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AMCON DISTRIBUTING CO  
Form 8-K  
August 10, 2004

SECURITIES AND EXCHANGE COMMISSION  
WASHINGTON, D.C. 20549

FORM 8-K

CURRENT REPORT  
PURSUANT TO SECTION 13 OR 15(D) OF THE  
SECURITIES ACT OF 1934

Date of Report (Date of earliest event reported) August 9, 2004  
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AMCON DISTRIBUTING COMPANY  
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(Exact name of registrant as specified in its charter)

DELAWARE	0-24708	47-0702918
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(State or other jurisdiction of incorporation)	(Commission File Number)	(IRS Employer Identification No.)

7405 Irvington Road, Omaha, NE 68122  
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(Address of principal executive offices) (Zip Code)

(402) 331-3727  
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(Registrant's telephone number, including area code)

Not Applicable  
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(Former name or former address, if changed since last report)

ITEM 7. FINANCIAL STATEMENTS AND EXHIBITS



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Omaha, Nebraska - August 9, 2004 AMCON Distributing Company (AMEX:DIT), an Omaha, Nebraska based consumer products company, today reported sales of \$218.9 million for the third quarter ended June 2004. This compares with sales of \$189.9 million for the third quarter of the prior year. Sales for the nine months ended June 2004, were \$605.3 million compared to \$564.7 million for the prior nine month period ended June 2003. The Company reported a net loss for the current third quarter of \$0.3 million (\$0.50 per diluted share) compared to net income of \$0.7 million (\$1.29 per diluted share) for the prior third quarter. A net loss for the nine month period ended June 2004 was \$0.9 million (\$1.61 per diluted share) compared to a profit of \$0.7 million (\$1.29 per diluted share) for the prior comparable nine month period ended June 2003.

William F. Wright, Chairman of AMCON Distributing Company, stated that "During the third quarter ended June 2004, the Company announced the acquisition of the Trinity/R/ tradename and substantially all of the operating assets from Trinity Springs, Ltd. The Company also completed a one-for-six reverse stock split which eliminated a significant number of small shareholders, issued \$2.5 million of convertible preferred stock in a private placement transaction and opened a new retail store in Oklahoma.

The loss for the quarter was primarily the result of approximately \$1.1 million in losses (after-tax) incurred in our beverage segment during the quarter and adverse LIFO adjustments to our inventories across all segments. With our recent acquisition of the business of Trinity Springs, which is showing significant increases in year-to-year sales, we are presently in the process of rationalizing all costs and personnel in the beverage segment. This process will continue through our fourth quarter and should be completed by October 1, the start of our next fiscal year.

Our retail segment, which produced significant improvements in net income during the first six months of the fiscal year, saw sales drop in the third quarter, when compared to the prior year, which, combined with a \$0.2 million charge to cost of sales to increase its LIFO inventory reserve, produced a net loss of \$0.4 million for the quarter. Sales fell, despite the opening of new store in April 2004, primarily due to our migration away from deli operations in the Florida stores, a government ban on ephedra-based products, and a shift in sales of low-carb products to main stream grocery stores."

Wright added, "Sales in our wholesale distribution segment increased by approximately 16% during the third quarter when compared to the prior year, primarily due to sales to new customers. The wholesale distribution segment produced net income of \$1.3 million during the quarter. This amount was down from the net income of \$1.7 million during the third quarter of the prior year, which received a boost from a reduction to cost of sales of \$1.3 million to decrease its LIFO inventory reserve compared with a charge to cost of sales of \$0.1 million to increase the LIFO inventory reserve during the third quarter of the current year."

AMCON is a leading wholesale distributor of consumer products including beverages, candy, tobacco, groceries, food service, frozen and chilled foods, and health and beauty care products with distribution centers in Illinois, Missouri, Nebraska, North Dakota, South Dakota and Wyoming. Chamberlin's Natural Foods, Inc. and Health Food Associates, Inc., both wholly-owned subsidiaries of The Healthy Edge, Inc. (formerly Food For Health Co., Inc.), operate health and natural product retail stores in central Florida (7), Kansas, Missouri, Nebraska and Oklahoma (4). The retail stores operate under the names Chamberlin's Market & Cafe and Akin's Natural Foods Market. Hawaiian Natural Water Company, Inc. produces and sells natural spring water under the Hawaiian Springs label. The water is bottled at the source on the Big Island of Hawaii. Trinity Springs, Inc., which was acquired in June

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2004, produces and sells geothermal bottled water and a natural mineral supplement under the Trinity label. The water and mineral supplement are both bottled at the base of the Trinity Mountains in Paradise, Idaho, one of the worlds deepest know sources. The Beverage Group, Inc. markets and distributes Hawaiian Springs and other premium beverage products, including HYPE Energy Drink, Lightnin' Energy Drink, Royal Kona Iced Coffee, Bottle Green Presse and Fruit Sodas, Bahia drinks and Xterra, a line of sports beverages and energy bars, in the United States, Canada and Mexico.

This news release contains forward looking statements that are subject to risks and uncertainties and which reflect management's current beliefs and estimates of future economic circumstances, industry conditions, Company performance and financial results. A number of factors could affect the future results of the Company and could cause those results to differ materially from those expressed in the Company's forward looking statements. Moreover, past financial performance should not be considered a reliable indicator of future performance. Accordingly, the Company claims the protection of the safe harbor for forward-looking statements contained in the Private Securities Litigation Reform Act of 1995 with respect to all such forward-looking statements.

Visit AMCON Distributing Company's web site at: [www.amcon.com](http://www.amcon.com)

AMCON Distributing Company and Subsidiaries  
Condensed Consolidated Balance Sheets  
June 2004 and September 2003

	(Unaudited)	
	June 2004	September 2003
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ASSETS		
Current assets:		
Cash	\$ 711,257	\$ 668,073
Available-for-sale securities	-	512,694
Accounts receivable, less allowance for doubtful		

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accounts of \$0.9 million and \$0.8 million, respectively	28,491,176	28,170,129
Inventories	30,798,156	32,489,051
Income tax receivable	1,075,629	-
Deferred income taxes	1,568,476	1,568,476
Other	1,124,721	581,950
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Total current assets	63,769,415	63,990,373
Fixed assets, net	19,842,824	16,951,615
Goodwill	6,091,397	6,091,397
Other intangible assets	19,267,938	11,420,542
Other assets	1,021,310	1,045,503
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	\$ 109,992,884	\$ 99,499,430
	=====	=====
LIABILITIES AND SHAREHOLDERS' EQUITY		
Current liabilities:		
Accounts payable	\$ 16,319,600	\$ 15,092,091
Accrued expenses and other current liabilities	4,447,798	3,715,370
Accrued wages, salaries, bonuses	1,702,029	1,462,678
Income tax payable	-	540,414
Current liabilities of discontinued operations	122,976	117,612
Current portion of long-term debt	10,762,065	15,348,167
Current portion of subordinated debt	7,785,486	7,762,666
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Total current liabilities	41,139,954	44,038,998
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Deferred income taxes	1,291,429	1,367,367
Non-current liabilities of discontinued operations	-	161,025
Other long-term liabilities	5,146,551	-
Long-term debt, less current portion	43,457,833	35,654,423
Subordinated debt, less current portion	80,000	976,220
Minority interest	-	-
Commitments and contingencies		
Shareholders' equity:		
Series A cumulative convertible preferred stock, \$.01 par value, 100,000 shares authorized and issued	1,000	-
Common stock, \$.01 par value, 2,500,000 shares authorized, 527,062 and 528,159 shares issued, respectively	5,271	31,690
Additional paid-in capital - preferred stock	2,454,568	-
Additional paid-in capital - common stock	6,406,575	5,997,977
Accumulated other comprehensive income, net of tax of \$0.1 million and \$0.1 million, respectively	95,933	220,732
Retained earnings	9,913,770	11,050,998
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Total shareholders' equity	18,877,117	17,301,397
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	\$ 109,992,884	\$ 99,499,430
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AMCON Distributing Company and Subsidiaries  
 Condensed Consolidated Statements of Operations  
 for the three and nine month periods ended June 2004 and 2003  
 (Unaudited)

	For the three months ended June		For the nine months ended June	
	2004	2003	2004	2003
Sales (including excise taxes of \$50.3 million and \$42.8 million, and \$141.3 million and \$123.4 million, respectively)	\$ 218,891,060	\$ 189,949,079	\$ 605,345,475	\$ 564,811,000
Cost of sales	203,794,520	173,924,679	561,580,512	520,811,000
Gross profit	15,096,540	16,024,400	43,764,963	43,000,000
Selling, general and administrative expenses	14,235,975	13,628,524	41,618,177	38,811,000
Depreciation and amortization	554,862	574,332	1,683,313	1,611,000
	14,790,837	14,202,856	43,301,490	40,422,000
Income from operations	305,703	1,821,544	463,473	3,578,000
Other expense (income):				
Interest expense	842,260	788,898	2,445,401	2,211,000
Other	(108,797)	(85,159)	(555,663)	(511,000)
	733,463	703,739	1,889,738	1,700,000
Income (loss) before income taxes	(427,760)	1,117,805	(1,426,265)	1,878,000
Income tax expense (benefit)	(163,000)	427,000	(574,000)	427,000
Minority interest, net of tax	-	-	-	-
Net income (loss) available to common shareholders	\$ (264,760)	\$ 690,805	\$ (852,265)	\$ 2,305,000
Earnings (loss) per share:				
Basic	\$ (0.50)	\$ 1.31	\$ (1.61)	\$ 1.87
Diluted	\$ (0.50)	\$ 1.29	\$ (1.61)	\$ 1.84
Dividends per share	\$ 0.18	\$ 0.18	\$ 0.54	\$ 0.54
Weighted average shares outstanding:				
Basic	527,671	528,159	528,010	528,010
Diluted	527,671	534,858	528,010	528,010

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FOR FURTHER INFORMATION CONTACT:

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