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, 1997

Commission File Number 2-85538

CCA INDUSTRIES, INC. (Exact Name of Registrant as Specified in its Charter)

Delaware04-2795439(State or other jurisdiction of
Incorporation or organization)(I.R.S. Employer
Identification Number)

200 Murray Hill ParkwayEast Rutherford, NJ07073(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 - 6,058,621 shares as of May 31, 1997

Class A Common Stock, \$.01 Par Value - 1,154,930 shares as of May 31, 1997

CCA INDUSTRIES, INC. AND SUBSIDIARIES

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May 31, 1997 and November 30, 1996 1-2	

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CCA INDUSTRIES, INC. AND SUBSIDIARIES

<TABLE>

CONSOLIDATED BALANCE SHEETS

<CAPTION>

ASSETS

19 (Un	ny 31, 197 Noven audited) 19 > <c></c>	nber 30, 196	
Current Assets			
Cash and cash equivalents	\$ 2,595,2	264 \$1,4	122,783
Short-term investments and mar securities (Note 6)	1,325,613	1,546,28	89
Accounts receivable, net of allow	wances of		
\$1,167,517 and \$1,066,549, re	spectively 5,	,106,984	4,017,500
Inventories (Note 3)		5,875,7	
Prepaid expenses and sundry rec	eivables	572,054	603,952
Due from officers - Current	3,50	0 3,9	00
Prepaid income taxes	-	87,552	
Deferred income taxes	487,71		267
Deferred advertising	697,391	-	
Total Current Assets	16,890,898	8 14,053	3,985
Property and Equipment, net of a	ccumulated		
depreciation and amortization		571 72	29,706
Intangible Assets, net of accumu amortization of \$41,965 at May and \$36,111 at November 30, 1	31, 1997	64,923	155,037
Other Assets		-	-
Marketable securities (Note 6)		214 1,5	
Treasury bonds (Note 6)		7 93,9	
Due from officers - Non-current			5,250
Deferred income taxes		55,2	92
Other	53,842	54,217	
Total Other Assets	2,011,983	1,769,3	351
Total Assets	\$19,685,475	\$16,708,0)79

</TABLE>

See Notes Consolidated to Financial Statements.

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CCA INDUSTRIES, INC. AND SUBSIDIARIES

<TABLE>

CONSOLIDATED BALANCE SHEETS

<CAPTION>

LIABILITIES AND SHAREHOLDERS' EQUITY

May 31, 1997 November 30, (Unaudited) 1996

<\$>	<c></c>	<c></c>	
Current Liabilities			
Notes payable - Current por Accounts payable and accr	ued liabil	lities	50 \$ 163,500
(Note 4)	6,43	37,732 4,7	794,865
Income taxes payable		511,893	25,505
Total Current Liabilities		6,976,875	4,983,870
Shareholders' Equity			
Common stock, \$.01 par; au	uthorized		
15,000,000 shares; issued a	and		
outstanding 6,058,621 and	6,012,62	21	
shares, respectively		60,586	60,126
Class A common stock, \$.0	l par; au	thorized	
5,000,000 shares; issued an			
1,154,930 shares, respectiv		e	11,549
Additional paid-in capital	2	4,454,764	4,455,224
Retained earnings		8,232,876	
Unrealized (losses) on mark			
securities		3,206) (6	(353)
	12,726,	569 11,730	5,709
Less: Treasury stock (7,50		-	
shares, respectively		17,969	12,500
Total Shareholders' Equity		12,708,60	0 11,724,209

Total Liabilities and Shareholders' Equity \$19,685,475 \$16,708,079

</TABLE>

See Notes to Consolidated Financial Statements.

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CCA INDUSTRIES, INC. AND SUBSIDIARIES

<TABLE>

CONSOLIDATED STATEMENTS OF OPERATIONS

(UNAUDITED)

<CAPTION>

	Three Mo	nths Ended	Si	x Months Ended
	May 3	1,	May 3	31,
	1997	1996	1997	1996
<s></s>	<c></c>	<c></c>	<c></c>	<c></c>
Revenues				

Sales of Health and

Beauty Aid Products - Net \$10,552,412\$10,498,104 \$19,169,701\$20,623,222
Other income 72,935 53,500 154,163 114,091
10,625,347 10,551,604 19,323,864 20,737,313 Costs and Expenses Costs of sales 3,940,006 4,002,443 7,016,633 7,858,020
Selling, general and administrative expenses 2,895,449 2,936,979 5,659,790 5,781,447
Advertising, cooperative and promotions 2,341,726 2,571,230 4,511,451 5,180,524
Research and development 201,316 130,405 335,180 266,691
Provision for doubtful accounts 31,562 37,226 66,396 97,994
Interest expense 2,077 20,621 4,906 34,062
9,412,136 9,698,904 17,594,356 19,218,738 Income before Income Taxes 1,213,211 852,700 1,729,508 1,518,575
Provision for Income Taxes 506,499 388,115 712,795 685,830
Net Income \$ 706,712 \$ 464,585 \$ 1,016,713 \$ 832,745 Net Income per Common \$.09 \$.06 \$.13 \$.10

</TABLE>

See Notes to Consolidated Financial Statements. -3-

CCA INDUSTRIES, INC. AND SUBSIDIARIES

<TABLE>

CONSOLIDATED STATEMENTS OF CASH FLOWS

(UNAUDITED)

<CAPTION>

SCALITON?			
S	Six Months	Six Months	8
	Ended	Ended	
	May 31,	May 31,	
	1997	-	
<s></s>	<c></c>	<c></c>	
Cash Flows from Operating A	Activities:		
Net income	\$1,016	5,713 \$ 83	2,745
Adjustments to reconcile net	income to i	net	
cash (used in) provided by	operating ac	ctivities:	
Depreciation and amortizat	ion	183,059	185,855
Amortization of bond prem	ium	1,994	1,326
Gain on sale of investments	s (5,693)	-
Loss on sale of machinery		6,701	-
(Increase) decrease in defer	red income		
taxes (608)	43,597	
(Increase) in accounts recei	vable ((1,089,484)	(1,887,139)
(Increase) in inventory	(22	26,633) (303,948)
(Increase) in deferred exper	nses and		
miscellaneous receivables	(577,941) (2,306,691)
Increase in accounts payabl	e	1,642,867	2,186,712
Increase in taxes payable	4	186,388	639,918
Decrease in security deposi	ts	375	9,475
Net Cash Provided by (Us	ed in)		
Operating Activities	1,43	37,738 (5	598,150)
Cash Flows from Investing A	ctivities:		
A '''' C / 1	. 1 .	1/ 100	CT1) (000 0

Acquisition of property, plant and equipment(128,571) (223,953)

Proceeds from sale of equipment	40,960 -
Proceeds of money due from officers	400 52,573
Advances of money to officers	- (57,490)
Purchase of short-term investments	(1,867,252) -
Proceeds from sale of investments	1,830,925 700,045
Purchase of treasury stock (5,469) -
Net Cash (Used in) Provided by Inv Activities (129	esting 9,007) 471,175
Cash Flows from Financing Activities	3:
Proceeds from borrowings	- 400,000
Payment on debt (136,250) (554,078)
Proceeds from stock option exercises	- 176,940
Net Cash (Used in) Provided by	
Financing Activities (136,250) 22,862
Net Increase (Decrease) in Cash	1,172,481 (104,113)
Cash at Beginning of Period	1,422,783 312,150
Cash at End of Period 	

 \$2,595,264 \$ 208,037 || See Notes to Consolidated Financial S | Statements. |
| -4- | |

CCA INDUSTRIES, INC. AND SUBSIDIARIES

<TABLE>

CONSOLIDATED STATEMENTS OF CASH FLOWS (CONTINUED)

(UNAUDITED)

<CAPTION>

	Six Months	Six Months
	Ended	Ended
	May 31,	May 31,
	1997	1996
<s></s>	<c></c>	<c></c>
Supplemental Disclosures of	of Cash Flow	
Information:		
Cash paid during the period	od for:	
Interest	\$ 6,217	\$ 33,872
Income taxes	127,8	350 2,315

-
-

</TABLE>

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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. Operat ing results for the six month period ended May 31, 1997 are not necessar ily 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, 1996.

NOTE 2: SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

Principles of Consolidation:

The consolidated financial statements include the accounts of the Com pany 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.

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.

NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

(UNAUDITED)

NOTE 2: SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)

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 dis poses 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:

7-10 years
5-7 years
2-7 years
7 years
7-10 years or life of lease which ever

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 ex penses 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.

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%.

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NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

(UNAUDITED)

NOTE 2: SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)

Financial Instruments

The carrying value of assets and liabilities considered financial instruments under SFAS No.107 approximate their respective fair value.

Use of Estimates

The preparation of financial statements in conformity with generally accepted accounting principles requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities and disclosures of contingent assets and liabilities at the date of the financial statements and the reported amounts of revenues and expenses during the reporting period. Actual results could differ from those estimates. The components of inventory consist of the following:

May 31, 1997	November 30, 1996	
Raw materials	\$3,876,313	\$4,065,961

Finished goods 2,226,062 1,809,781

\$6,102,375 \$5,875,742

NOTE 4: 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,
1997	1996
(In Thou	isands)

a)	Media advertising	\$1,881	\$ *
b)	Coop advertising	487	321
c)	Accrued returns	576	505
d)	Wages and commissions	475	*

\$3,419 \$ 826

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

* Under 5%.

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NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

(UNAUDITED)

NOTE 5: OTHER INCOME

Other income consists of the following at May 31,1997 and May 31, 1996:

Interest income	\$144	,215	\$105,919
Dividend income	8.	,741	8,172
Miscellaneous	1,2	07	-
	\$154,163	\$11	4,091

1997

NOTE 6: SHORT-TERM INVESTMENTS AND MARKETABLE SECURITIES

1996

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 share holders' equity.

The market value at May 31, 1997 was \$3,194,054 as compared to \$3,180,881 at November 30, 1996. The cost and market values of the investments at May 31, 1997 were as follows:

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NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

<TABLE> NOTE 6 - SHORT-TERM INVESTMENTS AND MARKETABLE SECURITIES (CONTINUED)

A detail list of the securities held follows:

<CAPTION>

COL. A	COL. B	COL. C CO	L.D COL.E
		Amount	at Which
		Each Po	
	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 E	Bonds and Cos	t of at Balance Issue Carried in
Title of Each Issue	Date Rate Not	es Each Issu	e Sheet Date Balance Sheet

CORPORATE OBLIGATIONS:

<s></s>	<c> <(</c>	C> <c></c>	<c></c>	<c></c>	<c></c>	
AT&T	6/01/98	4.750%	\$100,000 \$	99,006	\$ 98,750 \$	98,750
Bank America	7/15/9	6.000	200,000	200,000	200,094	200,094
Tennessee Valley	3/04/	98 5.125	100,000	100,000	99,469	99,469

\$399,006 \$398,313 \$398,313

</TABLE>

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NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

<TABLE> NOTE 6 - SHORT-TERM INVESTMENTS AND MARKETABLE SECURITIES (CONTINUED) <CAPTION> COL. A COL. B COL. C COL.D COL.E

	Amount at Which			
		Each Portfolio		
	Number of	Market Of Equity Secu	urity	
	Units-Principal	Value of Issues and Each	h	
	Amount of	Each Issue Other Securit	у	
Name of Issuer and	Maturity Interest H	Bonds and Cost of at Balance	Issue Carried in	
Title of Each Issue	Date Rate Not	tes Each Issue Sheet Date	Balance Sheet	
<\$> <<>>	<c> <c></c></c>	<c> <c> <c></c></c></c>		
GOVERNMENT OBLIG	ATIONS:			
US Treasury Note	10/31/98 4.750%	\$100,000 \$ 99,684 \$ 98,250	\$ 98,250	
US Treasury Note	10/31/98 4.750	200,000 199,992 196,500	196,500	

US Treasury Note	10/15/98 7.125	250,000	250,000 253,588	253,588
US Treasury Bill	8/14/97 5.220	110,000	108,588 108,906	108,906
US Treasury Note	4/30/98 5.125	190,000	189,883 188,813	188,813
US Treasury Note	4/30/98 5.125	10,000	9,992 9,938	9,938
US Treasury Note	7/31/98 5.250	250,000	249,834 248,125	248,125
US Treasury Note	2/28/99 5.885	250,000	249,953 248,908	248,908
US Treasury Note	6/12/97 5.170	45,000	43,869 44,936	44,936
US Treasury Bill	6/12/97 5.170	75,000	74,041 74,893	74,893
US Treasury Bill	8/28/97 5.164	200,000	197,458 197,590	197,590
US Treasury Note	11/15/99 6.026	250,000	249,141 247,658	247,658
US Treasury Note	1/31/98 5.125	200,000	199,695 199,000	199,000

</TABLE>

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MARKETABLE SECURITIES - OTHER INVESTMENTS

<TABLE> NOTE 6 - SHORT-TERM INVESTMENTS AND MARKETABLE SECURITIES (CONTINUED) <CAPTION> COL. B COL. C COL.D COL.E COL. A 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 Bonds and Cost of at Balance Issue Carried in Name of Issuer and Each Issue Sheet Date Balance Sheet Title of Each Issue Date Rate Notes GOVERNMENT OBLIGATIONS: (Continued) <C> <S> <C> <C> <C> <C> <C> FHLMC 1628-N 12/15/2023 6.500% 50,000 \$ 48,024 \$ 42,906 \$ 42,906 EE Bonds 7.180 90,000 97,227 97,227 97,227 8,230 FNMA 93-G-26-B 8/25/2022 7.000 10,000 8,688 8,230 FNMA 93-224-D 11/25/2023 6.500 104,000 101,873 86,615 86,615 FNMA 92-2-N 1/25/2024 6.500 52,000 47,424 42,023 42,023 FHLMC 1702-U 3/24/2024 7.00 4,000 2,938 2,716 2,716 11/10/98 5.050 200,000 199,950 196,919 196,919 **FNMA** 2,628,254 2,593,741 2,593,741 EQUITY SECURITIES: Number of Shares Preferred Stock: Bank America Corp. 8,000 200,000 202,000 202,000 \$3,227,260 \$3,194,054 \$3,194,054

</TABLE>

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CCA INDUSTRIES, INC.

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

(UNAUDITED)

For the six month period ended May 31, 1997, the Company had net sales of \$19,169,701 and net income of \$1,016,713 after a provision for income taxes of \$712,795, as compared to net sales of \$20,623,222 and net income of \$832,745 after a provision for income taxes of \$685,830 for the six month period ended May 31, 1996. Gross margins of 63% for the six months were up from the 62% of

the prior year. Advertising, cooperative and promotional allowance expenditures decreased during the six month period from \$5,180,524 to \$4,511,451. Advertis ing expenditures were 23.5% of sales for the six months ended May 31, 1997 as compared with 25% for the period ended May 31, 1996. 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 \$697,000 is accordingly reflected in the balance sheet for the interim period, as compared to \$2.3 million at May 31, 1996. This deferral is the result of the Company's \$5 million media budget for the year which contemplates 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 \$2.9 million in the first six months on media advertising and, therefore, expensed \$2.5 million and deferred \$.4 million as of May 31, 1997. Similarly, as of May 31, 1997 the Company's co-op advertising commitments for the year ended November 30, 1996 totaled approximately \$3 million of which approximately \$1.8 million was spent in the first six months resulting in an expense of \$1.5 million and a deferral of approximately \$.3 million as of May 31, 1997.

Comparatively as of May 31, 1996, the Company had anticipated media advertising expense in fiscal year 1996 of \$8 million and spent approximately \$5.7 million in the first six months resulting in a deferral of approximately \$1.7 million (\$5.7MM-\$4MM). The anticipated Co-op commitments as of May 31, 1996 were \$2.8 million for the year of which \$2 million were spent for the six months resulting in a \$.6 million deferral (\$2MM-\$1.4MM).

Selling, general and administrative expenses ("SG&A") decreased compared to the prior year in real dollars although they increased as a percentage of sales. The increase to 29.5% from 28% was due mostly to the slightly lower sales volume.

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

(UNAUDITED)

For the three month period ended May 31, 1997, net sales were \$10,552,412 as compared to \$10,498,104 for May 31, 1996. Income for the quarter before taxes increased to \$706,712 from \$464,585. Gross margins of 63% for the three months ended May 31, 1997 were up from 62% in 1996. Advertising, cooperative and promotional allowance expense during the quarter decreased to \$2,341,726 from \$2,571,230. Advertising expenses were 22% of sales for the quarter in 1997 as compared to 24.5% in 1996. Selling, general and administrative expenses were approximately 27.5% in the current quarter as compared to 28% in 1996.

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, 1997 consists of current assets of \$16,890,898 and current liabilities of \$6,976,875. During the six month period ended May 31, 1997, shareholders' equity increased from \$11,724,209 at November 30, 1996 to \$12,708,600 at May 31, 1997. This was due primarily to the net income generated for the period.

During the six months, the Company generated \$1.4 million in operations, used \$136,000 to reduce borrowings, and approximately \$130,000 to purchase fixed assets. These factors coupled with proceeds from the sale of equipment (\$40,000) resulted in a net increase in the Company's cash of about \$1,172,000.

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

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PART II, ITEM 6. (Continued) EXHIBIT 11

CCA INDUSTRIES, INC. AND SUBSIDIARIES

<TABLE>

COMPUTATION OF EARNINGS PER SHARE

(UNAUDITED)

<caption></caption>				
	Three Months Ended			onths Ended
	May 3	1,	May 31,	
	1997	1996	1997	1996
Item 6.				
<s></s>	<c></c>	<c></c>	<c></c>	<c></c>
Primary:				
Average shares out	-	7,206,051	7,160,055	7,215,628 7,073,846
Net effect of dilut				
optionsbased on treasury stock me				
using average ma				
price		09 1,002,28	2 8	77,283 879,313
TOT	ALS 8,1	45,360 8,16	52,337	8,092,911 7,953,159
Net income	\$ 70	06,712 \$46	4,585	\$1,016,713 \$832,745
Per share amount		\$.09 \$.	06	\$.13 \$.10

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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 three months ended May 31, 1997.

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

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<TABLE> <S> <C> <ARTICLE> 5 <MULTIPLIER> 1 <S> <C> <PERIOD-TYPE> 6-MOS <FISCAL-YEAR-END> NOV-30-1997 MAY-31-1997 <PERIOD-END> <CASH> 2,595,264 3,194,054 <SECURITIES> <RECEIVABLES> 6,274,501 <ALLOWANCES> 1,167,517 <INVENTORY> 6,102,375 <CURRENT-ASSETS> 16,897,654 <PP&E> 2,410,128 <DEPRECIATION> 1,627,534 <TOTAL-ASSETS> 19,685,475 <CURRENT-LIABILITIES> 6,976,875 <BONDS> 0 <PREFERRED-MANDATORY> 0 <PREFERRED> 0 <COMMON> 72.135 <OTHER-SE> 12,636,465 <TOTAL-LIABILITY-AND-EQUITY> 19,685,475 <SALES> 19,169,701 <TOTAL-REVENUES> 19,323,864 <CGS> 7,016,633 <TOTAL-COSTS> 17,594,356 <OTHER-EXPENSES> 10,506,421 <LOSS-PROVISION> 66,396 <INTEREST-EXPENSE> 4,906 <INCOME-PRETAX> 1,729,508 712,795 <INCOME-TAX> <INCOME-CONTINUING> 1,016,713 <DISCONTINUED> 0 0 <EXTRAORDINARY> 0 <CHANGES> <NET-INCOME> 1,016,713 <EPS-PRIMARY> .13 <EPS-DILUTED> .13

</TABLE>