current liabilities:		
Current maturities of long-term debt	\$ 58,000	\$ 29,000
Trade accounts payable	6,716,000	7,475,000
Accrued expenses and other current liabilities	18,091,000	14,362,000
Income taxes payable	871,000	820,000
	-----	-----
Total current liabilities	25,736,000	22,686,000
Long-term debt, net of current maturities	36,086,000	31,984,000
Deferred income taxes	15,224,000	10,337,000
Other non-current liabilities	5,795,000	6,142,000
	-----	-----
Total liabilities	82,841,000	71,149,000
	-----	-----
Minority interests in consolidated subsidiaries	43,816,000	40,577,000
	-----	-----
Commitments and contingencies (Note 13)		
Shareholders' equity:		
Preferred Stock, \$.01 par value per share; 10,000,000 shares authorized; 300,000 shares designated as Series B Junior Participating Preferred Stock and 300,000 shares designated as Series C Junior Participating Preferred Stock; none issued	--	--
Common Stock, \$.01 par value per share; 30,000,000 shares authorized; 9,871,813 and 9,690,945 shares issued and outstanding, respectively	99,000	97,000
Class A Common Stock, \$.01 par value per share; 30,000,000 shares authorized; 14,304,970 and 13,876,496 shares issued and outstanding, respectively	143,000	117,000
Capital in excess of par value	187,692,000	155,064,000
Retained earnings	54,044,000	69,172,000
	-----	-----
Total shareholders' equity	241,978,000	224,450,000
Less: Note receivable secured by Class A Common Stock	--	(2,932,000)
	-----	-----
Total shareholders' equity	241,978,000	221,518,000
	-----	-----
Total liabilities and shareholders' equity	\$ 368,635,000	\$ 333,244,000
	=====	=====

The accompanying notes are an integral part of these condensed consolidated financial statements.

HEICO CORPORATION AND SUBSIDIARIES
CONDENSED CONSOLIDATED STATEMENTS OF OPERATIONS - UNAUDITED

	NINE MONTHS ENDED JULY 31,		THREE MONTHS ENDED JULY 31,	
	2004	2003	2004	2003
Net sales	\$ 154,764,000	\$ 128,791,000	\$ 55,820,000	\$ 45,412,000
Operating costs and expenses:				
Cost of sales	100,898,000	85,978,000	36,204,000	30,276,000
Selling, general and administrative expenses	31,251,000	26,252,000	11,746,000	9,035,000
Total operating costs and expenses	132,149,000	112,230,000	47,950,000	39,311,000
Operating income	22,615,000	16,561,000	7,870,000	6,101,000
Interest expense	(882,000)	(937,000)	(250,000)	(307,000)
Interest and other income	95,000	106,000	93,000	17,000
Life insurance proceeds	5,000,000	--	5,000,000	--
Income before income taxes and minority interests	26,828,000	15,730,000	12,713,000	5,811,000
Income tax expense	7,447,000	5,605,000	2,591,000	2,107,000
Income before minority interests	19,381,000	10,125,000	10,122,000	3,704,000
Minority interests' share of income	3,917,000	1,443,000	2,007,000	464,000
Net income	\$ 15,464,000	\$ 8,682,000	\$ 8,115,000	\$ 3,240,000
Net income per share:				
Basic	\$.64	\$.38	\$.34	\$.14
Diluted	\$.60	\$.36	\$.32	\$.13
Weighted average number of common shares outstanding:				
Basic	23,986,315	23,147,042	24,165,595	23,234,687
Diluted	25,709,844	24,409,265	25,755,455	24,463,742
Cash dividends per share	\$.050	\$.045	\$.025	\$.023

The accompanying notes are an integral part of these condensed consolidated financial statements.

HEICO CORPORATION AND SUBSIDIARIES
CONDENSED CONSOLIDATED STATEMENTS OF CASH FLOWS - UNAUDITED

	NINE MONTHS ENDED JULY 31,	
	2004	2003
Operating Activities:		
Net income	\$ 15,464,000	\$ 8,682,000
Adjustments to reconcile net income to net cash provided by operating activities:		
Depreciation and amortization	5,126,000	5,004,000
Deferred income tax provision	3,654,000	2,858,000
Minority interests' share of income	3,917,000	1,443,000
Tax benefit from stock option exercises	1,252,000	350,000
Change in estimate of product warranty liability	(491,000)	--
Restructuring expense related to inventory write-downs	350,000	--
Changes in assets and liabilities, net of acquisitions:		
(Increase) decrease in accounts receivable	(897,000)	1,400,000
Decrease in inventories	2,459,000	1,258,000
Increase in prepaid expenses and other current assets	(867,000)	(489,000)
Increase (decrease) in trade accounts payables, accrued expenses and other current liabilities	2,584,000	(2,869,000)
Increase in income taxes payable	51,000	545,000
Other	2,000	(71,000)
Net cash provided by operating activities	32,604,000	18,111,000
Investing Activities:		
Acquisitions and related costs, net of cash acquired	(28,064,000)	(1,530,000)
Capital expenditures	(3,442,000)	(3,137,000)
Other	(1,159,000)	197,000
Net cash used in investing activities	(32,665,000)	(4,470,000)
Financing Activities:		
Borrowings (payments) on revolving credit facilities, net	4,000,000	(12,000,000)
Cash dividends paid	(1,201,000)	(1,055,000)
Proceeds from stock option exercises	712,000	535,000
Other	499,000	(925,000)
Net cash provided by (used in) financing activities	4,010,000	(13,445,000)
Net increase in cash and cash equivalents	3,949,000	196,000
Cash and cash equivalents at beginning of year	4,321,000	4,539,000
Cash and cash equivalents at end of period	\$ 8,270,000	\$ 4,735,000

The accompanying notes are an integral part of these condensed consolidated financial statements.

HEICO CORPORATION AND SUBSIDIARIES
NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS - UNAUDITED

1. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

BASIS OF PRESENTATION

The accompanying unaudited condensed consolidated financial statements of HEICO Corporation and its subsidiaries (the Company) have been prepared in conformity with accounting principles generally accepted in the United States of America for interim financial information and in accordance with the instructions to Form 10-Q. Therefore, the condensed consolidated financial statements do not include all information and footnotes normally included in annual consolidated financial statements and should be read in conjunction with the consolidated financial statements and notes thereto included in the Company's Annual Report on Form 10-K for the year ended October 31, 2003. The October 31, 2003 Condensed Consolidated Balance Sheet has been derived from the Company's audited consolidated financial statements. In the opinion of management, the unaudited condensed consolidated financial statements contain all adjustments (consisting of only normal recurring accruals) necessary for a fair presentation of the condensed consolidated balance sheets, statements of operations and statements of cash flows for such interim periods presented. The results of operations for the nine months ended July 31, 2004 are not necessarily indicative of the results which may be expected for the entire fiscal year.

RECLASSIFICATIONS

Certain amounts in the prior year's financial statements have been reclassified to conform to the current year presentation.

STOCK DIVIDEND

In December 2003, the Company's Board of Directors declared a 10% stock dividend on both its Common Stock and its Class A Common Stock that was paid in shares of Class A Common Stock on January 16, 2004 to shareholders of record as of January 6, 2004. All common stock share and per share information has been adjusted retroactively to give effect to the stock dividend.

STOCK BASED COMPENSATION

The Company accounts for stock-based employee compensation using the intrinsic value method. Accordingly, compensation expense has been recorded in the accompanying condensed consolidated financial statements for any stock options granted below the fair market value of the underlying stock as of the date of grant. The following table illustrates the pro forma effects on net income and net income per share as if the Company had applied the fair-value recognition provisions (an alternative method) to stock-based employee compensation. The fair value of each option grant is estimated as of the date of grant using the Black-Scholes option-pricing model.

	NINE MONTHS ENDED JULY 31,		THREE MONTHS ENDED JULY 31,	
	2004	2003	2004	2003
Net income, as reported	\$ 15,464,000	\$ 8,682,000	\$ 8,115,000	\$ 3,240,000
Add: Stock-based employee compensation expense included in reported net income, net of related tax effects	1,000	3,000	--	1,000
Deduct: Total stock-based employee compensation expense determined under a fair-value method for all awards, net of related tax effects	(1,111,000)	(1,280,000)	(334,000)	(416,000)
Pro forma net income	<u>\$ 14,354,000</u>	<u>\$ 7,405,000</u>	<u>\$ 7,781,000</u>	<u>\$ 2,825,000</u>
Net income per share:				
Basic - as reported	\$.64	\$.38	\$.34	\$.14
Basic - pro forma	\$.60	\$.32	\$.32	\$.12
Diluted - as reported	\$.60	\$.36	\$.32	\$.13
Diluted - pro forma	\$.56	\$.30	\$.30	\$.12

NEW ACCOUNTING PRONOUNCEMENT

In January 2003, the FASB issued FASB Interpretation No. 46 (FIN 46), "Consolidation of Variable Interest Entities." This Interpretation, which was revised in December 2003, clarifies the application of Accounting Research Bulletin No. 51, "Consolidated Financial Statements," to certain entities in which equity investors do not have the characteristics of a controlling financial interest or do not have sufficient equity at risk for the entity to finance its activities without additional subordinated financial support from other parties. FIN 46 requires an enterprise to consolidate a variable interest entity if that enterprise will absorb a majority of the entity's expected losses, is entitled to receive a majority of the entity's expected residual returns, or both. FIN 46 also requires disclosures about unconsolidated variable interest entities in which an enterprise holds a significant variable interest. FIN 46 was immediately effective for variable interest entities created or entered into after January 31, 2003 and is effective in the first reporting period ending after December 15, 2003 for variable interest entities in which an enterprise holds a variable interest that it acquired before February 1, 2003. The adoption of FIN 46 did not have a material effect on the Company's results of operations or financial position.

2. ACQUISITION

In December 2003, the Company, through its HEICO Electronic Technologies Corp. subsidiary, acquired an 80% interest in the assets and business of Sierra Microwave Technology, Inc., (Sierra). Under the transaction, the Company formed a new subsidiary, Sierra Microwave Technology, LLC (Sierra LLC), which acquired substantially all of the assets and assumed certain liabilities of Sierra. The new subsidiary is owned 80% by the Company and 20% by certain members of Sierra's management group. The results of operations of Sierra LLC were

included in the Company's results of operations effective December 2003. The purchase price was paid principally in cash using proceeds from the Company's revolving credit facility and with some shares of the Company's Class A Common Stock. The purchase price of the acquisition was not significant to the Company's condensed consolidated financial statements and the pro forma consolidated operating results assuming Sierra had been acquired as of the beginning of fiscal 2004 would not have been materially different from the reported results. The allocation of the purchase price to the acquired net assets is preliminary while the Company obtains final information regarding the fair value of assets acquired and liabilities assumed. Sierra LLC is engaged in the design and manufacture of certain niche microwave components used in satellites and military products.

3. SELECTED FINANCIAL STATEMENT INFORMATION

ACCOUNTS RECEIVABLE

	JULY 31, 2004	OCTOBER 31, 2003
	-----	-----
Accounts receivable	\$ 32,105,000	\$ 29,455,000
Less: Allowance for doubtful accounts	(603,000)	(635,000)
	-----	-----
Accounts receivable, net	\$ 31,502,000	\$ 28,820,000
	=====	=====

COSTS AND ESTIMATED EARNINGS ON UNCOMPLETED PERCENTAGE-OF-COMPLETION OF CONTRACTS

	JULY 31, 2004	OCTOBER 31, 2003
	-----	-----
Costs incurred on uncompleted contracts	\$ 14,885,000	\$ 9,635,000
Estimated earnings	10,795,000	7,861,000
	-----	-----
	25,680,000	17,496,000
Less: Billings to date	(23,658,000)	(15,223,000)
	-----	-----
	\$ 2,022,000	\$ 2,273,000
	=====	=====
Included in accompanying condensed consolidated balance sheets under the following captions:		
Accounts receivable, net (costs and estimated earnings in excess of billings)	\$ 2,800,000	\$ 3,520,000
Accrued expenses and other current liabilities (billings in excess of costs and estimated earnings)	(778,000)	(1,247,000)
	-----	-----
	\$ 2,022,000	\$ 2,273,000
	=====	=====

Changes in estimates on long-term contracts accounted for under the percentage-of-completion method did not have a significant impact on net income or diluted net income per share in the nine months and three months ended July 31, 2004 and 2003.

INVENTORIES

	JULY 31, 2004	OCTOBER 31, 2003
	-----	-----
Finished products	\$ 25,388,000	\$ 28,958,000
Work in process	9,855,000	9,333,000
Materials, parts, assemblies and supplies	13,734,000	12,949,000
	-----	-----
Total inventories	\$ 48,977,000	\$ 51,240,000
	=====	=====

Inventories related to long-term contracts were not significant as of July 31, 2004 and October 31, 2003. Amounts set forth above are net of write-downs to reduce slow-moving inventories to estimated net realizable values.

PROPERTY, PLANT AND EQUIPMENT

	JULY 31, 2004	OCTOBER 31, 2003
	-----	-----
Land	\$ 2,157,000	\$ 1,750,000
Buildings and improvements	19,902,000	18,981,000
Machinery and equipment	46,777,000	43,629,000
Construction in progress	1,942,000	1,623,000
	-----	-----
	70,778,000	65,983,000
Less: Accumulated depreciation	(33,979,000)	(30,446,000)
	-----	-----
Property, plant and equipment, net	\$ 36,799,000	\$ 35,537,000
	=====	=====

4. GOODWILL AND OTHER INTANGIBLE ASSETS

The Company has two operating segments: the Flight Support Group (FSG) and the Electronic Technologies Group (ETG). Changes in the carrying amount of goodwill by operating segment for the nine months ended July 31, 2004 are as follows:

	SEGMENT		CONSOLIDATED
	FSG	ETG	TOTALS
	-----	-----	-----
Balances as of October 31, 2003	\$ 119,729,000	\$ 68,971,000	\$ 188,700,000
Goodwill acquired	--	27,510,000	27,510,000
Adjustments to goodwill	525,000	66,000	591,000
	-----	-----	-----
Balances as of July 31, 2004	\$ 120,254,000	\$ 96,547,000	\$ 216,801,000
	=====	=====	=====

The goodwill acquired during the period is a result of the Company's acquisition, through a subsidiary, of an 80% interest in the assets and business of Sierra (see Note 2 - Acquisition). Adjustments to goodwill consist primarily of additional purchase price payments and contingent purchase price payments to previous owners of acquired businesses.

Other intangible assets are recorded within Other Assets in the accompanying Condensed Consolidated Balance Sheets. Other intangible assets subject to amortization consist primarily of licenses, patents, and non-compete covenants. The gross carrying amount and accumulated amortization of other intangible assets was \$1,455,000 and \$231,000 respectively, as of July 31, 2004. Amortization expense of other intangible assets for the nine months and three months ended July 31, 2004 was \$84,000 and \$30,000 respectively. Amortization expense of other intangible assets for the fiscal year ending October 31, 2004 is estimated to be \$114,000. Amortization expense for each of the next five fiscal years is estimated to be \$130,000 in fiscal 2005, \$130,000 in fiscal 2006, \$126,000 in fiscal 2007, \$111,000 in fiscal 2008 and \$93,000 in fiscal 2009.

5. LONG-TERM DEBT

Long-term debt consists of:

	JULY 31, 2004	OCTOBER 31, 2003
	-----	-----
Borrowings under revolving credit facility	\$ 34,000,000	\$ 30,000,000
Industrial Development Revenue Refunding Bonds - Series 1988	1,980,000	1,980,000
Capital leases and equipment loans	164,000	33,000
	-----	-----
	36,144,000	32,013,000
Less: Current maturities of long-term debt	(58,000)	(29,000)
	-----	-----
	\$ 36,086,000	\$ 31,984,000
	=====	=====

As of July 31, 2004 and October 31, 2003, the Company had a total of \$34 million and \$30 million, respectively, borrowed under its \$120 million revolving credit facility at weighted average interest rates of 2.7% and 2.6%, respectively. In April 2004, the Company extended the revolving credit term by one year to May 2007. The revolving credit facility contains both financial and non-financial covenants. As of July 31, 2004, the Company was in compliance with all such covenants.

The interest rates on the Series 1988 industrial development revenue bonds were 1.1% and 1.2% as of July 31, 2004 and October 31, 2003, respectively. In January 2004, the Company extended the expiration date of its \$2.0 million letter of credit that secures the payment of the 1988 industrial development revenue bonds to April 2008.

6. SHAREHOLDERS' EQUITY

Changes in consolidated shareholders' equity for the nine months ended July 31, 2004 are as follows:

	COMMON STOCK	CLASS A COMMON STOCK	CAPITAL IN EXCESS OF PAR VALUE	RETAINED EARNINGS	NOTE RECEIVABLE
	-----	-----	-----	-----	-----
Balances as of October 31, 2003	\$ 97,000	\$ 117,000	\$ 155,064,000	\$ 69,172,000	\$ (2,932,000)
10% stock dividend on Common Stock and Class A Common Stock paid in shares of Class A Common Stock (Note 1)	--	22,000	29,342,000	(29,393,000)	--
Net income	--	--	--	15,464,000	--
Shares issued in connection with business acquisition (Note 2)	--	3,000	2,997,000	--	--
Proceeds from shares sold in connection with business acquisition (Note 13)	--	--	--	--	1,259,000
Adjustment to guaranteed resale value of shares issued in connection with business acquisition (Note 13)	--	--	(1,673,000)	--	1,673,000
Cash dividends (\$.05 per share)	--	--	--	(1,201,000)	--
Tax benefit from stock option exercises	--	--	1,252,000	--	--
Exercises of stock options	2,000	2,000	708,000	--	--
Other	--	(1,000)	2,000	2,000	--
	-----	-----	-----	-----	-----
Balances as of July 31, 2004	\$ 99,000	\$ 143,000	\$ 187,692,000	\$ 54,044,000	\$ --
	=====	=====	=====	=====	=====

7. RESEARCH AND DEVELOPMENT EXPENSES

Cost of Sales for the nine months ended July 31, 2004 and 2003 includes approximately \$6.8 million and \$6.5 million, respectively, of new product research and development expenses. New product research and development expenses for both the three months ended July 31, 2004 and 2003 were \$2.3 million. The expenses are net of reimbursements pursuant to research and development cooperation and joint venture agreements, which were not significant.

8. RESTRUCTURING EXPENSES

In July 2004, the Company incurred \$600,000 of restructuring expenses within certain subsidiaries of the Flight Support Group that provide repair and overhaul services ("repair and overhaul subsidiaries"). The restructuring expenses include \$350,000 of inventory write-downs, which were recorded within Cost of Sales in the accompanying Condensed Consolidated Statements of Operations, and \$250,000 of management hiring/relocation related expenses that were recorded within Selling, General and Administrative Expenses. The inventory written down is related to older generation aircraft for which repair and overhaul services are being discontinued by the Company. The repair and overhaul subsidiaries' restructuring expenses decreased net income (after income taxes and the minority interest's share of the expenses) for the nine months and three months ended July 31, 2004 by \$301,000, or \$.01 per diluted share.

The following table summarizes the restructuring expenses and associated accrual:

	INVENTORY WRITE-DOWNS	MANAGEMENT HIRING / RELOCATION RELATED EXPENSES	TOTALS
Balances as of April 30, 2004	\$ --	\$ --	\$ --
Restructuring expenses	350,000	250,000	600,000
Cash payments	--	--	--
Non-cash amount	(350,000)	--	(350,000)
Balances as of July 31, 2004	\$ --	\$ 250,000	\$ 250,000

The accrued restructuring expenses are included within Accrued Expenses and Other Current Liabilities in the accompanying Condensed Consolidated Balance Sheets.

The repair and overhaul subsidiaries' restructuring plan is expected to result in additional expenses estimated to aggregate approximately \$400,000 - \$600,000. The additional expenses include contract termination costs, including the lease termination on a facility, and other associated costs principally consisting of moving costs related to the consolidation of two repair and overhaul facilities and one-time employee termination/hiring benefits. These additional restructuring expenses are expected to be incurred and/or recognized under the provisions of SFAS No. 146, "Accounting for Costs Associated with Exit or Disposal Activities" over the fourth quarter of fiscal 2004 and first quarter of fiscal 2005.

9. LIFE INSURANCE PROCEEDS

In July 2004, the Company received \$5.0 million in proceeds from the death benefit of a key-person life insurance policy maintained by a subsidiary of the Flight Support Group that provides repair and overhaul services. The life insurance proceeds increased net income (after the minority interest's share of the income) for the nine months and three months ended July 31, 2004 by \$4.0 million, or \$.16 per diluted share.

10. INCOME TAX EXPENSE

The Company's effective tax rates of 27.8% and 20.4% for the nine months and three months ended July 31, 2004 are substantially lower than the effective tax rates for the respective periods of the prior year as the \$5.0 million in life insurance proceeds received in July 2004 (see Note 9 - Life Insurance Proceeds) and the minority interests' share of the income of Sierra LLC are excluded from the Company's income that is subject to income taxes.

11. NET INCOME PER SHARE

The following table sets forth the computation of basic and diluted net income per share for the nine months and three months ended July 31:

	NINE MONTHS ENDED JULY 31,		THREE MONTHS ENDED JULY 31,	
	2004	2003	2004	2003
Numerator:				
Net income	\$ 15,464,000	\$ 8,682,000	\$ 8,115,000	\$ 3,240,000
	=====	=====	=====	=====
Denominator:				
Weighted average common shares outstanding - basic	23,986,315	23,147,042	24,165,595	23,234,687
Effect of dilutive stock options	1,723,529	1,262,223	1,589,860	1,229,055
	-----	-----	-----	-----
Weighted average common shares outstanding - diluted	25,709,844	24,409,265	25,755,455	24,463,742
	=====	=====	=====	=====
Net income per share - basic	\$.64	\$.38	\$.34	\$.14
Net income per share - diluted	\$.60	\$.36	\$.32	\$.13
Anti-dilutive stock options excluded	577,136	2,389,587	591,773	2,333,632

12. OPERATING SEGMENTS

Information on the Company's two operating segments, the Flight Support Group (FSG), consisting of HEICO Aerospace Holdings Corp. and its subsidiaries, and the Electronic Technologies Group (ETG), consisting of HEICO Electronic Technologies Corp. and its subsidiaries, for the nine months and three months ended July 31, 2004 and 2003, respectively, is as follows:

	SEGMENT		OTHER, PRIMARILY CORPORATE AND INTERSEGMENT	CONSOLIDATED TOTALS
	FSG	ETG		
For the nine months ended July 31, 2004:				
Net sales	\$ 112,053,000	\$ 42,825,000	\$ (114,000)	\$ 154,764,000
Depreciation and amortization	3,501,000	1,294,000	331,000	5,126,000
Operating income	17,344,000 /(a)/	9,615,000 /(b)/	(4,344,000)	22,615,000
Capital expenditures	2,016,000	1,421,000	5,000	3,442,000
For the nine months ended July 31, 2003:				
Net sales	\$ 95,004,000	\$ 34,102,000	\$ (315,000)	\$ 128,791,000
Depreciation and amortization	3,684,000	1,012,000	308,000	5,004,000
Operating income	14,336,000	5,374,000	(3,149,000)	16,561,000
Capital expenditures	902,000	2,231,000	4,000	3,137,000
For the three months ended July 31, 2004:				
Net sales	\$ 40,086,000	\$ 15,743,000	(\$9,000)	\$ 55,820,000
Depreciation and amortization	1,156,000	450,000	105,000	1,711,000
Operating income	6,006,000 /(a)/	3,428,000 /(b)/	(1,564,000)	7,870,000
Capital expenditures	850,000	370,000	2,000	1,222,000
For the three months ended July 31, 2003:				
Net sales	\$ 32,742,000	\$ 12,814,000	\$ (144,000)	\$ 45,412,000
Depreciation and amortization	1,202,000	375,000	155,000	1,732,000
Operating income	4,797,000	2,702,000	(1,398,000)	6,101,000
Capital expenditures	366,000	428,000	--	794,000

/(a)/ Includes \$600,000 of restructuring expenses (See Note 8 - Restructuring Expenses).

/(b)/ Includes \$235,000 of litigation-related expenses (See Note 13 - Commitments and Contingencies - Litigation).

The total assets held by each operating segment as of July 31, 2004 and October 31, 2003 is as follows:

	SEGMENT		OTHER, PRIMARILY CORPORATE	CONSOLIDATED TOTALS
	FSG	ETG		
Total assets as of July 31, 2004	\$ 215,337,000	\$ 134,250,000	\$ 19,048,000	\$ 368,635,000
Total assets as of October 31, 2003	214,292,000	103,798,000	15,154,000	333,244,000

13. COMMITMENTS AND CONTINGENCIES

GUARANTEES

The Company has arranged for standby letters of credit aggregating to \$1.2 million to meet the security requirement of its insurance company for potential workers' compensation claims and one of the Company's subsidiaries has guaranteed its performance related to a customer contract through a \$0.5 million letter of credit expiring July 2004. These letters of credit are supported by the Company's \$120 million revolving credit facility. In addition, the Company's industrial development revenue bonds are secured by a \$2.0 million letter of credit expiring April 2008 and a mortgage on the related properties pledged as collateral.

The Company's accounting policy for product warranties is to accrue an estimated liability at the time of shipment. Warranty reserves are included in Accrued Expenses and Other Current Liabilities in the accompanying Condensed Consolidated Balance Sheets. The amount recognized is based on historical claims cost experience. Based on an analysis of such cost experience, the Company reduced its estimated warranty liability in the first quarter of fiscal 2004. Changes in the product warranty liability for the nine months ended July 31, 2004 are as follows:

Balance as of October 31, 2003	\$ 633,000
Change in estimate of warranty liability	(491,000)
Accruals for warranties	121,000
Warranty claims settled	(110,000)

Balance as of July 31, 2004	\$ 153,000
	=====

As partial consideration in the acquisition of Inertial Airline Services, Inc. (IAS) in August 2001, the Company issued \$5 million in HEICO Class A Common Stock (318,960 shares) and guaranteed that the resale value of such Class A Common Stock would be at least \$5 million through August 31, 2004. Concurrent with the acquisition, the Company loaned the seller \$5 million, which was due August 31, 2004 and secured by the 318,960 shares of HEICO Class A Common Stock. The loan has been shown as a reduction of shareholders' equity in the Company's Condensed Consolidated Balance Sheets under the caption, "Note Receivable Secured by Class A Common Stock." In October 2003, the seller sold 220,000 shares of the HEICO Class A Common Stock and the Company received net proceeds of \$2.1 million to reduce the note receivable. In the second quarter of fiscal 2004, the Company received net proceeds of \$1.2 million from the seller upon the sale of the remaining 98,960 shares of the HEICO Class A Common Stock. Pursuant to the Company's guarantee that the aggregate resale value of the 318,960 shares of Class A Common Stock would be at least \$5 million, the \$1.7 million difference between the guaranteed value and the \$3.3 million of aggregate net proceeds (\$2.1 million received in October 2003 and \$1.2 million received in the second quarter of 2004) from the sales of the Class A Common Stock has been recorded as a reduction of both capital in excess of par value and the note receivable.

As part of the agreement to acquire an 80% interest in Sierra (see Note 2 - Acquisition), the Company has the right to purchase the minority interests in approximately ten years, or sooner under certain conditions, and the minority holders have the right to cause the Company to purchase their interests commencing in approximately five years, or sooner under certain conditions.

LITIGATION

The Company is involved in various legal actions arising in the normal course of business. Based upon the Company's and its legal counsel's evaluations of any claims or assessments, management is of the opinion that the outcome of these matters will not have a material adverse effect on the Company's condensed consolidated financial statements.

In the third quarter of fiscal 2004, the Company incurred \$235,000 of legal and other costs related to litigation brought by a subsidiary of the Electronic Technologies Group against two former employees for breach of contract and other possible causes of action against the former employees and others. The litigation-related expenses, which were recorded within Selling, General and Administrative Expenses in the accompanying Condensed Consolidated Statements of Operations, decreased net income for the nine months and three months ended July 31, 2004 by \$148,000, or \$.01 per diluted share.

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

OVERVIEW

This discussion of our financial condition and results of operations should be read in conjunction with our condensed consolidated financial statements and notes thereto included herein. The preparation of consolidated financial statements in conformity with accounting principles generally accepted in the United States of America requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities and disclosure of contingent assets and liabilities as of the date of the consolidated financial statements and the reported amounts of revenues and expenses during the reporting period. Actual results could differ materially from those estimates if different assumptions were used or different events ultimately transpire.

The Company's critical accounting policies, some of which require management to make judgments about matters that are inherently uncertain, are described in Item 7, "Management's Discussion and Analysis of Financial Condition and Results of Operations," under the heading "Critical Accounting Policies" in the Company's Annual Report on Form 10-K for the year ended October 31, 2003.

The Company has two operating segments: the Flight Support Group (FSG), consisting of HEICO Aerospace Holdings Corp. (HEICO Aerospace) and its subsidiaries, and the Electronic Technologies Group (ETG), consisting of HEICO Electronic Technologies Corp. and its subsidiaries.

The Company acquired an 80% interest in Sierra Microwave Technology, Inc. (Sierra) in December 2003 through its ETG (see Note 2 to the Condensed Consolidated Financial Statements). The purchase price of the acquisition was not significant to the Company's condensed consolidated financial statements and the pro forma consolidated results assuming Sierra had been acquired as of the beginning of fiscal 2004 would not have been materially different from the reported results. However, the operating results of Sierra have had a positive impact on the ETG, the smaller of the Company's two operating segments, as further explained below.

RESULTS OF OPERATIONS

The following table sets forth the results of the Company's operations; net sales and operating income by segment; and the percentage of net sales represented by the respective items in the accompanying Condensed Consolidated Statements of Operations.

	NINE MONTHS ENDED JULY 31,		THREE MONTHS ENDED JULY 31,	
	2004	2003	2004	2003
Net sales	\$ 154,764,000	\$ 128,791,000	\$ 55,820,000	\$ 45,412,000
Cost of sales	100,898,000	85,978,000	36,204,000	30,276,000
Selling, general and administrative expenses	31,251,000	26,252,000	11,746,000	9,035,000
Total operating costs and expenses	132,149,000	112,230,000	47,950,000	39,311,000
Operating income	\$ 22,615,000	\$ 16,561,000	\$ 7,870,000	\$ 6,101,000
Net sales by segment:				
Flight Support Group	\$ 112,053,000	\$95,004,000	\$ 40,086,000	\$ 32,742,000
Electronic Technologies Group	42,825,000	34,102,000	15,743,000	12,814,000
Intersegment sales	(114,000)	(315,000)	(9,000)	(144,000)
	\$ 154,764,000	\$ 128,791,000	\$ 55,820,000	\$ 45,412,000
Operating income by segment:				
Flight Support Group	\$17,344,000 /(a)/	\$ 14,336,000	\$ 6,006,000 /(a)/	\$ 4,797,000
Electronic Technologies Group	9,615,000 /(b)/	5,374,000	3,428,000 /(b)/	2,702,000
Other, primarily corporate	(4,344,000)	(3,149,000)	(1,564,000)	(1,398,000)
	\$ 22,615,000	\$ 16,561,000	\$ 7,870,000	\$ 6,101,000

/(a)/ Includes \$600,000 of restructuring expenses as discussed below.

/(b)/ Includes \$235,000 of litigation-related expenses as discussed below.

Net sales	100.0%	100.0%	100.0%	100.0%
Gross profit	34.8%	33.2%	35.1%	33.3%
Selling, general and administrative expenses	20.2%	20.4%	21.0%	19.9%
Operating income	14.6%	12.9%	14.1%	13.4%
Interest expense	0.6%	0.7%	0.4%	0.7%
Interest and other income	0.1%	0.1%	0.2%	--
Life insurance proceeds	3.2%	--	9.0%	--
Income tax expense	4.8%	4.4%	4.6%	4.6%
Minority interests' share of income	2.5%	1.1%	3.6%	1.0%
Net income	10.0%	6.7%	14.5%	7.1%

COMPARISON OF FIRST NINE MONTHS OF FISCAL 2004 TO FIRST NINE MONTHS OF FISCAL 2003

Net Sales

Net sales for the first nine months of fiscal 2004 increased by 20.2% to \$154.8 million, as compared to net sales of \$128.8 million for the first nine months of fiscal 2003. The increase in net sales reflects an increase of \$17.0 million (a 17.9% increase) to \$112.1 million in sales within the FSG, and an increase of \$8.7 million (a 25.6% increase) to \$42.8 million in sales within the ETG. The FSG's sales increase primarily reflects improved demand for its aftermarket replacement parts and repair and overhaul services, which reflects continuing recovery within the commercial airline industry, as well as increased sales of new products. The increase in sales within the ETG primarily resulted from the acquisition of Sierra in December 2003.

The Company's net sales for the first nine months of fiscal 2004 by market approximated 65% from the commercial aviation industry, 23% from the defense and space industries and 12% from other markets including industrial, medical, electronics and telecommunications. Net sales for the first nine months of fiscal 2003 by market approximated 69% from the commercial aviation industry, 21% from the defense and space industries and 10% from other markets.

Gross Profits and Operating Expenses

In the third quarter of fiscal 2004, the Company incurred \$600,000 of restructuring expenses within certain subsidiaries of the FSG that provide repair and overhaul services ("repair and overhaul subsidiaries"). The restructuring expenses include \$350,000 of inventory write-downs, which were recorded within Cost of Sales, and \$250,000 of management hiring/relocation related expenses that were recorded within Selling, General and Administrative (SG&A) expenses. The Company also incurred \$235,000 of legal and other costs related to litigation brought by a subsidiary of the ETG against two former employees for breach of contract and other possible causes of action against the former employees and others, which were recorded within SG&A expenses in the third quarter of fiscal 2004. The restructuring expenses and litigation-related expenses decreased net income by \$449,000, or \$.02 per diluted share, for the first nine months of fiscal 2004. For more information on the restructuring plan, see the Outlook section below and Note 8 to the Condensed Consolidated Financial Statements.

The Company's gross profit margin improved to 34.8% for the first nine months of fiscal 2004 as compared to 33.2% for the first nine months of fiscal 2003, reflecting higher margins within the ETG offset by a small decrease in the FSG's gross profit margin. The ETG's gross profit margin increase was primarily due to the acquisition of Sierra and sales of higher margin products. The FSG's gross profit margin decrease was principally due to higher costs from write-offs of excess inventory in the first quarter of fiscal 2004 and the restructuring expenses referred to above, partially offset by a reduction of the product warranty reserve and lower research and development expenses as a percentage of net sales. Consolidated cost of sales for the first nine months of fiscal 2004 and fiscal 2003 includes approximately \$6.8 million and \$6.5 million, respectively, of new product research and development expenses.

SG&A expenses were \$31.3 million and \$26.3 million for the first nine months of fiscal 2004 and fiscal 2003, respectively. The increase in SG&A expenses reflects higher sales within the FSG, the acquisition of Sierra, an increase in Corporate expenses, and the aforementioned restructuring and litigation-related expenses. Corporate expenses in the first nine months of fiscal 2003 reflect a reversal of approximately \$400,000 of professional fees that were accrued at the end of fiscal 2002 pursuant to a contractual arrangement that was renegotiated in the first quarter of fiscal 2003.

As a percentage of net sales, SG&A expenses decreased to 20.2% for the first nine months of fiscal 2004 compared to 20.4% for the first nine months of fiscal 2003. The decrease as a percentage of sales is due to higher sales volumes within the FSG and ETG, partially offset by the increased SG&A expenses discussed previously.

Operating Income

Operating income for the first nine months of fiscal 2004 increased by 36.6% to \$22.6 million, compared to operating income of \$16.6 million for the first nine months of fiscal 2003. The increase in operating income reflects an increase of \$3.0 million (a 21.0% increase) in operating income of the FSG from \$14.3 million for the first nine months of fiscal 2003 to \$17.3 million for the first nine months of fiscal 2004 reflecting the higher sales and an increase of \$4.2 million (a 78.9% increase) in operating income of the ETG from \$5.4 million for the first nine months of fiscal 2003 to \$9.6 million for the first nine months of fiscal 2004 reflecting the acquisition of Sierra. These increases were partially offset by a \$1.2 million increase in Corporate expenses reflecting an increase in general corporate costs. As a percentage of net sales, operating income increased from 12.9% in the first nine months of fiscal 2003 to 14.6% in the first nine months of fiscal 2004. The improvement in operating income as a percentage of net sales reflects an increase in the FSG's operating income as a percentage of net sales from 15.1% in the first nine months of fiscal 2003 to 15.5% in the first nine months of fiscal 2004 and an increase in the ETG's operating income as a percentage of net sales from 15.8% in the first nine months of fiscal 2003 to 22.5% in the first nine months of fiscal 2004. The increase in the FSG's operating income as a percentage of net sales reflects lower SG&A expenses as a percentage of sales, partially offset by the small decrease in gross profit margins discussed previously. The improvement in the ETG's operating income and operating income as a percentage of net sales reflects the purchase of Sierra and the increased gross margins, discussed previously.

Interest Expense

Interest expense in the first nine months of fiscal 2004 and fiscal 2003 was comparable as average borrowings outstanding and associated interest rates remained at approximately the same levels.

Interest and Other Income

Interest and other income in the first nine months of fiscal 2004 and fiscal 2003 were not material.

Life Insurance Proceeds

In the third quarter of fiscal 2004, the Company received \$5.0 million in proceeds from a key-person life insurance policy maintained by a subsidiary of the Flight Support Group. The life insurance proceeds increased net income (after the minority interest's share of the income) for the first nine months of fiscal 2004 by \$4.0 million, or \$.16 per diluted share.

Income Tax Expense

The Company's effective tax rate decreased from 35.6% for the first nine months of fiscal 2003 to 27.8% for the first nine months of fiscal 2004 as the aforementioned \$5.0 million in life insurance proceeds and the minority interests' share of the income of Sierra Microwave Technology, LLC (Sierra LLC) are excluded from the Company's income that is subject to federal income taxes.

Minority Interests' Share of Income

Minority interests' share of income of consolidated subsidiaries relates to the minority interests held in HEICO Aerospace and the 20% minority interest held in Sierra LLC. The increase from the first nine months of fiscal 2003 to the first nine months of fiscal 2004 was attributable to higher earnings of the FSG and income of Sierra LLC.

Net Income

The Company's net income was \$15.5 million, or \$.60 per diluted share, for the first nine months of fiscal 2004 compared to \$8.7 million, or \$.36 per diluted share, for the first nine months of fiscal 2003. The net impact of the life insurance proceeds reduced by the restructuring expenses and litigation-related expenses increased net income by \$3.6 million, or \$.14 per diluted share for the first nine months of fiscal 2004.

OUTLOOK

The Company reported increased sales and improved margins in its two business segments, reflecting both organic growth and growth through acquisitions.

Operating margins within the Flight Support Group continue to show year-over-year improvement despite the restructuring expenses incurred in the third quarter of fiscal 2004. The restructuring efforts will also include the consolidation of two repair and overhaul facilities and additional related costs, which are estimated to aggregate approximately \$400,000 - \$600,000 over the fourth quarter of fiscal 2004 and first quarter of fiscal 2005. The Company believes these restructuring efforts will allow it to better serve its customers while further improving operating margins.

Based on operating results for the first nine months of 2004, the current market conditions and the Company's continued success in introducing new products and services, the Company continues to target growth in fiscal 2004 sales and earnings over fiscal 2003 results.

COMPARISON OF THIRD QUARTER OF FISCAL 2004 TO THIRD QUARTER OF FISCAL 2003

Net Sales

Net sales for the third quarter of fiscal 2004 increased by 22.9% to \$55.8 million, as compared to net sales of \$45.4 million for the third quarter of fiscal 2003. The increase in net sales reflects an increase of \$7.3 million (a 22.4% increase) to \$40.1 million in sales within the FSG, and an increase of \$2.9 million (a 22.9% increase) to \$15.7 million in sales within the ETG. The FSG's sales increase primarily reflects improved demand for its aftermarket replacement parts and repair and overhaul services, which reflects continued recovery within the commercial airline industry, as well as increased sales of new products. The increase in sales within the ETG primarily resulted from the acquisition of Sierra.

Gross Profits and Operating Expenses

In the third quarter of fiscal 2004, the Company incurred \$600,000 of restructuring expenses within certain subsidiaries of the FSG that provide repair and overhaul services ("repair and overhaul subsidiaries"). The restructuring expenses include \$350,000 of inventory write-downs, which were recorded within Cost of Sales, and \$250,000 of management hiring/relocation related expenses that were recorded within Selling, General and Administrative (SG&A) expenses. The Company also incurred \$235,000 of legal and other costs related to litigation brought by a subsidiary of the ETG against two former employees for breach of contract and other possible causes of action against the former employees and others, which were recorded within SG&A expenses in the third quarter of fiscal 2004. The restructuring expenses and litigation-related expenses decreased net income by \$449,000, or \$.02 per diluted share, for the third quarter of fiscal 2004.

The Company's gross profit margin improved to 35.1% for the third quarter of fiscal 2004 as compared to 33.3% for the third quarter of fiscal 2003, reflecting higher margins within both the ETG and FSG. The ETG's gross profit margin increase was primarily due to the acquisition of Sierra and sales of higher margin products. The FSG's gross profit margin increase was due to lower research and development expenses as a percentage of sales and sales of higher margin products, partially offset by the restructuring expenses referred to above. Consolidated cost of sales for both the third quarter of fiscal 2004 and fiscal 2003 includes approximately \$2.3 million of new product research and development expenses.

SG&A expenses were \$11.7 million and \$9.0 million for the third quarter of fiscal 2004 and fiscal 2003, respectively. The increase in SG&A expenses is mainly due to higher sales within the FSG, the acquisition of Sierra and the aforementioned restructuring and litigation-related expenses. As a percentage of net sales, SG&A expenses increased to 21.0% for the third quarter of fiscal 2004 compared to 19.9% for the third quarter of fiscal 2003. The increase as a percentage of sales is due principally to the restructuring and litigation-related expenses.

Operating Income

Operating income of \$7.9 million for the third quarter of fiscal 2004 was 29.0% higher than operating income of \$6.1 million for the third quarter of fiscal 2003. The improvement in operating income reflects a \$1.2 million increase in operating income of the FSG from \$4.8 million for the third quarter of fiscal 2003 to \$6.0 million for the third quarter to fiscal 2004 and a \$0.7 million increase in operating income of the ETG from \$2.7 million for the third quarter of fiscal 2003 to \$3.4 million for the third quarter of fiscal 2004, partially offset by a \$0.2 million increase in Corporate expenses. As a percentage of net sales, operating income increased from 13.4% in the third quarter of fiscal 2003 to 14.1% in the third quarter of fiscal 2004. The increase in operating income as a percentage of net sales reflects an increase in the FSG's operating income as a percentage of net sales from 14.7% in the third quarter of fiscal 2003 to 15.0% in the third quarter of fiscal 2004 and an increase in the ETG's operating income as a percentage of net sales from 21.1% in the third quarter of fiscal 2003 to 21.8% in the third quarter of fiscal 2004. The increase in the FSG's operating income as a percentage of net sales reflects the improved gross margins discussed previously, partially offset by higher SG&A expenses as a percentage of sales. The increase in the ETG's operating income and operating income as a percentage of net sales reflects the purchase of Sierra and the increased gross margins, discussed previously.

Interest Expense

Interest expense decreased to \$250,000 in the third quarter of fiscal 2004 from \$307,000 in the third quarter of fiscal 2003. The decrease was principally due to a lower weighted average balance outstanding under the revolving credit facility in the third quarter of fiscal 2004.

Interest and Other Income

Interest and other income in the third quarter of fiscal 2004 and fiscal 2003 were not material.

Life Insurance Proceeds

In the third quarter of fiscal 2004, the Company received \$5.0 million in proceeds from a key-person life insurance policy maintained by a subsidiary of the Flight Support Group. The life insurance proceeds increased net income (after the minority interest's share of the income) for the third quarter of fiscal 2004 by \$4.0 million, or \$.16 per diluted share.

Income Tax Expense

The Company's effective tax rate decreased from 36.3% for the third quarter of fiscal 2003 to 20.4% for the third quarter of fiscal 2004 as the aforementioned \$5.0 million in life insurance proceeds and the minority interests' share of the income of Sierra Microwave Technology, LLC (Sierra LLC) are excluded from the Company's income that is subject to federal income taxes.

Minority Interests' Share of Income

Minority interests' share of income of consolidated subsidiaries relates to the minority interests held in HEICO Aerospace and the 20% minority interest held in Sierra LLC. The increase from the third quarter of fiscal 2003 to the third quarter of fiscal 2004 was attributable to higher earnings of the FSG and income of Sierra LLC.

Net Income

The Company's net income was \$8.1 million, or \$.32 per diluted share, for the third quarter of fiscal 2004 compared to \$3.2 million, or \$0.13 per diluted share, for the third quarter of fiscal 2003. The net impact of the life insurance proceeds reduced by the restructuring expenses and litigation-related expenses increased net income by \$3.6 million, or \$.14 per diluted share for the third quarter of fiscal 2004.

LIQUIDITY AND CAPITAL RESOURCES

The Company generates cash primarily from its operating activities and financing activities, including borrowings under long-term credit agreements.

Principal uses of cash by the Company include acquisitions, payments of principal and interest on debt, capital expenditures, cash dividends and increases in working capital.

The Company believes that its operating cash flow and available borrowings under its revolving credit facility will be sufficient to fund cash requirements for the foreseeable future.

Operating Activities

Net cash provided by operating activities was \$32.6 million for the first nine months of fiscal 2004, consisting primarily of net income of \$15.5 million, including \$4.0 million of cash proceeds from life insurance net of the minority interest's share, depreciation and amortization of \$5.1 million, minority interests' share of income of consolidated subsidiaries of \$3.9 million, a deferred income tax provision of \$3.7 million, a tax benefit on stock option exercises of \$1.3 million, and a decrease in net operating assets of \$3.3 million.

Investing Activities

Net cash used in investing activities during the first nine months of fiscal 2004 related primarily to the acquisition of Sierra, and capital expenditures totaling \$3.4 million principally for building improvements at certain manufacturing facilities and equipment purchases.

Financing Activities

Net cash provided by financing activities during the first nine months of fiscal 2004 primarily related to net borrowings of \$4.0 million on the Company's revolving credit facility reflecting \$27.0 million borrowed to fund the acquisition referenced above, net of repayments of \$23.0

million and proceeds from stock option exercises of \$0.7 million, partially offset by the payment of \$1.2 million in cash dividends on the Company's common stock.

In April 2004, the Company extended the term of its revolving credit facility by one year to May 2007.

OFF-BALANCE SHEET ARRANGEMENTS

The Company has arranged for standby letters of credit aggregating to \$1.2 million to meet the security requirement of its insurance company for potential workers' compensation claims and one of the Company's subsidiaries has guaranteed its performance related to a customer contract through a \$0.5 million letter of credit expiring July 2004. These letters of credit are supported by the Company's \$120 million revolving credit facility. In addition, the Company's industrial development revenue bonds are secured by a \$2.0 million letter of credit expiring April 2008 and a mortgage on the related properties pledged as collateral.

As part of the agreement to acquire an 80% interest in Sierra (see Note 2 to the Condensed Consolidated Financial Statements), the Company has the right to purchase the minority interests in approximately ten years, or sooner under certain conditions, and the minority holders have the right to cause the Company to purchase their interests commencing in approximately five years, or sooner under certain conditions.

NEW ACCOUNTING PRONOUNCEMENT

In January 2003, the FASB issued FASB Interpretation No. 46 (FIN 46), "Consolidation of Variable Interest Entities." This Interpretation, which was revised in December 2003, clarifies the application of Accounting Research Bulletin No. 51, "Consolidated Financial Statements," to certain entities in which equity investors do not have the characteristics of a controlling financial interest or do not have sufficient equity at risk for the entity to finance its activities without additional subordinated financial support from other parties. FIN 46 requires an enterprise to consolidate a variable interest entity if that enterprise will absorb a majority of the entity's expected losses, is entitled to receive a majority of the entity's expected residual returns, or both. FIN 46 also requires disclosures about unconsolidated variable interest entities in which an enterprise holds a significant variable interest. FIN 46 was immediately effective for variable interest entities created or entered into after January 31, 2003 and is effective in the first reporting period ending after December 15, 2003 for variable interest entities in which an enterprise holds a variable interest that it acquired before February 1, 2003. The adoption of FIN 46 did not have a material effect on the Company's results of operations or financial position.

FORWARD-LOOKING STATEMENTS

The Private Securities Litigation Reform Act of 1995 (the Act) provides a safe harbor for forward-looking statements made by or on behalf of the Company. The Company and its representatives may from time to time make written or oral statements that are "forward-looking," including statements contained in this report and other filings with the Securities and Exchange Commission and in reports to the Company's shareholders. Management believes that

all statements that express expectations and projections with respect to future matters could differ materially from those expressed in or implied by those forward-looking statements as a result of factors, including, but not limited to: lower demand for commercial air travel or airline fleet changes, which could cause lower demand for our goods and services; product specification costs and requirements, which could cause an increase to our costs to complete contracts; governmental and regulatory demands, export policies and restrictions, reductions in defense or space spending by U.S. and/or foreign customers, or competition from existing and new competitors, which could reduce our sales; HEICO's ability to introduce new products and product pricing levels, which could reduce our sales or sales growth; HEICO's ability to make acquisitions and achieve operating synergies from acquired businesses, customer credit risk, interest rates and economic conditions within and outside of the aerospace, defense, space and electronics industries, which could negatively impact our costs and revenues. For an enterprise such as the Company, a wide range of factors could materially affect future developments and performance. A list of such factors is set forth in the Company's Annual Report on Form 10-K for the year ended October 31, 2003. We undertake no obligation to publicly update or revise any forward-looking statement, whether as a result of new information, future events or otherwise.

ITEM 3. QUANTITATIVE AND QUALITATIVE DISCLOSURES
ABOUT MARKET RISK

Substantially all of the Company's borrowings bear interest at floating interest rates. Based on the outstanding debt balance as of July 31, 2004, a hypothetical 10% increase in interest rates would increase the Company's interest expense by approximately \$94,000 on an annual basis.

ITEM 4. CONTROLS AND PROCEDURES

EVALUATION OF DISCLOSURE CONTROLS AND PROCEDURES

The Company's Chief Executive Officer and its Chief Financial Officer concluded that the Company's disclosure controls and procedures (as defined in Exchange Act Rules 13a-15(e) and 15d-15(e)) are effective, based on their evaluation as of the end of the period covered by this quarterly report on Form 10-Q.

CHANGES IN INTERNAL CONTROL OVER FINANCIAL REPORTING

There were no changes in the Company's internal control over financial reporting that occurred during the Company's most recent fiscal quarter that have materially affected, or are reasonably likely to materially affect, the Company's internal control over financial reporting.

PART II. OTHER INFORMATION

ITEM 2. UNREGISTERED SALES OF EQUITY SECURITIES, USE OF PROCEEDS AND ISSUER PURCHASES OF EQUITY SECURITIES

As announced by the Company in October 2002, the Company's Board of Directors has authorized the repurchase of up to 425,000 shares of its Common Stock and/or Class A Common Stock to be executed, at management's discretion, in the open market or via private transactions. Through July 31, 2004, the Company has repurchased 22,000 shares of its Class A Common Stock. The remaining 403,000 shares authorized for repurchase are subject to certain restrictions included in the Company's revolving credit agreement. During the quarter ended July 31, 2004, the Company did not repurchase any shares of its Common Stock and/or Class A Common Stock. The repurchase program does not have a fixed termination date.

ITEM 6. EXHIBITS

EXHIBIT	DESCRIPTION
-----	-----
31.1	Rule 13a-14(a)/15d-14(a) Certification of the Chief Executive Officer. *
31.2	Rule 13a-14(a)/15d-14(a) Certification of the Chief Financial Officer. *
32.1	Section 1350 Certification of Chief Executive Officer. **
32.2	Section 1350 Certification of Chief Financial Officer. **

* Filed herewith.

** Furnished herewith.

SIGNATURE

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.

HEICO CORPORATION

(Registrant)

Date: August 27, 2004

By: /s/ Thomas S. Irwin

Thomas S. Irwin

Executive Vice President

and Chief Financial Officer

(Principal Financial and

Accounting Officer)

EXHIBIT INDEX

EXHIBIT	DESCRIPTION
31.1	Rule 13a-14(a)/15d-14(a) Certification of the Chief Executive Officer.
31.2	Rule 13a-14(a)/15d-14(a) Certification of the Chief Financial Officer.
32.1	Section 1350 Certification of Chief Executive Officer.
32.2	Section 1350 Certification of Chief Financial Officer.

RULE 13a-14(a)/15d-14(a) CERTIFICATION

I, Laurans A. Mendelson, Chief Executive Officer of HEICO Corporation, certify that:

- (1) I have reviewed this quarterly report on Form 10-Q of HEICO Corporation;
- (2) Based on my knowledge, this quarterly report does not contain any untrue statement of a material fact or omit to state a material fact necessary to make the statements made, in light of the circumstances under which such statements were made, not misleading with respect to the period covered by this report;
- (3) Based on my knowledge, the financial statements, and other financial information included in this report, fairly present in all material respects the financial condition, results of operations and cash flows of the Registrant as of, and for, the periods presented in this report;
- (4) The Registrant's other certifying officer and I are responsible for establishing and maintaining disclosure controls and procedures (as defined in Exchange Act Rules 13a-15(e) and 15d-15(e)) for the Registrant and have:
 - a) Designed such disclosure controls and procedures, or caused such disclosure controls and procedures to be designed under our supervision, to ensure that material information relating to the Registrant, including its consolidated subsidiaries, is made known to us by others within those entities, particularly during the period in which this report is being prepared;
 - b) Evaluated the effectiveness of the Registrant's disclosure controls and procedures and presented in this report our conclusions about the effectiveness of the disclosure controls and procedures, as of the end of the period covered by this report based on such evaluation; and
 - c) Disclosed in this report any change in the Registrant's internal control over financial reporting that occurred during the Registrant's most recent fiscal quarter that has materially affected, or is reasonably likely to materially affect, the Registrant's internal control over financial reporting; and
- (5) The Registrant's other certifying officer and I have disclosed, based on our most recent evaluation of internal control over financial reporting, to the Registrant's auditors and the audit committee of the Registrant's board of directors (or persons performing the equivalent functions):
 - a) All significant deficiencies and material weaknesses in the design or operation of internal control over financial reporting which are reasonably likely to adversely affect the Registrant's ability to record, process, summarize and report financial information; and
 - b) Any fraud, whether or not material, that involves management or other employees who have a significant role in the Registrant's internal control over financial reporting.

Date: August 27, 2004

/S/ LAURANS A. MENDELSON

Laurans A. Mendelson
Chief Executive Officer

RULE 13a-14(a)/15d-14(a) CERTIFICATION

I, Thomas S. Irwin, Chief Financial Officer of HEICO Corporation, certify that:

- (1) I have reviewed this quarterly report on Form 10-Q of HEICO Corporation;
- (2) Based on my knowledge, this quarterly report does not contain any untrue statement of a material fact or omit to state a material fact necessary to make the statements made, in light of the circumstances under which such statements were made, not misleading with respect to the period covered by this report;
- (3) Based on my knowledge, the financial statements, and other financial information included in this report, fairly present in all material respects the financial condition, results of operations and cash flows of the Registrant as of, and for, the periods presented in this report;
- (4) The Registrant's other certifying officer and I are responsible for establishing and maintaining disclosure controls and procedures (as defined in Exchange Act Rules 13a-15(e) and 15d-15(e)) for the Registrant and have:
 - a) Designed such disclosure controls and procedures, or caused such disclosure controls and procedures to be designed under our supervision, to ensure that material information relating to the Registrant, including its consolidated subsidiaries, is made known to us by others within those entities, particularly during the period in which this report is being prepared;
 - b) Evaluated the effectiveness of the Registrant's disclosure controls and procedures and presented in this report our conclusions about the effectiveness of the disclosure controls and procedures, as of the end of the period covered by this report based on such evaluation; and
 - c) Disclosed in this report any change in the Registrant's internal control over financial reporting that occurred during the Registrant's most recent fiscal quarter that has materially affected, or is reasonably likely to materially affect, the Registrant's internal control over financial reporting; and
- (5) The Registrant's other certifying officer and I have disclosed, based on our most recent evaluation of internal control over financial reporting, to the Registrant's auditors and the audit committee of the Registrant's board of directors (or persons performing the equivalent functions):
 - a) All significant deficiencies and material weaknesses in the design or operation of internal control over financial reporting which are reasonably likely to adversely affect the Registrant's ability to record, process, summarize and report financial information; and
 - b) Any fraud, whether or not material, that involves management or other employees who have a significant role in the Registrant's internal control over financial reporting.

Date: August 27, 2004

/S/ THOMAS S. IRWIN

Thomas S. Irwin
Chief Financial Officer

SECTION 1350 CERTIFICATION

In connection with the Quarterly Report of HEICO Corporation (the "Company") on Form 10-Q for the period ended July 31, 2004 as filed with the Securities and Exchange Commission on the date hereof (the "Report") I, Laurans A. Mendelson, Chief Executive Officer of the Company, certify, pursuant to 18 U.S.C. Section 1350, as adopted pursuant to Section 906 of the Sarbanes-Oxley Act of 2002, that:

- (1) The Report fully complies with the requirements of Section 13(a) or 15(d) of the Securities Exchange Act of 1934; and
- (2) The information contained in the Report fairly presents, in all material respects, the financial condition and results of operations of the Company.

Date: August 27, 2004

/S/ LAURANS A. MENDELSON

Laurans A. Mendelson
Chief Executive Officer

SECTION 1350 CERTIFICATION

In connection with the Quarterly Report of HEICO Corporation (the "Company") on Form 10-Q for the period ended July 31, 2004 as filed with the Securities and Exchange Commission on the date hereof (the "Report") I, Thomas S. Irwin, Chief Financial Officer of the Company, certify, pursuant to 18 U.S.C. Section 1350, as adopted pursuant to Section 906 of the Sarbanes-Oxley Act of 2002, that:

- (1) The Report fully complies with the requirements of Section 13(a) or 15(d) of the Securities Exchange Act of 1934; and
- (2) The information contained in the Report fairly presents, in all material respects, the financial condition and results of operations of the Company.

Date: August 27, 2004

/S/ THOMAS S. IRWIN

Thomas S. Irwin
Chief Financial Officer