# 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 the quarterly period ended September 29, 2013

Commission file number 0-7647

	(Exact name of registrant as specified in	n its charter)	
	MINNESOTA	41-0771293	
	State or other jurisdiction of ncorporation or organization)	(I.R.S. Employer Identification No.)	
	2381 ROSEGATE, ROSEVILLE, MII (Address of principal executive offices, inc		
	(612) 331-6910		
	(Registrant's telephone number, includi	ing area code)	
requirements for the past 9	onths (or for such shorter period that the registrant was required 0 days. YES ⊠ NO □		_
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## PART I. FINANCIAL INFORMATION

## ITEM 1. FINANCIAL STATEMENTS

## HAWKINS, INC.

# CONDENSED CONSOLIDATED BALANCE SHEETS (UNAUDITED) (In thousands, except share data)

	Sej	otember 29, 2013		March 31, 2013
ASSETS				
CURRENT ASSETS:				
Cash and cash equivalents	\$	29,111	\$	28,715
Investments available-for-sale		15,095		15,625
Trade receivables — less allowance for doubtful accounts:				
\$418 as of September 29, 2013 and \$469 as of March 31, 2013		36,808		35,920
Inventories		31,626		28,208
Prepaid expenses and other current assets		1,348		2,613
Total current assets		113,988		111,081
PROPERTY, PLANT, AND EQUIPMENT:		156,228		153,055
Less accumulated depreciation and amortization		(66,087)		(62,081)
Net property, plant, and equipment		90,141		90,974
OTHER ASSETS:				
Goodwill		6,495		6,495
Intangible assets — less accumulated amortization:				
\$2,704 as of September 29, 2013 and \$2,398 as of March 31, 2013		7,372		7,678
Long-term investments		10,601		5,597
Other		244		323
Total other assets		24,712		20,093
Total assets	\$	228,841	\$	222,148
LIABILITIES AND SHAREHOLDERS' EQUITY			-	
CURRENT LIABILITIES:				
Accounts payable — trade	\$	17,979	\$	18,516
Dividends payable		3,818		3,592
Accrued payroll and employee benefits		5,203		5,391
Deferred income taxes		2,832		2,554
Income tax payable		1,639		1,446
Other current liabilities		4,192		3,626
Total current liabilities		35,663		35,125
PENSION WITHDRAWAL LIABILITY		7,035		7,136
OTHER LONG-TERM LIABILITIES		950		1,653
DEFERRED INCOME TAXES		8,033		8,062
Total liabilities	<u></u>	51,681		51,976
COMMITMENTS AND CONTINGENCIES		51,001		51,57 6
SHAREHOLDERS' EQUITY:				
Common stock; authorized: 30,000,000 shares of \$0.05 par value; 10,547,882 and 10,495,427 shares issued				
and outstanding for September 29, 2013 and March 31, 2013, respectively		528		525
Additional paid-in capital		49,307		48,779
Retained earnings		127,475		120,974
Accumulated other comprehensive loss		(150)		(106)
Total shareholders' equity		177,160		170,172
Total liabilities and shareholder's equity	\$	228,841	\$	222,148

# HAWKINS, INC. CONDENSED CONSOLIDATED STATEMENTS OF INCOME (UNAUDITED) (In thousands, except share and per-share data)

	Three Months Ended				Six Months Ended				
	S	eptember 29, 2013	September 30, 2012		September 29, 2013			September 30, 2012	
Sales	\$	86,599	\$	87,160	\$	181,343	\$	177,259	
Cost of sales		(70,029)		(67,964)		(147,542)		(142,756)	
Gross profit		16,570		19,196		33,801		34,503	
Selling, general and administrative expenses		(8,293)		(7,455)		(17,263)		(15,682)	
Operating income		8,277		11,741		16,538		18,821	
Interest (expense) income		(12)		34		(27)		64	
Income from continuing operations before income taxes		8,265		11,775		16,511		18,885	
Income tax provision		(3,058)		(4,545)		(6,192)		(7,290)	
Income from continuing operations		5,207		7,230		10,319		11,595	
Income from discontinued operations, net of tax		_		_		_		18	
Net income	\$	5,207	\$	7,230	\$	10,319	\$	11,613	
Weighted average number of shares outstanding - basic		10,545,719		10,458,922		10,533,951		10,444,898	
Weighted average number of shares outstanding - diluted		10,588,747		10,519,400		10,582,318		10,513,213	
Basic earnings per share							_		
Earnings per share from continuing operations	\$	0.49	\$	0.69	\$	0.98	\$	1.11	
Earnings per share from discontinued operations		_		_		_		_	
Basic earnings per share	\$	0.49	\$	0.69	\$	0.98	\$	1.11	
Diluted earnings per share									
Earnings per share from continuing operations	\$	0.49	\$	0.69	\$	0.98	\$	1.10	
Earnings per share from discontinued operations		_		_		_		_	
Diluted earnings per share	\$	0.49	\$	0.69	\$	0.98	\$	1.10	
Cash dividends declared per common share	\$	0.36	\$	0.34	\$	0.36	\$	0.34	

# HAWKINS, INC. CONDENSED CONSOLIDATED STATEMENTS OF COMPREHENSIVE INCOME (UNAUDITED) (In thousands)

Three Months Ended					ed		
September 29, September 30, 2013 2012			Se	eptember 29, 2013	Se	ptember 30, 2012	
\$	5,207	\$	7,230	\$	10,319	\$	11,613
	(13)		4		(43)		6
	_		78		_		78
	(13)		82		(43)		84
\$	5,194	\$	7,312	\$	10,276	\$	11,697
	\$ \$ \$	September 29, 2013   \$ 5,207   (13)   — (13)	September 29, 2013         September 29, 2013           \$ 5,207         \$           (13)	September 29, 2013         September 30, 2012           \$ 5,207         \$ 7,230           (13)         4           —         78           (13)         82	September 29, 2013         September 30, 2012         September 30, 2012           \$ 5,207         \$ 7,230         \$           (13)         4	September 29, 2013         September 30, 2012         September 29, 2013           \$ 5,207         \$ 7,230         \$ 10,319           (13)         4         (43)           —         78         —           (13)         82         (43)	September 29, 2013         September 30, 2012         September 29, 2013         Septemb

# HAWKINS, INC. CONDENSED CONSOLIDATED STATEMENTS OF CASH FLOWS (UNAUDITED) (In thousands)

		Six Months Ended		
	Sep	ptember 29, 2013	Sept	ember 30, 2012
CASH FLOWS FROM OPERATING ACTIVITIES:				
Net income	\$	10,319	\$	11,613
Reconciliation to cash flows:				
Depreciation and amortization		6,748		4,761
Stock compensation expense		596		840
Loss from property disposals		53		129
Changes in operating accounts providing (using) cash:				
Trade receivables		(888)		2,066
Inventories		(3,418)		(3,882)
Accounts payable		274		5,052
Accrued liabilities		(424)		(2,453)
Income taxes		193		4,469
Other		1,343		864
Net cash provided by operating activities		14,796		23,459
CASH FLOWS FROM INVESTING ACTIVITIES:				
Additions to property, plant, and equipment		(6,529)		(11,883)
Purchases of investments		(13,791)		(12,940)
Sale and maturities of investments		9,245		4,855
Acquisitions		_		(100)
Proceeds from property disposals		55		113
Net cash used in investing activities		(11,020)		(19,955)
CASH FLOWS FROM FINANCING ACTIVITIES:				
Cash dividends paid		(3,592)		(3,352)
New shares issued		459		500
Shares surrendered for payroll taxes		(485)		_
Proceeds from the exercise of stock options		186		330
Excess tax benefit from share-based compensation		52		159
Net cash used in financing activities		(3,380)		(2,363)
NET INCREASE IN CASH AND CASH EQUIVALENTS		396		1,141
CASH AND CASH EQUIVALENTS, BEGINNING OF PERIOD		28,715		28,566
CASH AND CASH EQUIVALENTS, END OF PERIOD	\$	29,111	\$	29,707
SUPPLEMENTAL DISCLOSURES OF CASH FLOW INFORMATION				
Cash paid for income taxes	\$	5,947	\$	2,659
Noncash investing activities - Capital expenditures in accounts payable	\$	589	\$	2,167

#### HAWKINS, INC.

#### NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (UNAUDITED)

#### Note 1 - Basis of Presentation

The accompanying unaudited condensed consolidated financial statements have been prepared in accordance with the instructions for Form 10-Q and, accordingly, do not include all information and footnotes required by generally accepted accounting principles for complete financial statements. These statements should be read in conjunction with the consolidated financial statements and footnotes included in our Annual Report on Form 10-K for the fiscal year ended March 31, 2013, previously filed with the Securities and Exchange Commission ("SEC"). In the opinion of management, the accompanying unaudited condensed consolidated financial statements contain all adjustments necessary to present fairly our financial position and the results of our operations and cash flows for the periods presented. All adjustments made to the interim condensed consolidated financial statements were of a normal recurring nature. All significant intercompany accounts and transactions have been eliminated in consolidation.

The accounting policies we follow are set forth in "Item 8. Financial Statements and Supplementary Data, Note 1 – Nature of Business and Significant Accounting Policies" to our consolidated financial statements in our Annual Report on Form 10-K for the fiscal year ended March 31, 2013 filed with the SEC on May 30, 2013. There has been no significant change in our accounting policies since the end of fiscal 2013.

The results of operations for the six month period ended September 29, 2013 are not necessarily indicative of the results that may be expected for the full year.

References to fiscal 2013 refer to the fiscal year ended March 31, 2013 and references to fiscal 2014 refer to the fiscal year ending March 30, 2014.

#### Note 2 - Earnings per Share

Basic earnings per share ("EPS") are computed by dividing net earnings by the weighted-average number of common shares outstanding. Diluted EPS includes the incremental shares assumed to be issued upon the exercise of stock options and the incremental shares assumed to be issued as performance units and restricted stock. Basic and diluted EPS were calculated using the following:

	Three Mont	ths Ended	Six Mont	hs Ended
	September 29, 2013	September 30, 2012	September 29, 2013	September 30, 2012
Weighted-average common shares outstanding—basic	10,545,719	10,458,922	10,533,951	10,444,898
Dilutive impact of stock options, performance units, and restricted				
stock	43,028	60,478	48,367	68,315
Weighted-average common shares outstanding—diluted	10,588,747	10,519,400	10,582,318	10,513,213

For the three and six months ended September 29, 2013 and September 30, 2012, there were no shares or stock options excluded from the calculation of weighted-average common shares for diluted EPS.

#### Note 3 - Cash and Cash Equivalents and Investments

The following table presents information about our financial assets and liabilities that are measured at fair value on a recurring basis, and indicates the fair value hierarchy of the valuation techniques utilized to determine such fair value.

	Sept	ember 29,					
( <u>In thousands)</u>		2013	Level 1	Level 2			Level 3
Assets:							
Cash	\$	29,111	\$ 29,111	\$	_	\$	_
Certificates of deposit		21,989	_		21,989		_
Municipal bonds		3,707	_		3,707		_
	M	arch 31,					
( <u>In thousands)</u>	<u></u>	2013	Level 1		Level 2		Level 3
Assets:							
Cash	\$	28,715	\$ 28,715	\$	_	\$	_
Certificates of deposit		21,222	_		21,222		_

Our financial assets that are measured at fair value on a recurring basis are certificates of deposit ("CD's") and municipal bonds, with original maturities ranging from three months to two years that fall within valuation technique Level 2. The CD's and municipal bonds are classified as investments in current assets and noncurrent assets on the condensed consolidated balance sheets. As of September 29, 2013, the combined CD's and municipal bonds in current assets had a fair value of \$15.1 million and in noncurrent assets, the combined CD's and municipal bonds had a fair value of \$10.6 million.

The carrying value of cash and cash equivalents accounts approximates fair value, as original maturities are three months or less. We did not have any financial liability instruments subject to recurring fair value measurements as of September 29, 2013.

#### Note 4 - Inventories

Inventories at September 29, 2013 and March 31, 2013 consisted of the following:

( <u>In thousands)</u>	Sep	tember 29, 2013	March 31, 2013
Inventory (FIFO basis)	\$	38,588	\$ 35,281
LIFO reserve		(6,962)	(7,073)
Net inventory	\$	31,626	\$ 28,208

The first in, first out ("FIFO") value of inventories accounted for under the last in, first out ("LIFO") method was \$34.5 million at September 29, 2013 and \$30.3 million at March 31, 2013. The remainder of the inventory was valued and accounted for under the FIFO method.

The LIFO reserve decreased \$0.4 million during the three months ended September 29, 2013, and increased \$0.1 million during the three months ended September 30, 2012. During the six months ended September 29, 2013 the LIFO reserve decreased \$0.1 million, and for the six months ended September 30, 2012 the LIFO reserve increased \$0.2 million. The valuation of LIFO inventory for interim periods is based on our estimates of year-end inventory levels and costs.

#### Note 5 - Goodwill and Intangible Assets

Goodwill. The carrying amount of goodwill as of September 29, 2013 and March 31, 2013 was \$6.5 million.

*Intangible assets*. Intangible assets consist primarily of customer lists, trademarks, trade secrets and non-compete agreements classified as finite life and trade names classified as indefinite life, related to business acquisitions. A summary of our intangible assets as of September 29, 2013 and March 31, 2013 were as follows:

	September 29, 2013						March 31, 2013					
( <u>In thousands)</u>		Gross mount	Accumulated Amortization			Net				Accumulated Amortization		Net
Finite-life intangible assets				_								
Customer relationships	\$	5,508	\$	(1,119)	\$	4,389	\$	5,508	\$	(981)	\$	4,527
Trademark		1,240		(336)		904		1,240		(274)		966
Trade secrets		962		(704)		258		962		(640)		322
Carrier relationships		800		(217)		583		800		(177)		623
Other finite-life intangible assets		339		(328)		11		339		(326)		13
Total finite-life intangible assets		8,849		(2,704)		6,145		8,849		(2,398)		6,451
Indefinite-life intangible assets		1,227		_		1,227		1,227		_		1,227
Total intangible assets	\$	10,076	\$	(2,704)	\$	7,372	\$	10,076	\$	(2,398)	\$	7,678

#### Note 6 - Income Taxes

In the preparation of our condensed consolidated financial statements, management calculates income taxes based upon the estimated effective rate applicable to operating results for the full fiscal year. This includes estimating the current tax liability as well as assessing differences resulting from different treatment of items for tax and book accounting purposes. These differences result in deferred tax assets and liabilities, which are recorded on the condensed consolidated balance sheet. These assets and liabilities are analyzed regularly and management assesses the likelihood that deferred tax assets will be recovered from future taxable income. We record any interest and penalties related to income taxes as income tax expense in the condensed consolidated statements of income.

We recognize the effect of income tax positions only if those positions are more likely than not of being sustained. Changes in recognition or measurement are reflected in the period in which the change in judgment occurs.

We file income tax returns in the U.S. federal jurisdiction and numerous state and local jurisdictions. The tax years beginning with our fiscal year ended March 29, 2009 remain open to examination by the Internal Revenue Service, and with few exceptions, state and local income tax jurisdictions.

#### Note 7 – Accumulated Other Comprehensive Loss

Components of accumulated other comprehensive loss on our balance sheet, net of tax, were as follows:

( <u>In thousands)</u>	_	mber 29, 2013	March 201	-
Unrealized gain (loss) on:				
Available-for-sale investments	\$	(33)	\$	11
Post-retirement plan liability		(117)		(117)
Accumulated other comprehensive loss	\$	(150)	\$	(106)

#### Note 8 - Share-Based Compensation

Stock Option Awards. Although no stock options have been granted since the fiscal year ended March 28, 2010, our Board of Directors (the "Board") previously approved a long-term incentive equity compensation arrangement for our executive officers that provided for the grant of non-qualified stock options that vested at the end of a three-year period. As of September 29, 2013, we had 9,333 stock options outstanding and exercisable at a weighted average exercise price of \$19.90. No compensation expense was recorded related to stock options for the three and six months ended September 29, 2013. Compensation expense for the three and six month periods ended September 30, 2012 related to stock options was nominal.

Performance-Based Restricted Stock Units. The Board approved a performance-based equity compensation arrangement for our executive officers during the first quarters of each of fiscal 2014 and 2013. These performance-based arrangements provide for the grant of performance-based restricted stock units that represent a possible future issuance of restricted shares of our common stock based on a pre-tax income target for the applicable fiscal year. The actual number of restricted shares to be issued to each executive officer is determined when our final financial information becomes available after the applicable fiscal year and will be between zero shares and 39,833 shares in the aggregate for fiscal 2014. The restricted shares issued will fully vest two years after the last day of the fiscal year on which the performance is based. We are recording the compensation expense for the outstanding performance share units and the converted restricted stock over the life of the awards.

The following table represents the restricted stock activity for the six months ended September 29, 2013:

	Shares	Weighted- verage Grant ate Fair Value
Outstanding at beginning of period	63,244	\$ 34.26
Granted	28,648	40.25
Vested	(36,182)	35.20
Forfeited or expired	(3,606)	 33.01
Outstanding at end of period	52,104	\$ 36.99

We recorded compensation expense of \$0.2 million and \$0.3 million related to performance share units and restricted stock for the three and six months ended September 29, 2013. We recorded compensation expense of \$0.3 million and \$0.6 million related to performance share units and restricted stock for the three and six months ended September 30, 2012. Substantially all of the compensation expense was recorded in selling, general and administrative expenses in the condensed consolidated statements of income.

Restricted Stock Awards. As part of their retainer, each non-employee director receives an annual grant of restricted stock for their Board services. The restricted stock awards are expensed over the requisite vesting period, which is one year from the date of issuance, based on the market value on the date of grant. As of September 29, 2013, there were 6,055 shares of restricted stock with a weighted averaged grant date fair value of \$40.42 outstanding under this program. Compensation expense for the three and six months ended September 29, 2013 and September 30, 2012 related to restricted stock awards to the Board was \$0.1 million.

#### Note 9 - Employee Pension Plans

Multiemployer pension plan. In fiscal 2013, we concluded negotiations with two collective bargaining units to discontinue our participation in the Central States, Southeast and Southwest Areas Pension Fund ("CSS" or "the plan"), a collectively bargained multiemployer pension plan. As a result, we recorded a pre-tax charge of \$7.2 million (approximately \$4.5 million after tax, or \$0.43 per share, fully diluted) in the third quarter of fiscal 2013. This charge represents the discounted value of our withdrawal payment obligation and was recorded as a charge to cost of sales in our Industrial segment.

Payment of our share of the unfunded vested benefit liability will be made over 20 years and is subject to a cap. At the end of the 20-year period we will have no further liability, even if our share of the unfunded vested benefit liability has not yet been paid in full. The aggregate cash payments to be made will total approximately \$9.3 million, or \$467,000 per year, with the first payment due on October 1, 2013.

Effective March 1, 2013, we established defined-contribution retirement benefits to our union employees that are similar to those benefits currently offered to our non-union employees.

#### Note 10 - Litigation, Commitments and Contingencies

*Litigation* — There are no material pending legal proceedings, other than ordinary routine litigation incidental to the business, to which we or any of our subsidiaries are a party or of which any of our property is the subject. Legal fees associated with such matters are expensed as incurred.

In the first quarter of fiscal 2013, we entered into a settlement agreement with ICL Performance Products LP ("ICL"), a chemical supplier to us, pursuant to which we mutually resolved the previously disclosed litigation and all disputes among us. Our obligations under the settlement agreement resulted in a \$3.2 million charge to pretax income recorded in cost of sales in our Industrial segment (approximately \$2.0 million or \$0.19 per share, fully diluted, after tax) in the first quarter of fiscal 2013.

#### Note 11 - Segment Information

We have two reportable segments: Industrial and Water Treatment. The accounting policies of the segments are the same as those described in the summary of significant accounting policies as disclosed in our fiscal 2013 Annual Report on Form 10-K. Product costs and expenses for each segment are based on actual costs incurred along with cost allocation of shared and centralized functions. We evaluate performance based on profit or loss from operations before income taxes not including nonrecurring gains and losses. Reportable segments are defined by product and type of customer. Segments are responsible for the sales, marketing and development of their products and services. The segments do not have separate accounting, administration, customer service or purchasing functions. There are no intersegment sales and no operating segments have been aggregated. Given our nature, it is not practical to disclose revenues from external customers for each product or each group of similar products. No single customer's revenues amounted to 10% or more of our total revenue. Sales are primarily within the United States and all assets are located within the United States.

(In the county)	Tı	ndustrial		Water Treatment		Total
(In thousands) Three months ended September 29, 2013:		iidusti iai		Treatment		Total
•	Ф	<b>5</b> 0.000	Φ.	20.016	Φ.	0.6 500
Sales	\$	56,683	\$	29,916	\$	86,599
Gross profit		7,282		9,288		16,570
Selling, general, and administrative expenses		4,881		3,412		8,293
Operating income		2,401		5,876		8,277
Three months ended September 30, 2012:						
Sales	\$	57,214	\$	29,946	\$	87,160
Gross profit		10,089		9,107		19,196
Selling, general, and administrative expenses		4,438		3,017		7,455
Operating income		5,651		6,090		11,741
Six months ended September 29, 2013:						
Sales	\$	123,714	\$	57,629	\$	181,343
Gross profit		16,504		17,297		33,801
Selling, general, and administrative expenses		10,315		6,948		17,263
Operating income		6,189		10,349		16,538
Six months ended September 30, 2012:						
Sales	\$	119,365	\$	57,894	\$	177,259
Gross profit		17,365		17,138		34,503
Selling, general, and administrative expenses		9,530		6,152		15,682
Operating income		7,835		10,986		18,821

Gross profit for our Industrial segment for the six months ended September 30, 2012 was negatively impacted by a \$3.2 million (pre-tax) charge in the first quarter of fiscal 2013 related to the legal settlement discussed in Note 10.

### Note 12 – Subsequent Events

On October 1, 2013, we acquired substantially all of the assets of Advance Chemical Solutions, Inc. ("ACS"), under the terms of an asset purchase agreement with ACS and its shareholders. We paid \$2.5 million in cash at closing, and may be obligated to pay an additional \$0.5 million in the aggregate to ACS over the next three years. The amount of such payments will be based on the achievement of certain financial performance targets for each of the next three years.

ACS, with revenues of approximately \$4 million for the 12 months ended September 30, 2013, is located near Tulsa, Oklahoma, and will operate as part of our Water Treatment Group. The results of its operations will be included in our Water Treatment Segment.

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

The following is a discussion and analysis of our financial condition and results of operations for the three and six months ended September 29, 2013 as compared to September 30, 2012. This discussion should be read in conjunction with the Condensed Consolidated Financial Statements and Notes to Condensed Consolidated Financial Statements included in this Form 10-Q and Item 8 of our Annual Report on Form 10-K for the fiscal year ended March 31, 2013 ("fiscal 2013"). References to fiscal 2014 refer to the fiscal year ending March 30, 2014.

#### Overview

We derive substantially all of our revenues from the sale of bulk and specialty chemicals to our customers in a wide variety of industries. We began our operations primarily as a distributor of bulk chemicals with a strong customer focus. Over the years we have maintained our strong customer focus and have expanded our business by increasing our sales of value-added specialty chemical products, including repackaging, blending and manufacturing certain products.

We have continued to invest in growing our business. During fiscal 2013, we completed construction of a new Industrial manufacturing facility in Rosemount, Minnesota. The site provides capacity for future business growth and lessens our dependence on our flood-prone sites on the Mississippi River. While we have transferred some blending and manufacturing activity to the Rosemount site, we do not intend to close any sites we currently operate as a result of this transfer of activity. In the first half of fiscal 2014, we incurred incremental costs related to this new facility of approximately \$1.0 million, which have been recorded in cost of sales in our Industrial segment. We anticipate full-year incremental costs of approximately \$1.3 million in fiscal 2014 to operate this facility for the entire year as we began to incur start-up costs during the second half of fiscal 2013.

In April 2013, we moved into a new corporate headquarters located in Roseville, Minnesota. The move was necessary because we had outgrown our former corporate headquarters that had been our home for over 60 years. As a result of this move, we incurred incremental costs during the first half of fiscal 2014 of approximately \$0.5 million, recorded in selling, general and administrative expenses and allocated among both our Water Treatment and Industrial segments during the first half of fiscal 2014. We expect to incur incremental costs of approximately \$1.1 million in fiscal 2014 to lease and operate this facility for the entire year.

In the first quarter of fiscal 2013, we entered into a settlement agreement with a chemical supplier to us, pursuant to which we mutually resolved the previously disclosed litigation and all disputes among us. The settlement agreement provided for a cash payment by us to the supplier and provided that both parties enter into new contracts for the supply by the supplier of certain chemicals to us. Our obligations under the settlement agreement resulted in a \$3.2 million charge to pre-tax income recorded in cost of sales in our Industrial segment (approximately \$2.0 million after tax or \$0.19 per share, fully diluted) in the first quarter of fiscal 2013.

In the second quarter of fiscal 2014, we vacated the leased facility used to serve our bulk pharmaceutical customers and transferred production of certain products to our other Industrial production facilities while discontinuing production of the remaining product lines. As a result, we recorded a pre-tax charge of approximately \$0.8 million in cost of sales in our Industrial segment (approximately \$0.5 million after tax) primarily related to accelerated depreciation on leasehold improvements and manufacturing equipment related to this facility in the first half of fiscal 2014.

We use the last in, first out ("LIFO") method for valuing substantially all of our inventory, which causes the most recent product costs to be recognized in our income statement. The valuation of LIFO inventory for interim periods is based on our estimates of fiscal year-end inventory levels and costs. The LIFO inventory valuation method and the resulting cost of sales are consistent with our business practices of pricing to current bulk chemical raw material prices. We recorded a \$0.4 million decrease in our LIFO reserve for the six months ended September 29, 2013 and a \$0.1 million decrease in our LIFO reserve for the six months ended September 29, 2013, both of which increased our gross profit in those periods by those amounts. We recorded a \$0.1 million increase in our LIFO reserve for the three months ended September 30, 2012 and a \$0.2 million increase in our LIFO reserve for the six months ended September 30, 2012, both of which decreased our gross profit for the respective periods by those amounts.

#### **Results of Operations**

The following table sets forth the percentage relationship of certain items to sales for the period indicated:

	Three mo	nths ended	Six months ended		
	September 29, 2013	September 30, 2012	September 29, 2013	September 30, 2012	
Sales	100.0 %	100.0 %	100.0 %	100.0 %	
Cost of sales	(80.9)%	(78.0)%	(81.4)%	(80.5)%	
Gross profit	19.1 %	22.0 %	18.6 %	19.5 %	
Selling, general and administrative expenses	(9.6)%	(8.6)%	(9.5)%	(8.8)%	
Operating income	9.5 %	13.4 %	9.1 %	10.7 %	
Interest (expense) income	—%	— %	— %	— %	
Income from continuing operations before income taxes	9.5 %	13.4 %	9.1 %	10.7 %	
Income tax provision	(3.5)%	(5.2)%	(3.4)%	(4.1)%	
Income from continuing operations	6.0 %	8.2 %	5.7 %	6.6 %	
Income from discontinued operations, net of tax	—%	— %	— %	— %	
Net income	6.0 %	8.2 %	5.7 %	6.6 %	

#### Three Months Ended September 29, 2013 Compared to the Three Months Ended September 30, 2012

#### Sales

Sales decreased \$0.6 million, or 0.6%, to \$86.6 million for the three months ended September 29, 2013, as compared to \$87.2 million for the same period of the prior year. Sales of bulk chemicals accounted for approximately 24% of sales dollars during the second quarter of both fiscal 2014 and fiscal 2013, despite an increase in the volumes of bulk and commodity products sold, which carry lower per unit selling prices.

*Industrial Segment.* Industrial segment sales decreased \$0.5 million, or 0.9%, to \$56.7 million for the three months ended September 29, 2013, as compared to \$57.2 million for the same period of the prior year, despite an increase in the volumes of bulk and commodity products sold, which carry lower per unit selling prices. In addition, we were unable to pass along cost increases in certain cases due to heightened competitive pressures, which negatively impacted our sales growth in this quarter.

*Water Treatment Segment.* Water Treatment segment sales for the second quarter of fiscal 2014 were \$29.9 million, unchanged from the same period of the prior year. Favorable weather conditions late in the quarter and sales growth in its newer branches offset the negative impact of less favorable weather conditions for the majority of the quarter.

## Gross Profit

Gross profit decreased \$2.6 million to \$16.6 million, or 19.1% of sales, for the three months ended September 29, 2013, as compared to \$19.2 million, or 22.0% of sales, for the same period of the prior year. Gross profit in the Industrial segment declined \$2.8 million, while gross profit in the Water Treatment segment increased \$0.2 million as discussed below. The LIFO method of valuing inventory increased gross profit by \$0.4 million for the current quarter, while it decreased gross profit by \$0.1 million for the same period of the prior year.

*Industrial Segment*. Gross profit for the Industrial segment decreased \$2.8 million to \$7.3 million, or 12.8% of sales, for the three months ended September 29, 2013, as compared to \$10.1 million, or 17.6% of sales, for the same period of the prior year. Gross profit was negatively impacted by the incremental costs to operate our new manufacturing facility (\$0.4 million) as well as the costs incurred to exit the leased facility used to serve our bulk pharmaceutical customers (\$0.4 million). Gross profit was also negatively impacted by a shift in product mix to lower-margin bulk and commodity products and, in certain cases, our inability to pass along cost increases due to heightened competitive pressures. The LIFO method of valuing inventory increased gross profit in this segment by \$0.4 million for the current quarter, while it decreased gross profit in this segment by \$0.1 million for the same period of the prior year.

*Water Treatment Segment.* Gross profit for the Water Treatment segment was \$9.3 million, or 31.0% of sales, for the three months ended September 29, 2013, and \$9.1 million, or 30.4% of sales, for the same period in the prior year. Favorable weather conditions later in the quarter, along with growth from its newer branches, more than offset the negative impact of less

favorable weather conditions for the majority of the quarter. The LIFO Method of valuing inventory nominally impacted gross profit for the current quarter and the same period of the prior year.

#### Selling, General and Administrative Expenses

Selling, general and administrative expenses were \$8.3 million, or 9.6% of sales, for the three months ended September 29, 2013, as compared to \$7.5 million, or 8.6% of sales, for the same period of the prior year. The increase in expenses was driven by the \$0.3 million of costs related to our new headquarters facility, as well as additional sales staffing costs in both segments.

#### **Operating Income**

Operating income was \$8.3 million for the three months ended September 29, 2013 and \$11.7 million for the same period of the prior year. Operating income for the Industrial segment decreased \$3.3 million and operating income for the Water Treatment segment decreased \$0.2 million, primarily as a result of the lower gross profit in our Industrial segment and higher selling, general and administrative expenses incurred within and allocated to both segments discussed above.

#### Provision for Income Taxes

Our effective income tax rate was 37.0% for the three months ended September 29, 2013 and 38.6% for the same period of the prior year. The effective tax rate is impacted by projected levels of taxable income, permanent items, and state taxes.

#### Six months ended September 29, 2013 Compared to the Six months ended September 30, 2012

#### Sales

Sales increased \$4.1 million, or 2.3%, to \$181.3 million for the six months ended September 29, 2013, as compared to \$177.3 million for the same period of the prior year. Sales of bulk chemicals were approximately 24% of sales dollars during the six month period ended September 29, 2013, compared to 23% during the same period of the prior year.

*Industrial Segment.* Industrial segment sales increased \$4.3 million, or 3.6%, to \$123.7 million for the six months ended September 29, 2013, as compared to \$119.4 million for the same period of the prior year. The increase in sales was due to increased sales volumes, primarily in our bulk and commodity products which carry lower per-unit selling prices and margins. In addition, we were unable to pass along cost increases in certain cases due to heightened competitive pressures, which negatively impacted our sales growth in this six month period.

Water Treatment Segment. Water Treatment segment sales decreased \$0.3 million to \$57.6 million for the six months ended September 29, 2013, as compared to \$57.9 million for the same period of the prior year. Growth in its newer branches, along with favorable weather conditions late in the second quarter, partially offset the negative impact of less favorable weather conditions for the majority of the six month period of this fiscal year as compared to the same period of the prior year.

#### Gross Profit

Gross profit decreased \$0.7 million to \$33.8 million, or 18.6% of sales, for the six months ended September 29, 2013, as compared to \$34.5 million, or 19.5% of sales, for the same period of the prior year. Gross profit in the Industrial segment decreased \$0.9 million, while gross profit in the Water Treatment segment increased \$0.2 million. The prior year's gross profit was adversely impacted by the \$3.2 million charge resulting from the litigation settlement in the first quarter of fiscal 2013. The settlement charge constituted 1.8% of total sales for the six month period. The LIFO method of valuing inventory increased gross profit by \$0.1 million for the six months ended September 29, 2013, while it decreased gross profit by \$0.2 million for the same period of the prior year.

Industrial Segment. Gross profit for the Industrial segment decreased \$0.9 million to \$16.5 million, or 13.3% of sales, for the six months ended September 29, 2013, as compared to \$17.4 million, or 14.5% of sales, for the same period of the prior year. Gross profit was negatively impacted by the incremental costs to operate our new manufacturing facility (\$1.0 million) as well as the costs incurred to exit the leased facility used to serve our bulk pharmaceutical customers (\$0.8 million). Despite higher overall sales volumes, gross profit was also negatively impacted by a product mix shift to lower-margin bulk and commodity products and, in certain cases, our inability to pass along cost increases due to heightened competitive pressures. The prior year's gross profit was adversely impacted by the \$3.2 million charge resulting from the litigation settlement in the first quarter of fiscal 2013. The settlement charge constituted 2.7% of Industrial segment sales for the six month period. The LIFO method of valuing inventory increased gross profit in this segment by \$0.1 million for the six months ended September 29, 2013, while it decreased gross profit in this segment by \$0.1 million for the same period of the prior year.

Water Treatment Segment. Gross profit for the Water Treatment segment was \$17.3 million, or 30.0% of sales, for the six months ended September 29, 2013, and \$17.1 million, or 29.6% of sales, for the same period in the prior year. Favorable weather conditions later in the second quarter and growth from its newer branches more than offset the negative impact of less favorable weather conditions for the majority of the six month period when compared to a year ago. The LIFO Method of valuing inventory had a nominal impact on gross profit for the six months ended September 29, 2013 and for the same period of the prior year.

#### Selling, General and Administrative Expenses

Selling, general and administrative expenses were \$17.3 million, or 9.5% of sales, for the six months ended September 29, 2013, as compared to \$15.7 million, or 8.8% of sales, for the same period of the prior year. The increase in expenses was driven by \$0.5 million of costs related to our new headquarters facility, as well as additional sales staffing costs in both segments.

#### **Operating Income**

Operating income was \$16.5 million for the six months ended September 29, 2013 and \$18.8 million for the same period of the prior year. Operating income for the Industrial segment decreased \$1.6 million and operating income for the Water Treatment segment decreased \$0.6 million, primarily as a result of lower gross profit from the Industrial segment and higher selling, general and administrative expenses incurred within and allocated to both segments as discussed above.

#### Provision for Income Taxes

Our effective income tax rate was 37.5% for the six months ended September 29, 2013 and 38.6% for the same period of the prior year. The effective tax rate is impacted by projected levels of taxable income, permanent items, and state taxes.

#### **Liquidity and Capital Resources**

Cash provided by operating activities for the six months ended September 29, 2013 was \$14.8 million compared to \$23.5 million for the same period of the prior year. The decrease in cash provided by operating activities was due to an increase in cash used to fund working capital, primarily relating to the timing of inventory purchases and the payment of trade payables as well as the timing of income tax payments. Due to the nature of our operations, which includes purchases of large quantities of bulk chemicals, timing of purchases can result in significant changes in working capital investment and the resulting operating cash flow. Typically, our cash requirements increase during the period from April through November as caustic soda inventory levels increase as the majority of barges are received during this period. Additionally, due to the seasonality of the water treatment business, our accounts receivable balance generally increases during the period of April through September.

Cash and investments available-for-sale of \$54.8 million at September 29, 2013 increased by \$4.9 million as compared with the \$49.9 million available as of March 31, 2013, primarily due to cash flows generated from operations, partially offset by capital expenditures and dividends paid.

We expect cash balances and our cash flows from operations will be sufficient to fund our cash requirements in fiscal 2014.

Capital expenditures were \$6.5 million for the six months ended September 29, 2013, as compared to \$11.9 million in the same period of the prior fiscal year. Included in capital expenditures for the first six months of fiscal 2014 was an aggregate \$2.3 million related to our new headquarters facility (\$1.5 million) and our new manufacturing facility (\$0.8 million), compared to capital expenditures of \$7.6 million related to the same projects during the first half of fiscal 2013. Other capital spending was related to regulatory, safety, and facility improvements and replacement trucks for the Water Treatment segment.

#### **Critical Accounting Policies**

Our significant accounting policies are set forth in Note 1 to our consolidated financial statements in our Annual Report on Form 10-K for the fiscal year ended March 31, 2013. The accounting policies used in preparing our interim fiscal 2014 condensed consolidated financial statements are the same as those described in our Annual Report.

#### Forward-Looking Statements

The information presented in this Quarterly Report on Form 10-Q contains forward-looking statements within the meaning of Section 21E of the Securities Exchange Act of 1934, as amended (the "Exchange Act"). These forward-looking statements have been made pursuant to the provisions of the Private Securities Litigation Reform Act of 1995. These statements are not historical facts, but rather are based on our current expectations, estimates and projections, and our beliefs and assumptions. We intend words such as "anticipate," "expect," "intend," "plan," "believe," "seek," "estimate," "will" and similar expressions to identify forward-looking statements. These statements are not guarantees of future performance and are subject to certain risks, uncertainties and other factors, some of which are beyond our control and are difficult to predict. These factors could cause actual results to differ materially from those expressed or forecasted in the forward-looking statements. Additional information concerning potential factors that could affect future financial results is included in our Annual Report on Form 10-K for the fiscal year ended March 31, 2013. We caution you not to place undue reliance on these forward-looking statements, which reflect our management's view only as of the date of this Quarterly Report on Form 10-Q. We are not obligated to update these statements or publicly release the result of any revisions to them to reflect events or circumstances after the date of this Quarterly Report on Form 10-Q or to reflect the occurrence of unanticipated events.

#### ITEM 3. QUANTITATIVE AND QUALITATIVE DISCLOSURES ABOUT MARKET RISK

At September 29, 2013, our investment portfolio included \$25.7 million of certificates of deposit and municipal bonds classified as fixed income securities and cash and cash equivalents of \$29.1 million. The fixed income securities, like all fixed income instruments, are subject to interest rate risks and will decline in value if market interest rates increase. However, while the value of the investment may fluctuate in any given period, we intend to hold our fixed income investments until recovery. Consequently, we would not expect to recognize an adverse impact on net income or cash flows during the holding period. We adjust the carrying value of our investments if impairment occurs that is other than temporary.

We are subject to the risk inherent in the cyclical nature of commodity chemical prices. However, we do not currently purchase forward contracts or otherwise engage in hedging activities with respect to the purchase of commodity chemicals. We attempt to pass changes in material prices on to our customers, however, there are no assurances that we will be able to pass on cost increases in the future as our pricing must be competitive.

#### ITEM 4. CONTROLS AND PROCEDURES

#### Evaluation of disclosure controls and procedures

As of the end of the period covered by this Quarterly Report on Form 10-Q, we conducted an evaluation, under supervision and with the participation of management, including the chief executive officer and chief financial officer, of the effectiveness of the design and operation of our disclosure controls and procedures pursuant to Rules 13a-15 and 15d-15 of the Exchange Act. Based upon that evaluation, our chief executive officer and chief financial officer concluded that our disclosure controls and procedures are effective. Disclosure controls and procedures are defined by Rules 13a-15(e) and 15d-15(e) of the Exchange Act as controls and other procedures that are designed to ensure that information required to be disclosed by us in reports filed with the SEC under the Exchange Act is recorded, processed, summarized and reported within the time periods specified in the SEC's rules and forms. Disclosure controls and procedures include, without limitation, controls and procedures designed to ensure that information required to be disclosed by us in reports filed under the Exchange Act is accumulated and communicated to our management, including our principal executive and principal financial officers, or person performing similar functions, as appropriate to allow timely decisions regarding required disclosure.

#### **Changes in Internal Control**

There was no change in our internal control over financial reporting during the second quarter of fiscal 2014 that has materially affected, or is reasonably likely to materially affect, our internal control over financial reporting.

#### PART II. OTHER INFORMATION

#### ITEM 1. LEGAL PROCEEDINGS

There are no material pending legal proceedings, other than ordinary routine litigation incidental to the business, to which we or any of our subsidiaries are a party or of which any of our property is the subject.

#### ITEM 1A. RISK FACTORS

There have been no material changes to our risk factors from those disclosed in our Annual Report on Form 10-K for the fiscal year ended March 31, 2013.

## ITEM 2. UNREGISTERED SALES OF EQUITY SECURITIES AND USE OF PROCEEDS

We did not sell or repurchase any shares of our common stock during the second quarter of fiscal 2014.

## ITEM 6. EXHIBITS

#### Exhibit Index

<b>Exhibit</b>	<u>Description</u>	Method of Filing
3.1	Amended and Restated Articles of Incorporation. (1)	Incorporated by Reference
3.2	Amended and Restated By-Laws. (2)	Incorporated by Reference
31.1	Certification by Chief Executive Officer pursuant to Rule 13a-14(a) of the Exchange Act.	Filed Electronically
31.2	Certification by Chief Financial Officer pursuant to Rule 13a-14(a) of the Exchange Act.	Filed Electronically
32.1	Section 1350 Certification by Chief Executive Officer.	Filed Electronically
32.2	Section 1350 Certification by Chief Financial Officer.	Filed Electronically
101	Financial statements from the Quarterly Report on Form 10-Q of Hawkins, Inc. for the period ended September 29, 2013 filed with the SEC on October 30, 2013, formatted in Extensible Business Reporting Language (XBRL); (i) the Condensed Consolidated Balance Sheets at September 29, 2013 and March 31, 2013, (ii) the Condensed Consolidated Statements of Income for the Three and Six Months Ended September 29, 2013 and September 30, 2012, (iii) the Condensed Consolidated Statements of Comprehensive Income for the Three and Six Months Ended September 29, 2013 and September 30, 2012, (iv) the Condensed Consolidated Statements of Cash Flows for the Six Months Ended September 29, 2013 and September 30, 2012, and (v) Notes to Condensed Consolidated Financial Statements.	Filed Electronically

- (1) Incorporated by reference to Exhibit 3.1 to the Company's Quarterly Report on Form 10-Q for the period ended June 30, 2010, filed on July 29, 2010.
- (2) Incorporated by reference to Exhibit 3.1 to the Company's Current Report on Form 8-K dated October 28, 2009 and filed November 3, 2009.

## **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.

HAWKINS, INC.

By: /s/ Kathleen P. Pepski

Kathleen P. Pepski

Vice President, Chief Financial Officer, and Treasurer (On behalf of the Registrant and as principal financial officer)

Dated: October 30, 2013

## **Exhibit Index**

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#### CERTIFICATION PURSUANT TO SECTION 302 OF THE SARBANES-OXLEY ACT OF 2002

#### **CERTIFICATIONS**

- I, Patrick H. Hawkins, certify that:
  - 1. I have reviewed this quarterly report on Form 10-Q of Hawkins, Inc.;
  - 2. Based on my knowledge, this report does not contain any untrue statement of a material fact or omit to state a material fact necessary to make the statements made, in light of the circumstances under which such statements were made, not misleading with respect to the period covered by this report;
  - 3. Based on my knowledge, the financial statements, and other financial information included in this report, fairly present in all material respects the financial condition, results of operations and cash flows of the registrant as of, and for, the periods presented in this report;
  - 4. The registrant's other certifying officer and I are responsible for establishing and maintaining disclosure controls and procedures (as defined in Exchange Act Rules 13a-15(e) and 15d-15(f)) and internal control over financial reporting (as defined in Exchange Act Rules 13a-15(f) and 15d-15(f)) for the registrant and we have:
    - a) designed such disclosure controls and procedures, or caused such disclosure controls and procedures to be designed under our supervision, to ensure that material information relating to the registrant, including its consolidated subsidiaries, is made known to us by others within those entities, particularly during the period in which this report is being prepared;
    - b) designed such internal control over financial reporting, or caused such internal control over financial reporting to be designed under our supervision, to provide reasonable assurance regarding the reliability of financial reporting and the preparation of the financial statements for external purposes in accordance with generally accepted accounting principles;
    - c) evaluated the effectiveness of the registrant's disclosure controls and procedures and presented in this report our conclusions about the effectiveness of the disclosure controls and procedures, as of the end of the period covered by this report based on such evaluation; and
    - d) disclosed in this report any change in the registrant's internal control over financial reporting that occurred during the registrant's most recent fiscal quarter (the registrant's fourth fiscal quarter in the case of an annual report) that has materially affected, or is reasonably likely to materially affect, the registrant's internal control over financial reporting.
  - 5. The registrant's other certifying officer and I have disclosed, based on our most recent evaluation of internal control over financial reporting, to the registrant's auditors and the audit committee of the registrant's board of directors (or persons performing the equivalent functions):
    - a) all significant deficiencies and material weaknesses in the design or operation of internal control over financial reporting which are reasonably likely to adversely affect the registrant's ability to record, process, summarize and report financial information; and
    - b) any fraud, whether or not material, that involves management or other employees who have a significant role in the registrant's internal control over financial reporting.

Date: October 30, 2013

/s/ Patrick H. Hawkins
Patrick H. Hawkins
Chief Executive Officer and President

#### CERTIFICATION PURSUANT TO SECTION 302 OF THE SARBANES-OXLEY ACT OF 2002

#### **CERTIFICATIONS**

- I, Kathleen P. Pepski, certify that:
  - 1. I have reviewed this quarterly report on Form 10-Q of Hawkins, Inc.;
  - 2. Based on my knowledge, this report does not contain any untrue statement of a material fact or omit to state a material fact necessary to make the statements made, in light of the circumstances under which such statements were made, not misleading with respect to the period covered by this report;
  - 3. Based on my knowledge, the financial statements, and other financial information included in this report, fairly present in all material respects the financial condition, results of operations and cash flows of the registrant as of, and for, the periods presented in this report;
  - 4. The registrant's other certifying officer and I are responsible for establishing and maintaining disclosure controls and procedures (as defined in Exchange Act Rules 13a-15(e) and 15d-15(f)) and internal control over financial reporting (as defined in Exchange Act Rules 13a-15(f) and 15d-15(f)) for the registrant and we have:
    - a) designed such disclosure controls and procedures, or caused such disclosure controls and procedures to be designed under our supervision, to ensure that material information relating to the registrant, including its consolidated subsidiaries, is made known to us by others within those entities, particularly during the period in which this report is being prepared;
    - b) designed such internal control over financial reporting, or caused such internal control over financial reporting to be designed under our supervision, to provide reasonable assurance regarding the reliability of financial reporting and the preparation of the financial statements for external purposes in accordance with generally accepted accounting principles;
    - c) evaluated the effectiveness of the registrant's disclosure controls and procedures and presented in this report our conclusions about the effectiveness of the disclosure controls and procedures, as of the end of the period covered by this report based on such evaluation; and
    - d) disclosed in this report any change in the registrant's internal control over financial reporting that occurred during the registrant's most recent fiscal quarter (the registrant's fourth fiscal quarter in the case of an annual report) that has materially affected, or is reasonably likely to materially affect, the registrant's internal control over financial reporting.
  - 5. The registrant's other certifying officer and I have disclosed, based on our most recent evaluation of internal control over financial reporting, to the registrant's auditors and the audit committee of the registrant's board of directors (or persons performing the equivalent functions):
    - a) all significant deficiencies and material weaknesses in the design or operation of internal control over financial reporting which are reasonably likely to adversely affect the registrant's ability to record, process, summarize and report financial information; and
    - b) any fraud, whether or not material, that involves management or other employees who have a significant role in the registrant's internal control over financial reporting.

Date: October 30, 2013

<u>/s/ Kathleen P. Pepski</u> Kathleen P. Pepski

Vice President, Chief Financial Officer, and Treasurer

# CERTIFICATION PURSUANT TO 18 U.S.C. SECTION 1350, AS ADOPTED PURSUANT TO SECTION 906 OF THE SARBANES-OXLEY ACT OF 2002

In connection with the Quarterly Report of Hawkins, Inc. (the Company) on Form 10-Q for the period ended September 29, 2013, as filed with the Securities and Exchange Commission on the date hereof (the Report), I, Patrick H. Hawkins, Chief Executive Officer and President of the Company, certify, pursuant to 18 U.S.C. § 1350, as adopted pursuant to § 906 of the Sarbanes-Oxley Act of 2002, that:

- (1) The Report fully complies with the requirements of section 13(a) or 15(d) of the Securities Exchange Act of 1934; and
  - (2) The information contained in the Report fairly presents, in all material respects, the financial condition and results of operations of the Company.

#### /s/ Patrick H. Hawkins

Patrick H. Hawkins Chief Executive Officer and President October 30, 2013

# CERTIFICATION PURSUANT TO 18 U.S.C. SECTION 1350, AS ADOPTED PURSUANT TO SECTION 906 OF THE SARBANES-OXLEY ACT OF 2002

In connection with the Quarterly Report of Hawkins, Inc. (the Company) on Form 10-Q for the period ended September 29, 2013, as filed with the Securities and Exchange Commission on the date hereof (the Report), I, Kathleen P. Pepski, Chief Financial Officer of the Company, certify, pursuant to 18 U.S.C. § 1350, as adopted pursuant to § 906 of the Sarbanes-Oxley Act of 2002, that:

- (1) The Report fully complies with the requirements of section 13(a) or 15(d) of the Securities Exchange Act of 1934; and
  - (2) The information contained in the Report fairly presents, in all material respects, the financial condition and results of operations of the Company.

#### /s/ Kathleen P. Pepski

Kathleen P. Pepski Vice President, Chief Financial Officer, and Treasurer October 30, 2013