

SANFILIPPO JOHN B & SON INC

Form 424B4

March 24, 2004

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Filed pursuant to Rule 424(b)(4)

Registration No. 333-112221

2,000,000 Shares

Common Stock

This is a public offering of 2,000,000 shares of common stock of John B. Sanfilippo & Son, Inc. We are offering 1,000,000 shares, and the selling stockholders identified in this prospectus are offering an additional 1,000,000 shares. We will not receive any proceeds from the sale of shares by the selling stockholders.

Our common equity consists of common stock and Class A stock. Our common stock is quoted on the Nasdaq National Market under the symbol JBSS. On March 23, 2004, the last reported sale price of our common stock on the Nasdaq National Market was \$36.58 per share. There is no public market for shares of our Class A stock. The holders of our Class A stock are currently entitled to elect three-fourths of the members of our board of directors and on most matters our stockholders are entitled to 10 votes per share of our Class A stock compared to one vote per share for our common stock.

Investing in our common stock involves a high degree of risk. Please see the section entitled Risk Factors starting on page 7 to read about risks you should consider carefully before buying shares of our common stock.

Neither the Securities and Exchange Commission nor any state securities commission has approved or disapproved of these securities or passed upon the accuracy or adequacy of this prospectus. Any representation to the contrary is a criminal offense.

	Per Share	Total
Public offering price	\$ 35.75	\$71,500,000
Underwriting discount	\$ 1.7518	\$ 3,503,600
Proceeds, before expenses, to John B. Sanfilippo & Son, Inc.	\$33.9982	\$33,998,200
Proceeds, before expenses, to the selling stockholders	\$33.9982	\$33,998,200

We and certain selling stockholders have granted the underwriters a 30-day option to purchase up to an additional 300,000 shares of common stock at the public offering price, less the underwriting discount, to cover any over-allotments.

The underwriters expect to deliver the shares on or about March 29, 2004.

Adams, Harkness & Hill, Inc.

Prospectus dated March 23, 2004.

William Blair & Company

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**Bakeries Dairies Food processors Candy manufacturers Restaurants Hotels Sports stadiums
Universities Airlines Private label Fisher brand Grocery Drug Mass merchandisers Convenience
Alternative 32 Countries Private Label Fisher Brand Bulk Cartons Cans Bags Jars Almonds From
the Grower Vertical integration Peanuts Pecans Walnuts To jbs shelling & Processing Bainbridge,
ga Garysburg, NC Elk Grove Village, il Gustine, CA Selma, TX To Diverse Distribution Channels
Industrial Food Service Consumer Export Contract Packaging**

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You should rely only on the information contained or incorporated by reference in this prospectus. We have not, and the underwriters have not, authorized any other person to provide you with different information or to make any additional representations. We are not, and the underwriters are not, making an offer of any securities other than our common stock pursuant to this prospectus. You should assume that the information appearing or incorporated by reference in this prospectus is accurate as of the date of the documents containing the information. Because our business, financial condition, results of operations and prospects may have changed since the filing of the documents incorporated by reference, you should consider all documents incorporated and the prospectus as a whole before making your investment decision.

We are not, and the underwriters are not, making an offer to sell our common stock in any jurisdiction where the offer and sale is not permitted. The distribution of this prospectus and the offering of our common stock may be restricted in certain jurisdictions. You should inform yourself about and observe any such restrictions. This prospectus does not constitute, and may not be used in connection with, an offer or solicitation by anyone in any jurisdiction in which such offer or solicitation is not authorized or in which the person making such offer or solicitation is not qualified to do so or to any person to whom it is unlawful to make such offer or solicitation.

Unless the context indicates otherwise, the words *we*, *our*, *ours* and *us* refer to John B. Sanfilippo & Son, Inc. and its wholly owned subsidiary, JBS International, Inc. Our fiscal year ends on the final Thursday of June each year, and typically consists of fifty-two weeks (four thirteen-week quarters). References herein to fiscal 2004 are to the fiscal year ending June 24, 2004. References herein to fiscal 2003 are to the fiscal year ended June 26, 2003. References herein to fiscal 2002 are to the fiscal year ended June 27, 2002. References herein to fiscal 2001 are to the fiscal year ended June 28, 2001.

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This summary highlights information contained elsewhere or incorporated by reference in this prospectus. You should read the following summary together with the more detailed information and consolidated financial statements and the related notes appearing elsewhere in this prospectus or incorporated herein by reference. This prospectus contains forward-looking statements that involve risks and uncertainties. We urge you to read the entire prospectus carefully, especially the risks of investing in our common stock discussed under the heading "Risk Factors" and elsewhere in this prospectus, as well as information incorporated by reference in this prospectus, before you decide to buy our common stock.

John B. Sanfilippo & Son, Inc.**Overview**

Founded in Chicago, Illinois in 1922, we are one of the leading processors and marketers of tree nuts and peanuts in the United States. Through a deliberate strategy of capital expenditures and complementary acquisitions, we have built a vertically integrated nut processing operation that enables us to control every step of the process, including procurement from growers, shelling, processing, packing and marketing. We process and sell all major nut types consumed in the United States, including peanuts, pecans, cashews, walnuts and almonds in a wide variety of package styles and sizes, whereas most of our competition focuses either on fewer nut types or narrower varieties of packaging options. We sell through the major distribution channels to significant buyers of nuts, including food retailers, industrial users for food manufacturing, food service companies and international customers. We sell products to approximately 3,300 customers, including approximately 100 international accounts.

In fiscal 2003, we distributed approximately 245 million pounds of nuts and other products. In fiscal 2003, our sales grew by 19.0% to \$419.7 million and our net income rose by 95.4% to \$15.0 million compared to fiscal 2002. For the twenty-six weeks ended December 25, 2003 our sales grew by 26.9% to \$296.2 million and our net income grew by 77.5% to \$17.6 million compared to the same period in the prior year.

The following tables summarize our sales mix by product type and distribution channel for the fiscal year ended June 26, 2003 and the twenty-six weeks ended December 25, 2003. Changes in our sales mix between the year ended June 26, 2003 and the twenty-six weeks ended December 25, 2003 are due primarily to the seasonality of our business. For example, the consumer distribution channel accounts for a higher percentage of our total sales for the first half of our fiscal year. The percentages presented in the tables are generally consistent with historical information for comparable periods. The product type table below is based on gross sales, rather than net sales, because certain adjustments, such as promotional discounts, are not allocable to product types.

Gross Sales Mix by Product Type

Product Type	Year Ended June 26, 2003	Twenty-six Weeks Ended December 25, 2003
Peanuts	25.3%	24.2%
Pecans	17.7	22.2
Cashews & Mixed Nuts	24.1	22.6
Walnuts	10.9	11.1
Almonds	10.1	10.2
Other	11.9	9.7
Total	100.0%	100.0%

Table of Contents**Net Sales Mix by Distribution Channel**

Distribution Channel	Year Ended June 26, 2003	Twenty-six Weeks Ended December 25, 2003
Consumer	56.7%	60.3%
Industrial	20.5	19.6
Food Service	8.8	7.7
Contract Packaging	6.2	5.0
Export	7.8	7.4
	—	—
Total	100.0%	100.0%

Industry

The United States nut industry, defined by the United States Department of Agriculture in terms of the annual domestic consumption of edible shelled pounds of tree nuts and peanuts, comprised approximately 2.4 billion pounds in annual volume for the year ended September 30, 2003 and has grown at a 3.9% compound annual growth rate over the past five years. According to A. C. Nielsen, total retail sales of nuts grew 11.2% in dollars and 8.9% in volume for the fifty-two weeks ended December 20, 2003. We believe this acceleration in growth is attributable to the increasingly health conscious orientation of mainstream consumers and their desire to find more nutritious, convenient and good-tasting snacking alternatives, as well as a general shift from low-fat/non-fat to low-carbohydrate/high-protein diet plans.

Competitive Strengths

We believe the following key competitive strengths differentiate us and are critical to our continuing success:

Vertical Integration. We believe we are the only company in our industry that has established a vertically integrated procurement, shelling, processing, packing and marketing system for the five major domestic nut types: runner-type peanuts, Virginia-type peanuts, pecans, walnuts and almonds. Our supply chain differentiates us from a number of our competitors and allows us to reduce costs, increase speed to market, better meet customer demands, anticipate new market conditions and improve the quality of our products.

The overall benefit of our vertically integrated operations is that we are able to function as a cost-competitive supplier of nuts and nut-based products to major retail, industrial and food service customers across the United States.

Broad Product Portfolio. Our product offering includes the nut types, styles and seasonings most widely sold in the United States. We offer our nut products in a variety of different styles and seasonings, including in-shell, natural (with skins), blanched (without skins), oil roasted, dry roasted, honey roasted, salted, unsalted, butter toffee, praline, chocolate coated and cinnamon toasted. In addition, our nut products are sold in numerous package styles and sizes, including poly-cellophane packages, composite cans, vacuum packed tins, plastic jars and glass jars for retail customers, and large cases and sacks for industrial and food service customers.

Distribution Channel Diversity. Our channels of distribution include consumer, industrial, food service, contract packaging and export. In fiscal 2003, we generated approximately 56.7% of our net sales from the consumer channel. Within this channel, private label generated approximately 66.5% of sales and the Fisher brand accounted for approximately 29.0% of sales. We participate in more than 55 private label programs for key national and regional retailers, such as Wal-Mart, Costco, SuperValu, Walgreen's and Publix. Our industrial customers include bakeries, ice cream and candy manufacturers and other food and snack processors. Food service customers include hospitals, schools, universities, airlines, retail and wholesale restaurant businesses and national food service franchises. In addition, we have contracts to package and distribute products manufactured or processed by others.

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Management Expertise. We attribute a large portion of our longevity and success to the industry knowledge and operating expertise that has been passed down from our founding family to three subsequent generations. Over the last five years, we have also benefited from the addition to our management team of other experienced food industry executives who bring complementary skills in the areas of sales, marketing and information technology. Our team has established and maintains long-term supplier and customer relationships and has executed a number of acquisitions and investment projects to implement our vertical integration strategy.

Growth Strategy

Our goal is to build on the momentum that we have achieved by pursuing the following key initiatives:

Take advantage of distribution channel opportunities. We believe that the current trend of increased consumption of nut products will continue and will create additional sales opportunities across all channels in which we compete, in particular the consumer and industrial channels. In the consumer channel, we intend to complement our strong private label business with our competitively-positioned Fisher brand. In the industrial channel, we intend to adapt our processing capabilities to continue to meet the increasingly diverse processing requirements of our existing industrial customers and to attract new accounts in this channel. In addition, we will opportunistically pursue further growth in our other sales channels.

Continue our focus on new product and packaging customization. We will continue to create new, proprietary, market-driven, product and packaging concepts that meet our customers' demands by coordinating our internal capabilities with the efforts of our network of suppliers, key distributors, retailers and brokers, customers and consultants.

Leverage the Fisher brand. We intend to strengthen our brand equity by further consolidating our branded product portfolio under the Fisher brand and devoting a substantial portion of our marketing and advertising programs to increase brand recognition.

Invest in operations and expand production capabilities. During the past three years, our Chicago area processing facilities have been operating at close to full capacity and routinely reach full capacity during the last four months of each calendar year. As such, we will need to expand our production capability to support our planned growth. We intend to consolidate our five Chicago area facilities into one location that would generate savings mainly through the elimination of redundant costs and improvements in processing efficiencies. We believe this project would also create additional square footage to allow us to capitalize on the substantial growth that both we and the industry have achieved. We expect this project to increase processing capacity in our Chicago area operations substantially. See *Business Properties* for more detailed information on this project.

Our Address

Our headquarters and principal executive offices are located at 2299 Busse Road, Elk Grove Village, Illinois 60007, and our telephone number for investor relations is (847) 593-2300, extension 6612. We maintain a website at www.jbssinc.com. Information contained in our website is not part of this prospectus.

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The Offering

Common stock offered by us 1,000,000 shares

Common stock offered by the selling stockholders 1,000,000 shares

Common equity to be outstanding after this offering 10,523,700 shares

Use of proceeds We intend to use the net proceeds to repay approximately \$18.6 million of long-term debt and \$14.9 million on our revolving credit facility. We believe that these debt reductions will better position us to obtain financing for the facility consolidation project discussed elsewhere in this prospectus. We will not receive any proceeds from the sale of common stock by the selling stockholders. See Use of Proceeds for more detailed information.

Nasdaq National Market Symbol JBSS

Risk Factors You should consider these factors before making an investment in us: changes in dietary trends and consumer preferences; fluctuations in availability and price of raw materials; competition at both the national and regional level; our dependence on a few customers; demand by our customers for the lowest cost supplier. See Risk Factors and other information included in this prospectus for a discussion of factors you should carefully consider before deciding to invest in shares of our common stock.

Our common equity consists of common stock and Class A stock. The common stock and Class A stock are substantially identical except as to voting rights and the ability to elect members of our board of directors. Because holders of Class A stock enjoy greater rights in these respects, they are able to determine the outcome of nearly all matters submitted to a vote of stockholders and are able to direct the election of a majority of the members of the board of directors. The Class A stock is convertible into an equal number of shares of common stock. See Description of Capital Stock for more detailed information.

The number of shares of our common equity to be outstanding after this offering is based on 5,856,274 shares of our common stock outstanding as of March 19, 2004. In addition, the number of shares of common equity to be outstanding after this offering:

includes 920,000 shares of our Class A stock to be converted by certain selling stockholders into an equal number of shares of common stock immediately prior to the offering;

includes 2,747,426 remaining shares of our Class A stock outstanding that may be converted into an equal number of shares of our common stock;

excludes an aggregate of 271,265 shares of common stock issuable upon the exercise of options outstanding under our 1991 Stock Option Plan, as amended, the 1995 Equity Incentive Plan and the 1998 Equity Incentive Plan, as amended, at an aggregate weighted average exercise price of \$10.30 per share, of which options to purchase 57,265 shares are exercisable, having a weighted average exercise price of \$5.20 per share;

excludes an aggregate of 288,500 shares of common stock reserved for future issuance under our 1998 Equity Incentive Plan, as amended; and

excludes 150,000 shares of common stock issuable by us upon the exercise of the underwriters' over-allotment option.

Unless we indicate otherwise, all information contained in this prospectus assumes that the underwriters have not exercised their over-allotment option.

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(in thousands, except per share data)

The following table sets forth our summary consolidated financial data for the periods indicated. You should read this information together with our financial statements and related notes appearing elsewhere and incorporated by reference in this prospectus, and the information under Management's Discussion and Analysis of Financial Condition and Results of Operations.

	Year Ended					Twenty-Six Weeks Ended	
	June 24, 1999	June 29, 2000 ⁽¹⁾	June 28, 2001	June 27, 2002	June 26, 2003	December 26, 2002	December 25, 2003
	Restated ⁽²⁾	Restated ⁽²⁾	Restated ⁽²⁾	Restated ⁽²⁾	Restated ⁽²⁾	Restated ⁽²⁾	
Statement of Operations Data:							
Net sales	\$ 312,966	\$ 326,619	\$ 342,357	\$ 352,799	\$ 419,676	\$ 233,434	\$ 296,153
Cost of sales	268,333	272,025	283,278	294,931	347,041	193,705	237,441
Gross profit	44,633	54,594	59,079	57,868	72,635	39,729	58,712
Selling and administrative expenses	32,705	35,997	38,678	39,966	43,806	21,428	28,229
Income from operations	11,928	18,597	20,401	17,902	28,829	18,301	30,483
Interest expense	(9,269)	(8,036)	(8,365)	(5,757)	(4,681)	(2,282)	(1,850)
Other income	510	701	622	590	486	245	238
Income before income taxes	3,169	11,262	12,658	12,735	24,634	16,264	28,871
Income tax expense	1,373	4,505	5,063	5,044	9,607	6,343	11,260
Net income	\$ 1,796	\$ 6,757	\$ 7,595	\$ 7,691	\$ 15,027	\$ 9,921	\$ 17,611
Basic earnings per common share	\$ 0.20	\$ 0.74	\$ 0.83	\$ 0.84	\$ 1.63	\$ 1.08	\$ 1.88
Diluted earnings per common share	\$ 0.20	\$ 0.74	\$ 0.83	\$ 0.84	\$ 1.61	\$ 1.07	\$ 1.85

As of December 25,
2003

	Actual	As Adjusted
Balance Sheet Data:		
Working capital	\$ 84,141	\$ 93,844
Total assets	272,656	272,656
Long-term debt, less current maturities	21,139	11,436
Total debt	52,329	20,173
Stockholders' equity	137,331	169,487

The as adjusted balance sheet data above reflects the application of the net proceeds from the sale of 1,000,000 shares of common stock offered by us at the offering price of \$35.75 per share, after deducting estimated underwriting discounts and commissions and estimated offering expenses, assuming no exercise of the underwriters' over-allotment option.

(1) The fiscal year ended June 29, 2000 consists of 53 weeks. All other fiscal years presented consist of 52 weeks.

- (2) We restated our financial statements to change the classification of freight costs, which had previously been reported as a reduction in net sales rather than selling expenses. The change in the classification increased net sales and selling expenses by corresponding amounts and had no effect on income from operations or net income, or our consolidated balance sheet, stockholder's equity cash flows. See Note 12 in Notes to Consolidated Financial Statements.

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RISK FACTORS

An investment in our common stock involves risks. You should carefully consider the risks described below and all of the other information set forth or incorporated by reference in this prospectus before investing in our common stock. If any of the following risks actually occur, our business, financial condition, results of operations, cash flows or business prospects could be materially adversely affected and the trading price of our common stock could decline. In any such case, you could lose part or all of your investment.

Risks Related to Our Business

We are subject to changes in the food industry, including changing dietary trends and consumer preferences.

Various medical studies detailing the healthy attributes of particular foods affect the purchase patterns, dietary trends and consumption preferences of consumers. These patterns, trends and preferences change, and the effects of these changes, or our failure to anticipate, identify or react to these changes, could result in reduced demand for our products, which would in turn cause our sales volume, revenue and profitability to suffer.

Our purchases of raw material commodities are subject to fluctuations in availability and price, and may be impacted by government regulation.

The availability and cost of raw materials for the production of our products, including peanuts, pecans, almonds, walnuts and other nuts, are subject to crop size and yield fluctuations caused by factors beyond our control, such as weather conditions, plant diseases and changes in government programs. Additionally, the supply of edible nuts and other raw materials used in our products could be reduced upon a determination by the United States Department of Agriculture or other government agencies that certain pesticides, herbicides or other chemicals used by growers have left harmful residues on portions of the crop or that the crop has been contaminated by aflatoxin or other agents. If worldwide demand for nuts continues at recent rates, and supply does not expand to meet demand, a reduction in availability and an increase in the cost of raw materials will occur. We do not hedge against changes in commodity prices, and thus, shortages in the supply and resulting increases in the prices of nuts and other raw materials used by us in our products (to the extent that cost increases cannot be passed on to customers) could have an adverse impact on our profitability. Furthermore, fluctuations in the market prices of nuts may affect the value of our inventories and profitability. We have significant inventories of nuts that would be adversely affected by any decrease in the market price of such raw materials.

We face substantial competition from both national competitors, which have greater resources than us, and regional competitors, which have greater resources than we do in certain regions.

We operate in a highly competitive environment. Our principal products compete against food and snack products manufactured and sold by numerous regional and national companies, some of which are substantially larger and have greater resources than we have. We also compete with other shellers in the industrial market and with regional processors in the retail and wholesale markets. In order to maintain or increase our market share, we must continue to price our products competitively. This competitive pricing may lower revenue per unit and cause declines in gross margin if we are unable to offset such effects by increasing unit sales volumes and reducing our costs.

We depend on a few customers for a significant amount of our sales, the loss of any of which could adversely impact our business.

We are dependent on a few significant customers for a large portion of our total sales, particularly in the consumer channel. Sales to our five largest customers represented approximately 40.4% and 38.7% of our consolidated gross sales in fiscal 2002 and fiscal 2003, respectively. Wal-Mart alone accounted for approximately 16.1% and 17.1% of our net sales for fiscal 2002 and fiscal 2003, respectively. The loss of one of our largest customers, or a material decrease in purchases

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by one or more of our largest customers, would result in decreased sales and adversely impact our income and cash flow.

We may be unable to maintain our current gross profit margins if our customers demand the lowest-cost supplier.

As the retail grocery trade continues to consolidate and our retail customers grow larger and become more sophisticated, our retail customers are demanding lower pricing and increased promotional programs. Further, these customers may begin to place a greater emphasis on the lowest-cost supplier in making purchasing decisions, particularly if buying techniques such as reverse internet auctions increase in popularity. An increased focus on the lowest-cost supplier could reduce the benefits of some of our competitive advantages. Our sales volume growth could slow, and it may become necessary to lower our prices and increase promotional support of our products, any of which would adversely affect our gross profit margins.

We may be unable to supply sufficient quantities of products in faster growing and more profitable categories, especially prior to completion of our planned facility consolidation project.

We have experienced significant sales growth as our customer demand has increased. If we continue to experience comparable increases in customer demand, particularly prior to the completion of our facility consolidation project, we may be unable to fully satisfy our customers supply needs. If we become unable to supply sufficient quantities of products, we may lose sales and market share to our competitors.

We face potential losses due to fixed price commitments with certain customers.

From time to time we enter into fixed price commitments with our customers. Such commitments, which represented approximately 15% to 20% of our net sales in fiscal 2003, are in many cases entered into before our cost to acquire the nut products necessary to satisfy the fixed price commitment is substantially fixed. We expect to continue to enter into fixed price commitments with respect to certain of our nut products prior to fixing our acquisition cost when, in management's judgment, market or crop harvest conditions so warrant. If prices fluctuate upward after we enter into fixed price commitments with customers, the fixed price commitments will result in reduced profit margins and may have a material adverse effect on our income and cash flow.

Our in-shell nut inventories may fluctuate due to inherent limitations in the inventory measurement process.

We purchase our in-shell nut inventories in large quantities at harvest times, which is primarily during the second and third quarters of our fiscal year, and we receive in-shell nut shipments in bulk truckloads. The weights of the in-shell nuts are measured using truck scales at the time of receipt, and inventories are recorded on the basis of those measurements. The in-shell nuts are then stored in bulk in large warehouses to be shelled throughout the year. The in-shell inventories are relieved on the basis of continuous high-speed bulk weighing systems as the nuts are shelled, or on the basis of calculations derived from the weight of the shelled nuts that are produced. As a result, these inventories are estimates that must be periodically adjusted to account for positive or negative variations and such adjustments directly affect our earnings. The precise amount of our in-shell inventories is not known until the entire quantity of the particular nut is depleted, which may not necessarily occur every year. Prior crop year inventories may still be on hand as the new crop year inventories are purchased. Any adjustments to our inventory due to the inventory measurement process may have a material adverse effect on our profitability and working capital needs, and our ability to meet customer orders.

Federal price regulations may affect our product pricing.

The Farm Security and Rural Investment Act of 2002, which we refer to as the 2002 Farm Bill, terminated the federal peanut quota program beginning with the 2002 crop year. Under the former federal peanut quota program, we were required by the U.S. government to pay a minimum

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price for peanuts. The 2002 Farm Bill replaced the federal peanut quota program with a fixed payment system through the 2007 crop year that can be either coupled or decoupled. A coupled system is tied to the actual amount of production, while a decoupled system is not. The series of loans and subsidies established by the 2002 Farm Bill is similar to the systems used for other crops such as grains and cotton. To compensate farmers for the elimination of the peanut quota, the 2002 Farm Bill provides a buy-out at a specified rate for each pound of peanuts that had been in that farmer's quota under the prior program. Additionally, among other provisions, the Secretary of Agriculture may make certain counter-cyclical payments whenever the Secretary believes that the effective price for peanuts is less than the target price.

Although the termination of the federal peanut quota program in the 2002 Farm Bill brought our gross margin on peanuts in line with our total gross profit margin, we may be unable to maintain higher gross profit margins on the sale of peanuts.

Concerns with the safety and quality of food products could cause consumers to avoid our products, and we could be subject to product liability claims or be forced to conduct product recalls.

We could be adversely affected if consumers in our principal markets lose confidence in the safety of nut products, particularly with respect to peanut and tree nut allergies. Individuals with peanut allergies may be at risk of serious illness or death resulting from the consumption of our nut products. Notwithstanding existing food safety controls, we process peanuts and tree nuts on the same equipment, and there is no guarantee that our peanut-free products will not be cross-contaminated by peanuts. Concerns generated by risks of peanut and tree nut cross-contamination and other food safety matters may discourage consumers from buying our products, cause production and delivery disruptions, or result in product recalls.

We may experience product liability claims or product recalls if our products injure consumers or become adulterated or misbranded.

We face risks associated with product liability claims and product recalls in the event our food safety and quality control procedures fail and our products cause injury or become adulterated or misbranded. A product recall of a sufficient quantity, or a significant product liability judgment against us, could cause our products to be unavailable for a period of time and could result in a loss of consumer confidence in our food products. These kinds of events, were they to occur, would have a material adverse effect on demand for our products and, consequently, our income and liquidity.

We depend on our key personnel and the loss of the services of any of these individuals, or the failure to attract and retain additional key personnel, could materially adversely affect our business.

Our future success will be largely dependent on the personal efforts of our senior operating management team, including Michael J. Valentine, our Executive Vice President Finance, Chief Financial Officer and Secretary, Jeffrey T. Sanfilippo, our Executive Vice President Sales and Marketing, and Jasper B. Sanfilippo, Jr., our Executive Vice President Operations, who have assumed management of the day-to-day operation of our business over the past two years. In addition, our success depends on the talents of James M. Barker, Senior Vice President Sales and Marketing, Everardo Soria, Senior Vice President Pecan Operations and Procurement, and Walter R. Tankersley, Jr., Senior Vice President Industrial Sales. We believe that the expertise and knowledge of these individuals in our industry, and in their respective fields, is a critical factor to our continued growth and success. We have not entered into an employment agreement with any of these individuals, nor do we have key officer insurance coverage policies in effect. The loss of the services of any of these individuals could have a material adverse effect on our business and prospects if we are unable to identify a suitable candidate to replace any such individual. Our success is also dependent upon our ability to attract and retain additional qualified marketing, technical and other personnel, and there can be no assurance that we will be able to do so.

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The consolidation of our Chicago area facilities may not produce the anticipated benefits and may place a strain on our resources.

The planned facility consolidation project may not result in significant cost savings or increases in efficiency, or allow us to increase our production capabilities to meet expected increases in customer demand. Moreover, our expectations with respect to the financial impact of the facility consolidation project are based on numerous estimates and assumptions, any or all of which may differ from actual results. Such differences could substantially reduce the anticipated benefit of the project.

More specifically, the following risks, among others, may limit the financial benefits of the facility consolidation project:

cost overruns in the construction of the new facility are possible and could offset other cost savings expected from the consolidation;

the facility consolidation project is likely to have a negative impact on our earnings during the four to five-year construction;

the proceeds we receive from selling or renting our existing facilities may be less than we expect, and the timing of the receipt of those proceeds and the acquisition of a replacement site may be later than we have planned;

the facility consolidation project may not eliminate as many redundant processes as we presently anticipate;

we may not realize the expected increase in demand for our products necessary to justify additional production capacity created by the facility consolidation;

we may not be able to transfer production from our existing facilities to the new facility without a significant interruption in our business;

moving our facilities to a new location may cause attrition in our personnel at levels that result in a significant interruption in our operations, and we expect to incur additional annual compensation costs of approximately \$300,000 to facilitate the retention of certain of our key personnel while the facility consolidation project is in process; and

we expect to fund a portion of the facility consolidation project through third party financing, which may be at rates less favorable than our current credit facilities.

If for any reason we were to realize less than the expected benefits from the facility consolidation project, our future income stream, cash and debt levels flows could be materially adversely affected. In addition, the facility consolidation project is in its early stages of planning and unanticipated risks may develop as the project proceeds. See **Business Properties** for more detailed information on the facility consolidation project.

We may be adversely affected by the ongoing antitrust investigation of the peanut shelling industry.

On June 17, 2003, we received a subpoena for the production of documents and records from a grand jury in connection with an investigation of a portion of the peanut shelling industry by the Antitrust Division of the United States Department of Justice. We believe the investigation relates to procurement pricing practices but, given the early stage of the investigation, it could concern other or additional business practices. The investigation, of which we are a subject, is on-going. We have responded to the subpoena and produced documents to the Department of Justice. The investigation may have a material adverse effect on our business, financial condition and results of operations, and on the peanut shelling industry.

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The Public Health Security and Bioterrorism Preparedness and Response Act of 2002 could potentially disrupt our supply of imported nuts.

The events of September 11, 2001 reinforced the need to enhance the security of the United States. Congress responded in part by passing the Public Health Security and Bioterrorism Preparedness and Response Act of 2002, which we refer to as the Bioterrorism Act. The Bioterrorism Act includes a number of provisions designed to help guard against the threat of bioterrorism, including new authority for the Secretary of Health and Human Services to take action to protect the nation's food supply against the threat of international contamination. The United States Food and Drug Administration, as the food regulatory arm of the Department of Health and Human Services, is responsible for developing and implementing these food safety measures, which fall into four broad categories: (i) registration of food facilities; (ii) establishment and maintenance of records regarding the sources and recipients of foods; (iii) prior notice to the United States Food and Drug Administration of imported food shipments; and (iv) administrative detention of potentially affected foods. The United States Food and Drug Administration has been in the process of issuing rules in each of these categories. The potential actions that may be taken by the federal government under the Bioterrorism Act and related rules, including any potential disruption in our supply of imported nuts, which represent approximately 36.6% of our total nut purchases, may have a material adverse effect on our business by limiting our supply of cashews and other imported nuts.

Government regulation could increase our costs of production and increase our legal and regulatory expenditures.

We are subject to extensive regulation by the United States Food and Drug Administration, the United States Department of Agriculture, the United States Environmental Protection Agency and other state and local authorities in jurisdictions where our products are manufactured, processed or sold. Among other things, these regulations govern the manufacturing, importation, processing, packaging, storage, distribution and labeling of our products. Our manufacturing and processing facilities and products are also subject to periodic compliance inspections by federal, state and local authorities. We are also subject to environmental regulations governing the discharge of air emissions, water and food waste, and the generation, handling, storage, transportation, treatment and disposal of waste materials. Amendments to existing statutes and regulations, adoption of new statutes and regulations, increased production at our existing facilities as well as our expansion into new operations and jurisdictions may require us to obtain additional licenses and permits and could require us to adapt or alter methods of operations at costs that could be substantial. Compliance with applicable laws and regulations may adversely affect our business. Failure to comply with applicable laws and regulations could subject us to civil remedies, including fines, injunctions, recalls or seizures, as well as possible criminal sanctions, which could have a material adverse effect on our business.

We are subject to the economic, political and social instability risks of doing business in emerging markets.

We purchase a substantial portion of our cashew inventories from India, Brazil and Vietnam, which are in many respects emerging markets. To this extent, we are exposed to risks inherent in emerging markets, including:

increased governmental ownership and regulation of the economy;

greater likelihood of inflation and adverse economic conditions stemming from governmental attempts to reduce inflation, such as imposition of higher interest rates and wage and price controls;

tariffs and other barriers to trade that may reduce our profitability; and

civil unrest and significant political instability.

The existence of these risks in these and other foreign countries that are the origins of our raw materials could jeopardize or limit our ability to purchase sufficient supplies of cashews and other

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imported raw materials and may adversely affect our income by increasing the costs of doing business overseas.

Risks Related to This Offering

Our largest stockholders possess a majority of our aggregate voting power, which may make a takeover or change in control more difficult.

Following the offering, Jasper B. Sanfilippo, Mathias A. Valentine, Marian Sanfilippo and Michael J. Valentine will own or control common stock (one vote per share) and Class A stock (ten votes per share) representing approximately a 78.0% voting interest in our company. Their respective voting interests will be approximately 43.3%, 10.4%, 10.2%, and 14.1%. As a result, these individuals will generally be able to exert influence on our business that cannot be counteracted by another shareholder or group of shareholders. These controlling stockholders will be able to direct the election of a majority of the members of our board of directors and determine the outcome of nearly all matters submitted to a vote of our stockholders, including any amendments to our certificate of incorporation or bylaws. These controlling stockholders will also have the power to prevent a change in control or sale of our business which may be beneficial to the public stockholders, or cause a change in control which may not be beneficial to the public stockholders, and could take other actions that might be less favorable to you and more favorable to the controlling stockholders, subject to applicable legal limitations.

We do not expect to be subject to recent corporate governance provisions of the Nasdaq.

Following the offering, Jasper B. Sanfilippo, our Chairman and Chief Executive Officer and his spouse, Marian Sanfilippo, together will beneficially own 1,882,496 and 47,984 shares of our Class A stock and common stock, respectively. This total will represent approximately 53.5% of the aggregate voting power of our common stock, which will be a controlling interest after the offering. Accordingly, we expect that we will be considered a controlled company for purposes of compliance with Nasdaq's corporate governance listing standards. If we are considered a controlled company, we will not be required to have a majority of independent directors on our board of directors or to comply with the Nasdaq corporate governance rules that require a majority of independent directors to determine compensation of the CEO and other executive officers and to select nominees for the board of directors.

The market price and trading volume of our common stock may be volatile.

The stock market has experienced extreme price and volume fluctuations in recent years. This volatility has affected the market prices of securities issued by many companies for reasons unrelated to their operating performance and may adversely affect the market price and trading volume of our common stock. Moreover, the market price and trading volume for our common stock has historically been volatile. For example, our stock price increased significantly in the last year. The market price of our common stock could continue to fluctuate significantly, or it could decline, for many reasons, including in response to risk factors listed in this prospectus, our future financial results or for reasons unrelated to our specific performance. Recently, our stock price declined to \$36.58 from a 52-week high of \$55.82. In the past, securities class action litigation has often been instituted against companies following periods of volatility in their stock price. This type of litigation could result in substantial costs and could divert our management's attention and resources.

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FORWARD-LOOKING STATEMENTS

Some of the statements in this prospectus and the documents incorporated herein by reference constitute forward-looking statements within the meaning of Section 27A of the Securities Act of 1933, as amended, and Section 21E of the Securities Exchange Act of 1934, as amended. These statements relate to future events or our future financial performance and involve known and unknown risks, uncertainties and other factors that may cause the actual results, levels of activity, performance or achievements of our business or our industry to be materially different from those expressed or implied by any forward-looking statements. Such statements include, in particular, statements about our plans, strategies, business prospects, changes and trends in our business and the markets in which we operate as described in this prospectus and the documents incorporated herein by reference. In some cases, you can identify forward-looking statements by the use of words such as may, could, would, should, expect, plan, anticipate, intend, believe, estimate, forecast, predict, propose, potential or contingent terms or other comparable terminology. These statements represent our present expectations or beliefs concerning future events. We caution that such statements are qualified by important factors that could cause actual results to differ materially from those in the forward looking statements, including the factors described in the section of this prospectus entitled Risk Factors, as well as the timing and occurrence (or non-occurrence) of transactions and events that may be subject to circumstances beyond our control. Consequently, results actually achieved may differ materially from the expected results included in these statements.

All forward-looking statements in this prospectus are made as of the date hereof, based on information available to us as of the date hereof, and we caution you not to rely on these statements without also considering the risks and uncertainties associated with these statements and our business that are addressed in this prospectus. We assume no obligation to update any forward-looking statement.

We use data and industry forecasts throughout this prospectus, which we have obtained from internal surveys, market research, publicly available information and industry publications. Industry publications generally state that the information they provide has been obtained from sources believed to be reliable but that the accuracy and completeness of such information is not guaranteed. Similarly, we believe that the surveys and market research we or others have performed are reliable.

Table of Contents**USE OF PROCEEDS**

We estimate that our net proceeds from the sale of 1,000,000 shares of common stock that we are offering will be approximately \$33.5 million, or approximately \$38.6 million if the underwriters fully exercise their over-allotment option, after deducting underwriting discounts and commissions and estimated offering expenses payable by us. We will not receive any proceeds from the sale of shares of common stock by the selling stockholders, including any additional shares sold by certain of them if the underwriters exercise their over-allotment option.

We intend to use the net proceeds of this offering to repay approximately \$18.6 million of long-term debt. The following table details the components of our long-term debt facilities that we intend to repay with the net proceeds of the offering:

Long-term debt facility (in thousands):	As of February 26, 2004
Series A note payable, interest payable quarterly at 8.72%, principal payable in semi-annual installments of \$200, due August 16, 2004	\$ 200
Series B note payable, interest payable quarterly at 9.07%, principal payable in semi-annual installments of \$300, due August 16, 2004	300
Series C note payable, interest payable quarterly at 9.07%, principal payable in semi-annual installments of \$200, due August 16, 2004	200
Series D note payable, interest payable quarterly at 9.18%, principal payable in semi-annual installments of \$150, due August 16, 2004	300
Series E note payable, interest payable quarterly at 7.34%, principal payable in semi-annual installments of \$400, due August 16, 2004	400
Series F notes payable, interest payable quarterly at 9.16%, principal payable in semi-annual installments of \$475, due May 15, 2006	2,375
Note payable, interest payable semi-annually at 8.30%, principal payable in annual installments of approximately \$1,429, due September 1, 2005	2,857
Note payable, subordinated, interest payable semi-annually at 9.38%, principal payable in installments of \$5,000 on September 1, 2004, and on September 1, 2005	10,000
Arlington Heights facility, first mortgage, principal and interest payable at 8.88%, in monthly installments of \$22, due October 1, 2015	1,932
	<hr/>
Total	\$ 18,564
	<hr/>

We also intend to use the net proceeds of this offering to pay down our revolving credit facility, which had an outstanding balance of approximately \$47.5 million as of March 19, 2004. Borrowings under the bank credit facility, which matures May 31, 2006, accrued interest at a rate of 2.58% as of March 19, 2004. We do not, however, intend to terminate the facility prior to its maturity.

Our proposed repayment of certain of our outstanding financing arrangements, as described above, with the net proceeds of this offering will require the consent of the majority of the lenders under our revolving credit facility and, to the extent any such financing to be repaid is expressly subordinated to any other financing which is not also being repaid in full concurrently therewith, the consent of the lenders under such senior financing. We have not obtained such consents, but based on our current financial condition and preliminary discussions with a member of the Lender group, we believe we can obtain all necessary consents. In addition, we expect that the repayment of our long-term debt will cause us to incur prepayment penalties of approximately \$1.3 million after taxes.

We believe that these reductions in debt will better position us to obtain financing for general corporate purposes and to fund a portion of the facility consolidation project. We currently estimate the total cost of the project to be between approximately \$75.0 and \$85.0 million, to be incurred over a period of four to five years from the time the property is acquired to the time the new facility is fully placed into service. However, we have not determined the timing of these expenditures, and at

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this time we have no firm commitments to undertake this project. In addition, actual project costs could substantially exceed our current estimates. We presently intend to finance the project's cost using new and/or existing credit facilities, and by using a portion of our then-current cash balance and proceeds from the sale of certain of our existing Chicago area facilities. See **Business Properties** for more detailed information on the facility consolidation project.

DIVIDEND POLICY

Since 1995, we have not declared or paid any dividends on our common stock. We do not expect to pay any cash dividends on our stock in the foreseeable future because we intend to retain all earnings to finance future growth. In addition, our current loan agreements restrict the payment of annual dividends to amounts specified in the loan agreements. Any future determination relating to dividend policy will be made at the sole discretion of our board of directors and will depend on a number of factors, including our future earnings, capital requirements, financial condition, future prospects and other factors as the board of directors may deem relevant.

PRICE RANGE OF OUR COMMON STOCK

Our common stock is quoted on the Nasdaq National Market under the symbol **JBSS**. There is no public market for shares of our Class A stock. The following table sets forth, for the periods indicated, the high and low sale prices of our common stock as reported on the Nasdaq National Market.

	<u>High</u>	<u>Low</u>
Fiscal Year Ended June 27, 2002		
First Quarter	\$ 6.68	\$ 4.75
Second Quarter	6.73	4.90
Third Quarter	6.40	5.05
Fourth Quarter	7.16	6.00
Fiscal Year Ended June 26, 2003		
First Quarter	6.99	5.70
Second Quarter	9.81	6.55
Third Quarter	14.23	9.80
Fourth Quarter	19.40	13.83
Fiscal Year Ended June 24, 2004		
First Quarter	21.64	12.50
Second Quarter	50.98	21.25
Third Quarter (through March 23, 2004)	55.82	31.51

On March 23, 2004, the last reported sale price of our common stock on the Nasdaq National Market was \$36.58 per share. As of March 19, 2004, there were approximately 92 holders of record of our common stock and 16 holders of record of our Class A stock.

Table of Contents**CAPITALIZATION**

The following table sets forth our capitalization as of December 25, 2003:

on an actual basis, without giving effect to the offering; and

as adjusted for (i) the conversion by certain of the selling stockholders of 920,000 shares of our Class A stock into an equal number of shares of common stock and (ii) the receipt by us of the estimated net proceeds from the sale of 1,000,000 shares of common stock offered hereby at the public offering price of \$35.75 per share, after deducting estimated underwriting discounts and commissions and estimated offering expenses payable by us, assuming no exercise of the underwriters' over-allotment option.

This capitalization table should be read in conjunction with our consolidated financial statements and related notes included elsewhere or incorporated by reference in this prospectus.

	As of December 25, 2003	
	Actual	As Adjusted
	(in thousands, except share data)	
Cash and cash equivalents	\$ 1,764	\$ 1,764
Debt, including current portion:		
Notes Payable	\$ 20,373	\$ 7,897
Current Maturities of Long-Term Debt	10,817	840
Long-Term Debt less Current Maturities	21,139	11,436
Total Debt	\$ 52,329	\$ 20,173
Stockholders' Equity:		
Class A stock, convertible to common stock on a per share basis, cumulative voting rights of ten votes per share, \$.01 par value; 10,000,000 shares authorized, 3,667,426 and 2,747,426 shares issued and outstanding actual and as adjusted, respectively	\$ 37	\$ 27
Common stock, noncumulative voting rights of one vote per share, \$.01 par value; 10,000,000 shares authorized, 5,834,674 and 7,754,674 shares issued and outstanding actual and as adjusted, respectively	58	78
Capital in Excess of Par Value	59,850	93,338
Retained Earnings(1)	78,590	77,248
Treasury Stock, at cost	(1,204)	(1,204)
Total Stockholders' Equity	\$ 137,331	\$ 169,487
Total Capitalization	\$ 189,660	\$ 189,660

- (1) The as adjusted retained earnings balance includes the impact of approximately \$1.3 million, on an after-tax basis, of prepayment penalties we expect to incur as a result of our repayment of long-term debt with a portion of the net proceeds of this offering.

The preceding table does not include:

an aggregate of 271,265 shares of common stock issuable upon the exercise of options outstanding under our 1991 Stock Option Plan, as amended, the 1995 Equity Incentive Plan and the 1998 Equity Incentive Plan, as amended, at an aggregate weighted average exercise price of \$10.30 per share, of which options to purchase 57,265 shares are exercisable, having a weighted average exercise price of \$5.20 per share; and

an aggregate of 288,500 shares of common stock reserved for future issuance under our 1998 Equity Incentive Plan, as amended.

Table of Contents**SELECTED CONSOLIDATED FINANCIAL DATA**

The table below provides our selected historical financial data. We have prepared this information using our consolidated financial statements for the five fiscal years ended June 24, 1999, June 29, 2000, June 28, 2001, June 27, 2002, and June 26, 2003, and for the twenty-six week periods ended December 26, 2002 and December 25, 2003. The financial statements for the three most recent fiscal years identified above have been audited by PricewaterhouseCoopers LLP, independent accountants. The financial statements for the twenty-six week periods ended December 26, 2002 and December 25, 2003 have not been audited, but we believe our unaudited statements include all adjustments, consisting only of normal recurring adjustments, necessary for a fair presentation of our financial condition and results of operations for these periods and in the opinion of management have been prepared on the same basis as the audited financial statements. Historical results are not necessarily indicative of the results to be expected in the future, nor are results for the twenty-six weeks ended December 25, 2003 necessarily indicative of the results for the full fiscal year 2004. You should read the following consolidated financial information together with our consolidated financial statements and related notes thereto included elsewhere or incorporated by reference in this prospectus.

	Year Ended					Twenty-Six Weeks Ended	
	June 24, 1999	June 29, 2000(1)	June 28, 2001	June 27, 2002	June 26, 2003	December 26, 2002	December 25, 2003
	Restated(2)	Restated(2)	Restated(2)	Restated(2)	Restated(2)	Restated(2)	
Statement of Operations Data:							
Net sales	\$ 312,966	\$ 326,619	\$ 342,357	\$ 352,799	\$ 419,676	\$ 233,434	\$ 296,153
Cost of sales	268,333	272,025	283,278	294,931	347,041	193,705	237,441
Gross profit	44,633	54,594	59,079	57,868	72,635	39,729	58,712
Selling and administrative expenses	32,705	35,997	38,678	39,966	43,806	21,428	28,229
Income from operations	11,928	18,597	20,401	17,902	28,829	18,301	30,483
Interest expense	(9,269)	(8,036)	(8,365)	(5,757)	(4,681)	(2,282)	(1,850)
Other income	510	701	622	590	486	245	238
Income before income taxes	3,169	11,262	12,658	12,735	24,634	16,264	28,871
Income tax expense	1,373	4,505	5,063	5,044	9,607	6,343	11,260
Net income	\$ 1,796	\$ 6,757	\$ 7,595	\$ 7,691	\$ 15,027	\$ 9,921	\$ 17,611
Basic earnings per common share	\$ 0.20	\$ 0.74	\$ 0.83	\$ 0.84	\$ 1.63	\$ 1.08	\$ 1.88
Diluted earnings per common share	\$ 0.20	\$ 0.74	\$ 0.83	\$ 0.84	\$ 1.61	\$ 1.07	\$ 1.85

	June 24, 1999	June 29, 2000	June 28, 2001	June 27, 2002	June 26, 2003	December 25, 2003
Balance Sheet Data:						
Working capital	\$ 53,515	\$ 60,168	\$ 55,055	\$ 67,645	\$ 75,182	\$ 84,141
Total assets	207,331	217,031	211,007	206,815	223,727	272,656
Long-term debt, less current maturities	57,508	51,779	39,109	40,421	29,640	21,139
Total debt	99,591	99,355	89,307	69,623	70,118	52,329
Stockholders' equity	79,994	86,751	94,346	102,060	118,781	137,331

(1) The fiscal year ended June 29, 2000 consists of 53 weeks. All other fiscal years presented consist of 52 weeks.

- (2) We restated our financial statements to change the classification of freight costs, which had previously been reported as a reduction in net sales rather than selling expenses. The change in the classification increased net sales and selling expenses by corresponding amounts and had no effect on our income from operations, net income, or our consolidated balance sheet, stockholders' equity or cash flows. See Note 12 in Notes to Consolidated Financial Statements.

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**MANAGEMENT'S DISCUSSION AND ANALYSIS OF
FINANCIAL CONDITION AND RESULTS OF OPERATIONS**

We encourage you to read the following discussion and analysis in conjunction with the Selected Consolidated Financial Data and our consolidated financial statements and the related notes, which are included in or incorporated by reference into this prospectus. Our discussion of results of operations and financial condition includes various forward-looking statements about our markets, the demand for our products and services and our future results. We based these statements on assumptions that we consider reasonable. Actual results may differ materially from those suggested by our forward-looking statements for various reasons including those discussed under Risk Factors and elsewhere or incorporated by reference in this prospectus.

Introduction

Fiscal 2003 was a record-setting year for us. Net sales for fiscal 2003 were \$419.7 million compared to \$352.8 million for fiscal 2002. This represents a 19.0% increase in net sales, our highest annual net sales growth in the last eight years. Our net sales growth was a result of double-digit percentage increases in our consumer, industrial and export distribution channels.

In addition to strong sales growth, our net income almost doubled in fiscal 2003 to \$15.0 million. We were able to increase our gross margin in fiscal 2003 by 1.0% due to unit volume sales increases while certain costs of sales remained fixed, as well as due to lower peanut costs. In addition, we were able to reduce our selling and administrative expenses as a percentage of net sales from 11.3% in fiscal 2002 to 10.4% in fiscal 2003 through our ongoing cost-containment efforts.

These increases in sales and profitability have continued into the twenty-six week period ended December 25, 2003 compared to the same period in the prior year. Net sales increased to \$296.2 million for the twenty-six weeks ended December 25, 2003 compared to \$233.4 million for the same period in the prior year, representing a 26.9% increase. This growth was achieved primarily through unit volume increases throughout all of our major distribution channels. Our gross margin for the twenty-six weeks ended December 25, 2003 improved by 2.8% when compared to our gross margin for the twenty-six weeks ended December 26, 2002. This gross margin improvement was primarily due to unit volume sales increases while certain costs of sales remained fixed, lower peanut costs in the first quarter of fiscal 2004 and certain other non-recurring items. Our net income in the twenty-six week period ended December 25, 2003 increased by 77.5% to \$17.6 million from the twenty-six weeks ended December 26, 2002.

We believe that a portion of the overall increase in net sales, both for fiscal 2003 and for the twenty-six weeks ended December 25, 2003, is attributable to the growing awareness of the health benefits of nuts and the current trend toward a low carbohydrate/high protein diet. We continually review nut consumption data prepared by various trade associations, marketing organizations and the United States Department of Agriculture to monitor trends in our business. We also review crop estimates to determine the available supply of various nuts, although due to the susceptibility of crops to wide year-over-year variations, this information is typically only useful for short periods of time. We then develop business strategies through analysis of this consumption and supply information.

A significant factor in our improved margins has been the effect of the termination of the federal peanut quota program in the 2002 Farm Bill, which reduced our costs for peanuts beginning in the second quarter of fiscal 2003. The positive effect on our margins was partially offset by a smaller decrease in our peanut selling prices. Our gross profit margin on peanuts is now similar to our total gross profit margin. We anticipate that the 2002 Farm Bill will continue to have a favorable impact on the purchase prices of our peanut inventories for the foreseeable future, though there is no assurance that the related favorable effect on our margins will continue.

We face a number of challenges as we work to continue our record growth. Due to our recent unit volume sales growth, our Chicago area processing facilities operate at full capacity at certain

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times during the year. If we continue to experience growth in unit volume sales, we could exceed our capacity to meet the demand for our products, especially prior to the completion of our facility consolidation project. If we proceed with the facility consolidation project, which will require approximately four to five years to complete, we nevertheless face potential disruptive effects on our business, such as cost overruns for the construction of the new facility or business interruptions that may result from the transfer of production to the new facility. In addition, we will continue to face the ongoing challenges of our business such as food safety and regulatory issues, the antitrust investigation of a portion of the peanut shelling industry and the maintenance and growth of our customer base.

Our business is seasonal. Demand for peanut and other nut products is highest during the months of September, October, November and December. Peanuts, pecans, walnuts, almonds and cashews, our principal raw materials, are purchased primarily during the period from August to February and are processed throughout the year. As a result of this seasonality, our personnel and working capital requirements peak during the last four months of the calendar year. This seasonality also impacts capacity utilization at our Chicago area facilities, with these facilities routinely operating at full capacity during the last four months of the calendar year.

Our fiscal year ends on the final Thursday of June each year, and typically consists of fifty-two weeks, or four thirteen week quarters. References herein to fiscal 2004 are to the fiscal year ending June 24, 2004. References herein to fiscal 2003 are to the fiscal year ended June 26, 2003. References herein to fiscal 2002 are to the fiscal year ended June 27, 2002. References herein to fiscal 2001 are to the fiscal year ended June 28, 2001.

Net Sales and Selling Expenses Restatement

In accordance with authoritative accounting literature, we have changed the classification of our freight costs. As a result, we have restated our Consolidated Statements of Operations included in our annual financial statements filed on Form 10-K/A for the fiscal years ended June 26, 2003, June 27, 2002 and June 28, 2001 and our quarterly filing for the thirteen-weeks ended September 25, 2003 on Form 10-Q/A. We changed the classification of our freight costs, which had previously been reflected as a reduction in net sales rather than selling expenses, in accordance with the guidance of Emerging Issues Task Force No. 00-10 (EITF 00-10), Accounting for Shipping and Handling Fees and Costs. We have included a disclosure of our accounting policy related to shipping and handling costs in Note 1 of Notes to Consolidated Financial Statements and have made the appropriate modifications to the Consolidated Statements of Operations to give effect to this change in classification.

As a result of this restatement, our net sales, gross profit, selling expenses and total selling, general and administrative expenses each increased by the corresponding amount of our freight costs. These changes had no effect on our income from operations, net income and earnings per share, nor our consolidated balance sheet, stockholders' equity and cash flows.

EITF 00-10 allows companies to classify shipping and handling costs in either or both of cost of goods sold or selling, general and administrative costs. We have elected to classify our shipping and handling costs (including freight costs) as selling expenses. We believe our presentation makes our financial statements comparable to companies in similar industries. Some other comparable companies, however, include shipping and handling costs in their costs of goods sold and others include portions of shipping and handling costs in both their cost of goods sold and selling, general and administrative expenses.

As a result of classifying our freight costs as selling expenses, we report higher gross profit than if we were to classify these costs as cost of goods sold. Our income from operations, net income and earnings per share would be the same under either approach.

Table of Contents**Results of Operations**

The following table sets forth certain information regarding our costs and expenses expressed as a percentage of consolidated net sales:

	Fiscal Year Ended			Twenty-Six Weeks Ended	
	June 28, 2001	June 27, 2002	June 26, 2003	December 26, 2002	December 25, 2003
Net sales	100.0%	100.0%	100.0%	100.0%	100.0%
Cost of sales	82.7	83.6	82.7	83.0	80.2
Gross profit	17.3	16.4	17.3	17.0	19.8
Selling and administrative expenses	11.3	11.3	10.4	9.2	9.5
Income from operations	6.0	5.1	6.9	7.8	10.3
Interest expense	(2.4)	(1.6)	(1.1)	(0.9)	(0.6)
Other income	0.1	0.1	0.1	0.1	0.1
Income before income taxes	3.7	3.6	5.9	7.0	9.8
Income tax expense	1.5	1.4	2.3	2.7	3.9
Net income	2.2%	2.2%	3.6%	4.3%	5.9%

Comparison of Twenty-Six Week Periods Ended December 25, 2003 and December 26, 2002

Net Sales. Net sales for the first twenty-six weeks of fiscal 2004 were approximately \$296.2 million, an increase of approximately \$62.7 million, or 26.9%, over the net sales of approximately \$233.4 million for the first twenty-six weeks of fiscal 2003. The increase in net sales was due primarily to higher unit volume sales in our consumer, industrial, export and food service distribution channels. Unit volume increased approximately 18.8% for the first twenty-six weeks of fiscal 2004 compared to the first twenty-six weeks of fiscal 2003. Our unit volume increases are attributable primarily to the growth of the industry as a whole due to the growing awareness of the health benefits of nuts and the current trend toward high protein/low carbohydrate diets. In addition to the overall growth of the nut industry, we were able to increase our sales to mass merchandisers, such as Wal-Mart, Costco, SuperValu, Walgreen's and Publix. Our focus on providing these customers with a broad-based portfolio of products, the increased devotion of shelf space to our products in their stores and our further leveraging of our Fisher brand name were also contributing factors to our sales growth. The remainder of the increase in sales was due to higher selling prices for pecans during the first twenty-six weeks of fiscal 2004 compared to the first twenty-six weeks of fiscal 2003, as we were able to sell our pecan products at higher prices reflecting higher procurement costs.

We experienced significant growth in most of our key distribution channels. The increase in net sales in the consumer distribution channel was due primarily to an increase in Fisher brand and private label business through the expansion of business with existing customers. A significant portion of this expansion in the distribution of Fisher products came from short-term promotional activity which may not result in a permanent increase in net sales. This increase was driven by increased nut consumption and our efforts to increase Fisher brand marketing and promotions, especially in the Chicago area. The increase in net sales in the industrial distribution channel was due primarily to the increased usage of nuts as ingredients in food products such as cereals and nutrition bars. The increase in net sales in the export distribution channel was due primarily to higher almond and pecan sales to the Asian and European markets. The increase in net sales in the food service distribution channel was due primarily to the food service industry rebounding from a decline in business during fiscal 2003. Net sales in the contract packaging distribution channel increased slightly for the twenty-six week period ended December 25, 2003.

We believe that we are well-positioned for sales growth throughout our major distribution channels. We expect the increased demand for nuts to continue based on the growth of the industry as a whole due to the growing awareness of the health benefits of nuts and the current trend toward

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high protein/low carbohydrate diets. We expect this will continue to increase the selling opportunities available in the consumer distribution channel. We believe that industrial customers will continue to develop new nut-based products to capitalize on the health benefits of nuts. We also expect our food service business to improve as nuts are used more frequently in menu choices.

The following table shows a comparison of sales by distribution channel and as a percentage of total net sales (dollars in thousands):

Distribution Channel	Twenty-Six Weeks Ended			
	December 26, 2002		December 25, 2003	
Consumer	\$ 140,566	60.2%	\$ 178,701	60.3%
Industrial	43,000	18.4	58,082	19.6
Food Service	17,634	7.6	22,734	7.7
Contract Packaging	14,006	6.0	14,867	5.0
Export	18,228	7.8	21,769	7.4
Total	\$ 233,434	100.0%	\$ 296,153	100.0%

The following table shows a comparison of sales by product type as a percentage of total gross sales. The table is based on gross sales, rather than net sales, because certain adjustments, such as promotional discounts, are not allocable to product types.

Product Type	Twenty-Six Weeks Ended	
	December 26, 2002	December 25, 2003
Peanuts	23.6%	