SECURITIES AND EXCHANGE COMMISSION
Washington, D.C. 20549

FORM 10-Q

```
QUARTERLY REPORT UNDER SECTION 13 OR 15 (d)
    OF THE SECURITIES EXCHANGE ACT OF 1934
        For Quarter Ended March 31, 1995 -
            Commission File No. 0-17196
            MIDWEST GRAIN PRODUCTS, INC.
```

        (Exact Name of Registrant as Specified in Its Charter)
            KANSAS 48-0531200
        (State or Other Jurisdiction of
        Incorporation or Organization)
        IRS Employer
    Identification No.
$\frac{1300 \text { Main Street, Atchison, Kansas } 66002}{\text { (Address of Principal Executive Offices and Zip Code) }}$
(913) 367-1480
(Registrant's Telephone Number, Including Area Code)

[^0]Indicate the number of shares outstanding of each of the issuer's classes of common stock, as of the latest practicable date.

Common stock, no par value
9,765,172 shares outstanding as of May 1, 1995.

INDEX

PART I. FINANCIAL INFORMATION
Page
Item 1. Financial Statements
Independent Accountants' Review Report
Condensed Consolidated Balance Sheets as of March 31, 1995 and June 30, 1994

Condensed Consolidated Statements of Income for the Three Months and Nine Months Ended March 31, 1995 and 1994

Condensed Consolidated Statements of Cash Flows for the Nine Months Ended March 31, 1995 and 1994

Note to Condensed Consolidated Financial Statements7

Item 2. Management's Discussion and Analysis of Financial Condition and Results of Operations

PART II. OTHER INFORMATION
Item 6. Exhibits and Reports on Form 8-K

Baird, Kurtz \& Dobson
Certified Public Accountants

Independent Accountants' Review Report

Board of Directors and Stockholders
Midwest Grain Products, Inc.
Atchison, Kansas 66002
We have reviewed the condensed consolidated balance sheet of MIDWEST GRAIN PRODUCTS, INC. and subsidiaries as of March 31,
1995, and the related condensed consolidated statements of income
for the three month and nine month periods ended December 31, 1995 and 1994, and the related condensed consolidated statements of cash flows for the nine month periods ended March 31, 1995 and 1994.

These financial statements are the responsibility of the Company's management.

We conducted our reviews in accordance with STATEMENTS ON STANDARDS FOR ACCOUNTING AND REVIEW SERVICES issued by the American Institute of Certified Public Accountants. A review of interim financial information consists principally of applying analytical procedures to financial data and making inquiries of persons responsible for financial and accounting matters. It is substantially less in scope than an audit conducted in accordance with generally accepted auditing standards, the objective of which is the expression of an opinion regarding the financial statements taken as a whole. Accordingly, we do not express such an opinion.

Based on our reviews, we are not aware of any material modifications that should be made to the condensed consolidated financial statements referred to above for them to be in conformity with generally accepted accounting principles.

We have previously audited, in accordance with generally accepted auditing standards, the consolidated balance sheet as of June 30, 1994, and the related consolidated statements of income, stockholders' equity, and cash flows for the year then ended (not presented herein); and, in our report dated August 11, 1994, we expressed an unqualified opinion on those consolidated financial statements. In our opinion, the information set forth in the accompanying condensed consolidated balance sheet as of June 30 , 1994, is fairly stated in all material respects in relation to the consolidated balance sheet from which it has been derived.

```
/S/ Baird, Kurtz & Dobson
    BAIRD, KURTZ & DOBSON
```

Kansas City, Missouri
April 25, 1995
City Center Square, Suite 2700, 1100 Main, 816 221-6300
Kansas City, Missouri 64105 FAX 816 221-6380
With Offices in: Arkansas, Colorado, Kansas, Kentucky, Missouri, Nebraska, Oklahoma
Member of Moores Rowland International

- 2 -

MIDWEST GRAIN PRODUCTS, INC.

CONDENSED CONSOLIDATED BALANCE SHEETS
(In Thousands)

ASSETS

\$172,978 $\$ 168,146$
$===============$

See Accompanying Note to Condensed Consolidated Financial
Statements and Independent Accountants' Review Report

- 3 -

MIDWEST GRAIN PRODUCTS, INC.
CONDENSED CONSOLIDATED BALANCE SHEETS (Continued)
(In Thousands)

LIABILITIES AND STOCKHOLDERS' EQUITY


See Accompanying Note to Condensed Consolidated Financial Statements and Independent Accountants' Review Report

- 4 -

MIDWEST GRAIN PRODUCTS, INC.
CONDENSED CONSOLIDATED STATEMENTS OF INCOME
THREE MONTHS AND NINE MONTHS ENDED MARCH 31, 1995 AND 1994

Three Months Nine Months

|  | 1995 | 1994 | 1995 | 1994 |
| :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  |
|  | (in thousands, except per share |  |  | $\overline{\text { amounts) }}$ |
| NET SALES | \$42,005 | \$50,652 | \$132,477 | \$135,100 |
| COST OF SALES | 39,032 | 38,011 | 115,120 | 109,797 |
| GROSS PROFIT | 2,973 | 12,641 | 17,357 | 25,303 |
| SELLING, GENERAL AND ADMINIS- |  |  |  |  |
|  | 675 | 9,755 | 8,733 | 16,916 |
| OTHER OPERATING LOSS | (36) | (118) | (23) | (346) |
| INCOME FROM OPERATIONS | 639 | 9,637 | 8,710 | 16,570 |
| OTHER INCOME (LOSS) | (138) | 92 | 182 | 12 |
| INCOME BEFORE INCOME TAXES | 501 | 9,729 | 8,892 | 16,582 |
| PROVISION FOR INCOME TAXES | 203 | 3,645 | 3,601 | 6,218 |
| NET INCOME | \$ 298 | \$ 6,084 | \$ 5,291 | \$10,364 |
| EARNINGS PER COMMON SHARE | \$. 03 | \$. 62 | \$. 54 | \$1.06 |

## See Accompanying Note to Condensed Consolidated Financial Statements and Independent Accountants' Review Report

- 5 -

MIDWEST GRAIN PRODUCTS, INC.
CONDENSED CONSOLIDATED STATEMENTS OF CASH FLOWS
NINE MONTHS ENDED MARCH 31, 1995 AND 1995
(Unaudited)

| CASH FLOWS FROM OPERATING ACTIVITIES |  |  |
| :---: | :---: | :---: |
| Net income | \$ 5,291 | \$ 10,364 |
| Items not requiring (providing) cash: |  |  |
| Depreciation | 5,623 | 4,819 |
| Gain on sale of assets | (205) | (36) |
| Deferred income taxes |  | (120) |
| Changes in: |  |  |
| Accounts receivable | 841 | $(3,295)$ |
| Inventories | $(2,622)$ | (796) |
| Prepaid expenses | (204) | (153) |
| Disbursements in excess of demand deposit |  |  |
| Accounts payable | $(2,159)$ | 178 |
| Accrued expenses | $(1,707)$ | (635) |
| Income taxes payable | $(2,068)$ | 1,512 |
| Net cash provided by |  |  |
| CASH FLOWS FROM INVESTING ACTIVITIES |  |  |
| Additions to property and equipment | $(28,648)$ | $(32,995)$ |
| (Purchase) sale of short-term investments, net | 14,505 | $(19,891)$ |



- 7 -

MIDWEST GRAIN PRODUCTS, INC.
MANAGEMENT'S DISCUSSION AND ANALYSIS OF
FINANCIAL CONDITION AND RESULTS OF OPERATIONS
THREE MONTHS AND NINE MONTHS ENDED MARCH 31, 1995

## RESULTS OF OPERATIONS

General

Sales and earnings for the third quarter of fiscal 1995 declined significantly compared to these same results for the third quarter of fiscal 1994. Lower sales of vital wheat gluten combined with reduced efficiencies associated with the start-up of new distillery equipment at the Company's Pekin, Illinois plant were principal causes for the decrease. The drop in wheat gluten volume resulted from reduced marketing opportunities due to increased gluten imports from Europe. The high sales of wheat gluten the Company experienced in the third quarter of fiscal 1994 resulted from an exceptionally large increase in demand during that period. This situation was principally caused by greatly increased requirements for gluten for use in fortifying flour due to poor protein levels in domestic and non-domestic wheat supplies. After a return to more normal crop conditions this past summer, the U.S. market began experiencing a substantial rise in imported wheat gluten from the European Union, where wheat starch and gluten capacities underwent sizeable increases. Profits from their highly subsidized and protected wheat starch business allow European producers to easily place their gluten surpluses in the United States market. Low U.S. tariff rates on wheat gluten provide little deterrence to this practice, while high tariffs in Europe effectively prohibit non-European Union member countries from competing in the wheat gluten and wheat starch markets there. Although the Company is actively seeking measures that would create a more level playing field, gluten imports from Europe continue to come into this country at a record pace.

The Company's unit sales of alcohol products in the third quarter were up significantly compared to the prior year's third quarter amount. A significant increase in unit sales of fuel grade alcohol, which is sold as an octane additive commonly known as ethanol, offset a decrease in unit sales of food grade alcohol, which is sold for beverage industrial and commercial
applications. While market opportunities for food grade alcohol have remained strong, the lower unit sales of this product in the third quarter resulted from a change in the Company's alcohol production mix, which was required to satisfy heightened customer needs in the fuel market. The Company expects growth
opportunities in the fuel grade market to continue, but at a more gradual rate due to the recent reversal of an Environmental Protection Agency regulation requiring that renewable fuel oxygenates such as grain-based ethanol play a larger role in satisfying future Clean Air Act requirements in certain areas of the country. The EPA regulation was rescinded by the U. S. Circuit Court of Appeals for the District of Columbia on

- 8 -

MIDWEST GRAIN PRODUCTS, INC.
MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION AND RESULTS OF OPERATIONS THREE MONTHS AND NINE MONTHS ENDED MARCH 31, 1995

April 28, several months after a suit contesting the EPA's authority to issue the regulation was filed by two groups representing the petroleum industry. With completion of the distillery expansion in Pekin, which is designed to double Midwest Grain's total alcohol production capacity, the Company expects to improve its ability to satisfy demand in all of its alcohol markets more effectively. This expansion was scheduled to be on line by January 1995. However, the completion was delayed by unanticipated mechanical equipment problems with two new distillery feed driers. At the end of the quarter, intermediate repairs to the driers were completed by the equipment supplier. Since then, the Company has experienced increased alcohol production levels. Production is expected to improve further when final repairs to the equipment are completed late this summer. Substantial improvements in operational efficiencies should occur as a result.

The Company's unit sales of wheat starch in the third quarter rose above the prior year's third quarter level. The increase resulted mainly from higher volumes of modified wheat starches which are sold in a variety of special market niches. A planned $70 \%$ increase in wheat starch production capacity, that was originally slated for completion at the Pekin plant toward the end of this year's third quarter, was rescheduled for completion at the end of the fourth quarter. The postponement was prompted by the delay in the distillery expansion. A planned $40 \%$ increase in total gluten production capacity also was postponed from the third quarter, principally due to weakened unit sales caused by increased foreign competition. The rescheduling of this project will be based on a return to greater stability in the gluten market. While the Company believes unfavorable conditions, namely reduced efficiencies and intense foreign competition, will continue to have significant negative impact on results for the current quarter, it expects gradual improvements to occur from its projected higher alcohol capacities, and assuming a continuance of strong demand for its alcohol products and wheat starch.

Sales

Grain products sales for the third quarter of fiscal 1995 decreased by approximately $\$ 8,647,000$ below sales in the third quarter of fiscal 1994. The decrease was principally due to lower sales of vital wheat gluten, which fell nearly $50 \%$ as the result of reduced marketing opportunities caused by a large increase in gluten imports from Europe. An 18\% increase in sales of alcohol products compared to the prior year's third quarter resulted from a significant jump in fuel alcohol volume. Sales of food grade alcohol for beverage, industrial and commercial applications declined, as a sizeable percentage of the Company's - 9 -

MIDWEST GRAIN PRODUCTS, INC.
MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION AND RESULTS OF OPERATIONS THREE MONTHS AND NINE MONTHS ENDED MARCH 31, 1995
alcohol production was shifted to the fuel category in response to pre-established customer requirements. Sales of distillers' feeds, a by-product of the alcohol production process, remained approximately even with levels experienced in the third quarter of fiscal 1994. A continued increase in sales of modified wheat starches pushed total wheat starch sales in this year's third quarter almost 7\% above the prior year's third quarter level. The majority of the decrease in grain products sales for the first nine-month period of fiscal 1995, amounting to approximately $\$ 2,623,000$, was experienced in the third quarter. This mainly resulted from decreased volume sales of vital wheat gluten due to increased foreign competition and a reduction in market demand compared to the extraordinary demand experienced during the same period a year ago. Changes in selling prices of the Company's vital wheat gluten generally are due to fluctuations in grain costs and competition. Wheat starch prices traditionally track corn starch prices, with the exception of the Company's specialty modified starches. Fuel alcohol prices traditionally follow the movement of gasoline prices. Prices for food grade alcohol for beverage applications normally follow the movement of corn prices, while prices for food grade alcohol for industrial and commercial applications are normally consistent with prices for industrial alcohol derived from synthetic products such as petroleum.

Cost of Sales

The cost of sales in the third quarter of fiscal 1995 rose by approximately $\$ 1$ million above cost of sales in the same period the preceding year. Increased maintenance and repair costs, amounting to approximately $\$ 832,000$, and increased energy costs amounting to $\$ 410,000$ were offset by decreased raw material costs for grain. The higher maintenance and repair costs were mainly due to work associated with the distillery expansion at the Company's Pekin plant. Other manufacturing cost increases were due to higher costs for chemicals and additives resulting from increased production of modified wheat starches, and depreciation of buildings and equipment. The cost of sales for the first nine months of fiscal 1995 increased by approximately $\$ 5.3$ million over costs for the first nine months of fiscal 1994. The majority of this increase was primarily due to volume increases in the first quarter, as well as increased maintenance and repair costs in the second and third quarters.

Selling, general and administrative expenses in the third quarter of fiscal 1995 were down approximately $\$ 588,000$ compared to the same period the prior year. This principally was due to a decrease of approximately $\$ 302,000$ in the Company's management - 10 -

MIDWEST GRAIN PRODUCTS, INC.
MANAGEMENT'S DISCUSSION AND ANALYSIS OF
FINANCIAL CONDITION AND RESULTS OF OPERATIONS THREE MONTHS AND NINE MONTHS ENDED MARCH 31, 1995
bonus program accrual, and a decrease of approximately $\$ 265,000$ in sales subject to commissions. The $\$ 237,000$ increase of expenses for the nine month period was primarily experienced during the first quarter and was incurred generally throughout the expense categories. The consolidated effective income tax rate increased as a result of federal and state tax rates.

The general effects of inflation were minimal.

Net Income

Primarily as the result of the foregoing factors, net income in the third quarter of fiscal 1995 declined to $\$ 298,000$ from $\$ 6,084,000$ realized in the third quarter of fiscal 1994. Net income for the first nine months of fiscal 1995 decreased to $\$ 5,291,000$ from $\$ 10,364,000$ in the first nine months of fiscal 1994.

- 11 -

MIDWEST GRAIN PRODUCTS, INC.
MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION AND RESULTS OF OPERATIONS THREE MONTHS AND NINE MONTHS ENDED MARCH 31, 1995

LIQUIDITY AND CAPITAL RESOURCES
The following table is presented as a measure of the Company's liquidity and financial condition:

| March 31, June 30, |  |
| :---: | :---: |
| 1995 | 1994 |

(in thousands)

| Cash, cash equivalents and |  |  |
| :--- | ---: | ---: |
| $\quad$ short-term investments | $\$ 339$ | $\$ 4,171$ |
| Long-term liquid investments |  | 14,504 |
| Long-term debt | 35,000 | 25,000 |
| Working capital | 28,404 | 22,151 |

While the Company's working capital position improved during the nine month period, expenditures for plant additions, including the Pekin expansion, totalled $\$ 28.6$ million resulting in reduced investments held for this purpose and operating cash balances and increased borrowings. Higher inventory balances, primarily increased quantities of milo, and increased income tax payments during the first nine months also impacted short-term liquidity.

At March 31, 1995, the Company has amounts remaining to spend under capital improvement projects totalling approximately $\$ 10.9$ million. The expenditures in Pekin primarily relate to the new wheat starch facilities and expansion of the gluten facilities. Capital improvement projects in Atchison include normal improvements and expansions primarily in the gluten and starch processes and expanded storage facilities for gluten and starch.

After borrowing $\$ 10$ million on its lines of credit during the third quarter, remaining available balances total \$15 million.

Midwest Grain Products believes the above borrowings, existing working capital and working capital to be generated from future operations, will allow it to complete its expansion projects and meet expanded working capital needs.

## - 12 -

PART II

OTHER INFORMATION

Item 6. Exhibits and Reports on Form 8-K
(a) Exhibits

4(a) Copy of First Amended Line of Credit Loan Agreement providing for the Issuance of a Line of Credit Note in the amount of \$20,000,000.

4(b) Copy of Line of Credit Note Under First Amended Line of Credit Loan Agreement

15 Letter from independent public accountants pursuant to paragraph (d) of Rule 10-01 of Regulation $S-X$ (incorporated by reference to Independent Accountants' Review Report at page 2 hereof)

20 Report to stockholders for the nine months ended March 31, 1995.

27 Financial Data Schedule for the nine months ended March 31, 1995.
(b) Reports on Form 8-K

The Company has filed no reports on Form 8-K during the quarter ended March 31, 1995.

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.
MIDWEST GRAIN PRODUCTS, INC.
$\frac{5-9-95}{\text { Date }}$

5-9-95
Date

By /s/ Ladd M. Seaberg
Ladd M. Seaberg
President and Chief Executive Officer

By /s/ Robert G. Booe
Robert G. Booe, Vice President and Chief Financial Officer

## EXHIBIT 99

```
EXHIBIT INDEX
```


## Exhibit

Number
Description

| 4 (a) | Copy of First Amended Line of Credit Loan Agreement providing for the Issuance of a Line of Credit Note in the amount of $\$ 20,000,000$. |
| :---: | :---: |
| 4 (b) | Copy of Line of Credit Note Under First Amended Line of Credit Loan Agreement |
| 15 | Letter from independent public accountants pursuant to paragraph (d) of Rule 10-01 of Regulation $S-X$ (incorporated by reference to Independent Accountants' Review Report at page 2 hereof). |
| 20 | Report to Stockholders for the six months ended March 31, 1995. |
| 27 | Financial Data Schedule for the nine months ended March 31, 1995. |

FOR VALUE RECEIVED, the undersigned, MIDWEST GRAIN PRODUCTS, INC., a Kansas corporation ("Borrower") hereby promises to pay to the order of Commerce Bank of Kansas City, N.A. ("Bank") at its offices in Kansas City, Missouri, the aggregate unpaid principal amount and accrued interest of all borrowings hereunder. The aggregate unpaid principal amount shall also become immediately due and payable, without demand or further action on the part of Bank upon the occurrence of an event of default as set forth in Section 4.1 of the Line of Credit Loan Agreement, as amended, dated November 30, 1993 (the "Agreement").

Interest on this note shall be calculated on the actual number of days on the basis of a year of 360 days. If the outstanding balance is less than $\$ 500,000$, the line of credit shall bear interest at a per annum rate equal to the Prime Rate. If the outstanding balance is $\$ 500,000$ or greater, the line of credit shall bear interest at the greater of either (1) the Prime Rate, minus 1\%, or (2) the Federal Funds Rate plus 1.50\%.

Interest will be payable monthly, in arrears, and at maturity, whether by acceleration or otherwise. Interest will be computed on the actual days outstanding based upon a year consisting of 360 days.
"Prime Rate" means the Prime Rate of interest established from time to time by Commerce Bank and designated as such for its internal convenience, and no representation is made that the

Prime Rate is the best, the lowest or a favored rate of interest. The rate of interest, if tied to the Prime Rate, shall change with and be effective on the date of each change in the Prime Rate.
"Federal Funds Rate" means the effective Federal Funds Rate as quoted by the Federal Reserve Bank of New York on a daily basis. The Federal Funds Rate is adjusted daily.

So long as the Agreement has not been terminated, Borrower may, from the date of this note through October 1, 1997 borrow, repay and reborrow sums, at any one time outstanding, not to exceed $\$ 20,000,000$. All advances and repayments hereunder shall be endorsed on the reverse hereof (or an attached schedule) by the Bank or holder, and between the undersigned and Bank, such endorsements and the balances derived from such endorsements shall be conclusively presumed to reflect the amounts advanced and repaid hereunder and the then outstanding and unpaid balance of sums advanced or readvanced hereunder.

The undersigned hereby waives presentment, protest, demand and notice of dishonor or default.

This note is issued pursuant to the terms of the Agreement, to which Agreement, and any amendments thereto, reference is hereby made for a statement of the terms and conditions under which this borrowing was made, and is to be repaid.

MIDWEST GRAIN PRODUCTS, INC.

By: /S/ Ladd M. Seaberg
Title: President - CEO

By: /s/ Robert Booe
Title: VP-CFO

FOR VALUE RECEIVED, the undersigned, MIDWEST GRAIN PRODUCTS, INC., a Kansas corporation ("Borrower") hereby promises to pay to the order of Commerce Bank of Kansas City, N.A. ("Bank") at its offices in Kansas City, Missouri, the aggregate unpaid principal amount and accrued interest of all borrowings hereunder. The aggregate unpaid principal amount shall also become immediately due and payable, without demand or further action on the part of Bank upon the occurrence of an event of default as set forth in Section 4.1 of the Line of Credit Loan Agreement, as amended, dated November 30, 1993 (the "Agreement").

Interest on this note shall be calculated on the actual number of days on the basis of a year of 360 days. If the outstanding balance is less than $\$ 500,000$, the line of credit shall bear interest at a per annum rate equal to the Prime Rate. If the outstanding balance is $\$ 500,000$ or greater, the line of credit shall bear interest at the greater of either (1) the Prime Rate, minus 1\%, or (2) the Federal Funds Rate plus 1.50\%.

Interest will be payable monthly, in arrears, and at maturity, whether by acceleration or otherwise. Interest will be computed on the actual days outstanding based upon a year consisting of 360 days.
"Prime Rate" means the Prime Rate of interest established from time to time by Commerce Bank and designated as such for its internal convenience, and no representation is made that the

Prime Rate is the best, the lowest or a favored rate of interest. The rate of interest, if tied to the Prime Rate, shall change with and be effective on the date of each change in the Prime Rate.
"Federal Funds Rate" means the effective Federal Funds Rate as quoted by the Federal Reserve Bank of New York on a daily basis. The Federal Funds Rate is adjusted daily.

So long as the Agreement has not been terminated, Borrower may, from the date of this note through October 1, 1997 borrow, repay and reborrow sums, at any one time outstanding, not to exceed $\$ 20,000,000$. All advances and repayments hereunder shall be endorsed on the reverse hereof (or an attached schedule) by the Bank or holder, and between the undersigned and Bank, such endorsements and the balances derived from such endorsements shall be conclusively presumed to reflect the amounts advanced and repaid hereunder and the then outstanding and unpaid balance of sums advanced or readvanced hereunder.

The undersigned hereby waives presentment, protest, demand and notice of dishonor or default.

This note is issued pursuant to the terms of the Agreement, to which Agreement, and any amendments thereto, reference is hereby made for a statement of the terms and conditions under which this borrowing was made, and is to be repaid.

MIDWEST GRAIN PRODUCTS, INC.

By: /S/ Ladd M. Seaberg
Title: President - CEO

By: /s/ Robert Booe
Title: VP-CFO

Letter To Our Stockholders
May 9, 1995
Dear Stockholder:
Reduced production efficiencies and the continuance of strong competition from European wheat gluten producers caused results for our third quarter of fiscal 1995 to decrease significantly compared to the prior year's third quarter results. Our net income for the quarter was $\$ 298,000$, or $\$ 0.03$ per share on sales of $\$ 42,005,000$. In the third quarter of fiscal 1994, our net income was $\$ 6,084,000$, or $\$ 0.62$ per share on sales of $\$ 50,652,000$.

A principal reason for the outstanding results we experienced in last year's third quarter was the extraordinary increase in demand for wheat gluten during that period. This mainly resulted from poor wheat protein levels domestically and abroad, requiring substantially more gluten than usual for use in fortifying flour. Following a return to more normal crop conditions this past summer, the U.S. market began experiencing a tremendous rise in imported wheat gluten from the European Union, where wheat starch and gluten capacities underwent sizeable increases. The escalation of this situation was a principal cause for a decline in our total results for the first nine months of fiscal 1995, which had net income of $\$ 5,291,000$, or $\$ 0.54$ per share on sales of $\$ 132,477,000$. Our net income for the first nine months of fiscal 1994 was $\$ 10,364,000$, or $\$ 1.06$ per share on sales of $\$ 135,100,000$.

Although the intense competitive conditions in our wheat gluten market remain unchanged at this time, I am encouraged by the improved efficiencies we are beginning to experience through the increased utilization of our expanded distillery capacity in Pekin, Illinois. Completion of this expansion, which is designed to double our total alcohol production capacity, was delayed by mechanical equipment problems with new distillers feed drying equipment. Intermediate repairs to the equipment were completed by the supplier at the end of the third quarter. Production should further improve when permanent repairs to the equipment are completed late this summer.

Our total alcohol unit sales were up substantially in the third quarter as the result of a large increase in the fuel grade alcohol category. We are now also experiencing an increase in unit sales of food grade alcohol for industrial and beverage applications,
principally as a result of new capacity we have gained from our expansion in Pekin.

Growth opportunities in the fuel market, for which the majority of our expanded capacity is designed, remain viable but will occur more gradually due to a recent ruling by the U.S. Circuit Court of Appeals for the District of Columbia. On April 28, the Court reversed the Environmental Protection Agency's regulation requiring that renewable fuel oxygenates such as grain-based ethanol play a larger role in satisfying future Clean Air Act requirements in nine of the nation's smoggiest metropolitan areas. The Court's decision resulted from a suit filed against the EPA regulation last September by two groups representing the petroleum industry.

Favorable conditions continue to exist in our wheat starch market, where growth in our multiple modified and specialty varieties has occurred throughout the current fiscal year. Our ability to increase wheat starch production will be strengthened by the new starch processing capacity that we plan to have installed at our Pekin plant by the end of this year's fourth quarter.

Our planned wheat gluten capacity increase in Pekin remains on hold until greater stability returns to the market. Through our membership in the U.S. Wheat Gluten Industry Council, we are actively raising awareness of policies and practices that allow our European counterparts overwhelming competitive advantages. In concert with this program, we are seeking reasonable solutions to the problem with assistance from leading government officials.

In the meantime, with increased use of our expanded distillery operation, our overall operational efficiencies should steadily improve. While we don't expect marked improvements in results for this year's fourth quarter compared to the third quarter, we do expect more favorable conditions to prevail long-term.

As previously announced, a dividend of $\$ 0.125$ per share was declared and is payable May 9, 1995 to stockholders of record April 7, 1995.

Sincerely,
/s/ Ladd M. Seaberg
Ladd M. Seaberg
President and CEO

Founded in 1941, Midwest Grain Products, Inc., is a fully integrated producer of vital wheat gluten, premium wheat starch and alcohol products.

In addition to its major product lines, the Company also produces flour for internal use, and several by-products, including wheat bran, mill feeds, distillers feeds and carbon dioxide. The Company's principal raw material is grain, consisting of wheat, which is processed into all products, and corn and milo, which are

## processed into alcohol and alcohol by-products.

Vital wheat gluten and premium wheat starch are sold
primarily as food additives to enhance the nutritional value, appearance, texture, taste, and a variety of other characteristics of baked and processed foods. Alcohol products are produced as part of the gluten and starch processing operations. They consist of food grade alcohol for beverage, industrial and commercial applications, and fuel grade alcohol, which is sold as an octane additive for motor fuel.

The Company operates two processing plants in the United States. The corporate headquarters and original plant are located in Atchison, Kan. The plant located in Pekin, Ill., was acquired from the American Distilling Company in June, 1980. These facilities are operated 24 hours each day of the year and enable utilization in the Company's products of approximately 95\% (by weight) of grain processed.

Midwest Grain Products, Inc.
1300 Main Street
PO Box 130
Atchison, Kansas 66002-0130
Phone: 913-367-1480
Symbol/Market: MWGP/NASDAQ

```
<ARTICLE> 5
<LEGEND>
THIS SCHEDULE CONTAINS SUMMARY FINANCIAL INFORMATION EXTRACTED FROM MIDWEST
GRAIN PRODUCTS, INC. CONDENSED CONSOLIDATED STATEMENTS OF INCOME FOR THE NINE
MONTHS ENDED MARCH 31, 1995 AND CONDENSED CONSOLIDATED BALANCE SHEET AS AT
MARCH 31, 1995, AND IS QUALIFIED IN ITS ENTIRETY BY REFERENCE TO SUCH
FINANCIAL STATEMENTS.
</LEGEND>
<CIK> 0000835011
<NAME> MIDWEST GRAIN PRODUCTS, INC.
<MULTIPLIER> 1,000
\(<\mathrm{S}>\quad<\mathrm{C}>\)
<PERIOD-TYPE> 9-MOS
<FISCAL-YEAR-END> JUN-30-1995
<PERIOD-START> JUL-01-1994
<PERIOD-END> MAR-31-1995
<CASH>
<SECURITIES> 339
<RECEIVABLES> 19,616<F1>
<ALLOWANCES> 0<F2>
<INVENTORY> 15,851
<CURRENT-ASSETS> 39,112
<PP&E> 207,368
<DEPRECIATION> 73,944
<TOTAL-ASSETS> 172,978
<CURRENT-LIABILITIES> 10,708
<BONDS> 35,000
<COMMON> 6,715
<PREFERRED-MANDATORY> 0
<PREFERRED> 4
<OTHER-SE> 109,082<F3>
<TOTAL-LIABILITY-AND-EQUITY> 172,978
<SALES>
<TOTAL-REVENUES>
<CGS>
<TOTAL-COSTS>
<OTHER-EXPENSES>
<LOSS-PROVISION>
<INTEREST-EXPENSE> 0<F6>
<INCOME-PRETAX> 8,892
<INCOME-TAX> 3,601
<INCOME-CONTINUING> 5,291
<DISCONTINUED> 0
<EXTRAORDINARY> 0
<CHANGES> 0
<NET-INCOME> 5,291
<EPS-PRIMARY> . 54
<EPS-DILUTED> . 54
<FN>
<F1>After deduction of allowances and addition of Notes Receivable.
<F2>See Note F1.
<F3>Reflects Retained Earnings and Additional Paid In Capital.
<F4>Reflects net sales plus Other Operating Loss and Other Income.
<F5>Consists of Selling, General and Administrative Expenses.
<F6>Total revenues includes "Other Income." Other Income reflects excess Other
Income after deducting interest expense.
</FN>
```

</TABLE>


[^0]:    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

