

UNITED STATES
SECURITIES AND EXCHANGE COMMISSION
WASHINGTON, DC 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 March 31, 1998

OR

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 0-7647

HAWKINS CHEMICAL, INC.

(Exact name of registrant as specified in its charter)

MINNESOTA

41-0771293

(State or other jurisdiction of (I.R.S. Employer Identification No.)
incorporation of organization)

3100 East Hennepin Avenue, Minneapolis, Minnesota 55413

(Address of principal executive offices) Zip Code

(612) 331-6910

Registrant's telephone number, including area code

Indicate by check mark whether the registrant (1) has filed all reports required to be filed by Section 13 or 15(d) of the Securities Exchange Act of 1934 during the preceding 12 months (or for such shorter period that the registrant was required to file such reports) and (2) has been subject to such filing requirements for the past 90 days.

Yes X No

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

Class	Outstanding at May 12, 1998
----- Common Stock, par value \$.05 per share	----- 11,603,895

HAWKINS CHEMICAL, INC. AND SUBSIDIARY

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PART I. FINANCIAL INFORMATION

Item I. Financial Statements

HAWKINS CHEMICAL, INC. AND SUBSIDIARY
CONSOLIDATED CONDENSED BALANCE SHEETS

	March 31, 1998	September 28, 1997
	(Unaudited)	(Derived from audited financial statements)
ASSETS		
Current assets:		
Cash and cash equivalents	\$ 6,318,576	\$ 8,065,021
Investments available-for-sale	12,248,395	11,980,078
Trade receivables-net	10,932,935	11,117,991
Notes receivable	256,476	222,946
Inventories	7,187,955	8,580,705
Other current assets	2,262,228	1,912,325
	-----	-----
Total current assets	39,206,565	41,879,066
Property, plant and equipment-net	17,634,865	15,487,545
Notes receivable-non current	3,438,809	3,639,712
Other assets	2,670,219	2,646,293
	-----	-----
Total	\$62,950,458	\$63,652,616
	-----	-----
LIABILITIES AND SHAREHOLDERS' EQUITY		
Current liabilities:		
Accounts payable-trade	\$ 5,101,676	\$ 5,729,584
Current portion of long-term debt	89,123	59,928
Dividends payable	1,160,389	1,044,351
Other current liabilities	3,793,930	6,381,454
	-----	-----
Total current liabilities	10,145,118	13,215,317
	-----	-----
Long-term debt	423,402	512,525
	-----	-----
Deferred income taxes	986,000	983,000
	-----	-----
Commitments and contingencies	-----	-----
Shareholders' equity:		
Common stock, par value \$.05 per share; issued and outstanding, 11,603,895 shares at both dates . . .	580,195	580,195
Additional paid-in capital	42,517,455	42,517,455
Retained earnings	8,298,288	5,844,124
	-----	-----
Total shareholders' equity	51,395,938	48,941,774
	-----	-----
Total	\$62,950,458	\$63,652,616
	-----	-----

See accompanying Notes to Consolidated Condensed Financial Statements.

HAWKINS CHEMICAL, INC. AND SUBSIDIARY
CONSOLIDATED CONDENSED STATEMENTS OF INCOME

	(Unaudited)			
	Three Months 1998	Ended March 31 1997	Six Months 1998	Ended March 31 1997
	-----	-----	-----	-----
Net sales	\$22,316,507	\$20,673,498	\$44,983,377	\$40,609,556
	-----	-----	-----	-----
Costs and expenses:				
Cost of sales	17,425,745	16,247,088	34,976,903	32,018,170
Selling, general and administrative	2,366,541	2,237,922	4,720,614	4,350,122
	-----	-----	-----	-----
Total costs and expenses	19,792,286	18,485,010	39,697,517	36,368,292
	-----	-----	-----	-----
Income from operations	2,524,221	2,188,488	5,285,860	4,241,264
	-----	-----	-----	-----
Other income (deductions):				
Interest income	306,311	260,431	661,749	522,612
Interest expense	(10,771)	(11,819)	(21,564)	(23,662)
Miscellaneous	14,136	5,374	33,808	88,262
	-----	-----	-----	-----
Total other income (deductions)	309,676	253,986	673,993	587,212
	-----	-----	-----	-----
Income before income taxes	2,833,897	2,442,474	5,959,853	4,828,476
Provision for income taxes	1,116,800	964,700	2,345,300	1,895,200
	-----	-----	-----	-----
Net income	\$ 1,717,097	\$ 1,477,774	\$ 3,614,553	\$ 2,933,276
	-----	-----	-----	-----
Weighted average number of common shares outstanding	11,603,895	11,603,895	11,603,895	11,603,895
	-----	-----	-----	-----
Earnings per common share - basic and diluted	\$0.15	\$0.13	\$0.31	\$0.25
	-----	-----	-----	-----

See accompanying Notes to Consolidated Condensed Financial Statements.

HAWKINS CHEMICAL, INC. AND SUBSIDIARY
CONSOLIDATED CONDENSED STATEMENTS OF CASH FLOWS

(Unaudited)

	SIX MONTHS ENDED MARCH 31	
	1998	1997
CASH FLOWS FROM OPERATING ACTIVITIES:		
Net income	\$ 3,614,553	\$ 2,933,276
Depreciation and amortization.	851,709	770,480
Deferred income taxes.	78,000	38,500
Other.	(55,475)	(45,032)
Changes in certain current assets and liabilities. . .	(2,062,529)	(1,442,507)
	2,426,258	2,254,717
CASH FLOWS FROM INVESTING ACTIVITIES:		
Additions to property, plant and equipment	(2,967,480)	(1,294,403)
Purchases of investments	(268,317)	(233,952)
Payments received on note receivable	167,373	136,106
	(3,068,424)	(1,392,249)
CASH FLOWS FROM FINANCING ACTIVITIES:		
Cash dividends paid.	(1,044,351)	(884,135)
Debt repayment	(59,928)	(56,008)
	(1,104,279)	(940,143)
DECREASE IN CASH AND CASH EQUIVALENTS.	(1,746,445)	(77,675)
CASH AND CASH EQUIVALENTS, BEGINNING OF YEAR	8,065,021	8,932,125
CASH AND CASH EQUIVALENTS, END OF PERIOD	\$ 6,318,576	\$ 8,854,450
SUPPLEMENTAL DISCLOSURES OF CASH FLOW INFORMATION:		
Cash paid for interest	\$ 45,092	\$ 49,011
Cash paid for income taxes	\$ 3,189,000	\$ 1,968,000

See accompanying Notes to Consolidated Condensed Financial Statements.

HAWKINS CHEMICAL, INC. AND SUBSIDIARY
NOTES TO CONSOLIDATED CONDENSED FINANCIAL STATEMENTS

1. 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 financial statements and footnotes included in the Company's Annual Report on Form 10-K for the year ended September 28, 1997, previously filed with the Commission. In the opinion of management, the accompanying unaudited consolidated condensed financial statements contain all adjustments necessary to present fairly the Company's financial position and the results of its operations and cash flows for the periods presented. All adjustments made to the interim financial statements were of a normal recurring nature.

Effective December 15, 1997, the Company adopted Statement of Financial Accounting Standards No. 128, "Earnings per Share," (SFAS No. 128). Earnings per common share presented for the three and six months ended March 31, 1997 have been restated for the adoption of SFAS No. 128. The effect of adopting SFAS No. 128 at December 15, 1997, on earnings per common share for the three and six months ended March 31, 1997 was not material.

The other accounting policies followed by the Company are set forth in Note 1 to the Company's financial statements in the 1997 Hawkins Chemical, Inc. Annual Report which is incorporated by reference to Form 10-K filed with the Commission on December 29, 1997.

2. The results of operations for the period ended March 31, 1998 are not necessarily indicative of the results that may be expected for the full year.
3. Inventories, principally valued by the LIFO method, are less than current cost by approximately \$779,900 at March 31, 1998. Inventory consists principally of finished goods. Inventory quantities fluctuate during the year. No material amounts of interim liquidation of inventory quantities have occurred that are not expected to be replaced by year-end.
4. On May 29, 1997, the Company sold the inventory and operations of The Lynde Company, a wholly owned subsidiary that specialized in swimming pool chemicals, effective March 1, 1997. Lynde had revenues of \$260,830 and a net loss of \$23,800, and revenues of \$708,200 and a net loss of \$36,600 for the three and six-month periods ended March 31, 1997, respectively.
5. During 1995, the Company had a fire in the office/warehouse of The Lynde Company, a former wholly owned subsidiary. Through March 31, 1998, the Company has expensed approximately \$2,550,000 (\$20,000 in the six months ended March 31, 1998) to cover estimated costs incurred by the Company in connection with a lawsuit filed against the Company as a result of the fire, of which approximately \$2,400,000 has been paid. Based upon the settlement agreement, the Company will incur additional future obligations relating to the settlement of this lawsuit pursuant to a matrix and plan of distribution which is a part of the settlement. The Company is not able to estimate the extent of this potential exposure at this time, but it believes the final disposition of this matter will not have a material adverse effect on the Company's financial position, results of operations, or cash flows. Based on two favorable lower court rulings, management believes that all or a portion of such litigation expenses may be recoverable from the Company's insurers. The Company's insurers have appealed the lower court's decisions to the U.S. Eighth Circuit Court of Appeals. It is not possible, therefore, to determine at this time what recovery, if any, may be obtained by the Company, and no amount has been recorded at March 31, 1998.
6. On February 11, 1998, the Board of Directors declared a semi-annual cash dividend of \$.10 per share, payable April 3, 1998 to shareholders of record at the close of business March 20, 1998.

RESULTS OF OPERATIONS

CONTINUING OPERATIONS

Net sales increased \$1,643,009 (7.9%) in the second quarter of this fiscal year as compared to the same quarter a year ago, and increased \$4,373,821 (10.8%) in the first six months of fiscal 1998 as compared to the same period in fiscal 1997. These increases were due to increased sales of pharmaceutical chemicals, food grade product chemicals and high purity electroplating products; an increase in the selling price of a single, large-volume product (caustic soda); and increased volumes in most product lines.

Gross margin, as a percentage of net sales, for the second quarter of this fiscal year was 21.9% compared to 21.4% for the same quarter one year ago, and 22.2% for the first six months of this fiscal year, compared to 21.2% for the first six months of fiscal 1997. These increases were mainly due to the sales increases mentioned above, as there are some costs in cost of sales that do not fluctuate with volume changes. The Company has generally been able to and expects to continue to adjust its selling prices as the cost of materials and other expenses change, thereby maintaining relatively stable dollar gross margins.

Selling, general and administrative expenses, as a percentage of net sales, for the second quarter of fiscal 1998 were 10.6% compared to 10.8% for the same quarter one year ago, and 10.5% for the first six months of fiscal 1998 as compared to 10.7% for the first six months of fiscal 1997. Stated as a percentage of the same period one year ago, the second quarter increase in such expenses was 5.7%, or \$128,619, and the six month increase was 8.5%, or \$370,492. These increases were mainly due to increased employee compensation and benefits, which make up the majority of the selling, general and administrative expenditures. Of the remaining expenses in this category, no single item is more than 6% of the total. Most of these expenses fluctuate only slightly with sales.

Income from operations increased \$335,733, or 15.3%, in the second quarter and \$1,044,596, or 24.6%, in the first six months of fiscal 1998 as compared to the same periods one year ago. These increases are primarily attributable to the net sales increase.

Interest income increased \$45,880 in the second quarter of fiscal 1998 as compared to the same quarter one year ago and \$139,137 for the first six months of this fiscal year as compared to the same period one year ago. These increases are due to an increase in the amount of cash available for investments and to a higher rate of return earned on cash equivalents and investments. Interest expense decreased slightly due mainly to the decline in long term debt.

LIQUIDITY AND CAPITAL RESOURCES

For the six-month period ended March 31, 1998, cash flows from operations were \$2,426,258. This amount was \$171,541 higher than cash provided by operations during the same period one year ago, due mainly to an increase in net income partially offset by the changes in certain current assets and liability accounts discussed below. During the six-month period ended March 31, 1998, the Company invested \$2,967,480 in property and equipment additions and added \$268,317 to investments.

Accounts receivable, inventories and accounts payable decreased during the first six months of fiscal 1998. These decreases are typical for the first six months of our fiscal year. The reason for the large decrease in inventories was due to the sale of the Lynde Company subsidiary, which accounted for \$1.2 million of the March 31, 1997 inventories. Other current assets increased due to payments of prepaid

expenses that will be charged to the remaining quarters of this fiscal year. Other current liabilities decreased as a result of the payment of benefit plan accruals that existed at fiscal year end. The Company did not issue any securities during the six-month period ended March 31, 1998.

The cash flows from operations, coupled with the Company's strong cash position, puts the Company in a position to fund both short and long-term working capital and capital investment needs with internally generated funds. Management does not, therefore, anticipate the need to engage in significant financing activities in either the short or long-term. If the need to obtain additional capital does arise, however, management is confident that the Company's total debt to capital ratio puts it in a position to issue either debt or equity securities on favorable terms.

Although management continually reviews opportunities to enhance the value of the Company through strategic acquisitions, other capital investments and strategic divestitures, no material commitments for such investments or divestitures currently exist. Until appropriate investment opportunities are identified, the Company will continue to invest excess cash in conservative investments pursuant to a revised investment policy recently adopted by the Board of Directors. The policy directs investment in short-term and mid-term fixed income instruments earning a market rate of interest without assuming undue risk of principal. Primary objectives are preservation of principal, maintenance of liquidity, and rate of return. Cash equivalents consist of short-term certificates of deposit and investments consist of relatively low-risk investment and annuity contracts with highly rated, stable insurance companies, and marketable securities consisting of investment grade municipal securities, all of which are carried at cost which approximates fair value. All cash equivalents are highly liquid and are available upon demand. There are some penalties associated with the early liquidation of the Company's investment and annuity contracts.

Other than as discussed above, management is not aware of any matters that have materially affected the first six months of fiscal 1998, but are not expected to materially affect future periods, nor is management aware of other matters not affecting this period that are expected to materially affect future periods.

FORWARD-LOOKING STATEMENTS

THE INFORMATION CONTAINED IN THIS FORM 10-Q INCLUDES FORWARD-LOOKING STATEMENTS AS DEFINED IN SECTION 21E OF THE SECURITIES EXCHANGE ACT OF 1934, AS AMENDED. THESE FORWARD-LOOKING STATEMENTS INVOLVE A NUMBER OF RISKS AND UNCERTAINTIES, INCLUDING DEMAND FROM MAJOR CUSTOMERS, COMPETITION, CHANGES IN PRODUCT OR CUSTOMER MIX OR REVENUES, CHANGES IN PRODUCT COSTS AND OPERATING EXPENSES AND OTHER FACTORS DISCLOSED THROUGHOUT THIS REPORT. THE ACTUAL RESULTS THAT THE COMPANY ACHIEVES MAY DIFFER MATERIALLY FROM ANY FORWARD-LOOKING STATEMENTS DUE TO SUCH RISKS AND UNCERTAINTIES. THE COMPANY UNDERTAKES NO OBLIGATION TO REVISE ANY FORWARD-LOOKING STATEMENTS IN ORDER TO REFLECT EVENTS OR CIRCUMSTANCES THAT MAY ARISE AFTER THE DATE OF THIS REPORT. READERS ARE URGED TO CAREFULLY REVIEW AND CONSIDER THE VARIOUS DISCLOSURES MADE BY THE COMPANY IN THIS REPORT AND IN THE COMPANY'S OTHER REPORTS FILED WITH THE SECURITIES AND EXCHANGE COMMISSION THAT ATTEMPT TO ADVISE INTERESTED PARTIES OF THE RISKS AND UNCERTAINTIES THAT MAY AFFECT THE COMPANY'S FINANCIAL CONDITION AND RESULTS OF OPERATION.

PART II. OTHER INFORMATION

Item 1. Legal Proceedings

As of the date of this filing, neither the Registrant nor any of its subsidiaries were involved in any pending legal proceedings to which the Registrant or its subsidiaries was a party or of which any property of the Registrant or its subsidiaries were the subject other than ordinary routine litigation incidental to their business, except as follows:

LYNDE COMPANY WAREHOUSE FIRE. On March 1, 1995, the Company and its former subsidiary, The Lynde Company, were named as defendants in an action entitled DONNA M. COOKSEY, ET AL. V. HAWKINS CHEMICAL, INC. AND THE LYNDE COMPANY ("COOKSEY"). This action was certified as a partial class action in 1997. The Registrant has entered into a class settlement agreement with the class, pursuant to which the Registrant has agreed to pay certain costs and expenses of the class, as well as certain compensation to the class pursuant to a Matrix and Plan of Distribution which form a part of the settlement agreement.

The district court approved the settlement on January 30, 1998. Pursuant to the settlement, in early February 1998 the Company paid \$850,000 to attorneys for the class, and \$5,000 to each of the four class representatives. It is not possible at this time to quantify the probable additional settlement costs which may be payable by the Registrant pursuant to the Matrix and Plan of Distribution which form a part of the settlement agreement. The Registrant reasonably expects, however, that such settlement costs will be estimable by the end of 1998.

Item 4. Submission of matter to a vote of Security Holders.

- a. The annual meeting of the shareholders of the Company was held on February 11, 1998.
- c. The following is a tabulation of the results of votes cast on the matters noted upon at the annual meeting of the shareholders:

Election of Directors:

	For -----	Against -----	Withheld -----	Abstain -----	Broker Non-Votes -----
Howard J. Hawkins	8,889,872	0	108,840	0	0
Dean L. Hahn	8,806,097	0	192,615	0	0
Carl J. Ahlgren	8,788,272	0	210,440	0	0
Howard M. Hawkins	8,761,861	0	236,851	0	0
Norman P. Anderson	8,793,555	0	205,157	0	0
Donald L. Shipp	8,679,348	0	319,364	0	0
John S. McKeon	8,798,537	0	200,175	0	0
John R. Hawkins	8,887,728	0	110,984	0	0
Duane Jergenson	8,888,610	0	110,102	0	0

Item 6. Exhibits and Reports on Form 8-K.

(a) Exhibits.

The following exhibits are included with this Quarterly Report on Form 10-Q (or incorporated by reference) as required by Item 601 of Regulation S-K.

Exhibit No. -----	Description of Exhibit -----
27	Financial Data Schedule

(b) Reports on Form 8-K.

No reports on Form 8-K have been filed during the fiscal quarter ended March 31, 1998.

SIGNATURE

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 CHEMICAL, INC.

BY

Howard M. Hawkins, Treasurer
(Chief Financial and Accounting Officer)

Dated: May 12, 1998

EXHIBIT INDEX

The following exhibits are included with this Quarterly Report on Form 10-Q (or incorporated by reference) as required by Item 601 of Regulation S-K.

Exhibit No.	Description of Exhibit	Page No.
27	Financial Data Schedule	12

6-MOS

SEP-27-1998

SEP-29-1997

MAR-31-1998

6,318,576

12,248,395

11,284,854

351,919

7,187,955

39,206,565

31,002,562

13,367,697

62,950,458

10,145,118

423,402

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