

Edgar Filing: AMCON DISTRIBUTING CO - Form 8-K

AMCON DISTRIBUTING CO  
Form 8-K  
April 17, 2009

UNITED STATES  
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) April 17, 2009  
-----

AMCON DISTRIBUTING COMPANY  
-----

(Exact name of registrant as specified in its charter)

DELAWARE	1-15589	47-0702918
-----	-----	-----
(State or other jurisdiction of incorporation)	(Commission File Number)	(IRS Employer Identification No.)

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

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

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

Check the appropriate box below if the Form 8-K filing is intended to simultaneously satisfy the filing obligation of the registrant under any of the following provisions:

Written communications pursuant to Rule 425 under the Securities Act (17 CFR 230.425)  
----

Soliciting material pursuant to Rule 14a-12 under the Exchange Act (17 CFR 240.14a-12)  
----

Pre-commencement communications pursuant to Rule 14d-2(b) under the Exchange Act (17 CFR 240.14d-2(b))  
----

Pre-commencement communications pursuant to Rule 13e-4(c) under the Exchange Act (17 CFR 240.13e-4(c))  
----

ITEM 2.02 RESULTS OF OPERATIONS AND FINANCIAL CONDITION.

## Edgar Filing: AMCON DISTRIBUTING CO - Form 8-K

On April 17, 2009, AMCON Distributing Company ("AMCON or "Company") issued a press release announcing its financial results for the second fiscal quarter ended March 31, 2009. A copy of the press release is attached to this report as an exhibit and is incorporated herein by reference.

The information in this report (including the exhibit) shall not be deemed to be "filed" for the purposes of Section 18 of the Securities Exchange Act of 1934, as amended, or otherwise subject to the liabilities of that Section. The information set forth in this report (including the exhibit) shall not be incorporated by reference into any registration statement or other document pursuant to the Securities Act of 1933, as amended, except as shall be expressly set forth by specific reference in such filing.

### ITEM 9.01 FINANCIAL STATEMENTS AND EXHIBITS

EXHIBIT NO.	DESCRIPTION
99.1	Press release, dated April 17, 2009, issued by AMCON Distributing Company announcing financial results for the second fiscal quarter ended March 31, 2009

### SIGNATURE

Pursuant to the requirements of the Securities and Exchange Act of 1934, the registrant has duly caused this report to be signed on its behalf by the undersigned hereunto duly authorized.

AMCON DISTRIBUTING COMPANY  
(Registrant)

Date: April 17, 2009

By: Andrew C. Plummer  
-----  
Name: Andrew C. Plummer  
Title: Vice President &  
Chief Financial Officer

Exhibit 99.1

AMCON DISTRIBUTING COMPANY ANNOUNCES FULLY DILUTED EARNINGS PER COMMON SHARE OF \$2.60 FOR THE SECOND FISCAL QUARTER ENDED MARCH 31, 2009

NEWS RELEASE

## Edgar Filing: AMCON DISTRIBUTING CO - Form 8-K

Chicago, IL, April 17, 2009 - AMCON Distributing Company ("AMCON") (AMEX:DIT), an Omaha, Nebraska based consumer products company is pleased to announce fully diluted earnings per share of \$2.60 for the second fiscal quarter ended March 31, 2009.

"We are very pleased with the results our management team was able to deliver this quarter for our shareholders. We had a very challenging quarter from an operations perspective. In February 2009, Congress passed legislation which significantly increased the excise taxes on cigarettes and tobacco products. Not only did this disrupt normal buying patterns among our customers, it also imposed a floor stocks tax on any tobacco products we had in inventory at the end of the quarter," said Christopher Atayan, AMCON's Chairman and Chief Executive Officer. "Our management team had an intense focus on meeting the rapidly changing requirements of our customers during the period up to the increase. Our collaborative culture based on long-term relationships has served us well in these difficult economic times. We continue to implement our focused strategic plan which emphasizes a conservative posture. While we are mindful of the challenges ahead, we continue to invest in the long-term future of the Company."

AMCON's wholesale distribution business reported revenues of \$185.9 million and operating income before depreciation and amortization of \$4.4 million in the second fiscal quarter of 2009. AMCON's retail health food business reported revenues of \$9.6 million and operating income before depreciation and amortization of \$1.1 million for the same period.

Kathleen Evans, President of AMCON's wholesale distribution business commented, "Our customers continue to look to AMCON to help them increase their bottom line with new products and initiatives. We had a very successful trade show again this year which enabled our customers to benefit directly from our value added services. In particular, our expanded offerings in food service continue to be well received."

Eric Hinkfent, President of AMCON's retail health food business commented, "We are weathering the tough market conditions by continuing to emphasize superior quality and selection at an attractive price point. This has been our practice for 65 years and it has served us through tough times in the past. We continue to believe the natural foods industry has a positive trend."

"Our emphasis on maintaining a high degree of liquidity served us well this quarter" said Andrew Plummer, AMCON's Chief Financial Officer. "This enabled us to meet our customers increased needs for products in advance of the tax increase and deliver product just in time as they needed it. Fuel price volatility, the potential for further tax increases and continuing economic weaknesses are headwinds we continue to face. Our careful attention to working capital management has served our shareholders well. We reduced our inventory as much as possible during the quarter to minimize our tax liability and expect our debt levels to rise in the coming quarter as we move back to a more normalized level of inventory. Our liability under the floor stocks tax is estimated to be \$1.7 million and is due by July 31, 2009."

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 and South Dakota. Chamberlin's Natural Foods, Inc. and Health Food Associates, Inc., both wholly-owned subsidiaries of The Healthy Edge, Inc., operate health and natural product retail stores in central Florida (6), Kansas, Missouri, Nebraska and Oklahoma (4). The retail stores operate under the names Chamberlin's Market & Cafe and Akins

## Edgar Filing: AMCON DISTRIBUTING CO - Form 8-K

Natural Foods Market.

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 including, without limitation, availability of sufficient cash resources to conduct its business and meet its capital expenditures needs. 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)

For Further Information Contact:  
Christopher H. Atayan  
AMCON Distributing Company  
Ph 312-327-1770  
Fax: 312-527-3964

AMCON Distributing Company and Subsidiaries  
Condensed Consolidated Balance Sheets  
March 31, 2009 and September 30, 2008

March 2009  
(Unaudited)

Septemb  
2008

Edgar Filing: AMCON DISTRIBUTING CO - Form 8-K

ASSETS

Current assets:

Cash	\$ 411,760	\$ 457,
Accounts receivable, less allowance for doubtful accounts of \$1.1 million and \$0.8 million, respectively	20,993,044	27,198,
Inventories, net	30,523,160	37,330,
Deferred income taxes	1,582,880	1,260,
Current assets of discontinued operations	8,589	18,
Prepaid and other current assets	4,255,140	3,519,

Total current assets	57,774,573	69,786,
----------------------	------------	---------

Property and equipment, net	10,764,915	10,907,
Goodwill	5,848,808	5,848,
Other intangible assets, net	3,373,269	3,373,
Deferred income taxes	134,312	234,
Non-current assets of discontinued operations	2,032,047	2,032,
Other assets	1,015,606	1,123,

	\$ 80,943,530	\$ 93,305,
--	---------------	------------

LIABILITIES AND SHAREHOLDERS' EQUITY

Current liabilities:

Accounts payable	\$ 11,886,193	\$ 14,738,
Accrued expenses	8,181,597	5,275,
Accrued wages, salaries and bonuses	2,372,790	2,636,
Income taxes payable	2,374,671	313,
Current liabilities of discontinued operations	4,253,096	4,041,
Current maturities of credit facility	3,046,000	3,046,
Current maturities of long-term debt	1,509,263	787,

Total current liabilities	33,623,610	30,838,
---------------------------	------------	---------

Credit facility, less current maturities	16,774,215	32,155,
Long-term debt, less current maturities	5,406,336	6,525,
Noncurrent liabilities of discontinued operations	6,562,860	6,542,

Series A cumulative, convertible preferred stock, \$.01 par value 100,000 shares authorized and issued, liquidation preference \$25.00 per share	2,500,000	2,438,
--	-----------	--------

Series B cumulative, convertible preferred stock, \$.01 par value 80,000 shares authorized and issued, liquidation preference \$25.00 per share	2,000,000	1,857,
---	-----------	--------

Series C cumulative, convertible preferred stock, \$.01 par value 80,000 shares authorized and issued at September 30, 2008, liquidation preference \$25.00 per share	-	1,982,
---	---	--------

Commitments and contingencies

Shareholders' equity:

Preferred stock, \$.01 par, 1,000,000 shares authorized, 180,000 shares outstanding and issued in Series A and B at March 31, 2009 and 260,000 shares outstanding and issued in Series A, B and C at September 30, 2008 referred to above	-	
Common stock, \$.01 par value, 3,000,000 shares authorized, 570,397 shares outstanding at March 2009 and September 2008	5,704	5,
Additional paid-in capital	7,245,156	6,995,
Retained earnings	6,825,649	3,963,

Total shareholders' equity	14,076,509	10,965,
----------------------------	------------	---------

	\$ 80,943,530	\$ 93,305,
--	---------------	------------

AMCON Distributing Company and Subsidiaries  
Condensed Consolidated Unaudited Statements of Operations  
for the three and six months ended March 31, 2009 and 2008

	For the three months ended March		For the six months ended March	
	2009	2008	2009	2008
Sales (including excise taxes of \$43.3 million and \$46.3 million, and \$93.6 million and \$97.9 million, respectively)	\$ 195,442,246	\$ 190,411,670	\$ 412,819,608	\$ 401,819,608
Cost of sales	178,195,212	174,669,957	379,727,926	370,819,608
Gross profit	17,247,034	15,741,713	33,091,682	30,999,999
Selling, general and administrative expenses	13,027,140	12,696,507	25,824,722	24,819,608
Depreciation and amortization	300,988	339,809	611,322	611,322
	13,328,128	13,036,316	26,436,044	25,430,930
Operating income	3,918,906	2,705,397	6,655,638	5,569,069
Other expense (income):				
Interest expense	408,587	749,558	897,786	1,000,000
Other (income), net	(26,476)	(39,265)	(40,543)	(40,543)
	382,111	710,293	857,243	959,457
Income from continuing operations before income tax expense	3,536,795	1,995,104	5,798,395	3,619,616
Income tax expense	1,343,000	728,000	2,203,000	1,999,999
Income from continuing operations	2,193,795	1,267,104	3,595,395	1,619,616
Discontinued operations				
Loss from discontinued operations, net of income tax benefit of \$0.1 million in each fiscal period	(97,437)	(97,445)	(199,475)	(199,475)
Net income	2,096,358	1,169,659	3,395,920	1,420,141
Dividends on convertible preferred stock	(314,201)	(104,386)	(419,734)	(419,734)
Net income available to common shareholders	\$ 1,782,157	\$ 1,065,273	\$ 2,976,186	\$ 1,000,407
Basic earnings (loss) per share available to common shareholders:				
Continuing operations	\$ 3.43	\$ 2.16	\$ 5.80	\$ 2.40

Edgar Filing: AMCON DISTRIBUTING CO - Form 8-K

Discontinued operations	(0.18)	(0.18)	(0.36)	
Net basic earnings per share available to common shareholders	\$ 3.25	\$ 1.98	\$ 5.44	\$
Diluted earnings (loss) per share available to common shareholders:				
Continuing operations	\$ 2.72	\$ 1.48	\$ 4.33	\$
Discontinued operations	(0.12)	(0.11)	(0.24)	
Net diluted earnings per share available to common shareholders	\$ 2.60	\$ 1.37	\$ 4.09	\$
Weighted average shares outstanding:				
Basic	548,619	537,064	547,089	
Diluted	805,236	851,370	830,923	

AMCON Distributing Company and Subsidiaries  
Condensed Consolidated Unaudited Statements of Cash Flows  
for the six months ended March 31, 2009 and 2008

	2009	2008
<b>CASH FLOWS FROM OPERATING ACTIVITIES:</b>		
Net income	\$ 3,395,920	\$ 2,118,8
Deduct: Loss from discontinued operations, net of tax	(199,475)	(193,4
Income from continuing operations	3,595,395	2,312,3
Adjustments to reconcile net income from continuing operations to net cash flows from operating activities:		
Depreciation	611,322	682,4
Amortization	-	19,8
Gain on sale of property and equipment	(47,700)	(17,6
Stock based compensation	265,800	169,4
Excess tax deficiency on equity-based awards	16,592	
Deferred income taxes	(222,412)	1,246,6
Provision for losses on doubtful accounts	346,000	182,9
Provision for losses on inventory obsolescence	327,673	13,9
Changes in assets and liabilities:		
Accounts receivable	5,859,370	5,924,3
Inventories	6,480,136	(3,394,5
Prepaid and other current assets	(735,490)	1,665,6
Other assets	107,646	(367,5
Accounts payable	(2,852,021)	(1,571,1
Accrued expenses and accrued wages, salaries and bonuses	2,641,991	(631,9
Income tax payable	2,045,058	(132,0
Net cash flows from operating activities - continuing operations	18,439,360	6,102,5

Edgar Filing: AMCON DISTRIBUTING CO - Form 8-K

Net cash flows from operating activities - discontinued operations	42,692	(128,4
	-----	-----
Net cash flows from operating activities	18,482,052	5,974,1
CASH FLOWS FROM INVESTING ACTIVITIES:		
Purchases of property and equipment	(497,401)	(543,1
Proceeds from sales of property and equipment	76,405	43,8
	-----	-----
Net cash flows from investing activities	(420,996)	(499,3
CASH FLOWS FROM FINANCING ACTIVITIES:		
Net payments on bank credit agreements	(15,380,790)	(5,324,6
Principal payments on long-term debt	(397,410)	(274,4
Proceeds from exercise of stock options	-	119,6
Excess tax deficiency on vesting equity-based awards	(16,592)	
Redemption of Series C convertible preferred stock	(2,000,000)	
Dividends paid on convertible preferred stock	(198,106)	(209,9
Dividends on common stock	(114,079)	
	-----	-----
Net cash flows from financing activities	(18,106,977)	(5,689,3
	-----	-----
Net change in cash	(45,921)	(214,5
Cash, beginning of period	457,681	717,5
	-----	-----
Cash, end of period	\$ 411,760	\$ 503,0
	=====	=====
Supplemental disclosure of cash flow information:		
Cash paid during the period for interest	\$ 968,296	\$ 1,832,4
Cash paid during the period for income taxes	264,355	136,4
Supplemental disclosure of non-cash information:		
Constructive dividends on Series A, B, and C Convertible Preferred Stock	221,628	
Acquisition of equipment through capital leases	-	277,6