FORM 10-Q

SECURITIES AND EXCHANGE COMMISSION WASHINGTON, D.C. 20549

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

For Quarter Ended May 31, 1996

Commission File Number 2-85538

CCA INDUSTRIES, INC.

(Exact Name of Registrant as Specified in its Charter)

Delaware 04-2795439
(State or other jurisdiction of (I.R.S.Employer

Incorporation or organization) Identification Number)

200 Murray Hill Parkway

East Rutherford, NJ 07073

(Address of principal executive offices) (Zip Code)

(201) 330-1400

Registrant's telephone number, including area code

Not applicable

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

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 X No

APPLICABLE ONLY TO CORPORATE ISSUERS

Indicate the number of shares outstanding of each of the issuer's classes of common stock, as of the latest practical date.

Common Stock, \$.01 Par Value - 5,977,471 shares as of May 31, 1996

Class A Common Stock, \$.01 Par Value - 1,191,280 shares as of May 31, 1996

CCA INDUSTRIES, INC. AND SUBSIDIARIES

INDEX

Page Number

Total Other Assets 1,782,246 1,910,159 **Total Assets** \$20,759,242 \$17,744,086 </TABLE> See Notes to Consolidated Financial Statements. -1-<TABLE> CCA INDUSTRIES, INC. AND SUBSIDIARIES CONSOLIDATED BALANCE SHEETS LIABILITIES AND SHAREHOLDERS' EQUITY <CAPTION> May 31, 1996 November 30, (Unaudited) 1995 <S> <C> <C> **Current Liabilities** Notes payable - Current portion \$ 255,067 \$ 298,078 Accounts payable and accrued liabilities (Note 5) 9,065,137 6,878,425 **Total Current Liabilities** 9,320,204 7,176,503 Long-Term Debt (net of current portion) 111,067 Shareholders' Equity Common stock, \$.01 par; authorized 15,000,000 shares; issued and outstanding 5,977,471 and 5,603,871 shares, respectively 59,774 56,039 Class A common stock, \$.01 par; authorized 5,000,000 shares; issued and outstanding 1,191,280 shares, respectively 11,912 11,912 Additional paid-in capital 4,455,212 4,282,008 Retained earnings 6,933,972 6,101,229 Unrealized gains (losses) on marketable securities (21,832)5,328 Total Shareholders' Equity 11,439,038 10,456,516 Total Liabilities and Shareholders' Equity \$20,759,242 \$17,744,086 </TABLE> See Notes to Consolidated Financial Statements.

-2-

<TABLE>

CCA INDUSTRIES, INC. AND SUBSIDIARIES CONSOLIDATED STATEMENTS OF OPERATIONS

(UNAUDITED)

<CAPTION>

Three Months Ended May 31,

Six Months Ended May 31,

1996 1995 1996 1995 <S> <C> <C> <C> <C> Revenues Sales of Health and Beauty Products - Net \$10,498,104 \$10,936,213 \$20,623,222 \$20,378,407 Other income 53,500 69,266 114,091 161,307 10,551,604 11,005,479 20,737,313 20,539,714 Costs and Expenses Costs of sales 4,002,443 3,962,589 7,858,020 7,675,907 Selling, general and administrative expenses 2,936,979 2,923,942 5,781,447 5,951,584 Advertising, cooperative and promotions 2,571,230 3,424,439 5,180,524 6,307,302 Research and development 130,405 141,426 266,691 296,370 Provision for doubtful accounts 37.226 103,765 97,994 108,274 Interest expense 20,621 24,624 34,062 42,544 9,698,904 10,580,785 19,218,738 20,381,981 Income before Income Taxes 852,700 424,694 1,518,575 157,733 Provision for Income 388,115 164,115 685,830 Taxes 79,736 Net Income 464,585 \$ 260,579 \$ 832,745 \$ 77,997 Net Income per Common Share (Note 2) \$.06 \$.03 \$.10 \$.01 </TABLE> See Notes to Consolidated Financial Statements. -3-<TABLE> CCA INDUSTRIES, INC. AND SUBSIDIARIES CONSOLIDATED STATEMENTS OF CASH FLOWS (UNAUDITED) <CAPTION> Six Months Six Months Ended Ended May 31, May 31, 1996 1995 <S><C> <C> Cash Flows from Operating Activities: \$ 832,745 \$ 77,997 Net income Adjustments to reconcile net income to net cash (used in) provided by operating activities Depreciation and amortization 185,855 151,699 Amortization of bond premium 1,326 3,884 Decrease in deferred income taxes 43,597 (1,887,139) (Increase) decrease in accounts receivable 523,088 (Increase) decrease in inventory 303,948) 721,305 (Increase) in deferred expenses and miscellaneous receivables (2,306,691) (771,643)

2,186,712 (496,096)

14,576

5)

(

639,918

598,150)

9,475

225,388

Cash Flows from Investing Activities:

Increase (decrease) in accounts payable

Decrease (increase) in security deposits

Net Cash (Used in) Provided by Operating

Increase in taxes payable

Activities

Acquisition of property, plant and equipment 223,953) (174,096) Proceeds of money due from officers 52,573 14,098 57,490) Advances of money to officers 76,983) Purchase of short-term investments 700,045 Proceeds from sale of investments 414,245 Net Cash Provided by Investing Activities 471,175 177,264

Cash Flows from Financing Activities:

Proceeds from borrowings 400,000 Payment on debt 554,078) (144,000) Proceeds from stock option exercises 176,940 6,250 Net Cash Provided by (Used in)

Financing Activities

22,862 (137,750)

Net (Decrease) Increase in Cash 104,113) 264,902

Cash at Beginning of Period 312,150 100,705

Cash at End of Period \$ 208,037 \$365,607

Supplemental Disclosures of Cash Flow

Information:

Cash paid during the period for:

Interest 33,872 \$43,103 Income taxes 2,315 55,709

</TABLE>

See Notes to Consolidated Financial Statements.

CCA INDUSTRIES, INC. AND SUBSIDIARIES

NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

(UNAUDITED)

NOTE 1: BASIS OF PRESENTATION

The accompanying unaudited condensed consolidated financial statements have been prepared in accordance with generally accepted accounting principles for interim financial information and with the instructions to Form 10-Q and Article 10 of Regulation S-X. Accordingly, they do not include all of the information and footnotes required by generally accepted accounting principles for complete financial statements. In the opinion of management, all adjustments (consisting of normal recurring accruals) considered necessary for a fair presentation have been included. Operating results for the six month period ended May 31, 1996 are not necessarily indicative of the results that may be expected for the year ended November 30, 1996. For further information, refer to the consolidated financial statements and footnotes thereto included in the Company's annual report on Form 10-K for the year ended November 30, 1995.

NOTE 2: SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

Principles of Consolidation:

The consolidated financial statements include the accounts of the Company and its wholly-owned subsidiaries. All significant inter-company accounts and transactions have been eliminated.

Advertising and Related Costs

In accordance with APB 28 Interim Financial Reporting the Company expenses its advertising and related costs proportionately over the interim periods based on its total

expected costs per its various advertising programs. Any necessary accrual or deferral is accordingly reflected in the balance sheet for the interim period. However, for annual reporting purposes, no advertising or related costs are capitalized and all are expensed in the fiscal year in which they are incurred.

Cash Equivalents

For purposes of the statement of cash flows, the Company considers all highly liquid instruments purchased with an original maturity of less than three months to be cash equivalents.

-5-

CCA INDUSTRIES, INC. AND SUBSIDIARIES NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

(UNAUDITED)

NOTE 2: SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)

Inventories

Inventories are stated at the lower of cost (first-in, first-out) or market.

Product returns are recorded in inventory when they are received at the lower of their original cost or market, as appropriate. Obsolete inventory is written off and its value is removed from inventory at the time its obsolescence is determined.

Financial Instruments

The carrying value of assets and liabilities considered financial instruments under SFAS Note #107 approximate their respective fair value.

Property and Equipment and Depreciation and Amortization:

Property and equipment are stated at cost. The Company charges to expense repairs and maintenance items, while major improvements and betterments are capitalized. When the Company sells or otherwise disposes of property and equipment items, the cost and related accumulated depreciation are removed from the respective accounts and any gain or loss is included in earnings.

Depreciation and amortization are provided on the straight-line method over the following estimated useful lives or lease terms of the assets:

Machinery and equipment 7-10 years
Furniture and fixtures 5-7 years
Tools, dies and masters 2--7 years
Transportation equipment 7 years
Leasehold improvements 7-10 years or life of lease which ever is shorter

Intangible Assets:

Intangible assets are stated at cost. Patents and trademarks are amortized on the straight-line method over a period of 17 years; organization expenses are amortized on the straight-line method over five (5) years.

Tax Credits:

Tax credits, when present, are accounted for using the flow-through method as a reduction of income taxes in the years utilized.

-6-

CCA INDUSTRIES, INC. AND SUBSIDIARIES

NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

(UNAUDITED)

NOTE 2: SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)

Earnings Per Share

Earnings per share have been computed based on the weighted average of outstanding common shares and common stock equivalents during the periods, based on the treasury stock method using average market price.

Fully diluted earnings per share are not presented because they result in dilution of less than 3%.

NOTE 3: INVENTORIES

The components of inventory consist of the following:

May 31, November 30, 1996 1995

Raw materials \$4,308,703 \$3,875,751 Finished goods 2,409,342 2,538,346

\$6,718,045 \$6,414,097

NOTE 4: DEFERRED ADVERTISING

In accordance with APB 28 Interim Financial Reporting the Company expenses its advertising and related costs proportionately over the interim periods based on its total expected costs per its various advertising programs. Consequently a deferral of \$2,284,242 is accordingly reflected in the balance sheet for the interim period. This deferral is the result of the Company's \$8,000,000 media budget for the year which contemplates drastically lower spending in the 4th quarter than in the other three quarters; as well as the Company's Co-op advertising commitments which also anticipates a lower expenditure in the 3rd and 4th quarters.

The table below sets forth the calculation:

1996 1995 (In Millions)(In Millions)

Media advertising budget for the

fiscal year \$8.0 \$10.0

Pro-rata portion for six months \$4.0 \$5.0

Media advertising spent 5.7 5.5

Accrual (Deferral) (\$1.7) (\$.5)

Anticipated Co-op advertising

commitments \$2.8 \$ 4.0

Pro-rata portion for six months \$1.4 \$ 2.0

Co-op advertising spent 2.0 2.0

Accrual (Deferral) (\$.6) \$ -

CCA INDUSTRIES, INC. AND SUBSIDIARIES

NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

(UNAUDITED)

NOTE 5: ACCOUNTS PAYABLE AND ACCRUED LIABILITIES

The following items which exceeded 5% of total current liabilities are included in accounts payable and accrued liabilities as of:

May 31, November 30, 1996 1995

a) Media advertising \$2,637 \$1,812 b) Coop advertising 577 519 c) Accrued returns 453 435

\$3,667 \$2,766

All other liabilities were for trade payables or individually did not exceed 5% of total current liabilities.

NOTE 6: OTHER INCOME

Other income consists of the following at May 31, 1996 and 1995:

1996 1995

Interest income \$105,919 \$144,588 Royalty income - 8,349 Dividend income 8,172 8,053 Miscellaneous - 317

\$114,091 \$161,307

NOTE 7: SHORT-TERM INVESTMENTS AND MARKETABLE SECURITIES

Short-Term Investments and Marketable Securities:

Short-term investments and marketable securities consist of corporate and government bonds and equity securities. In 1994 the Company adopted the accounting principles promulgated by SFAS No. 115 Accounting for Certain Investments in Debt and Equity Securities. The Company has classified its investments as Available-for-Sale securities. Accordingly, such investments are reported at fair market value, with the resultant unrealized gains and losses reported as a separate component of shareholders' equity. Prior to 1994, the Company reported marketable securities at the lower of cost or market value; unrealized losses were charged to earnings.

The market value at May 31, 1996 was \$3,602,221 as compared to \$4,327,475 at November 30, 1995. The cost and market values of the investments at May 31, 1996 were as follows:

-8-

<TABLE>

NOTE 7: SHORT-TERM INVESTMENTS AND MARKETABLE SECURITIES - (CONTINUED)

CCA INDUSTRIES, INC. AND SUBSIDIARIES

<CAPTION>

COL. A COL. B COL. C COL.D COL.E Amount at Which Each Portfolio Number of Market Of Equity Security Units-Principal Value of Issues and Each Amount of Each Issue Other Security Maturity Interest at Balance Issue Carried in Name of Issuer and Bonds and Cost of Title of Each Issue Sheet Date Balance Sheet Date Rate Notes Each Issue CORPORATE OBLIGATIONS: <S> <C> <C> <C> <C> <C> <C> 6/01/98 4.750% \$100,000 99,006 97,000 \$ 97,000 199,426 7/15/97 6.000 200,000 200,000 199,426

AT&T Bank America Bankers Trust 7/01/96 4.700 100,000 100,021 99,951 99,951 Con Edison 12/15/96 5.900 100,000 99,875 100,005 100,005 5/01/97 100,000 99,543 99,543 Dayton P & L 5.625 98,265

General Motors Acceptance

Corp. 10/01/96 8.000 200,000 200,200 201,510 201,510

</TABLE>

-9-

NOTE 7: SHORT-TERM INVESTMENTS AND MARKETABLE SECURITIES - (CONTINUED)

<TABLE>

CCA INDUSTRIES, INC. AND SUBSIDIARIES

MARKETABLE SECURITIES - OTHER INVESTMENTS

<CAPTION>

COL. A COL. B COL. C COL.D COL.E Amount at Which

Each Portfolio

Number of Market Of Equity Security
Units-Principal Value of Issues and Each
Amount of Each Issue Other Security

Name of Issuer and Maturity Interest Bonds and Cost of at Balance Issue Carried in Title of Each Issue Date Rate Notes Each Issue Sheet Date Balance Sheet

CORPORATE OBLIGATIONS: (Continued)

<S> <C> <C> <C> <C> <C> <C> \$ 100,015 Merrill Lynch 6/24/96 4.750% \$100,000 \$ 99,969 99,969 \$ Merrill Lynch 6/24/96 100,000 100,015 99,969 99,969 4.750 Tennessee Valley 3/04/98 5.125 100,000 100,000 97,875 97,875 Union Electric 3/01/97 5.500 50,000 49,244 49,796 49,796

\$ 1,146,641 \$ 1,145,044 \$ 1,145,044

</TABLE>

-1-

CCA INDUSTRIES, INC. AND SUBSIDIARIES

MARKETABLE SECURITIES - OTHER INVESTMENTS

<CAPTION>

COL. A COL. B COL. C COL.D COL.E Amount at Which Each Portfolio Number of Market Of Equity Security Issues and Each Units-Principal Value of Other Security Amount of Each Issue Name of Issuer and Maturity Interest Cost of at Balance Issue Carried in Bonds and Title of Each Issue Date Rate Notes Each Issue Sheet Date Balance Sheet GOVERNMENT OBLIGATIONS: <C> <S><C> <C> <C> <C> <C> 10/31/98 4.750% \$100,000 \$ 99,684 \$ 96,500 \$ US Treasury Note 96,500 US Treasury Note 10/31/98 4.750 200,000 199,992 193,000 193,000 US Treasury Note 11/15/96 4.375 100,000 99,969 99.531 99.531 US Treasury Note 10/15/98 7.125 250,000 252,525 254,375 254,375 US Treasury Note 100,000 1/31/97 6.250 99,500 100,438 100,438 US Treasury Note 12/31/96 200,000 197,423 6.125 200,688 200,688 199,062 US Treasury Note 11/15/96 4.375 200,000 197,852 199,062

200,000

100,000

100,000

45,000

196,133

98,003

97,855

42,481

199,062

99,531

99,531

44,661

199,062

99,531

99,531

44,661

</TABLE>

US Treasury Note

US Treasury Note

US Treasury Note

US Treasury Bill

-11-

11/15/96

11/15/96

11/15/96

7/25/96

NOTE 7: SHORT-TERM INVESTMENTS AND MARKETABLE SECURITIES - (CONTINUED) ${<}\mathsf{TABLE}{>}$

CCA INDUSTRIES, INC. AND SUBSIDIARIES

4.375

4.375

4.375

5.330

MARKETABLE SECURITIES - OTHER INVESTMENTS

<CAPTION>

COL. A COL. B COL. C COL.D COL.E Amount at Which Each Portfolio Number of Of Equity Security Market Value of Issues and Each Units-Principal Amount of Each Issue Other Security Name of Issuer and Bonds and Cost of at Balance Issue Carried in Maturity Interest Title of Each Issue Date Rate Notes Each Issue Sheet Date Balance Sheet

GOVERNMENT OBLIGATIONS: (Continued)

<s> <0</s>	> <c></c>	<c></c>	<c></c>	<c></c>	<c></c>	
US Treasury Note	8/15/96	4.375%	\$200,000	\$ 195	,936 \$ 19	9,626 \$ 199,626
FHLMC 1628-N	12/25/2013	6.500	50,000	48,	024 43,	158 43,158
EE Bonds	- 7.050	90,0	90 90	,576	90,576	90,576
FNMA 93-6-26-B	8/25/2023	7.000	10,000	8,8	97 8,15	57 8,157
FNMA 93-224-D	11/25/2023	6.500	104,000	101	,873 87	7,406 87,406
FNMA 92-2-N	1/28/2024	6.500	52,000	47,42	42,12	27 42,127
FHJMC 1702-U	3/15/2024	7.00	4,000	3,315	3,186	3,186
FNMA	11/10/98 5.0	50 2	200,000	199,950	193,562	193,562

2,277,412 2,254,177 2,254,177

EQUITY SECURITIES:

Number of Shares

Preferred Stock:

Bank America Corp. 8,000 200,000 203,000 203,000

\$3,624,053 \$3,602,221 \$3,602,221

</TABLE>

-12-

CCA INDUSTRIES, INC.

MANAGEMENT'S DISCUSSION AND ANALYSIS OF RESULTS OF OPERATIONS AND FINANCIAL CONDITION

(UNAUDITED)

For the six month period ended May 31, 1996, the Company had net sales of \$20.623,222 and net income of \$832,745 after a provision for income taxes of \$685,830, as compared to net sales of \$20,378,407 and net income of \$77,997 after a provision for income taxes of \$79,736 for the six month period ended May 31, 1995. Gross margins of 62% for the six months were virtually the same as the prior year. Advertising, cooperative and promotional allowance expenditures decreased during the six month period from \$6,307,302 to \$5,180,524. Advertising expenditures were 25% of sales for the six months ended May 31, 1996 as compared with 31% for the period ended May 31, 1995. As part of the registrant's business it is necessary to enter into co-operative advertising agreements and other promotional activities with its accounts, especially upon the introduction of a new product. Both co-op advertising and promotions have a material effect on the Company's operations. If the advertising and promotions are successful, revenues will be increased accordingly. Should the co-op and promotions not be successful, it will have a negative impact on the Company's promotional cost per sale, and have a negative effect on income. The Company attempts to anticipate its advertising and promotional commitments as a percent of gross sales in order to attempt to control its effect on its net income. In accordance with APB 28 Interim Financial Reporting the Company expenses its advertising and related costs proportionately over the interim periods based on its total expected costs per its various advertising programs. Consequently a deferral of \$2.3 million is accordingly reflected in the balance sheet for the interim period. This deferral is the result of the Company's \$8.0 million media budget for the year which contemplates drastically lower spending in the 4th quarter than in the other three quarters; as well as the Company's Co-op advertising commitments which also anticipates lower expenditures in the 3rd and 4th quarters. Specifically, the Company spent approximately \$5.7 million in the first six months on media advertising and, therefore, expensed \$4.0 million and deferred \$1.7 million as of May 31, 1996. Similarly, as of May 31, 1996 the Company's Co-op advertising commitments for the year ended November 30, 1996 totaled approximately \$2.8 million of which \$2.0 million was spent in the first six months resulting in an expense of \$1.4 million and a deferral of approximately \$.6 million as of May 31, 1996.

Comparatively as of May 31, 1995, the Company had anticipated media advertising expense in fiscal year 1995 of \$10.0 million and spent approximately \$5.5 million in the first six months resulting in a deferral of approximately \$.5 million. The anticipated Co-op commitments as of May 31, 1995 were \$4.0 million of which \$2.0 million were spent and, therefore, no deferral resulted.

Selling, general and administrative expenses ("SG&A") decreased compared to the prior year both in real dollars and as a percentage of sales. The decrease to 28% from 29% was due mostly to reductions in payroll, commissions, and related costs coupled with the slightly higher sales volume.

-13-CCA INDUSTRIES, INC.

MANAGEMENT'S DISCUSSION AND ANALYSIS OF RESULTS OF OPERATIONS AND FINANCIAL CONDITION

(UNAUDITED)

For the three month period ended May 31, 1996, net sales were \$10,498,104 as compared to \$10,936,213 for May 31, 1995. Income for the quarter before taxes increased to \$852,700 from \$424,694. Gross margins of 62% for the three months ended May 31, 1996 were down from 64% in 1995. Advertising, cooperative and promotional allowance expense during the quarter decreased to \$2,571,230 from \$3,424,439. Advertising expenses were 24% of sales for the quarter in 1996 as compared to 31% in 1995. Selling, general and administrative expenses were approximately 28% in the current quarter as compared to 27% in 1995.

All of the Company's sales were primarily to drugstore chains, food chains and mass merchandisers throughout the United States.

The Company's financial position as at May 31, 1996 consists of current assets of \$18,097,235 and current liabilities of \$9,320,204. During the six month period ended May 31, 1996, shareholders' equity increased from \$10,456,516 at November 30, 1995 to \$11,439,038 at May 31, 1996. This was due primarily to the net income generated for the period.

During the six months, the Company used \$598,150 in operations,\$154,078 to reduce borrowings, and \$223,953 to purchase fixed assets; but offset most of the cash requirements by liquidation of short-term investments (\$700,045) and the proceeds from stock option exercises (\$176,940). These factors coupled with a small advance to officers (\$4,917) resulted in a net decrease in the Company's cash of \$104,113.

The Company believes that its current financial condition is sufficient to support its proposed operations for the near future.

-14-CCA INDUSTRIES, INC.

PART II OTHER INFORMATION

All information pertaining to Part II is omitted pursuant to the instructions pertaining to that part.

The Company did not file any reports on Form 8-K during the

-15-

PART II, ITEM 6. (Continued) EXHIBIT 11 <TABLE>

CCA INDUSTRIES, INC. AND SUBSIDIARIES

COMPUTATION OF EARNINGS PER SHARE

(UNAUDITED)

<CAPTION>

Three Months Ended Six Months Ended May 31, May 31,

1996 1995 1996 1995

Item 6.

Primary:

Average shares outstanding 7,160,055 6,794,451 7,073,846 6,793,792

Net effect of dilutive stock options--based on the treasury stock method using average market

price 1,002,282 1,193,742 879,313 1,221,069

TOTALS 8,162,337 7,988,193 7,953,159 8,014,861

Net income \$ 464,585 \$ 260,579 \$ 832,745 \$77,997

Per share amount \$.06 \$.03 \$.10 \$.01

-16-

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.

CCA INDUSTRIES, INC.

By:

David Edell, President

By:

Ira W. Berman, Secretary

```
<TABLE> <S> <C>
<ARTICLE> 5
<MULTIPLIER> 1
<S>
                <C>
                      6-MOS
<PERIOD-TYPE>
<FISCAL-YEAR-END>
                              NOV-30-1996
                           MAY-31-1996
<PERIOD-END>
<CASH>
                          208,037
<SECURITIES>
                           3,602,221
<RECEIVABLES>
                             6,954,943
<ALLOWANCES>
                              1,023,384
<INVENTORY>
                             6,718,045
<CURRENT-ASSETS>
                               18,097,235
<PP&E>
                        2,116,055
<DEPRECIATION>
                              1,236,294
<TOTAL-ASSETS>
                             20,759,242
                                 9,320,204
<CURRENT-LIABILITIES>
<BONDS>
                             0
<PREFERRED-MANDATORY>
                                        0
<PREFERRED>
                                0
<COMMON>
                             71,437
<OTHER-SE>
                          11,367,352
<TOTAL-LIABILITY-AND-EQUITY>
                                     20,759,242
<SALES>
                        10,498,104
<TOTAL-REVENUES>
                               10,551,604
                        4,002,443
<CGS>
<TOTAL-COSTS>
                             9,698,904
<OTHER-EXPENSES>
                               5,675,840
<LOSS-PROVISION>
                                  0
<INTEREST-EXPENSE>
                                 20,621
<INCOME-PRETAX>
                                852,700
<INCOME-TAX>
                              388,115
<INCOME-CONTINUING>
                                  464,585
<DISCONTINUED>
                                  0
                                   0
<EXTRAORDINARY>
                               0
<CHANGES>
                              464,585
<NET-INCOME>
<EPS-PRIMARY>
                                .06
<EPS-DILUTED>
                               .06
```

</TABLE>