

UNITED STATES
SECURITIES AND EXCHANGE COMMISSION
WASHINGTON, D.C. 20549
FORM 10-Q

QUARTERLY REPORT PURSUANT TO SECTION 13 or 15(d)
OF THE SECURITIES EXCHANGE ACT OF 1934

For Quarter Ended SEPTEMBER 30, 1996

Commission File Number 0-13611

SPARTAN MOTORS, INC. (Exact name of registrant as specified in its charter)

Michigan

(State of incorporation)

38-2078923

(I.R.S. Employer
Identification no.)

1000 Reynolds Road, Charlotte, Michigan

(Address of principal executive offices)

48813

(Zip Code)

Registrant's telephone number, including area code (517) 543-6400

NONE 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
--- ---

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

Common shares outstanding at November 1, 1996 12,445,572

SPARTAN MOTORS, INC.
INDEX TO QUARTERLY REPORT ON FORM 10-Q
QUARTER ENDED SEPTEMBER 30, 1996

Consolidated Balance Sheets - September 30, 1996 (Unaudited) and December 31, 1995	1
Consolidated Statements of Net Earnings - Three Months Ended September 30, 1996 and 1995 (Unaudited)	3
Consolidated Statements of Net Earnings - Nine Months Ended September 30, 1996 and 1995 (Unaudited)	4
Consolidated Statements of Cash Flows - Nine Months Ended September 30, 1996 and 1995 (Unaudited)	5
Notes to Consolidated Financial Statements	7
Management's Discussion and Analysis of Financial Condition and Results of Operations	9
Part II. Other Information	12
Signatures	13

3

PART I. FINANCIAL INFORMATION

ITEM 1. FINANCIAL STATEMENTS

SPARTAN MOTORS, INC.
CONSOLIDATED BALANCE SHEETS

	September 30, 1996 ----- (Unaudited)	December 31, 1995 -----
ASSETS -----		
CURRENT ASSETS:		
Cash and cash equivalents	\$ 1,164,877	\$ 5,202,595
Investment securities	9,287,290	7,688,693
Accounts receivable, less allowance for doubtful accounts of \$560,000 and \$591,000 in 1996 and 1995, respectively	28,545,748	20,202,534

Inventories	27,367,229	24,394,303
Deferred tax benefit	1,581,201	1,453,000
Other current assets	1,018,952	1,539,765
	-----	-----
TOTAL CURRENT ASSETS	68,965,297	60,480,890
PROPERTY, PLANT AND EQUIPMENT, net of accumulated depreciation of \$7,451,994 and \$6,281,734 in 1996 and 1995, respectively	12,101,405	12,267,287
DEFERRED TAX BENEFIT	1,086,182	1,163,000
OTHER ASSETS	420,407	1,299,890
	-----	-----
TOTAL	\$ 82,573,291	\$75,211,067
	=====	=====

See notes to consolidated financial statements.

1

4

SPARTAN MOTORS, INC.
CONSOLIDATED BALANCE SHEETS - CONTINUED

	September 30, 1996 ----- (Unaudited)	December 31, 1995 -----
LIABILITIES AND STOCKHOLDERS' EQUITY -----		
CURRENT LIABILITIES:		
Accounts payable	\$ 9,527,211	\$ 3,801,135
Other current liabilities and accrued expenses	1,851,684	1,652,930
Accrued warranty expense	1,794,148	1,621,954
Accrued customer rebates	687,187	1,030,658
Accrued compensation and related taxes	1,394,106	1,064,368
Current portion of long-term debt	502,000	420,000
	-----	-----
TOTAL CURRENT LIABILITIES	15,756,336	9,591,045
LONG-TERM DEBT, less current portion	5,367,785	5,791,728
COMMITMENTS AND CONTINGENT LIABILITIES		
STOCKHOLDERS' EQUITY:		
Preferred stock, no par value, authorized 2,000,000 shares.		
Common stock, \$.01 par value; authorized 23,900,000 shares, issued 12,433,572 shares in 1996 and issued 12,623,872 shares in 1995	124,336	21,482,878
Additional paid in capital	21,102,502	
Retained earnings	42,299,021	40,543,432
Valuation allowance	31,781	61,025
Cumulative translation adjustment	(2,108,470)	(2,259,041)
	-----	-----

TOTAL STOCKHOLDERS' EQUITY	61,449,170	59,828,294
	-----	-----
TOTAL	\$82,573,291	\$75,211,067
	=====	=====

See notes to consolidated financial statements.

2

5

SPARTAN MOTORS, INC.
CONSOLIDATED STATEMENTS OF NET EARNINGS (UNAUDITED)

	Three Months Ended September 30	
	1996	1995
	----	----
REVENUES:		
Net sales	\$40,984,645	\$35,582,799
Other income	336,765	445,644
	-----	-----
TOTAL	41,321,410	36,028,443
COSTS AND EXPENSES:		
Costs of products sold	35,221,177	30,619,968
Research and development	970,706	787,938
Selling, general and administrative	3,172,460	3,434,897
Interest	117,571	124,470
	-----	-----
TOTAL	39,481,914	34,967,273
EARNINGS BEFORE TAXES ON INCOME	1,839,496	1,061,170
TAXES ON INCOME	637,000	421,000
	-----	-----
NET EARNINGS	\$ 1,202,496	\$ 640,170
NET EARNINGS PER SHARE	\$ 0.10	\$ 0.05
	=====	=====
DIVIDENDS PAID PER SHARE		\$ 0.05
		=====
WEIGHTED AVERAGE COMMON SHARES OUTSTANDING	12,523,000	12,840,000
	=====	=====

See notes to consolidated financial statements.

3

6

SPARTAN MOTORS, INC.
CONSOLIDATED STATEMENTS OF NET EARNINGS (UNAUDITED)

	Nine Months Ended September 30	
	1996	1995
	-----	-----
REVENUES:		
Net sales	\$132,467,697	\$107,784,050
Other income	944,470	1,237,904
	-----	-----
TOTAL	133,412,167	109,021,954
COSTS AND EXPENSES:		
Costs of products sold	113,712,245	92,612,688
Research and development	3,050,796	2,261,370
Selling, general and administrative	10,565,404	10,304,100
Interest	356,929	381,460
	-----	-----
TOTAL	127,685,374	105,559,618
EARNINGS BEFORE TAXES ON INCOME	5,726,793	3,462,336
TAXES ON INCOME	2,169,000	1,272,000
	-----	-----
NET EARNINGS	\$ 3,557,793	\$ 2,190,336
	=====	=====
NET EARNINGS PER SHARE	\$ 0.29	\$ 0.17
	=====	=====
DIVIDENDS PAID PER SHARE	\$ 0.05	\$ 0.05
	=====	=====
WEIGHTED AVERAGE COMMON SHARES OUTSTANDING	12,583,000	12,968,000
	=====	=====

See notes to consolidated financial statements.

4

7

SPARTAN MOTORS, INC.
CONSOLIDATED STATEMENTS OF CASH FLOWS (UNAUDITED)

	Nine Months Ended September 30	
	1996	1995
	----	-----
CASH FLOWS FROM OPERATING ACTIVITIES:		
Net earnings	\$ 3,557,793	\$ 2,190,336
Adjustments to reconcile net earnings to net cash provided by operating activities:		
Depreciation and amortization	1,336,582	1,342,542
Gain on sales of assets	(4,383)	(97,718)
Decrease (increase) in:		
Accounts receivable	(8,341,144)	3,663,210
Inventories	(2,950,232)	(5,524,894)
Deferred tax benefit	(92,000)	12,000
Federal taxes receivable		909,392
Other current assets		387,698
Other assets	281,014	(104,660)
Increase (decrease) in:		
Accounts payable	5,725,558	(1,503,531)
Other current liabilities and accrued expenses	340,685	(433,411)
Accrued warranty expense	172,194	(278,232)
Accrued customer rebate	(343,471)	1,192
Taxes on Income	(142,000)	
Accrued compensation and related taxes	330,000	59,085
	-----	-----

TOTAL ADJUSTMENTS	3,687,197	(1,567,327)
	-----	-----
NET CASH (USED IN) PROVIDED BY OPERATING ACTIVITIES	(129,404)	623,009
CASH FLOWS FROM INVESTING ACTIVITIES:		
Purchases of property, plant and equipment	(1,130,708)	(1,283,010)
Proceeds from sale of property, plant and equipment		153,825
Purchases of marketable securities	(3,616,662)	(11,267,672)
Proceeds from sales of marketable securities	2,001,182	13,949,158
Advances on note receivable		(678,275)
Principal repayments on notes receivable	1,061,219	681,477
	-----	-----
NET CASH (USED IN) PROVIDED BY INVESTING ACTIVITIES	(1,684,969)	1,555,503
CASH FLOWS FROM FINANCING ACTIVITIES:		
Proceeds from exercise of stock options	85,360	
Payments on long-term debt	(341,943)	(341,567)
Purchase of treasury stock	(1,516,925)	(3,376,488)
Dividends paid	(626,679)	(645,649)
	-----	-----
NET CASH USED IN FINANCING ACTIVITIES	(2,400,187)	(4,363,704)

5

8

SPARTAN MOTORS, INC.
CONSOLIDATED STATEMENTS OF CASH FLOWS - CONTINUED (UNAUDITED)

EFFECT OF EXCHANGE RATE CHANGES ON CASH	176,842	44,350
	-----	-----
NET DECREASE IN CASH AND CASH EQUIVALENTS	(4,037,718)	(2,140,842)
CASH AND CASH EQUIVALENTS AT BEGINNING OF PERIOD	5,202,595	2,930,270
	-----	-----
CASH AND CASH EQUIVALENTS AT END OF PERIOD	\$ 1,164,877	\$ 789,428
	=====	=====

SUPPLEMENTAL DISCLOSURES OF CASH FLOW INFORMATION:

Cash paid for interest was \$357,729 and \$378,059 for the nine months ended September 30, 1996 and 1995, respectively. Cash paid for income taxes was \$1,871,000 and \$353,000 for the nine months ended September 30, 1996 and 1995, respectively.

See notes to consolidated income statements.

(Concluded)

6

9

SPARTAN MOTORS, INC.
NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

- (1) For a description of the accounting policies followed refer to the notes to the Company's annual consolidated financial statements for the year ended December 31, 1995, included in Form 10-K filed with the Securities and Exchange Commission on March 29, 1996.
- (2) The consolidated financial statements include the accounts of Spartan Motors, Inc., its wholly owned subsidiaries Spartan Motors Foreign Sales Corporation, Inc. and Spartan de Mexico, S.A. de C.V. ("Spartan de Mexico"). All material intercompany transactions have been eliminated. The two joint ventures with Societe D' Equipment de Transport et de Carrosserie S.A. ("Setcar") are included in the consolidated financial statements. However, the Company has not made any expenditures for investment purposes as of September 30, 1996.
- (3) In the opinion of the Company, the accompanying unaudited consolidated financial statements contain all adjustments (consisting of only normal recurring accruals) necessary to present fairly the financial position as of September 30, 1996, and the results of operations for the three month and nine month periods ended September 30, 1996 and 1995.
- (4) The results of operations for the three month and nine month periods ended September 30, 1996, are not necessarily indicative of the results to be expected for the full year.
- (5) Inventories consist of raw materials and purchased components, work in process, and finished goods, and are summarized as follows:

	September 30, 1996	December 31, 1995
Finished Goods	\$ 2,377,032	\$ 1,779,551
Raw Materials and Purchased Components	22,899,594	19,844,049
Work in Process	2,706,603	3,270,703
Obsolescence Reserve	(536,000)	(500,000)
LIFO Reserve	(80,000)	
	\$27,367,229	\$24,394,303
	=====	=====

- (6) A cash dividend of \$0.05 per outstanding share was declared February 27, 1996 for shareholders of record on March 27, 1996. The dividend of \$626,679 was paid April 29, 1996.

- (7) During March 1996, the Company repurchased 100,000 shares of its common

stock at an average market price of approximately \$7.94 per share. During June and July 1996, the Company repurchased 100,000 shares of its common stock at an average market price of approximately \$7.23 per share. All treasury stock has been constructively retired in accordance with the Michigan Business Corporations Act applicable to all Michigan corporations.

- (8) During the nine months ended September 30, 1996, stockholders' equity changed as follows:

Balance at December 31, 1995	\$59,828,294
Net Earnings	3,557,793
Exercise of stock options	85,360
Dividends paid	(626,679)
Purchase of treasury stock	(1,516,925)
Valuation Allowance - Investment Securities	(29,244)
Cumulative Translation Adjustment Change	150,571

Balance at September 30, 1996	\$61,449,170
	=====

- (9) NEW ACCOUNTING PRONOUNCEMENTS

The Financial Accounting Standards Board has issued Statement of Financial Accounting Standards (SFAS) No. 121, "Accounting for the Impairment of Long-Lived Assets To Be Disposed Of." This standard requires that long-lived assets held by and used by an entity may be reviewed for impairment whenever events or changes in circumstances indicate that the carrying amount of an asset may not be recoverable. SFAS No. 121 also requires that long-lived assets to be disposed of be reported at the lower of carrying amount or fair value less costs to sell. The Company adopted this standard during the first quarter of 1996. Adoption of this statement did not have a material effect on the Company's results of operations or financial position.

The Financial Accounting Standards Board has issued SFAS No. 123, "Accounting for Stock-Based Compensation", which was effective for the Company beginning January 1, 1996. SFAS No. 123 requires expanded disclosures of stock-based compensation arrangements with employees and encourages (but does not require) compensation to be measured based on the fair value of the equity instrument awarded. Companies are permitted, however, to continue to apply APB Opinion No. 25, which recognizes compensation cost based on the intrinsic value of the equity instrument awarded. The Company will continue to apply APB Opinion No. 25 to its stock-based compensation awards to employees and will disclose the required pro-forma effect on net income and earnings per share in the financial statement for the year ending December 31, 1996.

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

The following is a discussion of the major elements impacting Spartan Motors, Inc. financial and operating results for the three month and nine month periods ended September 30, 1996, compared to the same periods ended September 30,

1995. The comments that follow should be read in conjunction with the Company's consolidated financial statements and related notes.

RESULTS OF OPERATIONS

The following table sets forth, for the periods indicated, the components of the Company's consolidated statements of net earnings, on an actual basis, as a percentage of revenues:

	Three Months Ended Sept. 30 -----		Nine Months Ended Sept. 30 -----	
	1996 ----	1995 ----	1996 ----	1995 ----
Revenues	100%	100%	100%	100%
Costs and expenses:				
Costs of products sold	85.2%	85.0%	85.2%	84.9%
Research and development	2.3%	2.2%	2.3%	2.1%
Selling, general, and administrative	7.7%	9.5%	7.9%	9.5%
Interest	0.3%	0.3%	0.3%	0.3%
	-----	-----	-----	-----
Total costs and expenses	95.5%	97.0%	95.7%	96.8%
	-----	-----	-----	-----
Earnings before taxes on income	4.5%	3.0%	4.3%	3.2%
Taxes on income	1.5%	1.2%	1.6%	1.2%
	-----	-----	-----	-----
Net earnings	3.0%	1.8%	2.7%	2.0%
	=====	=====	=====	=====

THREE MONTH PERIOD ENDED SEPTEMBER 30, 1996, COMPARED TO THE THREE MONTH PERIOD ENDED SEPTEMBER 30, 1995

Revenues for the three months ended September 30, 1996 were \$41.3 million compared to \$36.0 million in 1995, an increase of 15%. Net income was \$1.2 million for the three months ended September 30, 1996 (\$0.10 per share) compared to \$.6 million in 1995 (\$0.05 per share), an increase of 100%. The increase in revenues and earnings is primarily due to increased production of transit bus and school bus chassis. Additionally, motorhome production rebounded from lower levels caused by soft retail market conditions in recreational vehicles in 1995. Total chassis production for the three months ended September 30, 1996 consisted of 742 units as compared to 621 chassis for the same period in 1995. Bus chassis unit sales increased 77% as compared to the prior year period as the Company further penetrates the school bus and transit bus markets. The Company continues to compete in the commercial fire truck market with its Diamond, Metrostar, and Advantage series chassis.

Total costs and expenses as a percentage of revenues decreased to 95.5% for the 1996 period as compared to 97.0% for 1995. Costs of products sold was 85.2% of revenues as compared to 85.0% in the same period of 1995. The increase is primarily the result of the mix of chassis produced, which included more entry-level chassis products. Selling, general and administrative expenses decreased by \$.3 million to 7.7% of revenues for the 1996 period, compared with 9.5% for the 1995 period, reflecting the Company's emphasis on cost control and efficiency improvements. Research and development costs for the 1996 period remained consistent with the same period of 1995. During September 1996, the Company began production of concrete mixer chassis. This action follows Spartan's continuing efforts to expand the application of rear engine diesel technology to additional market segments in the industry and its commitment to diversifying its product lines.

Total chassis orders received decreased 23% during the three months ended September 30, 1996 to 651 units from 837 units for the same period of 1995. The decrease reflects stronger motorhome order flow in 1995 that came as a result of the motorhome market rebounding from a dramatic decline.

NINE MONTH PERIOD ENDED SEPTEMBER 30, 1996, COMPARED TO THE NINE MONTH PERIOD ENDED SEPTEMBER 30, 1995

Revenues for the nine months ended September 30, 1996 increased to \$133.4 million compared to \$109.0 million in 1995, an increase of 22%. Net income was \$3.6 million for the nine months ended September 30, 1996 (\$0.29 per share) compared to \$2.2 million (\$0.17 per share) in 1995, an increase of 64%. The increase in revenues and earnings is primarily due to the rebound from soft retail market conditions in recreational vehicles during 1995, the Company's continued penetration into the school and transit bus chassis markets, and to a lesser extent an increase in fire truck chassis production. Total chassis production for the nine months ended September 30, 1996, consisted of 2,403 units as compared to 1,856 units for the same period in 1995. School bus and transit bus production chassis unit sales increased more than 100% to 480 units. Sales of fire truck units increased slightly due to the continued shift from commercial to custom chassis and the Company's ability to compete with the commercial fire truck market. The Company will continue its efforts to diversify into other product lines to reduce its dependence on any single product line.

Total costs and expenses as a percentage of revenues decreased to 95.7% for the 1996 period as compared to 96.8% for 1995. Cost of products sold was 85.2% of revenues as compared to 84.9% in the same period of 1995. This increase is primarily the result of the mix of chassis produced, which included more entry-level chassis products. Selling, general and administrative expenses as a percentage of revenues decreased to 7.9% in the 1996 period as compared with 9.5% for 1995. The decrease reflects the Company's implementation of more targeted marketing and promotional programs and an ongoing drive for tighter cost controls and strict budgets. Research and development costs for the 1996 period increased to 2.3% of revenues compared with 2.1% for the same period of 1995. The increase in research and development costs is primarily due to the Company's continuing efforts to diversify into specialty chassis product lines, including its third quarter 1996 entry into the concrete mixer market, its development of independent front suspension for the motorhome market, and ongoing school bus and transit bus chassis developments.

Total chassis orders received decreased 4.5% during the nine months ended September 30, 1996 to 2,388 units from 2,501 units for the same period of 1995. This decrease reflects the stronger motorhome order flow in the third quarter 1995 versus 1996 as a result of the motorhome market rebounding from a dramatic decline, as well as orders inherited at the outset of the Company's entry into the school bus market in 1995.

At September 30, 1996, the Company had approximately \$44.9 million in backlog chassis orders. This compares with \$76.8 million in backlog orders at September 30, 1995. While orders in backlog are subject to modification, cancellation or rescheduling by customers, the Company has not experienced significant modification, cancellation or rescheduling of orders in the past. Although the backlog of unfilled orders is one of many indicators of market demand, several factors, such as changes in production rates, available capacity, new product introductions and competitive pricing actions, may affect actual sales. Accordingly, a comparison of backlog from period to period is not necessarily indicative of eventual actual shipments.

LIQUIDITY AND CAPITAL RESOURCES

Over the years, the Company has financed its growth through a combination of funds provided from equity offerings, operations and long- and short-term debt financing. During the nine months ended September 30, 1996, cash used in operating activities amounted to approximately \$.2 million. On September 30, 1996, the Company had working capital of \$53.2 million compared to \$50.9 million at December 31, 1995, an increase of 4.5%. The current ratio on September 30, 1996 decreased to 4.4 compared with 6.3 on December 31, 1995. The change in working capital was the result of increases in investments, accounts receivable, accounts payable and inventories.

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

Accounts receivable increased approximately \$8.3 million primarily due to sales growth during the period. Inventories increased approximately \$3.0 million primarily to support increased production levels. Accounts payable increased by approximately \$5.7 million due to higher inventory levels and the timing of vendor payments.

The Company anticipates that cash generated from operations, the liquidity of short-term investment securities and the existing credit line will be sufficient to satisfy all working capital and capital expenditure requirements in the foreseeable future. This will provide the Company with financial flexibility to respond quickly to business opportunities as they arise, including opportunities for growth either through internal development or through strategic joint ventures or acquisitions.

Due to the effects of the peso devaluation, the ongoing financial instability in Mexico and the lack of order activity, the Company has not produced chassis at its Mexican facility during 1996. The current staff continues to perform service and warranty repairs on products sold, maintain customer contacts, and promote the Company's custom chassis products. Spartan de Mexico recorded revenues of \$168,817 and incurred losses of \$392,416 (\$0.03 per share) for the nine month period ended September 30, 1996. This compares to revenues of \$21,605 and losses of approximately \$553,058 (\$0.04 per share) for the same period in 1995. Spartan remains committed to supporting the operations of Spartan de Mexico.

Stockholders' equity increased to \$61.4 million as of September 30, 1996, an increase of 2.7%. The change is the result of earnings of \$3.6 million, net of dividends of \$0.6 million paid April 29, 1996, and the \$1.5 million used to acquire 200,00 shares of the Company's common stock. The Company's debt-to-equity ratio decreased to 9.6% on September 30, 1996, compared with 10.4% at December 31, 1995.

The Company's unsecured line of credit with a bank provides for maximum borrowings of \$15,000,000 at 2% above the London Inter Bank Offering Rate (LIBOR), which was 5.625% at September 30, 1996. As of September 30, 1996, there were no borrowings against this line. In addition, under the terms of its credit agreement with its bank, the Company has the ability to issue letters of credit totaling \$400,000. At September 30, 1996, the Company had outstanding letters of credit totaling \$200,000.

SAFE HARBOR STATEMENT UNDER THE PRIVATE SECURITIES LITIGATION REFORM ACT OF
1995

Except for the historical information contained herein, the matters discussed in the Form 10-Q are forward-looking statements which involve risks and uncertainties, including but not limited to economic, competitive, governmental and technological factors affecting the Company's operations, markets, products, services and prices, and other factors discussed in the Company's filings with the Securities and Exchange Commission.

PART II. OTHER INFORMATION

Item 1. Legal Proceedings

The Company is party, both as plaintiff and defendant, to a number of

lawsuits and claims arising out of the normal course of business. It is the best judgment of management that the financial position of the Company will not be materially affected by the final outcome of these legal proceedings.

Item 2. Changes in Securities

NONE

Item 3. Defaults Upon Senior Securities

NONE

Item 4. Submission of Matters to a Vote of Security Holders

NONE

Item 5. Other Information

Pursuant to the corporate bylaws of Spartan Motors, Inc., the Board of Directors increased the number of members of the Board from seven to eight members and filled the newly created position on July 1, 1996 by appointing David R. Wilson to the Board.

Item 6. Exhibits and Reports on Form 8-K

(a) NOT APPLICABLE

(b) There were no reports on Form 8-K filed for the nine months ended September 30, 1996.

12

15

SIGNATURES

Pursuant to the requirements of the Securities Exchange Act of 1934, Spartan Motors, Inc. has duly caused this report to be signed on its behalf by the undersigned thereunto duly authorized.

Spartan Motors, Inc.

By /s/ Anthony G. Sommer

Anthony G. Sommer
Executive Vice President

Date: November 7, 1996

13

SPARTAN MOTORS, INC.

EXHIBIT INDEX

Exhibit No.	Description	Page No.
-----	-----	-----
27	Financial Data Schedule	15

<ARTICLE> 5

<PERIOD-TYPE>	9-MOS	
<FISCAL-YEAR-END>		DEC-31-1996
<PERIOD-START>		JAN-01-1996
<PERIOD-END>		SEP-30-1996
<CASH>		1,164,877
<SECURITIES>		9,287,290
<RECEIVABLES>		28,545,748
<ALLOWANCES>		507,000
<INVENTORY>		27,367,229
<CURRENT-ASSETS>		68,965,297
<PP&E>		12,101,405
<DEPRECIATION>		7,451,994
<TOTAL-ASSETS>		82,573,291
<CURRENT-LIABILITIES>		15,756,336
<BONDS>		5,869,785
<PREFERRED-MANDATORY>		0
<PREFERRED>		0
<COMMON>		124,336
<OTHER-SE>		61,324,834
<TOTAL-LIABILITY-AND-EQUITY>		82,573,291
<SALES>		132,467,697
<TOTAL-REVENUES>		133,412,167
<CGS>		113,712,245
<TOTAL-COSTS>		113,712,245
<OTHER-EXPENSES>		13,615,799
<LOSS-PROVISION>		90,000
<INTEREST-EXPENSE>		356,929
<INCOME-PRETAX>		5,727,194
<INCOME-TAX>		2,169,000
<INCOME-CONTINUING>		3,557,793
<DISCONTINUED>		0
<EXTRAORDINARY>		0
<CHANGES>		0
<NET-INCOME>		3,557,793
<EPS-PRIMARY>		.29
<EPS-DILUTED>		.29