

SECURITIES AND EXCHANGE COMMISSION
WASHINGTON, D.C. 20549

FORM 10-Q

(Mark One)*

Quarterly report pursuant to Section 13 or 15(d) of the Securities

Exchange Act of 1934 for the quarterly period ended June 30, 1997 or
 Transition report pursuant to Section 13 or 15(d) of the Securities
Exchange Act of 1934 for the transition period from _____ to _____

0-10200

(Commission File Number)

SEI INVESTMENTS COMPANY

(Exact name of registrant as specified in its charter)

Pennsylvania

23-1707341

(State or other jurisdiction of
incorporation or organization)

(IRS Employer
Identification Number)

1 FREEDOM VALLEY DRIVE, OAKS, PENNSYLVANIA 19456-1100

(Address of principal executive offices)
(Zip Code)

(610) 676-1000

(Registrant's telephone number, including area code)

N/A

(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 No

*APPLICABLE ONLY TO ISSUERS INVOLVED IN BANKRUPTCY PROCEEDINGS DURING THE
PRECEDING FIVE YEARS:

Indicate by check mark whether the registrant has filed all documents and
reports required to be filed by Sections 12, 13, or 15(d) of the Securities
Exchange Act of 1934 subsequent to the distribution of securities under a plan
confirmed by a court. Yes No

*APPLICABLE ONLY TO CORPORATE ISSUERS:

Indicate the number of shares outstanding of each of the issuer's classes of
common stock, as of June 30, 1997: 18,351,591 shares of common stock, par value
\$.01 per share.

PART I. FINANCIAL INFORMATION

ITEM 1. FINANCIAL STATEMENTS

Consolidated Balance Sheets
(In thousands)

<TABLE>
<CAPTION>

<S>

Assets

- -----

June 30, 1997 December 31, 1996
(unaudited)

<C>

<C>

Current assets:

Cash and cash equivalents	\$ 10,187	\$ 13,167
Receivables from regulated investment companies	11,921	10,836
Receivables, net of allowance for doubtful		

accounts of \$1,539 and \$1,350	26,622	19,558
Loans receivable available for sale	15,035	13,043
Deferred income taxes	5,161	4,527
Prepaid expenses	3,449	3,825
	-----	-----
Total current assets	72,375	64,956
	-----	-----
Investments available for sale	1,469	1,000
	-----	-----
Property and equipment, net of accumulated depreciation and amortization of \$50,976 and \$48,128	50,623	48,620
	-----	-----
Capitalized software, net of accumulated amortization of \$6,975 and \$5,193	16,921	13,577
	-----	-----
Customer lists, net of accumulated amortization of \$135 and \$0	2,465	2,000
	-----	-----
Other assets, net	11,334	10,888
	-----	-----
Total Assets	\$155,187	\$141,041
	=====	=====

</TABLE>

The accompanying notes are an integral part of these statements.

2

CONSOLIDATED BALANCE SHEETS
(In thousands, except par value)

<TABLE>
<CAPTION>

	June 30, 1997 (unaudited) <C>	December 31, 1996 <C>
<S>		
Liabilities and Shareholders' Equity		
- - - - -		
Current liabilities:		
Accounts payable	\$ 4,580	\$ 5,863
Accrued compensation	9,344	14,503
Accrued discontinued operations disposal costs	6,579	7,417
Accrued proprietary fund services	7,726	6,748
Other accrued liabilities	20,824	20,303
Line of credit	--	20,000
Current portion of long-term debt	2,000	--
Deferred revenue	5,485	5,123
	-----	-----
Total current liabilities	56,538	79,957
	-----	-----
Long-term debt	33,000	--
	-----	-----
Deferred income taxes	7,138	4,976
	-----	-----
Shareholders' equity:		
Common stock, \$.01 par value, 100,000 shares authorized; 18,352 and 18,498 shares issued and outstanding	184	185
Capital in excess of par value	58,391	54,959
Retained earnings	--	1,141
Cumulative translation adjustments	(346)	(177)
Unrealized holding gain on investments	282	--
	-----	-----
Total shareholders' equity	58,511	56,108
	-----	-----
Total Liabilities and Shareholders' Equity	\$155,187	\$141,041

</TABLE>

The accompanying notes are an integral part of these statements.

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CONSOLIDATED STATEMENTS OF INCOME
(unaudited)
(In thousands, except per share data)

<TABLE>
<CAPTION>

	Three Months	
	----- Ended June 30, -----	
	1997	1996
	----	----
<S>	<C>	<C>
Revenues	\$70,730	\$61,541
Expenses:		
Operating and development	37,498	34,406
Sales and marketing	21,088	17,325
General and administrative	3,190	2,975
	-----	-----
Income before interest and income taxes	8,954	6,835
Gain on sale of investments available for sale	--	1,097
Interest income	272	72
Interest expense	(658)	(12)
	-----	-----
Income before income taxes	8,568	7,992
Income taxes	3,427	3,099
	-----	-----
Net income	\$ 5,141	\$ 4,893
	=====	=====
Earnings per common and common equivalent share (primary and fully diluted)	\$.27	\$.25
	=====	=====

</TABLE>

The accompanying notes are an integral part of these statements.

4

CONSOLIDATED STATEMENTS OF INCOME
(unaudited)
(In thousands, except per share data)

<TABLE>
<CAPTION>

	Six Months	
	----- Ended June 30, -----	
	1997	1996
	----	----
<S>	<C>	<C>
Revenues	\$134,234	\$124,780
Expenses:		
Operating and development	69,760	68,221
Sales and marketing	40,656	33,871
General and administrative	6,584	6,132
	-----	-----
Income before interest and income taxes	17,234	16,556
Gain on sale of investments available for sale	--	1,097
Interest income	484	181
Interest expense	(1,149)	(24)
	-----	-----
Income before income taxes	16,569	17,810
Income taxes	6,627	7,124
	-----	-----
Net income	\$ 9,942	\$ 10,686
	=====	=====

Earnings per common and common equivalent share

(primary and fully diluted)

\$.52

\$.55

=====

=====

</TABLE>

The accompanying notes are an integral part of these statements.

5

CONSOLIDATED STATEMENTS OF CASH FLOWS
(unaudited)
(In thousands)

<TABLE>
<CAPTION>

	Six Months	
	Ended June 30,	
	1997	1996
	----	----
<S>	<C>	<C>
Cash flows from operating activities:		
Net income	\$ 9,942	\$ 10,686
Adjustments to reconcile net income to net cash provided by operating activities:		
Depreciation and amortization	7,653	5,380
Provision for losses on receivables	189	144
Discontinued operations	--	(3,323)
Tax benefit on stock options exercised	821	1,553
Gain on sale of investments available for sale	--	(1,097)
Other	(718)	1,849
Change in current assets and liabilities:		
Decrease (increase) in		
Receivables from regulated investment companies	(1,085)	(1,034)
Receivables	(7,253)	(1,647)
Loans receivable available for sale	(1,992)	(9,069)
Prepaid expenses	376	509
Increase (decrease) in		
Accounts payable	(1,283)	(372)
Accrued compensation	(5,159)	(6,076)
Accrued discontinued operations disposal costs	(838)	--
Accrued proprietary fund services	978	3,023
Other accrued liabilities	2,741	2,455
Deferred revenue	362	(1,065)
Net cash provided by operating activities	4,734	1,916
Cash flows from investing activities:		
Additions to property and equipment	(6,605)	(11,388)
Additions to capitalized software	(5,126)	(3,982)
Deposit on property and equipment	--	(1,398)
Investment in joint venture	--	(1,658)
Proceeds from sale of investments available for sale	--	6,536
Other	(290)	(27)
Net cash used in investing activities	(12,021)	(11,917)
Cash flows from financing activities:		
Proceeds from issuance of long-term debt	35,000	--
Proceeds from (payment of) line of credit	(20,000)	9,000
Purchase and retirement of common stock	(11,020)	(870)
Proceeds from issuance of common stock	5,110	3,032
Payment of dividends	(4,783)	(4,090)
Net cash provided by financing activities	4,307	7,072
Net decrease in cash and cash equivalents	(2,980)	(2,929)
Cash and cash equivalents, beginning of period	13,167	10,256
Cash and cash equivalents, end of period	\$ 10,187	\$ 7,327

</TABLE>

The accompanying notes are an integral part of these statements.

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Note 1. Summary of Significant Accounting Policies

Nature of Operations

SEI Investments Company (the "Company") is organized around two product lines: Investment Technology and Services and Asset Management. The Investment Technology and Services segment provides trust accounting and management information services through the Company's 3000 product line, administration and distribution services to proprietary mutual funds, and back-office trust processing. The principal market for these products and services are trust departments of banks located in the United States. The Asset Management segment provides investment solutions through various investment products and services including the Company's Family of Funds, liquidity funds and services, and other investment products and services distributed directly or through professional investment advisors. Principal markets for these products and services include trust departments of banks, investment advisors, corporations, high-net-worth individuals, and money managers located in the United States and Canada.

Summary Financial Information and Results of Operations

In the opinion of the Company, the accompanying unaudited Consolidated Financial Statements contain all adjustments (consisting of only normal recurring adjustments) necessary to present fairly the financial position as of June 30, 1997, the results of operations for the three and six months ended June 30, 1997 and 1996, and the cash flows for the six months ended June 30, 1997 and 1996.

Interim Financial Information

While the Company believes that the disclosures presented are adequate to make the information not misleading, these Consolidated Financial Statements should be read in conjunction with the Consolidated Financial Statements and the notes included in the Company's latest annual report on Form 10-K.

Property and Equipment

Property and equipment on the accompanying Consolidated Balance Sheets consist of the following:

<TABLE>
<CAPTION>

	June 30, 1997	December 31, 1996	Estimated Useful Lives (In Years)
	-----	-----	-----
<S>	<C>	<C>	<C>
Equipment	\$42,053,000	\$40,390,000	3
Buildings	28,338,000	25,907,000	25 to 39
Land	6,980,000	6,730,000	N/A
Purchased software	9,557,000	9,397,000	3
Furniture and fixtures	9,439,000	9,030,000	3 to 5
Leasehold improvements	5,232,000	5,294,000	Lease Term
	-----	-----	
	101,599,000	96,748,000	
Less: Accumulated depreciation and amortization	(50,976,000)	(48,128,000)	
	-----	-----	
Property and Equipment, net	\$50,623,000	\$48,620,000	
	=====	=====	

</TABLE>

Property and equipment are stated at cost, which includes interest on funds borrowed to finance the construction of the Company's corporate campus. Depreciation and amortization are computed using the straight-line method over the estimated useful life of each asset. Expenditures for renewals and betterments are capitalized, while maintenance and repairs are charged to expense when incurred.

Customer Lists

Customer Lists represent the value assigned to customer relationships obtained in various acquisitions. Customer Lists are amortized on a straight-line basis over 10 years. The Company evaluates the realizability of intangible assets based on estimates of undiscounted future cash flows over the remaining useful life of the asset. If the amount of such estimated undiscounted cash flow is less than the net book value of the asset, the asset is written down to its net realizable value. As of June 30, 1997, no such write-down was

required.

Capitalized Software

The Company accounts for software development costs in accordance with Statement of Financial Accounting Standards No. 86, "Accounting for the Costs of Computer Software to Be Sold, Leased, or Otherwise Marketed" ("SFAS 86"). Under SFAS 86, costs incurred to create a computer software product are charged to research and development expense as incurred until technological feasibility has been established. The Company establishes technological feasibility upon completion of a detail program design. At that point, computer software costs are capitalized until the product is available for general release to customers. The establishment of technological feasibility and the ongoing assessment of recoverability of capitalized software development costs require considerable judgment by management with respect to certain external factors, including, but not limited to, anticipated future revenues, estimated economic life, and changes in technology. Amortization begins when the product is released. Capitalized software development costs are amortized on a product-by-product basis using the straight-line method over the estimated economic life of the product or enhancement, which is primarily three to five years.

Earnings per Share

The Company computes earnings per share in accordance with Accounting Principles Board Opinion No. 15, "Earnings per Share" ("APB 15"). In accordance with APB 15, the Company utilizes the modified treasury stock method to compute earnings per share since common share equivalents at the end of the period exceeded 20 percent of the number of common shares outstanding. Earnings per common and common equivalent share (primary earnings per share) is computed using the weighted average number of common shares and common share equivalents (stock options) outstanding. Earnings per share, assuming full dilution (fully diluted earnings per share), is based upon an increased number of shares that would be outstanding assuming exercise of stock options when the Company's stock price at the end of the period is higher than the average price within the respective period. If the inclusion of common stock equivalents has an anti-dilutive effect in the aggregate, it is excluded from the earnings per share calculation. For the three months ended June 30, 1997 and 1996, the weighted average shares outstanding for primary earnings per share were 19,167,000 and 19,526,000, respectively. For the six months ended June 30, 1997 and 1996, the weighted average shares outstanding for primary earnings per share were 19,216,000 and 19,505,000, respectively. Shares used to calculate fully diluted earnings per share were not materially different from those used to calculate primary earnings per share.

In February 1997, the Financial Accounting Standards Board issued Statement of Financial Accounting Standards No. 128, "Earnings per Share" ("SFAS 128"), which supersedes APB 15. SFAS 128 requires dual presentation of basic and diluted earnings per share for complex capital structures on the face of the statements of income. According to SFAS 128, basic earnings per share, which replaces primary earnings per share, is calculated by dividing net income available to common shareholders by the weighted average number of common shares outstanding for the period. Diluted earnings per share, which replaces fully diluted earnings per share, reflects the potential dilution from the exercise or conversion of securities into common stock, such as stock options. SFAS 128 is required to be adopted for the Company's 1997 year-end financial statements; earlier application is not permitted.

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Under SFAS 128, basic earnings per share for the three months ended June 30, 1997 and 1996 would have been \$.28 and \$.26, respectively. Basic earnings per share for the six months ended June 30, 1997 and 1996 would have been \$.54 and \$.57, respectively. Diluted earnings per share for the three months ended June 30, 1997 and 1996 would have been \$.27 and \$.25, respectively. Diluted earnings per share for the six months ended June 30, 1997 and 1996 would have been \$.52 and \$.55, respectively.

Statements of Cash Flows

For purposes of the Consolidated Statements of Cash Flows, the Company considers investment instruments purchased with an original maturity of three months or less to be cash equivalents.

Supplemental disclosures of cash paid/received during the six months ended June 30:

<TABLE>
<CAPTION>

	1997	1996
	----	----
<S>	<C>	<C>
Interest paid	\$ 231,000	\$ 242,000
Interest and dividends received	\$ 474,000	\$ 436,000
Income taxes paid	\$5,108,000	\$5,100,000

</TABLE>

Managements 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 disclosure 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.

Reclassifications

The financial statements for prior periods have been reclassified to conform with the current period's presentation.

Note 2. Receivables - Receivables on the accompanying Consolidated Balance

Sheets consist of the following:

<TABLE>
<CAPTION>

	June 30, 1997	December 31, 1996
	-----	-----
<S>	<C>	<C>
Trade receivables	\$15,075,000	\$10,124,000
Fees earned, not received.	2,790,000	3,511,000
Fees earned, not billed.	10,296,000	7,273,000
	-----	-----
	28,161,000	20,908,000
Less: Allowance for doubtful accounts.	(1,539,000)	(1,350,000)
	-----	-----
	\$26,622,000	\$19,558,000
	=====	=====

</TABLE>

Fees earned, not received represent brokerage commissions earned but not yet collected. Fees earned, not billed represent cash receivables earned but unbilled and result from timing differences between services provided and contractual billing schedules.

Receivables from regulated investment companies on the accompanying Consolidated Balance Sheets represent fees collected from the Company's wholly owned subsidiaries, SEI Investments Distribution Company and SEI Investments Management Corporation, for distribution, investment advisory, and administration services provided by these subsidiaries to various regulated investment companies.

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Note 3. Loans Receivable Available for Sale - Loans receivable available for

sale represent loans which were purchased through SEI Capital AG, which is based in Zurich. These receivables are reported at the lower of cost or market, and any difference between the purchase price and the related loan principal amount is recognized as an adjustment of the yield over the life of the loan using the effective interest method. Each loan receivable involves various risks, including, but not limited to, country, interest rate, credit, and liquidity risk. Management evaluates and monitors these risks on a continuing basis to ensure that these loan receivables are recorded at their realizable value. This evaluation is based upon management's best estimates and the amounts the Company will ultimately realize could differ from these estimates.

Note 4. Investments Available for Sale - Investments available for sale

represent investments by the Company in mutual funds which are primarily invested in equity securities. The Company accounts for investments pursuant to Statement of Financial Accounting Standards No. 115, "Accounting for Certain Investments in Debt and Equity Securities" ("SFAS 115"). SFAS 115 requires that debt and equity securities classified as available for sale be reported at market value. Unrealized holding gains and losses on these investments are

reported as a separate component of Shareholders' equity. Realized gains and losses are determined by the specific identification method and are reported separately on the accompanying Consolidated Statements of Income.

At June 30, 1997, Investments available for sale had an aggregate cost of \$1,000,000 and an aggregate market value of \$1,469,000 with gross unrealized gains of \$469,000. At that date, the unrealized holding gains of \$282,000 (net of income taxes of \$187,000) were reported as a separate component of Shareholders' equity on the accompanying Consolidated Balance Sheets. There were no unrealized losses as of June 30, 1997.

At December 31, 1996, Investments available for sale had an aggregate cost of \$1,000,000. At that date, the fair value of these investments approximated their original cost. There were no unrealized gains or losses as of December 31, 1996.

Note 5. Line of Credit - The Company has a line of credit agreement (the -----
"Agreement") with its principal lending institution which provides for borrowings of up to \$50,000,000. The Agreement ends on May 31, 1998, at which time the outstanding principal balance, if any, becomes due unless the Agreement is extended. The line of credit, when utilized, accrues interest at the Prime rate or three-tenths percent above the London Interbank Offered Rate. The Company is obligated to pay a commitment fee equal to one-tenth percent per annum on the average daily unused portion of the commitment. Certain covenants under the Agreement require the Company to maintain specified levels of net worth and place certain restrictions on investments. The Company had no outstanding borrowings on its line of credit at June 30, 1997.

Note 6. Long-term Debt - On February 24, 1997, the Company signed a Note -----
Purchase Agreement authorizing the issuance and sale of \$20,000,000 of 7.20% Senior Notes, Series A, and \$15,000,000 of 7.27% Senior Notes, Series B, (collectively, the "Notes") in a private offering with certain financial institutions. The Notes are unsecured with final maturities ranging from 10 to 15 years with an average life of 7 to 10 years. The proceeds from the Notes were used to repay the outstanding balance on the Company's line of credit. The Note Purchase Agreement contains various covenants, including limitations on indebtedness, maintenance of minimum net worth levels, and restrictions on certain investments. In addition, the agreement limits the Company's ability to merge or consolidate, and to sell certain assets. None of these covenants negatively affect the Company's liquidity or capital resources. Interest payments on the Notes will be made semi-annually beginning in August 1997. Principal payments will be made annually beginning one year from the date of issuance. The current portion of the Notes amounted to \$2,000,000 at June 30, 1997.

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Note 7. Common Stock Buyback - The Board of Directors has authorized the -----
purchase of the Company's common stock on the open market or through private transactions, including an additional authorization of \$12,636,000 on May 14, 1997, of up to an aggregate of \$188,365,000. Through August 14, 1997, a total of 13,942,000 shares at an aggregate cost of \$182,594,000 have been purchased and retired. The Company purchased 438,000 shares at a cost of \$9,945,000 during the second quarter of 1997 and 488,000 shares at a cost of \$11,020,000 during the first six months of 1997. The Company purchased 709,000 shares at a cost of \$17,092,000 through August 14, 1997.

The Company immediately retires its common stock when purchased. Upon retirement, the Company reduces Capital in excess of par value for the average capital per share outstanding and the remainder is charged against Retained earnings. If the Company reduces its Retained earnings to zero, any subsequent purchases of common stock will be charged entirely to Capital in excess of par value.

Note 8. Dividend - On May 14, 1997, the Board of Directors declared a cash -----
dividend of \$.14 per share on the Company's common stock, which was paid on June 27, 1997, to shareholders of record on June 12, 1997.

The Board of Directors has indicated its intention to pay future dividends on a semiannual basis.

Note 9. Sale of Discontinued Operations - On July 25, 1997, the Company -----
entered into a definitive agreement to sell the remaining net assets of its Capital Resources Division ("CR") to the purchase group of Notre Capital Ventures II, L.L.C. and William Nicholson, formerly

Senior Vice President and Head of Donaldson, Lufkin and Jenrette's Asset Consulting Group. The Company's management believes that the provision established in the fourth quarter of 1996 for the disposal of discontinued operations is adequate to cover all costs during the transfer of CR's operations. Based upon the terms of the agreement, the Company may recognize a gain at closing which would be immaterial to the Consolidated Financial Statements. Any future payments due the Company will be realized when received. The deal is expected to close in the third quarter of 1997.

Note 10. Segment Information - The Company defines its business segments to

 reflect the Company's focus around two product lines: Investment Technology and Services and Asset Management. The Investment Technology and Services segment consists of the Company's trust technology, proprietary mutual fund, and back-office trust processing businesses. The Asset Management segment provides investment solutions through various investment products and services distributed directly or through professional investment advisors to institutional and high-net-worth markets.

The following tables highlight certain unaudited financial information about each of the Company's segments for the three and six months ended June 30, 1997 and 1996. Prior-period business segment information has been restated to conform with current-period presentation.

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<TABLE>
 <CAPTION>

	Investment Technology and Services -----	Asset Management -----	General and Admin. -----	Consolidated -----
	For the Three-Month Period Ended June 30, 1997			

<S>	<C>	<C>	<C>	<C>
Revenues	\$44,455,000	\$26,275,000		\$70,730,000
	=====	=====		=====
Operating profit	\$10,545,000	\$ 1,599,000	\$(3,190,000)	\$ 8,954,000
	=====	=====	=====	=====
Interest income				272,000
Interest expense				(658,000)

Income before income taxes				\$ 8,568,000
				=====
Depreciation and amortization	\$ 2,843,000	\$ 1,265,000	\$ 181,000	\$ 4,289,000
	=====	=====	=====	=====
Capital expenditures	\$ 1,893,000	\$ 602,000	\$ 461,000	\$ 2,956,000
	=====	=====	=====	=====

</TABLE>

<TABLE>
 <CAPTION>

	For the Three-Month Period Ended June 30, 1996			

<S>	<C>	<C>	<C>	<C>
Revenues	\$42,488,000	\$19,053,000		\$61,541,000
	=====	=====		=====
Operating profit	\$ 9,135,000	\$ 675,000	\$(2,975,000)	\$ 6,835,000
	=====	=====	=====	=====
Gain on sale of investments available for sale				1,097,000
Interest income				72,000
Interest expense				(12,000)

Income before income taxes				\$ 7,992,000
				=====
Depreciation and amortization	\$ 2,189,000	\$ 575,000	\$ 54,000	\$ 2,818,000
	=====	=====	=====	=====
Capital expenditures	\$ 5,148,000	\$ 1,429,000	\$ 996,000	\$ 7,573,000
	=====	=====	=====	=====

</TABLE>

<TABLE>
<CAPTION>

	Investment Technology and Services	Asset Management	General and Admin.	Consolidated
For the Six-Month Period Ended June 30, 1997				
<S>	<C>	<C>	<C>	<C>
Revenues	\$84,418,000	\$49,816,000		\$134,234,000
Operating profit	\$20,468,000	\$ 3,350,000	\$(6,584,000)	\$ 17,234,000
Interest income				484,000
Interest expense				(1,149,000)
Income before income taxes				\$ 16,569,000
Depreciation and amortization	\$ 5,113,000	\$ 2,186,000	\$ 354,000	\$ 7,653,000
Capital expenditures	\$ 4,411,000	\$ 1,473,000	\$ 721,000	\$ 6,605,000

</TABLE>

<TABLE>
<CAPTION>

For the Six-Month Period Ended June 30, 1996				
<S>	<C>	<C>	<C>	<C>
Revenues	\$88,851,000	\$35,929,000		\$124,780,000
Operating profit	\$21,002,000	\$ 1,686,000	\$(6,132,000)	\$ 16,556,000
Gain on sale of investments available for sale				1,097,000
Interest income				181,000
Interest expense				(24,000)
Income before income taxes				\$ 17,810,000
Depreciation and amortization	\$ 4,141,000	\$ 1,131,000	\$ 108,000	\$ 5,380,000
Capital expenditures	\$ 8,036,000	\$ 1,982,000	\$ 1,370,000	\$ 11,388,000

</TABLE>

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

OF OPERATIONS

The Company is organized around two product lines: Investment Technology and Services and Asset Management. Financial information for each of these segments is reflected in Note 10 of the Notes to Consolidated Financial Statements.

RESULTS OF OPERATIONS

Second Quarter Ended June 30, 1997 Compared to Second Quarter Ended June 30, 1996

The Company's results of operations for the second quarter of 1997 included revenues of \$70,730,000, compared to \$61,541,000 for the same period of 1996, an increase of 15 percent. Net income for the second quarter of 1997 was \$5,141,000, compared to \$4,893,000 in the same period of 1996. Earnings per share for the three months ended June 30, 1997 and 1996 was \$.27 and \$.25, respectively, an increase of 8 percent. Net income in 1996 was boosted by a \$1.1 million one-time realized gain, or \$.03 per share, on the sale of investments

held by the Company. Fund balances continued to expand during the second quarter of 1997. Total fund balances at June 30, 1997 were \$100.5 billion compared to \$71.6 billion at June 30, 1996, an increase of 40 percent. Included in these totals are proprietary fund balances of \$72.0 billion at June 30, 1997 and \$50.2 billion at June 30, 1996, an increase of 43 percent. The increase in revenues and earnings in the second quarter of 1997 was primarily the result of significant growth in fund balances and increased margins from both business segments.

INVESTMENT TECHNOLOGY AND SERVICES - Revenues from Investment Technology and

Services for the three months ended June 30, 1997 and 1996 were \$44,455,000 and \$42,488,000, respectively.

INVESTMENT TECHNOLOGY AND SERVICES REVENUES

<TABLE>

<CAPTION>

	2ND QTR 1997	2ND QTR 1996	DOLLAR CHANGE	PERCENT CHANGE
	----	----	-----	-----
<S>	<C>	<C>	<C>	<C>
Trust technology services	\$24,684,000	\$26,728,000	\$(2,044,000)	(8%)
Proprietary fund services	18,371,000	15,403,000	2,968,000	19%
Trust back-office processing services	1,400,000	357,000	1,043,000	292%
	-----	-----	-----	
Total	\$44,455,000	\$42,488,000	\$ 1,967,000	5%
	=====	=====	=====	

</TABLE>

The 8 percent decrease in trust technology services revenues from the prior-year period was the result of several factors. Second quarter 1996 trust technology services revenues included approximately \$1.0 million of one-time deconversion fees received from clients that terminated their relationships with the Company. Additionally in the second quarter of 1996, the Company recognized \$2.0 million of one-time implementation fees associated with the expansion of services to existing clients. The second quarter of 1997 included \$1.0 million of one-time implementation fees in connection with the contracting of new trust clients. Proprietary fund services revenues increased 19 percent from the prior-year period due to an increase in average proprietary fund balances over the past year. Average proprietary fund balances increased \$21.0 billion or 44 percent from \$47.4 billion during the second quarter of 1996 to \$68.4 billion during the second quarter of 1997. The increase in proprietary fund balances is primarily due to growth from existing proprietary fund complexes. The Company is experiencing significant growth in its trust back-office processing business which is an extension of its trust technology business. The increase in trust back-office processing services revenues was the result of an increase in processing fees from the contracting of new clients. The Company expects continued growth in its proprietary fund and trust back-office processing businesses for the remainder of 1997. The Company is currently establishing new trust technology client relationships that should have a favorable impact on trust technology services revenues in the future.

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INVESTMENT TECHNOLOGY AND SERVICES EXPENSES

<TABLE>

<CAPTION>

	2ND QTR 1997	2ND QTR 1996	DOLLAR CHANGE	PERCENT CHANGE
	----	----	-----	-----
<S>	<C>	<C>	<C>	<C>
Operating and development	\$24,765,000	\$25,061,000	\$(296,000)	(1%)
Sales and marketing	\$ 9,145,000	\$ 8,292,000	\$ 853,000	10%

</TABLE>

Operating and development expenses remained relatively flat in the second quarter of 1997 compared to the second quarter of 1996. The 10 percent increase in sales and marketing expenses was primarily due to an increase in personnel and promotion expenses. Operating profit from Investment Technology and Services for the three months ended June 30, 1997 was \$10,545,000, an increase of 15 percent from the \$9,135,000 reported in the corresponding quarter of 1996. Operating margins were 24 percent for the three months ended June 30, 1997, compared to 22 percent for the same period of 1996. The increase in operating margins can be attributed to increased operating efficiency across all product groups. The Company is beginning to see positive results from the significant investments made to its trust technology software, primarily through the open architecture project. In addition, with the Year 2000 problem facing the banking industry, there has been an increased interest in the Company's products. The Company has recently contracted new trust clients that will add

substantial recurring revenues in the future.

ASSET MANAGEMENT - Revenues from Asset Management for the three months ended
- - - - -

June 30, 1997 and 1996 were \$26,275,000 and \$19,053,000, respectively.

ASSET MANAGEMENT REVENUES
- - - - -

<TABLE>
<CAPTION>

	2ND QTR 1997 ----	2ND QTR 1996 ----	DOLLAR CHANGE -----	PERCENT CHANGE -----
<S>	<C>	<C>	<C>	<C>
Investment management services	\$12,854,000	\$ 9,252,000	\$3,602,000	39%
Liquidity management services	5,418,000	4,905,000	513,000	10%
Other investment products and services	8,003,000	4,896,000	3,107,000	63%
	-----	-----	-----	
Total	\$26,275,000	\$19,053,000	\$7,222,000	38%
	=====	=====	=====	

</TABLE>

Investment management services revenues increased 39 percent from the prior-year period due to an increase in average fund balances from the Company's Family of Funds during the past year. This increase was primarily the result of increased sales of the Company's Family of Funds to high-net-worth individuals through various registered investment advisors. Average assets under management from the Company's Family of Funds were \$8.6 billion for the second quarter of 1997 compared to \$5.4 billion for the second quarter of 1996, an increase of 59 percent. Liquidity management services revenues increased 10 percent due to an increase in average fund balances invested in the Company's lower-fee liquidity products. Average assets under management from the Company's liquidity funds were \$15.8 billion for the second quarter of 1997 compared to \$14.2 billion for the second quarter of 1996. Other investment products and services revenues increased 63 percent from the prior-year period. This increase is the result of an increase in revenues from the Company's new business ventures, in addition to an increase in bank-related brokerage services. Revenues are expected to expand in this segment as the Company continues to experience growth in its asset management business.

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ASSET MANAGEMENT EXPENSES
- - - - -

<TABLE>
<CAPTION>

	2ND QTR 1997 ----	2ND QTR 1996 ----	DOLLAR CHANGE -----	PERCENT CHANGE -----
<S>	<C>	<C>	<C>	<C>
Operating and development	\$12,733,000	\$9,345,000	\$3,388,000	36%
Sales and marketing	\$11,943,000	\$9,033,000	\$2,910,000	32%

</TABLE>

Operating and development expenses increased 36 percent from the prior-year period as a result of increases in direct expenses associated with the increase in bank-related brokerage services revenues. Additionally, personnel expenses increased in connection with the growth in the Company's asset management business. The 32 percent increase in sales and marketing expenses was due primarily to increases in personnel expenses and promotion expenses associated with the Company's asset management business, as well as continued investments in the Company's new business ventures to establish, maintain, and enhance its distribution channels in non-U.S. markets. The Asset Management segment recorded an operating profit of \$1,599,000 for the three months ended June 30, 1997 compared to an operating profit of \$675,000 in the corresponding period of 1996. The increase in operating profit is primarily attributable to increased margins from the Company's asset management business, as well as a reduction in losses incurred from the Company's new business ventures. The Company expects continued growth in its asset management business for the remainder of 1997.

OTHER INCOME AND EXPENSES - General and administrative expenses for the three
- - - - -

months ended June 30, 1997 and 1996 were \$3,190,000 and \$2,975,000, respectively, an increase of 7 percent. This increase is attributed to additional facility costs associated with the Company's new corporate campus.

Interest expense for the second quarter of 1997 relates to the Company's issuance of long-term debt in early 1997 (See Note 6 of the Notes to Consolidated Financial Statements). Interest costs associated with the Company's borrowings under its line of credit in the second quarter of 1996 was capitalized as it related to the construction of the Company's corporate campus. The increase in interest income in the second quarter of 1997 compared to the

corresponding period in 1996 was primarily due to an increased average cash balance.

Six Months Ended June 30, 1997 Compared to Six Months Ended June 30, 1996

The Company's results of operations for the six month's ended June 30, 1997 included revenues of \$134,234,000, compared to \$124,780,000 for the same period of 1996, an increase of 8 percent. Net income for the first six months of 1997 was \$9,942,000, compared to \$10,686,000 in the same period of 1996. Earnings per share for the six months ended June 30, 1997 and 1996 was \$.52 and \$.55, respectively. Revenues and earnings in 1996 were significantly augmented by the Company's recognition of substantial one-time trust services revenues in the first quarter of 1996 that had a direct impact on the Company's net income. Additionally, the Company recognized a \$1.1 million one-time realized gain, or \$.03 per share, in the second quarter of 1996 from the sale of investments the Company held. Revenues increased in 1997 primarily due to substantial growth in fund balances.

INVESTMENT TECHNOLOGY AND SERVICES - Revenues from Investment Technology and Services for the six months ended June 30, 1997 and 1996 were \$84,418,000 and \$88,851,000, respectively.

INVESTMENT TECHNOLOGY AND SERVICES REVENUES

<TABLE>
<CAPTION>

	SIX MONTHS 1997	SIX MONTHS 1996	DOLLAR CHANGE	PERCENT CHANGE
<S>	<C>	<C>	<C>	<C>
Trust technology services	\$47,723,000	\$58,946,000	\$ (11,223,000)	(19%)
Proprietary fund services	34,514,000	29,224,000	5,290,000	18%
Trust back-office processing services	2,181,000	681,000	1,500,000	220%
Total	\$84,418,000	\$88,851,000	\$ (4,433,000)	(5%)

</TABLE>

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Trust technology services revenues decreased 19 percent from the prior-year period primarily due to the recognition of one-time trust services revenues associated with the deconversion of clients that terminated their relationships with the Company during the first six months of 1996. Subsequently, recurring revenues in 1997 have been negatively affected by the deconversion of clients that occurred in 1996. The Company also recognized one-time implementation fees in the first six months of 1996 associated with the expansion of services to existing clients which has directly resulted in additional recurring revenues in 1997. The Company has recently entered into new client trust contracts during the second quarter of 1997. The Company recognized one-time implementation fees related to these new contracts beginning late in the second quarter of 1997 and will continue to recognize these implementation fees throughout the remainder of the year and into 1998. Proprietary fund services revenues increased 18 percent from the prior-year period due to an increase in average proprietary fund balances over the past year despite the loss of two proprietary fund complexes in early 1996. Average proprietary fund balances increased \$21.2 billion or 46 percent from \$45.7 billion during the first six months of 1996 to \$66.9 billion during the first six months of 1997. The increase in proprietary fund balances is a result of growth from existing fund complexes, as well as the transfer of common trust assets into proprietary mutual funds and the conversion of new fund complexes during the past year. The increase in trust back-office processing services revenues was the result of an increase in processing fees from the contracting of new clients.

INVESTMENT TECHNOLOGY AND SERVICES EXPENSES

<TABLE>
<CAPTION>

	SIX MONTHS 1997	SIX MONTHS 1996	DOLLAR CHANGE	PERCENT CHANGE
<S>	<C>	<C>	<C>	<C>
Operating and development	\$46,008,000	\$50,723,000	\$ (4,715,000)	(9%)
Sales and marketing	\$17,942,000	\$17,126,000	\$ 816,000	5%

</TABLE>

The 9 percent decrease in operating and development expenses was primarily due to decreases in consulting and outsourcing expenses, in addition to a decrease

in direct expenses associated with trust technology services revenues. In the first six months of 1997, the Company capitalized additional software development costs relating to the Company's open architecture and Year 2000 projects compared to the corresponding period in 1996. Sales and marketing expenses increased 5 percent during the first six months of 1997 compared to the first six months of 1996 primarily due to an increase in personnel and promotion expenses. Operating profit from Investment Technology and Services for the six months ended June 30, 1997 was \$20,468,000 compared to the \$21,002,000 reported in the corresponding period of 1996. Operating margins were 24 percent for the six months ended June 30, 1997 and 1996.

ASSET MANAGEMENT - Revenues from Asset Management for the six months ended June 30, 1997 and 1996 were \$49,816,000 and \$35,929,000, respectively.

ASSET MANAGEMENT REVENUES

<TABLE>
<CAPTION>

	SIX MONTHS 1997	SIX MONTHS 1996	DOLLAR CHANGE	PERCENT CHANGE
Investment management services	\$23,999,000	\$17,582,000	\$ 6,417,000	36%
Liquidity management services	10,903,000	10,202,000	701,000	7%
Other investment products and services	14,914,000	8,145,000	6,769,000	83%
Total	\$49,816,000	\$35,929,000	\$13,887,000	39%

</TABLE>

17

Investment management services revenues increased 36 percent from the prior-year period due to an increase in average fund balances from the Company's Family of Funds during the past year. This increase was primarily the result of increased sales of the Company's Family of Funds to high-net-worth individuals through various registered investment advisors. Average assets under management from the Company's Family of Funds were \$8.2 billion for the first six months of 1997 compared to \$5.1 billion for the corresponding period of 1996, an increase of 61 percent. Liquidity management services revenues increased 7 percent due to an increase in average fund balances invested in the Company's lower-fee liquidity products. Average assets under management from the Company's liquidity funds were \$15.9 billion for the first six months of 1997 compared to \$14.3 billion for the first six months of 1996. Other investment products and services revenues increased 83 percent primarily due to an increase in bank-related brokerage services. Additionally, the Company has experienced revenue growth from its new business ventures during the past six months.

ASSET MANAGEMENT EXPENSES

<TABLE>
<CAPTION>

	SIX MONTHS 1997	SIX MONTHS 1996	DOLLAR CHANGE	PERCENT CHANGE
Operating and development	\$23,752,000	\$17,498,000	\$6,254,000	36%
Sales and marketing	\$22,714,000	\$16,745,000	\$5,969,000	36%

</TABLE>

Operating and development expenses increased 36 percent from the prior-year period due to increases in direct expenses associated with the increase in bank-related brokerage services revenues. Additionally, personnel expenses increased in connection with the growth in the Company's asset management business. The 36 percent increase in sales and marketing expenses was primarily due to increases in personnel and promotion expenses associated with the Company's asset management business, as well as continued investments in the Company's new business ventures to establish, maintain, and enhance its distribution channels in non-U.S. markets. The Asset Management segment recorded an operating profit of \$3,350,000 for the first six months ended June 30, 1997 compared to an operating profit of \$1,686,000 in the corresponding period of 1996. The increase in operating profit is primarily attributable to increased margins from the Company's asset management business, as well as a reduction in losses incurred from the Company's new business ventures.

OTHER INCOME AND EXPENSES - General and administrative expenses for the six months ended June 30, 1997 and 1996 were \$6,584,000 and \$6,132,000,

respectively, an increase of 7 percent. This increase is attributed to additional facility costs associated with the Company's new corporate campus in addition to a marginal increase in personnel expenses in corporate overhead areas.

Interest expense for the first six months of 1997 relates to the Company's issuance of long-term debt in early 1997 (See Note 6 of the Notes to Consolidated Financial Statements). Interest costs associated with the Company's borrowings under its line of credit in 1996 was capitalized as it related to the construction of the Company's corporate campus. The increase in interest income in the second quarter of 1997 compared to the corresponding period in 1996 was primarily due to an increased average cash balance.

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DISCONTINUED OPERATIONS - In May 1995, the Company's Board of Directors

approved a plan of disposal for the SEI Capital Resources Division ("CR") and the SEI Defined Contribution Retirement Services Division ("DC"). CR provided investment performance evaluation services, consulting services, and brokerage services to employee benefit plan sponsors and investment advisors in the United States. DC provided administrative and processing services, recordkeeping services, and employee retirement planning materials for use by defined contribution plans. DC's full-service recordkeeping operations were transferred to KPMG Peat Marwick in 1996. CR and DC were being accounted for together as discontinued operations with a measurement date of May 31, 1995. The accompanying Consolidated Financial Statements reflect the operating results and balance sheet items separately from continuing operations.

In the fourth quarter of 1996, management of the Company concluded that any proceeds received from a possible sale of CR would not be sufficient to offset the remaining net assets of CR and DC. The Company, therefore, recorded a charge of \$16,335,000 or \$.85 per share. This charge included the operating losses incurred by CR and DC from June 1, 1995 to December 31, 1996, the complete write-off of CR and DC's non-recoverable assets, and a provision for the disposal of discontinued operations. The provision for the disposal of discontinued operations included accruals for future operating losses, future commitments relating to leased facilities, severance, and an additional reserve for doubtful accounts relating to CR's receivables.

On July 25, 1997, the Company entered into a definitive agreement to sell the remaining net assets of CR to the purchase group of Notre Capital Ventures II, L.L.C. and William Nicholson, formerly Senior Vice President and Head of Donaldson, Lufkin and Jenrette's Asset Consulting Group. Mr. Nicholson will serve as CEO of the acquired company. The Company's management believes that the provision established in the fourth quarter of 1996 for the disposal of discontinued operations is adequate to cover all costs during the transfer of CR's operations. Based upon the terms of the agreement, the Company may recognize a gain at closing which would be immaterial to the Consolidated Financial Statements. Any future payments due the Company will be realized when received. The deal is expected to close in the third quarter of 1997.

Discontinued operations in the second quarter of 1997 had revenues of \$6,956,000 and pre-tax losses of \$357,000 compared to revenues of \$7,174,000 and pre-tax losses of \$3,285,000 for the second quarter of 1996. Discontinued operations for the first six months of 1997 had revenues of \$13,398,000 and pre-tax losses of \$1,978,000 compared to revenues of \$17,295,000 and pre-tax losses of \$4,474,000 for the corresponding period in 1996. The 1997 losses are charged against the provision which was established in the fourth quarter of 1996 and is reflected in Accrued discontinued operations disposal costs on the accompanying Consolidated Balance Sheets.

LIQUIDITY AND CAPITAL RESOURCES - The Company's ability to generate cash

adequate to meet its needs results primarily from cash flow from operations and its capacity for additional borrowing. The Company has a line of credit agreement which provides for borrowings of up to \$50,000,000 (See Note 5 of the Notes to Consolidated Financial Statements). At June 30, 1997, the Company's sources of liquidity consisted primarily of cash and cash equivalents of \$10,187,000 and the unused balance on the line of credit of \$50,000,000. The availability of the line of credit is subject to the Company's compliance with certain covenants set forth in the agreement. On February 24, 1997, the Company issued \$35,000,000 of medium-term notes (See Note 6 of the Notes to Consolidated Financial Statements). The proceeds were used to repay the outstanding balance on its line of credit which amounted to \$30,000,000.

Cash flow provided by operations for the six months ended June 30, 1997 and 1996 was \$4,734,000 and \$1,916,000, respectively. Cash flow from operations in 1996 was negatively affected by the additional purchases of loans classified as Loans receivable available for sale. Loans receivable available for sale represent loans purchased through the Company's Swiss based subsidiary (See Note 3 of the Notes to Consolidated Financial Statements). Additionally, a substantial amount of cash was used to support the Company's discontinued operations during the first six months of 1996. Cash flow provided by operations for the first six months in 1997 was affected by a decrease in collections of accounts receivable

and an increase in unbilled receivables for implementation fees associated with the contracting of new trust clients. These unbilled receivables represent timing differences between services provided and contractual billing schedules (See Note 2 of the Notes to Consolidated Financial Statements).

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Capital expenditures, including capitalized software development costs, for the six months ended June 30, 1997 and 1996 were \$11,731,000 and \$15,370,000, respectively. The decrease in capital expenditures is primarily the result of lower expenditures relating to the construction of the Company's corporate campus but was partially offset by an increase in capitalized software development costs relating to the Company's open architecture and Year 2000 projects (See Note 1 of the Notes to Consolidated Financial Statements). The Company expects its capital expenditures to decrease in 1997 as expenditures relating to the Company's new corporate campus decline. In the second quarter of 1996, the Company received \$6,536,000 from the sale of all of its investments classified as Investments available for sale. In addition, the Company has purchased 709,000 shares of its common stock at a cost of \$17,092,000 during 1997.

The Company's operating cash flow, borrowing capacity, and liquidity should provide adequate funds for continuing operations, continued investment in new products and equipment, its common stock repurchase program, and the repayment of its long-term debt.

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PART II. OTHER INFORMATION

ITEM 6. EXHIBITS AND REPORTS ON REPORT 8-K

(a) The following is a list of exhibits filed as part of the Form 10-Q

Exhibit 11. Earnings per share calculations.

Exhibit 27. Financial data schedule

(b) Reports on Form 8-K

There were no reports on Form 8-K filed for the three-month period ended June 30, 1997.

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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.

SEI INVESTMENTS COMPANY

Date. August 14, 1997

By /s/ Henry H. Greer

Henry H. Greer
President, Chief Operating
Officer, and Chief Financial Officer

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SEI INVESTMENTS COMPANY AND SUBSIDIARIES

EXHIBIT 11 - EARNINGS PER SHARE CALCULATION

FOR THE THREE-MONTH PERIOD ENDED JUNE 30,

<TABLE>
<CAPTION>

	1997	1996
	-----	-----
<S>	<C>	<C>
Earnings per common and common equivalent share (Primary EPS):		
Net income	\$ 5,141,000	\$ 4,893,000
	=====	=====
Weighted average number of shares issued and outstanding	18,494,000	18,665,000
Dilutive effect (excess of number of shares issuable over number of shares assumed to be repurchased with the proceeds, using the average market price during the period) of outstanding options	673,000	861,000
	-----	-----
Adjusted weighted average number of shares outstanding	19,167,000	19,526,000
	=====	=====
Earnings per common and common equivalent share	\$.27	\$.25
	=====	=====

</TABLE>

23

SEI INVESTMENTS COMPANY AND SUBSIDIARIES

EXHIBIT 11 - EARNINGS PER SHARE CALCULATION

FOR THE THREE-MONTH PERIOD ENDED JUNE 30,

<TABLE>
<CAPTION>

	1997	1996
	-----	-----
<S>	<C>	<C>
Earnings per common and common equivalent share, assuming full dilution (Fully diluted EPS):		
Net income	\$ 5,141,000	\$ 4,893,000
	=====	=====
Weighted average number of shares issued and outstanding	18,494,000	18,665,000
Dilutive effect (excess of number of shares issuable over number of shares assumed to be repurchased with the proceeds, using the higher of the average market price or ending price during the period) of outstanding options	850,000	861,000
	-----	-----
Adjusted weighted average number of shares outstanding, assuming full dilution	19,344,000	19,526,000

Earnings per common and common
equivalent share, assuming full dilution

=====

\$.27	\$.25
----	-----	----	-----

=====

</TABLE>

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SEI INVESTMENTS COMPANY AND SUBSIDIARIES

EXHIBIT 11 - EARNINGS PER SHARE CALCULATION

FOR THE SIX-MONTH PERIOD ENDED JUNE 30,

<TABLE>
<CAPTION>

	1997	1996
	-----	-----
<S>	<C>	<C>
Earnings per common and common equivalent share (Primary EPS):		
Net income	\$ 9,942,000	\$10,686,000
	=====	=====
Weighted average number of shares issued and outstanding	18,513,000	18,587,000
Dilutive effect (excess of number of shares issuable over number of shares assumed to be repurchased with the proceeds, using the average market price during the period) of outstanding options	703,000	918,000
	-----	-----
Adjusted weighted average number of shares outstanding	19,216,000	19,505,000
	=====	=====
Earnings per common and common equivalent share	\$.52	\$.55
	=====	=====

</TABLE>

25

SEI INVESTMENTS COMPANY AND SUBSIDIARIES

EXHIBIT 11 - EARNINGS PER SHARE CALCULATION

FOR THE SIX-MONTH PERIOD ENDED JUNE 30,

<TABLE>
<CAPTION>

	1997	1996
	-----	-----
<S>	<C>	<C>
Earnings per common and common equivalent share, assuming full dilution (Fully diluted EPS):		
Net income	\$ 9,942,000	\$10,686,000
	=====	=====
Weighted average number of shares issued and outstanding	18,513,000	18,587,000
Dilutive effect (excess of number of shares issuable over number of shares assumed to be repurchased with the proceeds,		

using the higher of the average market price or ending price during the period) of outstanding options	880,000	918,000
	-----	-----
Adjusted weighted average number of shares outstanding, assuming full dilution	19,393,000	19,505,000
	=====	=====
Earnings per common and common equivalent share, assuming full dilution	\$.51	\$.55
	=====	=====

</TABLE>

<TABLE> <S> <C>

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<LEGEND>

THIS SCHEDULE CONTAINS SUMMARY FINANCIAL INFORMATION EXTRACTED FROM CONSOLIDATED
BALANCE SHEETS CONSOLIDATED STATEMENTS OF INCOME AND IS QUALIFIED IN ITS
ENTIRETY BY REFERENCE TO SUCH FINANCIAL STATEMENTS.

</LEGEND>

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