

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 February 28, 2002

Commission File Number 2-85538

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

Delaware  
(State or other jurisdiction of  
Incorporation or organization)

04-2795439  
(I.R.S. Employer  
Identification Number)

200 Murray Hill Parkway  
East Rutherford, NJ  
(Address of principal executive offices)

07073  
(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 - \$6,242,823 shares of as February 28, 2002

Class A Common Stock, \$.01 Par Value - \$1,020,930 shares as of  
February 28, 2002

# CCA INDUSTRIES, INC. AND SUBSIDIARIES

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CCA INDUSTRIES, INC. AND SUBSIDIARIES

CONSOLIDATED BALANCE SHEETS

ASSETS

	February 28, <u>2002</u>	November 30, <u>2001</u>
Current Assets		
Cash and cash equivalents	\$ 2,265,526	\$ 2,555,938
Short-term investments and marketable securities	753,150	355,345
Accounts receivable, net of allowances of \$1,128,580 and \$1,295,086, respectively	5,657,862	4,464,991
Inventories	4,855,619	4,783,530
Prepaid expenses and sundry receivables	490,848	401,403
Deferred income taxes	1,553,613	1,617,403
Prepaid income taxes and refunds due	325,659	221,989
Deferred advertising	<u>777,096</u>	<u>-</u>
Total Current Assets	<u>16,679,373</u>	<u>14,400,599</u>
Property and Equipment, net of accumulated depreciation and amortization	<u>448,516</u>	<u>482,261</u>
Intangible Assets, net of accumulated amortization	<u>609,275</u>	<u>618,933</u>
Other Assets		
Marketable securities	4,745,469	4,979,758
Due from officers - Non-current	19,991	20,598
Deferred income taxes	39,439	40,105
Other	<u>56,663</u>	<u>56,663</u>
Total Other Assets	<u>4,861,562</u>	<u>5,097,124</u>
Total Assets	<u>\$22,598,726</u>	<u>\$20,598,917</u>

See Notes Consolidated to Financial Statements.

CCA INDUSTRIES, INC. AND SUBSIDIARIES

CONSOLIDATED BALANCE SHEETS

LIABILITIES AND SHAREHOLDERS' EQUITY

	February 28, <u>2002</u>	November 30, <u>2001</u>
Current Liabilities		
Accounts payable and accrued liabilities	\$ 5,875,383	\$ 4,154,256
Income taxes payable	<u>-</u>	<u>9,366</u>
Total Current Liabilities	<u>5,875,383</u>	<u>4,163,622</u>
Subordinated Debentures (due August 1, 2005)	<u>510,656</u>	<u>510,656</u>
Shareholders' Equity		
Common stock, \$.01 par; authorized 15,000,000 shares; issued and outstanding 6,242,823 and 6,042,823 shares, respectively	62,428	62,428
Class A common stock, \$.01 par; authorized 5,000,000 shares; issued and outstanding 1,020,930 shares, respectively	10,209	10,209
Additional paid-in capital	3,834,296	3,834,296
Retained earnings	12,615,125	12,315,062
Unrealized (losses) on marketable securities	( <u>62,166</u> )	( <u>50,151</u> )
	16,459,892	16,171,844
Less: Treasury Stock (218,196 shares at February 28, 2002 and November 30, 2001, respectively)	<u>247,205</u>	<u>247,205</u>
Total Shareholders' Equity	<u>16,212,687</u>	<u>15,924,639</u>
Total Liabilities and Shareholders' Equity	<u>\$22,598,726</u>	<u>\$20,598,917</u>

See Notes to Consolidated Financial Statements.

CCA INDUSTRIES, INC. AND SUBSIDIARIES  
CONSOLIDATED STATEMENTS OF OPERATIONS  
(UNAUDITED)

	<u>2002</u>	Three Months Ended February 28, <u>2001</u>
Revenues		
Sales of health and beauty aid products - Net	\$10,158,386	\$10,096,529
Other income	<u>88,808</u>	<u>81,556</u>
	<u>10,247,194</u>	<u>10,178,085</u>
Costs and Expenses		
Costs of sales	3,764,904	4,244,147
Selling, general and administrative expenses	3,736,324	3,021,331
Advertising, cooperative and promotions	2,263,526	2,112,472
Research and development	89,802	90,948
Provision for doubtful accounts	( 104,360)	90,518
Interest expense	<u>8,915</u>	<u>40,306</u>
	<u>9,759,111</u>	<u>9,599,722</u>
Income before Provision for Income Taxes	488,083	578,363
Provision for Income Taxes	<u>188,020</u>	<u>241,517</u>
Net Income	<u>\$ 300,063</u>	<u>\$ 336,846</u>
Earnings per Share:		
Basic	<u>\$ .04</u>	<u>\$ .05</u>
Diluted	<u>\$ .04</u>	<u>\$ .05</u>

See Notes to Consolidated Financial Statements.

**CCA INDUSTRIES, INC. AND SUBSIDIARIES**  
**CONSOLIDATED STATEMENTS OF COMPREHENSIVE INCOME**  
**(UNAUDITED)**

	<u>2002</u>	Three Months Ended February 28, <u>2001</u>
Net Income	<u>\$300,063</u>	<u>\$336,846</u>
Other Comprehensive Income		
Unrealized holding gains (loss) on investments	( 12,015)	39,517
Provision (Benefit) for Taxes	( <u>4,628</u> )	<u>16,000</u>
Other Comprehensive (Loss) Income - Net	( <u>7,387</u> )	<u>23,517</u>
Comprehensive Income	<u>\$292,676</u>	<u>\$360,363</u>
Earnings Per Share:		
Basic	<u>\$.04</u>	<u>\$.05</u>
Diluted	<u>\$.04</u>	<u>\$.05</u>

See Notes to Consolidated Financial Statements.

**CCA INDUSTRIES, INC. AND SUBSIDIARIES**  
**CONSOLIDATED STATEMENT OF CASH FLOWS**  
**(UNAUDITED)**

	<u>2002</u>	Three Months Ended February 28, <u>2001</u>
Cash Flows from Operating Activities:		
Net income	\$ 300,063	\$ 336,846
Adjustments to reconcile net income to net cash provided by (used in) operating activities:		
Depreciation and amortization	93,946	101,744
(Gain) on sale of marketable securities	( 1,025)	( 2,048)
Decrease in deferred income taxes	64,456	7,721
(Increase) in accounts receivable	( 1,192,871)	( 1,617,694)
(Increase) decrease in inventory	( 72,089)	773,677
(Increase) in prepaid expenses and miscellaneous receivables	( 89,445)	( 52,438)
(Increase) in deferred advertising	( 777,096)	( 862,885)
Increase in accounts payable and accrued liabilities	1,721,127	2,629,449
Decrease (increase) in prepaid income taxes	( 103,670)	186,403
(Decrease) in taxes payable	( 9,366)	-
Net Cash (Used in) Provided by Operating Activities	<u>( 65,970)</u>	<u>1,500,775</u>
Cash Flows from Investing Activities:		
Acquisition of property, plant and equipment	( 48,258)	( 4,200)
Acquisition of intangible assets	( 2,285)	-
Proceeds of money due from officers	607	-
Purchase of marketable securities	( 227,573)	( 1,693,657)
Proceeds from sale and maturity of investments	53,067	1,394,983
Net Cash (Used in) Investing Activities	<u>( 224,442)</u>	<u>( 302,874)</u>
Cash Flows from Financing Activities:		
Repayment of debt	-	( 1,500,000)
Purchase of treasury stock	-	( 28,002)
Repurchase of outstanding debenture	-	( 22,500)
Net Cash (Used in) Provided by Financing Activities	<u>-</u>	<u>( 1,550,502)</u>
Net (Decrease) in Cash	( 290,412)	( 352,601)
Cash and Cash Equivalents at Beginning of Period	<u>2,555,938</u>	<u>804,508</u>
Cash and Cash Equivalents at End of Period	<u>\$2,265,526</u>	<u>\$ 451,907</u>
Supplemental Disclosures of Cash Flow Information:		
Cash paid during the period for:		
Interest	\$ 16,575	\$ 46,552
Income taxes	324,770	51,444

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 three month period ended February 28, 2002 are not necessarily indicative of the results that may be expected for the year ended November 30, 2002. 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, 2001.

### NOTE 2 - ORGANIZATION AND DESCRIPTION OF BUSINESS

CCA Industries, Inc. ("CCA") was incorporated in the State of Delaware on March 25, 1983.

CCA manufactures and distributes health and beauty aid products.

CCA has several wholly-owned subsidiaries (CCA Cosmetics, Inc., CCA Labs, Inc., Berdell, Inc., Nutra Care Corporation, and CCA Online Industries, Inc.), all of which are currently inactive.

In March of 1998 CCA acquired 80% of the newly organized Fragrance Corporation of America, Ltd. which manufactures and distributes perfume products. In 1999, the Company adopted a formal plan to discontinue the operations of the subsidiary. As of November 30, 2001, the Company had completed its plan of dissolution.

### NOTE 3 - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

#### Principles of Consolidation:

The consolidated financial statements include the accounts of CCA and its wholly-owned subsidiaries (collectively the "Company"). The minority interest in the discontinued consolidated subsidiary is no longer reflected in the financial statements. All significant inter-company accounts and transactions have been eliminated.

## NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

(UNAUDITED)

### NOTE 3 - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (Continued)

#### Use of Estimates:

The consolidated financial statements include the use of estimates, which management believes are reasonable. The process of preparing financial statements in conformity with generally accepted accounting principles requires the use of estimates and assumptions regarding certain types of assets, liabilities, revenues, and expenses. Such estimates primarily relate to unsettled transactions and events as of the date of the financial statements. Accordingly, upon settlement, actual results may differ from estimated amounts.

#### Short-Term Investments and Marketable Securities:

Short-term investments and marketable securities consist of corporate and government bonds 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.

#### Statements of Cash Flows Disclosure:

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.

(UNAUDITED)

NOTE 3 - 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 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, whichever 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.

Financial Instruments:

The carrying value of assets and liabilities considered financial instruments approximate their respective fair value.

Income Taxes:

Income tax expense includes federal and state taxes currently payable and deferred taxes arising from temporary differences between income for financial reporting and income tax purposes.

Tax Credits:

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

**CCA INDUSTRIES, INC. AND SUBSIDIARIES**  
**NOTES TO CONSOLIDATED FINANCIAL STATEMENTS**  
**(UNAUDITED)**

NOTE 3 - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (Continued)

Earnings Per Common Share:

The Company adopted Statement of Financial Accounting Standards ("SFAS") No. 128, "Earnings Per Share" in 1998. Basic earnings per share is calculated using the average number of shares of common stock outstanding during the year. Diluted earnings per share is computed on the basis of the average number of common shares outstanding plus the effect of outstanding stock options using the "treasury stock method" and convertible debentures using the "if-converted" method. Common stock equivalents consist of stock options. In fiscal 2001, the Company repriced all of the outstanding stock options to \$.50.

Revenue Recognition:

The Company recognizes sales upon shipment of merchandise. Net sales are comprised of gross revenues less expected returns, trade discounts, customer allowances and various sales incentives. Although no legal right of return exists between the customer and the Company, it is an industry-wide practice to accept returns from customers. The Company, therefore, records a reserve for returns equal to its gross profit on its historical percentage of returns on its last five months sales.

Accounts Receivable:

Accounts receivable with credit balances have been included as a current liability in "Accounts payable and accrued liabilities" in the accompanying balance sheet.

The Company uses the allowance method to account for uncollectible accounts receivable. Accounts receivable are presented net of an allowance for doubtful accounts of \$365,202 and \$391,806 as of February 28, 2002 and 2001, respectively.

Shipping and Handling Costs:

The Company presents shipping and handling costs as part of selling, general and administrative expense and not as part of cost of sales. Freight costs were \$486,853 and \$513,670 for the three months ended February 28, 2002 and 2001, respectively.

Comprehensive Income:

The Company adopted SFAS #130, Comprehensive Income, which considers the Company's financial performance in that it includes all changes in equity during the period from transactions and events from non-owner sources.

Reclassifications

Certain prior year amounts have been reclassified to conform to the 2002 presentation.

## NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

### NOTE 4 - INVENTORIES

The components of inventory consist of the following:

	February 28, <u>2002</u>	November 30, <u>2001</u>
Raw materials	\$3,628,614	\$2,225,814
Finished goods	<u>2,263,486</u>	<u>3,610,432</u>
	<u>\$5,892,100</u>	<u>\$5,836,246</u>

At February 28, 2002 and November 30, 2001, the Company had a reserve for obsolescence of \$1,036,481 and \$1,052,716, respectively.

### NOTE 5 - PROPERTY AND EQUIPMENT

The components of property and equipment consisted of the following:

	February 28, <u>2002</u>	November 30, <u>2001</u>
Machinery and equipment	\$ 211,773	\$ 168,421
Furniture and equipment	727,292	741,414
Transportation equipment	10,918	10,918
Tools, dies, and masters	559,321	550,825
Leasehold improvements	<u>172,815</u>	<u>162,283</u>
	1,682,119	1,633,861
Less: Accumulated depreciation and amortization	<u>1,233,603</u>	<u>1,151,600</u>
Property and Equipment - Net	<u>\$ 448,516</u>	<u>\$ 482,261</u>

Depreciation expense for the three months ended February 28, 2002 and 2001 amounted to \$82,003 and \$95,393, respectively.

### NOTE 6 - INTANGIBLE ASSETS

Intangible assets consist of the following:

	February 28, <u>2002</u>	November 30, <u>2001</u>
Patents and trademarks	\$752,541	\$750,256
Less: Accumulated amortization	<u>143,266</u>	<u>131,323</u>
Intangible Assets - Net	<u>\$609,275</u>	<u>\$618,933</u>

Amortization expense for the three months ended February 28, 2002 and 2001 amounted to \$11,943 and \$6,351, respectively.

## NOTE 7 - 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 \$777,096 is accordingly reflected in the balance sheet for the interim period. This deferral is the result of the Company's \$7,000,000 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 a lower expenditure in the 4th quarter.

The table below sets forth the calculation:

February	<u>2002</u> (In Millions)	<u>2001</u> (In Millions)
Media advertising budget for the fiscal year	<u>\$7.00</u>	<u>\$5.40</u>
Pro-rata portion for three months	\$1.75	\$1.35
Media advertising spent	<u>1.38</u>	<u>2.21</u>
Accrual (deferral)	<u>\$ .37</u>	<u>(\$ .86)</u>
Anticipated Co-op advertising commitments	<u>\$4.00</u>	<u>\$4.00</u>
Pro-rata portion for three months	\$1.00	\$1.00
Co-op advertising spent	<u>1.78</u>	<u>.89</u>
Accrual (deferral)	<u>(\$0.78)</u>	<u>\$ .11</u>

## NOTE 8 - 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:

	<u>February 28,</u> <u>2002</u> (In Thousands)	<u>November 30,</u> <u>2001</u> (In Thousands)
a) Vacation accrual	\$ *	\$ 254
a) Media advertising	1,708	424
b) Coop advertising	760	392
c) Accrued returns	*	301
d) Accrued bonuses	<u>410</u>	<u>510</u>
	<u>\$2,878</u>	<u>\$1,881</u>

\* under 5%

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

## CCA INDUSTRIES, INC. AND SUBSIDIARIES

### NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

## NOTE 9 - OTHER INCOME

Other income consists of the following at February 28:

	<u>2002</u>	<u>2001</u>
Interest income	\$68,643	\$69,996
Dividend income	3,066	4,619
Miscellaneous	17,099	6,941
	<u>\$88,808</u>	<u>\$81,556</u>

NOTE 10 - SUBORDINATED DEBENTURES

On August 1, 2000, the Company repurchased (pursuant to a tender offer) 278,328 shares of its outstanding common stock by issuing subordinated debentures equal to \$2 per share, which accrue interest at 6% and are due to mature on August 1, 2005. The interest is payable semi-annually.

NOTE 11 - SHORT-TERM INVESTMENTS AND MARKETABLE SECURITIES

Short-term investments and marketable securities, which consist of stock and various corporate and government obligations, are stated at market value. The Company has classified its investments as Available-for-Sale securities and considers as current assets those investments which will mature or are likely to be sold in the next fiscal year. The remaining investments are considered non-current assets. The cost and market values of the investments at February 28, 2002 and November 30, 2001 were as follows:

	<u>February 28, 2002</u>		<u>November 30, 2001</u>	
	COST	MARKET	COST	MARKET
Current:				
Corporate obligations	\$ 390,000	\$ 398,009	\$ -	\$ -
Mutual Funds	162,378	105,723	159,805	107,015
Government obligations (including mortgage backed securities)	<u>247,330</u>	<u>249,418</u>	<u>247,330</u>	<u>248,330</u>
Total	<u>799,708</u>	<u>753,150</u>	<u>407,135</u>	<u>355,345</u>
Non-Current:				
Corporate obligations	2,026,846	2,026,753	2,416,846	2,434,080
Government obligations	2,484,231	2,465,356	2,311,273	2,294,058
Preferred stock	<u>250,000</u>	<u>253,360</u>	<u>250,000</u>	<u>251,620</u>
Total	<u>4,761,077</u>	<u>4,745,469</u>	<u>4,978,119</u>	<u>4,979,758</u>
Total	<u>\$5,560,785</u>	<u>\$5,498,619</u>	<u>\$5,385,254</u>	<u>\$5,335,103</u>

The market value at February 28, 2002 was \$5,498,619 as compared to \$5,335,103 at November 30, 2001. The gross unrealized gains and losses as at February 28, 2002 and November 30, 2001 were \$30,605 and (\$92,771) for February 28, 2002 and \$35,542 and (\$85,693) for November 30, 2001, respectively. The cost and market values of the investments at February 28, 2002 were as follows:

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

**NOTE 11 - SHORT-TERM INVESTMENTS AND MARKETABLE SECURITIES (CONTINUED)**

COL. A			COL. B	COL. C	COL. D	COL. E
Name of Issuer and in <u>Title of Each Issue</u>	Maturity  <u>Date</u>	Interest  <u>Rate</u>	Number of Units-Principal Amount of Bonds and  <u>Notes</u>	Cost of  <u>Each Issue</u>	Market Value of Each Issue at Balance  <u>Sheet Date</u>	Amount at Which Each Portfolio Of Equity Security Issues and Each Other Security Issue Is Carried  <u>Balance Sheet</u>
<b>CORPORATE OBLIGATIONS:</b>						
GMAC Smartnotes	10/15/03	4.600%	250,000	\$ 250,000	\$ 249,708	\$ 249,708
GMAC Smartnotes	10/15/03	4.750	325,000	325,000	325,130	325,130
GMAC Smartnotes	1/15/03	5.550	250,000	250,000	255,318	255,318
GMAC Smartnotes	2/15/03	5.750	140,000	140,000	142,691	142,691
GMAC Smartnotes	6/15/03	4.750	300,000	300,000	301,488	301,488
GMAC Smartnotes	7/15/03	4.650	200,000	200,000	200,516	200,516
GMAC Smartnotes	8/15/03	4.250	499,000	499,000	496,804	496,804
International Business Machines	9/22/03	5.370	100,000	102,040	103,188	103,188
Colgate-Palmolive	12/1/03	5.270	100,000	100,860	103,018	103,018
Ford Motor Credit	3/20/04	6.125	245,000	<u>249,946</u>	<u>246,901</u>	<u>246,901</u>
				<u>2,416,846</u>	<u>2,424,762</u>	<u>2,424,762</u>

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

**NOTE 11 - SHORT-TERM INVESTMENTS AND MARKETABLE SECURITIES (CONTINUED)**

COL. A			COL. B	COL. C	COL. D	COL. E
Name of Issuer and Title of Each Issue	Maturity Date	Interest Rate	Number of Units-Principal Amount of Bonds and Notes	Cost of Each Issue	Market Value of Each Issue at Balance Sheet Date	Amount at Which Each Portfolio Of Equity Security Issues and Each Other Security Issue Is Carried in Balance Sheet
<b>GOVERNMENT OBLIGATIONS:</b>						
FHLMC 1628-N	12/15/2023	6.500%	21,142	\$ 18,367	\$ 19,308	\$ 19,308
FNMA 93-224-D	11/25/2023	6.500	18,929	21,600	21,234	21,234
FHLB	9/15/2003	5.125	255,000	266,200	264,007	264,007
FHLB	11/15/2005	4.250	750,000	753,004	745,553	745,553
US Treasury Note	11/15/2003	4.250	200,000	199,891	204,812	204,812
US Treasury Note	11/15/2003	4.250	250,000	250,169	256,015	256,015
US Treasury Bill	4/18/2002	2.160	250,000	247,330	249,418	249,418
FNMA	11/6/2009	4.250	250,000	250,000	243,305	243,305
FNMA	11/6/2009	4.250	500,000	500,000	486,610	486,610
FHLMC	2/27/12	4.000	225,000	225,000	224,512	224,512
				<u>2,731,561</u>	<u>2,714,774</u>	<u>2,714,774</u>

CCA INDUSTRIES, INC. AND SUBSIDIARIES

NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

NOTE 11 -SHORT-TERM INVESTMENTS AND MARKETABLE SECURITIES (CONTINUED)

COL. A			COL. B	COL. C	COL. D	COL. E
Name of Issuer and Title of Each Issue	Next Call Date	Interest and Dividend Rate	Number of Shares	Cost of Stock	Market Value of Stock at Balance Sheet Date	Amount at Which Each Portfolio Of Equity Security Issues and Each Other Security Issue Is Carried in Balance Sheet
EQUITY:						
Preferred Stock:						
Merrill Lynch Trust	9/30/08	7.28%	6,000	\$ 150,000	\$ 153,360	\$ 153,360
Other Equity Investments:						
Aberdeen Asia Pacific Income Fund				100,000	100,000	100,000
Dreyfus Premier Limited Term High Income CL B		8.3%*	12,824	<u>162,378</u>	<u>105,723</u>	<u>105,723</u>
				<u>412,378</u>	<u>359,083</u>	<u>359,083</u>
				<u>\$5,560,785</u>	<u>\$5,498,619</u>	<u>\$5,498,619</u>

\*Estimated

CCA INDUSTRIES, INC.

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

(UNAUDITED)

For the three month period ending February 28, 2002, the Company had revenues of \$10,247,194 and net income of \$300,063 after a provision for taxes of \$188,020; as compared to revenues of \$10,178,085 and net income of \$336,846 for the quarter ended February 28, 2001. The Company's improvement in its gross profit percentage (from 58% to 63%) enabled it to realize approximately the same earnings as the prior year's first quarter despite an additional \$151,054 in advertising expense and an increase in the other (non-advertising) costs of \$487,578. The increase in other expenses was primarily due to an increase in labor and commission costs, as well as an increase in insurance costs (mostly due to an additional \$62,500 accrued to reflect an anticipated \$250,000 increase in the Company's annual product liability insurance premium), offset by a credit of \$104,000 in the provision for doubtful accounts. This credit was due to the collection of some previously reserved amounts as well as a proportionate reduction of the decrease in the over 90-day accounts receivable.

The Company's financial position as at February 28, 2002 consists of current assets of \$16,679,373 and current liabilities of \$5,875,383, which equals a current ratio of 2.8:1. In addition, shareholders' equity increased from \$15,924,639 at November 30, 2001 to \$16,212,687 at February 28, 2002 primarily due to net income earned during the period.

The Company's cash position decreased primarily due to the purchase of assets and marketable securities (\$224,000) and the net effect of cash used in operations (\$65,000). Deferred advertising increased due to quarters' commitments exceeding the prorata share of the annual budget, accounts receivable increased due to an increase in sales in the last month of the quarter, and accounts payable increased primarily due to accruals for advertising. The changes in the aforementioned accounts are "seasonal" and within a normal range for the first quarter.

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 February 28, 2002.

CCA INDUSTRIES, INC. AND SUBSIDIARIES  
COMPUTATION OF EARNINGS PER SHARE

(UNAUDITED)

	Three Months Ended February 28,	
	<u>2002</u>	<u>2001</u>
<u>Item 6.</u>		
Weighted average shares outstanding - Basic	7,045,557	6,909,666
Net effect of dilutive stock options--based on the treasury stock method using average market price	533,691	79,310
Weighted average shares outstanding - Diluted	7,579,248	6,988,976
Net income	\$ 300,063	\$ 336,846
Per share amount		
Basic	\$.04	\$.05
Diluted	\$.04	\$.05

## 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:/s David Edell  
David Edell, President

By:/s Ira W. Berman  
Ira W. Berman, Secretary