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(Mark One)
[X] QUARTERLY REPORT PURSUANT TO SECTION 13 OR 15(d) OF THE
    SECURITIES EXCHANGE ACT OF 1934
For the quarterly period ended March 31, }199
[ ] TRANSITION REPORT PURSUANT TO SECTION 13 OR 15(d) OF THE
    SECURITIES EXCHANGE ACT OF 1934
For the transition period from to
Commission file number 0-12001
St. Joe Paper Company
    (Exact name of registrant as specified in its charter)
    Florida 59-0432511
    (State or other jurisdiction of (I.R.S. Employer
    incorporation or organization) Identification No.)
Suite 400, 1650 Prudential Drive, Jacksonville, Florida 32207
    (Address of principal executive offices) (Zip Code)
    (904) 396-6600
    (Registrant's telephone number, including area code)
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\mathrm{ during the preceding }12\mathrm{ 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
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APPLICABLE ONLY TO CORPORATE ISSUERS:
As of March 31, 1995 there were 30,498,650 shares of common stock, no par value, outstanding.

INDEX

# Consolidated Statement of Cash Flows <br> Three months ended March 31, 1995 and 1994 <br> Notes to Consolidated Financial Statements <br> Management's Discussion and Analysis of Consolidated Financial Condition and Results of Operations 7 

PART II Other Information ..... 10

> ST. JOE PAPER COMPANY
> CONSOLIDATED BALANCE SHEET
> (Dollars in thousands)


See accompanying notes.
 See accompanying notes.


See accompanying notes

1. 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 March 31, 1995 and December 31, 1994 and the results of operations and cash flows for the three month period ended March 31, 1995 and 1994.
2. The results of operations for the three month period ended March 31, 1995 and 1994 are not necessarily indicative of the results that may be expected for the full year.
3. Inventories at March 31, 1995 and December 31, 1994:

|  | March 31 | December 31 |
| :--- | :---: | :---: |
|  | 1995 | 1994 |
| Manufactured paper products and |  |  |
| $\quad$ associated raw materials | $\$ 31,810$ | $\$ 27,023$ |
| Materials and supplies | 25,834 | 25,640 |
| Sugar | 18,144 | 5,010 |
|  | $\$ 75,788$ | $\$ 57,673$ |

4. The Company and its subsidiaries are involved in litigation on a number of matters and are subject to certain claims which arise in the normal course of business, none of which, in the opinion of management, is expected to have a material adverse effect on the Company's consolidated financial position or results of operations.

The Company has retained certain self-insurance risks with respect to losses for third party liability, property damage and group health insurance provided to employees.

The Company is subject to costs arising out of environmental laws and regulations, which include obligations to remove or limit the effects on the environment of the disposal or release of certain wastes or substances at various sites. It is the Company's policy to accrue and charge against earnings environmental cleanup costs when it is probable that a liability has been incurred and an amount is reasonably estimable. As assessments and cleanups proceed, these accruals are reviewed and adjusted, if necessary, as additional information becomes available.

## ST. JOE PAPER COMPANY

NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (Unaudited)
(Dollars in thousands )
The Company is currently a party to, or involved in, legal proceedings directed at the cleanup of two Superfund sites. The Company has accrued its allocated share of the total estimated cleanup costs for these two sites. Based upon management's evaluation of the other potentially responsible parties, the Company does not expect to incur additional amounts even though the Company has joint and several liability. Other proceedings involving environmental matters such as alleged discharge of oil or waste material into water or soil are pending against the Company.

It is not possible to quantify future environmental costs because many issues relate to actions by third parties or changes in environmental regulation. However, based on information presently available, management believes that the ultimate disposition of currently known matters will not have a material effect on the financial position or liquidity of the Company, but could be material to the results of operation of the Company in any one period. As of March 31, 1995 and December 31, 1994, the aggregate environmental related accruals were $\$ 6.7$ million. Environmental liabilities are paid over an extended period and the timing of such payments cannot be predicted with any confidence.

## OVERVIEW

Net sales and operating revenues for the quarter ended March 31, 1995 were $\$ 184.0$ million, a $\$ 16.7$ million increase over the same period in 1994 . Cost of sales and operating expenses were $\$ 135.4$ million, up from $\$ 134.5$ million. These costs were $73.6 \%$ of net sales and operating revenues in 1995 compared to $80.4 \%$ in 1994. Selling, general and administrative expenses rose from $\$ 13.9$ million in 1994 to $\$ 15.5$ million in 1995 . As a result of these changes, operating profit during the first quarter of 1995 was $\$ 33.1$ million compared to $\$ 19.0$ million in the first quarter of 1995. An analysis of operating results by segment follows:

Forest Products

|  | 1995 | 1994 | \% Increase <br> (Decrease) |
| :---: | :---: | :---: | :---: |
| Net Sales | 115, 248 | 84,500 | 36.4 |
| Cost of Sales | 86,497 | 82,488 | 4.9 |
| Selling, General and Ad Expenses | 8e 8,061 | 7,378 | 9.3 |
| Operating Profit (Loss) | 20,690 | $(5,366)$ | 485.6 |

The containerboard market continues to be tight with additional price increases effective January 1 and April 1, 1995. Average selling price for the Company's linerboard rose from $\$ 360$ in the first quarter of 1994 to $\$ 509$ in 1995, a 41\% increase. Net sales to outside customers by the Company's paper mill increased $46 \%$ in the first quarter of 1995 compared to the same period last year on a volume increase of $15 \%$. The Company's container revenues were $33 \%$ higher in 1995 than the first quarter of 1994 on a volume decrease of $1.7 \%$. Timber sales to outside customers decreased $34 \%$ on a volume decline of $10 \%$ as more of the Company's timber production was required by the mill. Mill production per day rose by $6 \%$ and this increased productivity was a major factor in a $1 \%$ reduction in cost per ton.

Transportation

|  |  | \% Increase |
| :--- | ---: | ---: | ---: |
| (Decrease) |  |  |

-7-

Operating results for the transportation segment were consistent with the prior year. Revenues for the Florida East Coast Railway Company (FEC)
decreased by . $9 \%$ compared to the first quarter of 1994 while Apalachicola Northern Railroad Company (ANRR) revenues increased by $13.2 \%$, primarily due to an increase in coal shipments. Operating expenses at FEC declined .8\% and the ANRR increased 9.2\%. Selling, general and administrative expenses rose $11.8 \%$ at FEC and $45.3 \%$ ( $\$ 65,939$ ) at ANRR.

Sugar

|  |  |  | \% Increase <br> (Decrease) |
| :--- | ---: | ---: | ---: |
| Net Sales | 1995 | 1994 | $(7.7)$ |
| Cost of Sales | 12,335 | 13,370 | $(22.6)$ |
| Selling, General and Administrative | 8,366 | 10,809 |  |
| $\quad$ |  |  | 38.8 |
| Expenses | 1,470 | 1,059 | 66.4 |

The sugar segment experienced a $10.8 \%$ volume reduction in the first quarter of 1995 compared to 1994. The selling price rose 3.5\%. Increased productivity drove down the cost per ton of sugar by $11.3 \%$. The segment produced $28.3 \%$ more sugar in 1995 than 1994 with an $18.4 \%$ increase in the amount of cane ground and an $8.5 \%$ increase in the yield. The increase in selling, general and administrative expenses is primarily due to the Everglades Agricultural Privilege Tax which was enacted in the second quarter of 1994 and not reflected in the first quarter of 1994.

Communications

|  |  | \% Increase |
| :--- | ---: | ---: | ---: |
| (Decrease) |  |  |

Operating revenues increased in the first quarter of 1995 compared to 1994 largely due to adjustments in the interstate access charge pooling process. All three local exchange companies began their cable maintenance earlier in 1995 than 1994 resulting in increased operating expenses for the first quarter.

|  |  |  | \% Increase <br> (Decrease) |
| :--- | ---: | ---: | ---: |
| Net Sales and Operating Revenue | 1995 | 1994 | $(69.2)$ |
| Cost of Sales and Operating Revenue | 4,459 | 19,482 | $(14.9)$ |
| Selling, General and Administrative |  | 5,242 | 4.8 |
| $\quad$ Expenses | 564 | 538 | $(92.8)$ |

In the first quarter of 1994 , realty property sales of $\$ 14.6$ million ( $\$ 13.7$ million by Gran Central, Florida East Coast Industries, Inc. real estate subsidiary, and $\$ .9$ million by the Company) occurred which were not repeated in the first quarter of 1995. Rent and other income increased by $\$ 1.2$ million in 1995 compared to the same period in 1994. Gran Central's cost of sales decreased by $9.4 \%$ and Southwood Properties0, the Company's real estate division, decreased by 1.3\%. Selling, general and administrative expenses increased 9.0\% at Gran Central and declined 6.7\% at Southwood Properties.

Other Income increased $\$ 1.5$ million in the first quarter of 1995 compared to 1994. Interest income increased by $\$ 1.1$ million reflecting increased investment and higher rates.

Net Income increased $\$ 13.4$ million (163.7\%) during the first quarter of 1995 from the same period in 1994. Earnings per share increased \$0.44 to \$0.71.

Financial Position

The Company's financial position remains strong. Current assets rose to $\$ 309.1$ million, an $\$ 8.1$ million increase from year end. Increases in current liabilities of $\$ 12.6$ million caused the current ratio to drop from 3.1 at year end to 2.8 at the end of the first quarter.

The Company increased its investment in marketable securities by $\$ 31.2$ million over year end. Net property, plant and equipment increased by $\$ 12.7$ million, largely in Florida East Coast Industries, Inc. Deferred income taxes grew by $\$ 8.3$ million, due to the tax effect of an increase in the unrealized gains on debt and marketable equity securities and a decrease in alternative minimum tax credits.

Stockholders' equity at March 31, 1995 was $\$ 31.49$ per share, an increase of \$0.77 from December 31, 1994.

Item 1. Legal Proceedings
No change from Form 10-K for the year ended December 31, 1994

Item 5. Other Information
The Company is not aware of any other matters of significance to be reported hereunder.

## 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.

St. Joe Paper Company
(Registrant)
E. C. Brownlie

Vice President
D. M. Groos

Comptroller

May 15, 1995
Date

3-MOS
DEC-31-1995
MAR-31-1995
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75,204
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$\stackrel{0}{0}$
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