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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 June 30, 1995
[ ] 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 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 June 30, 1995 there were $30,498,650$ shares of
common stock, no par value, outstanding.

## ST. JOE PAPER COMPANY

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PART I Financial Information:

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        Consolidated Balance Sheet -
            June 30, 1995 and December 31, 1994
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Management's Discussion and Analysis of Consolidated Financial Condition and Results of Operations

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See accompanying notes.

ST. JOE PAPER COMPANY
CONSOLIDATED STATEMENT OF INCOME AND RETAINED EARNINGS (Unaudited)
(Dollars in thousands except per share amounts)

|  | Three ended | Months <br> June 30 | $\begin{array}{r} \text { Six } \\ \text { ended } \end{array}$ | Months June 30 |
| :---: | :---: | :---: | :---: | :---: |
|  | 1995 | 1994 | 1995 | 1994 |
| Net Sales | \$144, 957 | \$113,415 | \$278, 018 | \$230, 243 |
| Operating Revenues | 56,819 | 52,471 | 107, 794 | 103, 011 |
| Net Sales and |  |  |  |  |
| Operating Revenues | 201, 776 | 165,886 | 385, 812 | 333,254 |
| Cost of Sales | 107,175 | 100,395 | 205,993 | 198,438 |
| Operating Expenses | 41,860 | 37,252 | 78,446 | 73,735 |
| Cost of Sales and Operating |  |  |  |  |
| Gross Profit | 52,741 | 28,239 | 101, 373 | 61, 081 |
| Selling, General and Administrative Expenses | 14,803 | 14,266 | 30,341 | 28,088 |
| Operating Profit | 37,938 | 13,973 | 71,032 | 32,993 |
| Other Income (Expense): |  |  |  |  |
| Dividends | 768 | 531 | 1,333 | 1,065 |
| Interest income | 3,890 | 2,329 | 7,527 | 4,833 |
| Interest expense | $(1,328)$ | $(1,005)$ | $(2,714)$ | $(1,968)$ |
| Gain on sales and other dispositions of property, plant and equipment | 3,186 | 375 | 4, 001 | 759 |
| Other, net | 2,173 | 704 | 3,545 | 1,791 |
|  | 8,689 | 2,934 | 13,692 | 6,480 |
| Income before Income Taxes and Minority Interest | 46,627 | 16,907 | 84,724 | 39,473 |
| Provision for Income Taxes | 17,150 | 6,913 | 31, 218 | 14,816 |
| Income before Minority Interest | 29,477 | 9,994 | 53,506 | 24,657 |
| Income Applicable to Minority Interest in Consolidated Subsidiaries | 3,141 | 2,367 | 5,656 | 8,870 |
| Net Income | \$ 26, 336 | \$ 7,627 | \$ 47, 850 | \$ 15,787 |
| Retained Earnings at |  |  |  |  |
| Beginning of Period | 907,509 | 858,146 | 887,520 | 851,511 |
| Dividends | 1,525 | 1,525 | 3, 050 | 3,050 |
| Retained Earnings at |  |  |  |  |
| End of Period | \$932, 320 | \$864, 248 | \$932, 320 | \$864, 248 |
| Per Share Data: |  |  |  |  |
| Dividends | \$0. 05 | \$0. 05 | \$0.10 | \$0.10 |
| Net Income | \$0.86 | \$0.25 | \$1.57 | \$0.52 |



## ST. JOE PAPER COMPANY

NOTES TO CONSOLIDATED FINANCIAL STATEMENTS
(Unaudited)
(Dollars in thousands)

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 June 30, 1995 and December 31, 1994 and the results of operations and cash flows for the three and six month periods ended June 30, 1995 and 1994.
2. The results of operations for the three and six month periods ended June 30, 1995 and 1994 are not necessarily indicative of the results that may be expected for the full year.
3. Inventories at June 30, 1995 and December 31, 1994:

|  | June 30 | December 31 |
| :--- | ---: | ---: |
| Manufactured paper products and | 1995 | 1994 |
| $\quad$ associated raw materials | $\$ 43,039$ | $\$ 27,023$ |
| Materials and supplies | 26,008 | 25,640 |
| Sugar | 10,647 | 5,010 |
|  | $\$ 79,694$ | $\$ 57,673$ |

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 June 30, 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.

MANAGEMENT'S DISCUSSION AND ANALYSIS OF THE CONSOLIDATED

## OVERVIEW

Quarter ended June 30, 1995
Net sales and operating revenues for the quarter were $\$ 201.8$ million, a $\$ 35.9$ million increase over the same period in 1994 and a $\$ 17.8$ million increase over the first quarter of 1995. Cost of sales and operating expenses were $\$ 149.0$ million, up from $\$ 137.6$ million in 1994 and 135.4 million in the first quarter of 1995. These costs were $73.9 \%$ of net sales and operating revenues in 1995 compared to $83.0 \%$ in 1994 and $73.6 \%$ in the first quarter 1995. Selling, general and administrative expenses rose from \$14.3 million in the second quarter of 1994 to $\$ 14.8$ million in 1995, a decrease from the $\$ 15.5$ million recorded in the first quarter 1995. As a result of these changes, operating profit during the second quarter of 1995 was $\$ 37.9$ million compared to $\$ 14.0$ million in the same quarter of 1994 and $\$ 33.1$ million in the first quarter of 1995.

Six Months ended June 30, 1995
Net sales and operating revenues for the six months ended June 30, 1995 were $\$ 385.8$ million, a $\$ 52.5$ million increase over the same period in 1994. Cost of sales and operating expenses were $\$ 284.4$ million, up from $\$ 272.2$ million. These costs were $73.7 \%$ of net sales and operating revenues in 1995 compared to $81.7 \%$ in 1994. Selling, general and administrative expenses rose to $\$ 30.3$ million in 1995 from $\$ 28.1$ million in 1994. Operating profit during the first six months of 1995 was $\$ 71.0$ million compared to $\$ 33.0$ million 1994.

An analysis of operating results by segment follows:
Forest Products
Quarter ended June 30, 1995

|  | 1995 | 1994 | \% Increase |
| :--- | ---: | ---: | ---: |
| Net Sales | 125,092 | 93,033 | 34.5 |
| Cost of Sales | 94,768 | 85,352 | 11.0 |
| Selling, General and Administrative Expenses | 7,609 | 7,319 | 4.0 |
| Operating Profit | 22,715 | 362 | 6174.9 |


|  | 1995 | 1994 | Increase |
| :--- | ---: | ---: | :---: |
| Net Sales | 240,340 | 177,533 | 35.4 |
| Cost of Sales | 181,265 | 167,840 | 8.0 |
| Selling, General and Administrative Expenses | 15,670 | 14,697 | 6.6 |
| Operating Profit (Loss) | 43,405 | $(5,004)$ | 967.4 |

The containerboard market began to demonstrate some softness following the price increase April 1, 1995. Average selling price for the Company's linerboard rose from $\$ 374$ per ton in the second quarter of 1994 to $\$ 565$ per ton in 1995, a 51\% increase. Net sales to outside customers by the Company's paper mill increased $49 \%$ in the second quarter of 1995 compared to the same period last year on a volume increase of $2 \%$. The Company's container revenues were $25 \%$ higher in 1995 than the second quarter of 1994 on a volume decrease of 8.3\%. Timber sales to outside customers decreased $24 \%$ on a volume decline of $22 \%$ as more of the Company's timber production was required by the mill. The Company increased its timber purchases from outside suppliers to meet the mill requirements which, together with the decreased timber sales, resulted in a $\$ 1.4$ million decrease in operating profit from the timber operations. Mill production of mottle white linerboard rose by $51 \%$ and this was a major factor in a $15 \%$ increase in production cost per ton.

Transportation
Quarter ended June 30, 1995

|  | 1995 | 1994 | \% Increase (Decrease) |
| :---: | :---: | :---: | :---: |
| Net Sales | 48,759 | 44,792 | 8.9 |
| Cost of Sales | 36,757 | 32,638 | 12.6 |
| Selling, General and Administrative Expenses | 4,967 | 4,082 | 21.7 |
| Operating Profit | 7,035 | 8,072 | (12.9) |
| Six Months ended June 30, 1995 |  |  |  |
|  | 1995 | 1994 | \% Increase (Decrease) |
| Net Sales | 91,936 | 87,928 | 4.6 |
| Cost of Sales | 68,424 | 64,420 | 6.2 |
| Selling, General and Administrative Expenses | 9,291 | 8,442 | 10.1 |
| Operating Profit | 14,221 | 15,066 | (5.6) |

The composition of revenues and expenses in the Transportation segment changed significantly in the second quarter of 1995. Florida East Coast Industries (FECI) acquired an $80 \%$ interest in International Transit, Inc. (ITI), a common motor carrier with 1994 annual operating revenues in excess of $\$ 21$ million and, on April 1, 1995, the Florida East Coast Railway Company (FEC) commenced haulage agreements with a connecting rail carrier regarding the connecting carrier's intermodal traffic to and from FEC's south Florida intermodal terminals and enabling FEC to move intermodal freight to and from a terminal established by FEC at Macon, Georgia. Operating results for the transportation segment for the second quarter included ITI's revenues and expenses which accounted for most of the increases in operating revenues, operating expenses and selling, general and administrative expenses.

## Sugar

Quarter ended June 30, 1995

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

Six Months ended June 30, 1995

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

The sugar segment experienced a $27.8 \%$ volume reduction in the second quarter of 1995 compared to 1994 . The selling price rose $8.9 \%$. Increased productivity drove down the cost per ton of sugar by $13.2 \%$. 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. Selling, general and administrative expenses were up by $\$ 0.2$ million.

| Quarter ended June 30, 1995 |  |  |  |
| :---: | :---: | :---: | :---: |
|  |  |  | \% Increase |
|  | 1995 | 1994 | (Decrease) |
| Net Sales | 8,060 | 7,679 | 5.0 |
| Cost of Sales | 5,103 | 4,614 | 10.6 |
| Selling, General and Administrative Expenses | 1,079 | 1,102 | (2.1) |
| Operating Profit | 1,878 | 1,963 | (4.3) |
| Six Months ended June 30, 1995 |  |  |  |
|  |  |  | \% Increase |
|  | 1995 | 1994 | (Decrease) |
| Net Sales | 15,859 | 15, 083 | 5.1 |
| Cost of Sales | 10, 023 | 9,315 | 7.6 |
| Selling, General and Administrative Expenses | 2,227 | 2,153 | 3.4 |
| Operating Profit | 3,609 | 3,615 | (0.2) |
| Operating revenues increased in 1995 compared to 1994 largely due to mandated |  |  |  |
| adjustments in the interstate access charge pooling process. All three local |  |  |  |
| exchange companies began their cable maintenance earlier in 1995 than 1994 |  |  |  |
| Real Estate |  |  |  |
| Quarter ended June 30, 1995 |  |  |  |
|  | 1995 | 1994 | \% Increase |
| Net Sales | 8,559 | 6,216 | 37.7 |
| Cost of Sales | 4,679 | 4,464 | 4.8 |
| Selling, General and Administrative Expenses | 640 | 482 | 32.8 |
| Operating Profit | 3,240 | 1,270 | 155.1 |
| Six Months ended June 30, 1995 |  |  |  |
|  |  |  | \% Increase |
|  | 1995 | 1994 | (Decrease) |
| Net Sales | 14,570 | 25,698 | (43.3) |
| Cost of Sales | 9,137 | 9,170 | (0.4) |
| Selling, General and Administrative Expenses | 1,204 | 1,020 | 18.0 |
| Operating Profit | 4,229 | 15,508 | (72.7) |

In 1994, a single realty property sale of $\$ 11.3$ million was made by Gran Central, Florida East Coast Industries, Inc. real estate subsidiary, to the State of Florida which was not repeated in 1995. Rent and other income increased by $\$ 1.2$ million in the second quarter of 1995 compared to the same period in 1994. Cost of sales increased $4.8 \%$ in the second quarter compared to the same period in 1994. Selling, general and administrative expenses increased by $\$ 0.2$ million.

Other Income increased $\$ 5.8$ million in the second quarter of 1995 compared to 1994. Interest income increased by $\$ 1.5$ million reflecting increased investment and higher rates. Gain on sales and other dispositions of property, plant and equipment increased $\$ 2.8$ million due to the sale of an unused facility in Wilmington, Delaware. Other income, net rose by $\$ 1.4$ million primarily due to the sale of material from the Company's linerboard mill.

Net Income increased $\$ 18.7$ million (245.3\%) during the second quarter of 1995 from the same period in 1994. Earnings per share increased \$0.61 to \$0.86.

Financial Position
The Company's financial position remains strong. Current assets rose to $\$ 347.8$ million, an $\$ 46.8$ million increase from year end. Current liabilities dropped by $\$ 5.6$ million causing the current ratio to rise from 3.1 to 1at year end to 3.8 to 1 at the end of the second quarter.

The Company increased its investment in marketable securities by $\$ 7.4$ million over year end. Net property, plant and equipment increased by $\$ 18.9$ million, largely in FECI. Deferred income taxes grew by $\$ 14.0$ 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 $\$ 32.47$ per share, an increase of \$1.75 from December 31, 1994.

PART II - OTHER INFORMATION

Item 1. Legal Proceedings

No change from Form 10-K for the year ended December 31, 1994

Item 5. Other Information
On May 9, 1995, the Board of Directors passed the resolution amending the Company's bylaws shown in exhibit 3(ii) regarding indemnification of officers and directors

## 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)
J. M. Jones, Jr.

Vice President and CFO
D. M. Groos

Comptroller

August 14, 1995
Date

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WHEREAS, pursuant to Article XI of the Articles of Incorporation of the corporation, the directors of the corporation, subject to the By-laws adopted by stockholders, if any, may amend the By-laws of the corporation.

WHEREAS, the board of directors believes it in the best interests of the corporation to clarify the rights to indemnification of officers and directors, as well as make advancement of legal expenses to such person mandatory, subject to conditions imposed by law,

NOW THEREFORE, BE IT RESOLVED, that the By-laws of the corporation be, and they hereby are, amended by deleting paragraph 9 of Article III thereof in its entirety and substituting the following new paragraph 9 of Article III:

The corporation shall indemnify every person (and his executors, administrators or heirs) who was or is a party or is or was threatened to be made a party to any action, suit, or proceeding, whether civil, criminal, administrative or investigative, by reason of the fact that he is or was a director or officer of the corporation, or who, while being such a director or officer of the corporation, is or was serving at the request of the corporation as a director, officer, employee, agent or trustee of another corporation, partnership, joint venture, trust, employee benefit plan, or other enterprise, against expenses (including counsel fees), judgments, fines and amounts paid in settlement actually and reasonably incurred by him in connection with such action, suit or proceeding, to the full extent permitted by applicable law, including Section 607.0850 of the Florida Business Corporation Act. Such indemnification shall include advances of expenses in advance of final disposition of such action, suit or proceeding, subject to compliance with the provisions of Section 607.0850(6) of the Florida Business Corporation Act requiring the director or officer to provide an undertaking to repay any advance as provided therein.

FURTHER RESOLVED, that the secretary of this corporation is hereby directed to insert a copy of such amendment to the By-laws in the minute book of this corporation.

