# SECURITIES AND EXCHANGE COMMISSION 

Washington, D.C. 20549
FORM 10-Q

## (X) QUARTERLY REPORT PURSUANT TO SECTION 13 OR 15(d) OF THE SECURITIES

 EXCHANGE ACT OF 1934For the quarterly period ended September 30, 1997, or
( ) TRANSITION REPORT PURSUANT TO SECTION 13 OR 15(d) OF THE SECURITIES EXCHANGE ACT OF 1934

For the transition period from $\qquad$ to

Commission file number 0-17272

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

MINNESOTA
(State or other jurisdiction of incorporation or organization)

614 MCKINLEY PLACE N.E. MINNEAPOLIS, MN 55413 (Address of principal (Zip code) executive offices)

41-1427402
(I.R.S. Employer Identification No.)
(612) 379-8854
(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 (X) No ( )
At November 11, 1997, 18,888,532 shares of the Company's Common Stock (par value $\$ .01$ ) were outstanding.

PART I - FINANCIAL INFORMATION
ITEM 1 - FINANCIAL STATEMENTS
TECHNE CORPORATION \& SUBSIDIARIES CONSOLIDATED BALANCE SHEETS
(Unaudited)

<TABLE> <CAPTION>
\begin{tabular}{|c|c|c|}
\hline & 9/30/97 & 6/30/97 \\
\hline <S> & <C> & <C> \\
\hline
\end{tabular}

ASSETS
\begin{tabular}{|c|c|c|}
\hline Cash and cash equivalents & \$ 9,065,649 & 9 \$ 8,598,367 \\
\hline Short-term investments & 19,668,315 & 16,153,890 \\
\hline Accounts receivable (net) & 9,086,026 & 9,114,447 \\
\hline Inventories & 4,126,020 4,0 & 087,161 \\
\hline Deferred income taxes & 1,431,000 & 1,322,000 \\
\hline Other current assets & 779,092 & 521,493 \\
\hline Total current assets & 44,156,102 & 39,797,358 \\
\hline Deferred income taxes & 1,796,000 & 1,703,000 \\
\hline Prepaid license fee & 211,200 & 250,800 \\
\hline Fixed assets (net) & 11,734,381 11, & 11,252,741 \\
\hline Intangible assets (net) & 322,840 & 365,311 \\
\hline Other assets & 662,465 55 & 552,500 \\
\hline
\end{tabular}
\begin{tabular}{|c|c|c|c|}
\hline TOTAL ASSETS & \$58,882,988 & \multicolumn{2}{|l|}{\$53,921,710} \\
\hline \multicolumn{4}{|l|}{LIABILITIES \& EQUITY} \\
\hline Trade accounts payable & \$ 2,089,671 & \$ 1,609 & ,362 \\
\hline Salary and related accruals & 1,425,179 & 1,790, & \\
\hline Other payables & 525,098 & 498,873 & \\
\hline Income taxes payable & 2,564,611 & 1,000,0 & \\
\hline Total current liabilities & 6,604,559 & 4,898,36 & \\
\hline Deferred rent 1, & 1,120,500 9 & 942,300 & \\
\hline \multicolumn{4}{|l|}{Common stock, par value \(\$ .01\) per share; authorized 50,000,000; issued and outstanding \(18,873,432\)} \\
\hline and \(18,875,456\), respectively & 188,734 & 188, & 755 \\
\hline Additional paid-in capital & 12,996,303 & 12,653 & ,449 \\
\hline Retained earnings & 37,665,105 & 34,808,7 & \\
\hline \multicolumn{4}{|l|}{Accumulated foreign currency} \\
\hline Total stockholders' equity & \[
51,157,929
\] & 48,081 & ,044 \\
\hline \multicolumn{4}{|l|}{TOTAL LIABILITIES AND} \\
\hline STOCKHOLDERS' EQUIT & \multicolumn{2}{|r|}{\$58,882,988} & \$53,9 \\
\hline
\end{tabular}

See notes to unaudited Consolidated Financial Statements.

TECHNE CORPORATION \& SUBSIDIARIES CONSOLIDATED STATEMENTS OF EARNINGS (Unaudited)
<TABLE>
<CAPTION>
\begin{tabular}{|c|c|c|}
\hline \multirow[t]{2}{*}{CAPTION} & \multicolumn{2}{|l|}{QUARTER ENDED} \\
\hline & 9/30/97 9/301 & 30/96 \\
\hline <S> & \multicolumn{2}{|l|}{\(<\mathrm{C}>\quad<\mathrm{C}>\)} \\
\hline Sales & \$15,537,143 & \$14,026,978 \\
\hline Cost of sales & 4,545,906 & 4,778,130 \\
\hline Gross margin & 10,991,23 & 77 9,248,848 \\
\hline
\end{tabular}

Operating expenses (income):


NET EARNINGS \$ 3,262,382 \$ 2,175,269

EARNINGS PER COMMON AND COMMON
EQUIVALENT SHARE (Note B) \(\quad \$ \quad 0.17 \quad \$ \quad 0.11\)

\section*{AVERAGE COMMON AND COMMON EQUIVALENT}

SHARES OUTSTANDING

See notes to unaudited Consolidated Financial Statements.

TECHNE CORPORATION \& SUBSIDIARIES CONSOLIDATED STATEMENTS OF CASH FLOWS (Unaudited)
```
<TABLE>
<CAPTION>
```

THREE MONTHS ENDED
\begin{tabular}{|c|c|c|}
\hline & 9/30/97 & 9/30/96 \\
\hline <S> & <C> & <C> \\
\hline
\end{tabular}

CASH FLOWS FROM OPERATING ACTIVITIES:
\begin{tabular}{|c|c|c|}
\hline Net earnings & \$ 3,262,382 \$ 2, & \$ 2,175,269 \\
\hline \multicolumn{3}{|l|}{Adjustments to reconcile net earnings} \\
\hline to net cash provided & & \\
\hline \multicolumn{3}{|l|}{by operating activities:} \\
\hline Depreciation and amortization & 568,311 & ,311 533,905 \\
\hline Deferred income taxes & \((232,000)\) & (421,000) \\
\hline Tax benefit from exercise of op & ptions 11,000 & 1,000 \\
\hline Decrease in prepaid license fee & e 39,600 & 39,600 \\
\hline Deferred rent & 178,200 79 & 79,500 \\
\hline Other & 90,535 & - \\
\hline \multicolumn{3}{|l|}{Change in current assets and} \\
\hline \multicolumn{3}{|l|}{(Increase) decrease in:} \\
\hline Accounts receivable & \((37,671)\) & ) 306,634 \\
\hline Inventories & \((69,720)(61,0\) & \((61,037)\) \\
\hline Other current assets & \((260,492)\) & 11,892 \\
\hline \multicolumn{3}{|l|}{Increase (decrease) in:} \\
\hline Trade account/other payables & 5 526,582 & \(582(255,865)\) \\
\hline Salary and related accruals & \((360,692)\) & (664,387) \\
\hline Income taxes payable & 1,587,089 & 847,915 \\
\hline
\end{tabular}

NET CASH PROVIDED BY OPERATING ACTIVITIES 5,303,124 2,592,426

\section*{CASH FLOWS FROM INVESTING ACTIVITIES:}
\begin{tabular}{lccc} 
Purchase of short-term investments & \((7,245,876) \quad(4,800,000)\) \\
Proceeds from sale of short- & & \\
\begin{tabular}{l} 
term investments
\end{tabular} & \(3,731,451\) & \(4,320,000\) \\
Increase in other long term assets & - & \((250,000)\) \\
Additions to fixed assets & \((1,030,222)\) & \((2,154,141)\)
\end{tabular}

NET CASH USED BY INVESTING ACTIVITIES \(\quad(4,544,647)(2,884,141)\)

\section*{CASH FLOWS FROM FINANCING ACTIVITIES:}
\begin{tabular}{lll} 
Issuance of common stock & 5,288 & 14,938 \\
Repurchase of common stock & \((280,000)\) & \((1,543,443)\)
\end{tabular}
NET CASH USED BY FINANCING ACTIVITIES ..... \((274,712) \quad(1,528,505)\)
EFFECT OF EXCHANGE RATE CHANGES ON CASH ..... \((16,483) \quad 13,924\)
NET CHANGE IN CASH AND EQUIVALENTS ..... 467,282 (1,806,296)
CASH AND EQUIVALENTS AT BEGINNING OF PERIOD ..... 8,598,367 ..... 7,422,084
CASH AND EQUIVALENTS AT END OF PERIOD ..... \$ 9,065,649 \$ 5,615,788

\footnotetext{
</TABLE>
}

See notes to unaudited Consolidated Financial Statements.

\section*{TECHNE CORPORATION \& SUBSIDIARIES NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (Unaudited)}

\section*{A. BASIS OF PRESENTATION:}

The unaudited Consolidated Financial Statements have been prepared in accordance with generally accepted accounting principles and with instructions to Form 10-Q and Article 10 of Regulation S-X. The accompanying unaudited Consolidated Financial Statements reflect all adjustments which are, in the opinion of management, necessary to a fair presentation of the results for the interim periods presented. All such adjustments are of a normal recurring nature.

A summary of significant accounting policies followed by the Company is detailed in the Annual Report to Shareholders for Fiscal 1997. The Company follows these policies in preparation of the interim Financial Statements. Certain information and footnote disclosures normally included in financial statements prepared in accordance with generally accepted accounting principles have been condensed or omitted. It is suggested that the Consolidated Financial Statements be read in conjunction with the Company's Consolidated Financial Statements and Notes thereto for the fiscal year ended June 30, 1997 included in the Company's Annual Report to Shareholders for Fiscal 1997.

Certain Consolidated Balance Sheet captions appearing in this interim report are as follows:
\(<\) TABLE>
<CAPTION>
\begin{tabular}{|c|c|c|}
\hline & 9/30/97 & 6/30/97 \\
\hline <S> & <C> & \(<\mathrm{C}\) \\
\hline
\end{tabular}

\section*{ACCOUNTS RECEIVABLE}
\begin{tabular}{crc} 
Accounts receivable & \(\$ 9,136,026\) & \(\$ 9,166,447\) \\
Less reserve for bad debts & 50,000 & 52,000
\end{tabular}

NET ACCOUNTS RECEIVABLE \(\$ 9,086,026\) \$9,114,447
INVENTORIES
\begin{tabular}{|c|c|c|c|}
\hline Raw materials & \multicolumn{3}{|l|}{\$ 2,102,254 \$ 2,105,836} \\
\hline Work in process & - & \multicolumn{2}{|l|}{89,100} \\
\hline Supplies & 140,432 & \multicolumn{2}{|l|}{121,483} \\
\hline Finished goods & 1,883,334 & \multicolumn{2}{|l|}{1,770,742} \\
\hline TOTAL INVENTORIES & & 126,020 & \$ 4, \\
\hline
\end{tabular}

FIXED ASSETS
\begin{tabular}{lcc} 
Laboratory equipment & \(\$ 9,554,121\) & \(\$ 9,513,329\) \\
Office equipment & \(2,733,508\) & \(2,671,947\) \\
Leasehold improvements & \(9,778,124\) & \(9,063,354\)
\end{tabular}
\begin{tabular}{|c|c|c|c|c|c|}
\hline Less accumulated depre and amortization & \multicolumn{2}{|l|}{10,331,372} & \multicolumn{3}{|l|}{9,995,889} \\
\hline NET FIXED ASSETS & \multicolumn{3}{|r|}{\$11,734,381} & & 11, \\
\hline
\end{tabular}

INTANGIBLE ASSETS


In June 1997, the Financial Accounting Standards Board issued SFAS No. 131, "Disclosures about Segments of an Enterprise and Related Information," which will be effective for the Company beginning July 1, 1998. SFAS No. 131 redefines how operating segments are determined and requires disclosure of certain financial and descriptive information about a company's operating segments. The Company believes that this statement will not have a material impact on results reported in its financial statements.

In June 1997, the Financial Accounting Standards Board issued SFAS No. 130, "Reporting Comprehensive Income," which will be effective for the Company beginning July 1, 1998. SFAS No. 130 requires the disclosure of comprehensive income and its components in the Company's financial statements. The Company anticipates the effect of SFAS No. 130 will result in disclosure of unearned compensation on stock options and foreign currency translation adjustments on the face of the comprehensive income statement.

\section*{B. STOCK SPLIT:}

On October 23, 1997, the Company declared a two-for-one stock split to be effected in the form of a \(100 \%\) stock dividend to shareholders of record on November 10, 1997. The payment date for the stock split was November 17, 1997. All earnings per share and share amounts included in these financial statements have been restated to reflect the stock split.

\section*{C. EARNINGS PER SHARE:}

Shares used in the earnings per share computations are as follows:
<TABLE \(>\)
\(<\) CAPTION \(>\)
\begin{tabular}{|c|c|c|}
\hline & QUA & ER END \\
\hline & 9/30/97 & 9/30/96 \\
\hline <S> & \(<\mathrm{C}>\) & \(<\mathrm{C}>\) \\
\hline
\end{tabular}

Primary:
Weighted average number of common shares \(18,868,132 \quad 19,003,312\)
Dilutive effect of stock options
and warrants
643,102 573,580
Average common and common equivalent
shares outstanding 19,511,234 19,576,892

Fully diluted:
Weighted average number of common shares \(18,868,132 \quad 19,003,312\)
Dilutive effect of stock options
and warrants \(\quad 731,816 \quad 574,844\)

Average common and common equivalent
shares outstanding \(\quad 19,599,948 \quad 19,578,156\)
</TABLE>
Fully diluted earnings per share are not separately reported since the effect of dilution is less than three percent.

Effective for the quarter ended December 31, 1997, the Company will adopt Statement of Financial Accounting Standards No. 128 (SFAS 128), "Earnings
Per Share". All prior period earnings per share amounts will be restated to conform to the new standard. Earnings per share for the quarter ended September 30, 1997 computed under SFAS 128 would have resulted in basic and diluted earnings per share of \$.17.

\section*{ITEM 2 - MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION AND RESULTS OF OPERATIONS}

Techne Corporation has two operating subsidiaries: Research and Diagnostic Systems, Inc. (R\&D Systems) located in Minneapolis, Minnesota and R\&D Systems Europe Ltd. (R\&D Europe) located in Abingdon, England. R\&D Systems has two divisions: Biotechnology and Hematology. The Biotechnology Division manufactures purified cytokines (proteins), antibodies and assay kits which are sold primarily to biomedical researchers and clinical research laboratories. The Hematology Division develops and manufactures whole blood hematology controls and calibrators which are sold to hospital and clinical laboratories to check the performance of their hematology instruments to assure the accuracy of hematology test results. R\&D Europe sells R\&D Systems' biotechnology products in Europe, both directly and through a sales subsidiary in Germany. The Company has a foreign sales corporation, Techne Export Inc.

\section*{Net Sales}

Net sales for the quarter ended September 30, 1997 were \(\$ 15,537,143\), an increase of \(\$ 1,510,165(11 \%)\) from the quarter ended September 30, 1996. R\&D Systems sales increased \$1,776,287 (18\%) and R\&D Europe sales decreased \(\$ 266,122(7 \%)\) from the quarter ended September 30, 1996, respectively. The decrease in R\&D Europe sales was not unexpected due to the discontinuance of the molecular biology product line. R\&D Europe sales of continuing product lines increased \(17 \%\) from the first quarter of last year.

The increase in consolidated sales for the quarter was due, in part, to increased sales of R\&D Systems' cytokines and antibodies. Sales of cytokines and antibodies by R\&D Systems and R\&D Europe for the quarter ended September 30, 1997 were \(\$ 5,477,828\) compared to \(\$ 4,046,445\) for the quarter ended September 30, 1996, an increase of \(\$ 1,431,383\).

In addition, sales of hematology products increased \(\$ 505,335\) for the quarter ended September 30, 1997 due largely to the addition of two new OEM customer during the quarter, plus increased sales to a current OEM customer and increased retail and survey sales.

\section*{Gross Margins}

Gross margins, as a percentage of sales, increased from the prior year. Margins for the first quarter of fiscal 1998 were \(70.7 \%\) compared to \(65.9 \%\) for the same quarter in fiscal 1997.

The increase for the quarter was due to changes in product mix to highermargin products and the conclusion of royalty payments to Amgen Inc. in August 1996. Gross margins for R\&D Europe, Hematology Division and Biotechnology Division all increased for the quarter. R\&D Europe gross margins increased from \(51.7 \%\) to \(53.0 \%\); Hematology Division gross margins increased from \(40.1 \%\) to \(48.5 \%\); and Biotechnology Division gross margins increased from \(68.8 \%\) to \(73.1 \%\).

Selling, General and Administrative Expenses
Selling, general and administrative expenses increased \(\$ 686,169\) (21\%) from the first quarter of fiscal 1997 to the first quarter of fiscal 1998. The majority of the increase was due to additional occupancy and personnel costs at R\&D Systems, plus increased advertising and promotion costs by both R\&D Systems and R\&D Europe. These increased costs were partially offset by decreased personnel costs at R\&D Europe as a result of the restructuring in the third quarter of fiscal 1997.

Research and Development Expenses
Research and development expenses decreased \$416,996 (14\%) for the quarter ended September 30, 1997. R\&D Europe research and development expenses decreased \(\$ 631,662\) for the quarter as a result of a decrease in payments under the Joint Biological Research Agreement with British Bio-technology Group, plc. of \(\$ 314,146\) and a decrease in personnel as a result of the restructuring and the transfer of the majority of research and development activities to R\&D Systems. R\&D Systems' research and development expenses
increased \(\$ 214,666\) for the quarter ended September 30, 1997. The increase related to products currently under development, many of which have been or will be released in fiscal 1998. Products currently under development include both biotechnology and hematology products.

\section*{Net Earnings}

Earnings before income taxes increased \(\$ 1,603,113\) from \(\$ 3,120,269\) in the first quarter of fiscal 1997 to \(\$ 4,723,382\) in the first quarter of fiscal 1998. The increase in earnings before income taxes was due mainly to an increase in Biotechnology Division and Hematology Division earnings of \(\$ 819,022\) and \(\$ 394,189\), respectively, as a result of increased sales and gross margins, and an increase in R\&D Europe earnings of \$474,292 as a result of the decrease in research and development expenses.

Income taxes for the quarters ended September 30, 1997 and 1996 were provided at a rate of approximately \(31 \%\) and \(30 \%\) of consolidated pretax earnings, respectively. U.S. federal taxes have been reduced by the credit for research and development expenditures and the benefit of the foreign sales corporation. Foreign income taxes have been provided at rates which approximate the tax rates in the United Kingdom and Germany.

\section*{Liquidity and Capital Resources}

At September 30, 1997, cash and cash equivalents and short-term investments were \(\$ 28,733,964\) compared to \(\$ 24,752,257\) at June 30,1997 . The Company has been accumulating cash and short-term investments for future expansion purposes. The Company believes it can meet its future cash, working capital and capital addition requirements through currently available funds, cash generated from operations and maturities of short-term investments. The Company has an unsecured line of credit of \(\$ 750,000\). The interest rate on the line of credit is at prime. There were no borrowings on the line in the prior or current fiscal years.

\section*{Cash Flows From Operating Activities}

The Company generated cash of \(\$ 5,303,124\) from operating activities in the first three months of fiscal 1998 compared to \(\$ 2,592,426\) for the first three months of fiscal 1997. The increase was mainly the result of increased net earnings and increased current liabilities.

Cash Flows From Investing Activities
During the three months ended September 30, 1997 and 1996, the Company increased short-term investments \(\$ 3,514,425\) and \(\$ 480,000\), respectively. The Company's investment policy is to place excess cash in short-term taxexempt bonds. The objective of this policy is to obtain the highest possible return with the lowest risk, while keeping the funds accessible.

Capital additions were \(\$ 1,030,222\) for the first three months of fiscal 1998, compared to \(\$ 2,154,141\) for the first three months of fiscal 1997. Included in the fiscal 1998 and 1997 additions were \(\$ 721,000\) and \(\$ 1,783,000\) for leasehold improvements related to expansion and remodeling of facilities by R\&D Systems. The remaining additions in fiscal 1998 and 1997 were for laboratory and computer equipment. Total expenditures for capital additions planned for the remainder of fiscal 1998 are expected to cost approximately \(\$ 2\) million and are expected to be financed through currently available funds and cash generated from operating activities.

\section*{Cash Flows From Financing Activities}

Cash of \(\$ 5,288\) and \(\$ 14,938\) was received during the three months ended September 30, 1997 and 1996, respectively, for the exercise of options for 1,094 and 2,000 shares of common stock. During the first three months of fiscal 1998, options for 24,506 shares of common stock were exercised by the surrender of 7,624 shares of the Company's common stock with a fair market value of \(\$ 126,194\).

During the first three months of fiscal 1998 and 1997, the Company purchased and retired 20,000 and 117,600 shares, respectively, of Company common stock at market values of \(\$ 280,000\) and \(\$ 1,543,443\). In May 1995, the Company announced a plan to purchase and retire up to \(\$ 5,000,000\) of its common stock. Through November 1, 1997, 437,000 shares have been purchased at a market value of \(\$ 4,812,164\). Subject to market conditions and share price, the Company has extended its stock repurchase program and plans to purchase and retire up to an additional \(\$ 5,000,000\) of common stock.

During the first three months of fiscal 1998, the Company granted stock options with a fair value of \(\$ 200,500\) to a non-employee for services rendered to the Company.

The Company has never paid cash dividends and has no plans to do so in fiscal 1998.

\section*{ITEM 3 - QUANTITATIVE AND QUALITATIVE DISCLOSURES} ABOUT MARKET RISK

Not applicable.

\section*{PART II - OTHER INFORMATION}

\section*{ITEM 1 - LEGAL PROCEEDINGS}

None

\section*{ITEM 2 - CHANGES IN SECURITIES}

None

\section*{ITEM 3 - DEFAULTS UPON SENIOR SECURITIES}

None

\section*{ITEM 4 - SUBMISSION OF MATTERS TO VOTE OF SHAREHOLDERS}
(a) The Annual Meeting of the Registrant's shareholders was held on Thursday, October 23, 1997.
(b) A proposal to set the number of directors at seven was adopted by a vote of \(14,865,274\) in favor with 8,800 shares against, 26,780 shares abstaining and no shares represented by broker nonvotes.
(c) Proxies for the Annual Meeting were solicited pursuant to Regulation 14A under the Securities Exchange Act of 1934, there was no solicitation in opposition to management's nominees as listed in the proxy statement, and all such nominees were elected, as follows:
\begin{tabular}{lcc} 
Nominee & \multicolumn{1}{c}{ For } & \multicolumn{1}{c}{ Withheld } \\
\hline\(-------------~\) & 0 & 0 \\
Thomas E. Oland & \(14,883,342\) & 331,228 \\
Roger C. Lucas & \(14,552,114\) & 400 \\
Howard V. O'Connell & \(14,882,942\) & 4,000 \\
G. Arthur Herbert & \(14,879,342\) & 200 \\
Randolph C. Steer & \(14,883,142\) & 200 \\
Lowell E. Sears & \(14,883,142\) & 200 \\
Christopher S. Henney & \(14,883,142\) &
\end{tabular}
(d) A proposal to approve the 1997 Incentive Stock Option Plan was adopted by a vote of \(14,573,532\) in favor with 274,822 shares against, 52,500 shares abstaining and no shares represented by broker nonvotes.

Act of 1995: Statements in this filing, and elsewhere, which look forward in time involve risks and uncertainties which may affect the actual results of operations. The following important factors, among others, have affected and, in the future, could affect the Company's actual results: the introduction and acceptance of new biotechnology and hematology products, the levels and particular directions of research into cytokines by the Company's customers, the impact of the growing number of producers of cytokine research products and related price competition, the retention of hematology OEM and proficiency survey business, and the Company's expansion of marketing efforts in Europe.

\section*{ITEM 6 - EXHIBITS AND REPORTS ON FORM 8-K}
A. EXHIBITS

27 Financial Data Schedule
B. REPORTS ON FORM 8-K

None

\section*{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.

TECHNE CORPORATION
(Company)

Date: November 13, 1997
Thomas E. Oland
Thomas E. Oland
President, Chief Executive and
Financial Officer
\(<\) TABLE \(><\) S \(><\) C \(>\)
<ARTICLE> 5
\begin{tabular}{|c|c|}
\hline <S> \(<\) C> & \\
\hline <PERIOD-TYPE> & 3-MOS \\
\hline <FISCAL-YEAR-END> & JUN-30-1998 \\
\hline <PERIOD-END> & SEP-30-1997 \\
\hline <CASH> & 9,065,649 \\
\hline <SECURITIES> & 19,668,315 \\
\hline <RECEIVABLES> & 9,136,026 \\
\hline <ALLOWANCES> & 50,000 \\
\hline <INVENTORY> & 4,126,020 \\
\hline <CURRENT-ASSETS> & 44,156,102 \\
\hline <PP\&E> & 22,065,753 \\
\hline <DEPRECIATION> & 10,331,372 \\
\hline <TOTAL-ASSETS> & 58,882,988 \\
\hline <CURRENT-LIABILITIES> & 6,604,559 \\
\hline <BONDS> & 0 \\
\hline <PREFERRED-MANDATOR & Y> 0 \\
\hline <PREFERRED> & 0 \\
\hline <COMMON> & 188,734 \\
\hline <OTHER-SE> & 50,969,195 \\
\hline <TOTAL-LIABILITY-AND-E & EQUITY> 51,157,929 \\
\hline <SALES> & 15,537,143 \\
\hline <TOTAL-REVENUES> & 15,537,143 \\
\hline <CGS> & 4,545,906 \\
\hline <TOTAL-COSTS> & 4,545,906 \\
\hline <OTHER-EXPENSES> & 0 \\
\hline <LOSS-PROVISION> & 0 \\
\hline <INTEREST-EXPENSE> & 0 \\
\hline <INCOME-PRETAX> & 4,723,382 \\
\hline <INCOME-TAX> & 1,461,000 \\
\hline <INCOME-CONTINUING> & 3,262,382 \\
\hline <DISCONTINUED> & 0 \\
\hline <EXTRAORDINARY> & 0 \\
\hline <CHANGES> & 0 \\
\hline <NET-INCOME> & 3,262,382 \\
\hline <EPS-PRIMARY> & . 17 \\
\hline <EPS-DILUTED> & . 17 \\
\hline
\end{tabular}
</TABLE>
