# SECURITIES AND EXCHANGE COMMISSION 

WASHINGTON, D.C. 20549
FORM 8-K

CURRENT REPORT

Pursuant to Section 13 or $15(\mathrm{~d})$ of the Securities Exchange Act of 1934 Date of Report (Date of earliest event reported): April 11, 2000

COMMISSION FILE NUMBER 0-7570

DELAWARE
NEW YORK
NEW YORK
NEW YORK
ENGLAND AND WALES
NEW YORK
NEW YORK
NETHERLANDS
DELAWARE
CALIFORNIA
CALIFORNIA
CALIFORNIA
CALIFORNIA
DELAWARE
DELAWARE
MARYLAND
CONNECTICUT
GEORGIA
ILLINOIS
NEW YORK
DELAWARE
WISCONSIN
ILLINOIS
(State or other
jurisdiction of incorporation or organization)

| CANANDAIGUA BRANDS, INC. | $16-0716709$ |
| :--- | :--- |
| AND ITS SUBSIDIARIES: |  |
| BATAVIA WINE CELLARS, INC. | $16-1222994$ |
| CANANDAIGUA WINE COMPANY, INC. | $16-1462887$ |
| CANANDAIGUA EUROPE LIMITED | $16-1195581$ |
| CANANDAIGUA LIMITED | $98-0198402$ |
| POLYPHENOLICS, INC. | $16-1546354$ |
| ROBERTS TRADING CORP. | $16-0865491$ |
| CANANDAIGUA B.V. | $98-0205132$ |
| FRANCISCAN VINEYARDS, INC. | $94-2602962$ |
| ALLBERRY, INC. | $68-0324763$ |
| CLOUD PEAK CORPORATION | $68-0324762$ |
| M.J. LEWIS CORP. | $94-3065450$ |
| MT. VEEDER CORPORATION | $94-2862667$ |
| BARTON INCORPORATED | $36-3500366$ |
| BARTON BRANDS, LTD. | $36-3185921$ |
| BARTON BEERS, LTD. | $36-2855879$ |
| BARTON BRANDS OF CALIFORNIA, INC. | $06-1048198$ |
| BARTON BRANDS OF GEORGIA, INC. | $58-1215938$ |
| BARTON CANADA, LTD. | $36-4283446$ |
| BARTON DISTILLERS IMPORT CORP. | $13-1794441$ |
| BARTON FINANCIAL CORPORATION | $51-0311795$ |
| STEVENS POINT BEVERAGE CO. | $39-0638900$ |
| MONARCH IMPORT COMPANY | $36-3539106$ |
| (Exact name of registrant as | $(I . R . S$. |
| specified in its charter) | Employer |
|  | Identification |
| No.) |  |

300 WillowBrook Office Park, Fairport, New York 14450
(Address of principal executive offices) (Zip Code)

Registrant's telephone number, including area code (716) 218-2169

(Former name or former address, if changed since last report)

ITEM 5. OTHER EVENTS
Canandaigua Brands, Inc. released the following information on April 11, 2000 regarding its fourth quarter and fiscal 2000 results:

CANANDAIGUA BRANDS REPORTS RECORD FOURTH QUARTER AND FISCAL 2000 RESULTS
FAIRPORT, NEW YORK, APRIL 11, 2000 - Canandaigua Brands, Inc. (NYSE: CDB and CDB. B), reported net income of $\$ 16$ million for the three months ended February 29, 2000 ("Fourth Quarter 2000"), representing a 30 percent increase over net income before extraordinary items reported for the three months ended February 28, 1999 ("Fourth Quarter 1999"). Net income of $\$ 77$ million for the twelve months ended February 29, 2000 ("Fiscal 2000"), represented an increase of 25 percent over net income before extraordinary items, reported for the twelve months ended February 28, 1999 ("Fiscal 1999"). Earnings per share on a diluted basis for Fourth Quarter 2000 and for Fiscal 2000 were $\$ 0.84$ and $\$ 4.18$, respectively, representing increases of 29 percent and 27 percent, respectively, as compared to Fourth Quarter 1999 and Fiscal 1999 earnings before extraordinary items.

For comparison purposes, net income for Fiscal 2000 includes pretax nonrecurring charges of approximately $\$ 6$ million, or the equivalent of $\$ 0.18$ per share on a diluted basis. Fourth Quarter 1999 and Fiscal 1999 net income include pretax nonrecurring charges of approximately $\$ 3$ million, or the equivalent of $\$ 0.08$ per share on a diluted basis.

Richard Sands, Chairman and Chief Executive Officer of Canandaigua Brands,
said, "This has been an exceptional year for our Company. We have successfully managed the seamless integration of four acquisitions which have contributed to the continued growth and outstanding performance of the Company. Our Franciscan Estates acquisition has enhanced the Company's portfolio, providing diversity as well as opportunities to expand our presence in the fine wine category. The Black Velvet and Franciscan Estates portfolios exceeded our expectations in Fiscal 2000, a tribute to our experienced management team at Barton and Franciscan. Matthew Clark's initiatives to grow market share in cider and wine and to capitalize on opportunities in the growing independent wholesale market are already showing positive results."

Mr. Sands added, "Canandaigua's base business also performed very well in Fiscal 2000. We continue to experience strong growth in our Mexican beer portfolio with year-over-year volume increasing by 17 percent despite implementing the first price increase in over eight years. Arbor Mist continues to lead the fruit-flavored varietal wine category, setting the pace for further growth and profits. We will be introducing new products in several categories in Fiscal 2001, including wine, spirits, cider and bottled water, to lay the groundwork for future growth. I am very pleased that we are entering the new millennium with a solid foundation for increasing shareholder value."

CONSOLIDATED RESULTS
Net sales reached $\$ 527$ million in Fourth Quarter 2000 , a 15 percent increase over Fourth Quarter 1999. The sales increase can be attributed primarily to the growth in the beer portfolio and Mathew Clark wholesale business as well as the acquisition of the Black Velvet and Franciscan Estates portfolios, which were not included in Fourth Quarter 1999 net sales. For Fiscal 2000, net sales grew by over 56 percent to $\$ 2.3$ billion from $\$ 1.5$ billion for Fiscal 1999. Approximately $\$ 700$ million of the increase in net sales was related to the acquisitions completed since December 1998. Net sales growth of over 19 percent in the beer portfolio led the Company's 9 percent increase in net sales for the year, exclusive of acquisitions.

Gross profit increased by 22 percent to $\$ 168$ million in Fourth Quarter 2000 from $\$ 137$ million reported a year ago. For Fiscal 2000, gross profit reached $\$ 722$ million, an increase of over $\$ 274$ million or 61\% from Fiscal 1999. The increased sales and higher gross profit margins from the acquisitions accounted for the significant increase in gross profit.

Selling, general and administrative expenses increased by 17 percent to $\$ 114$ million in Fourth Quarter 2000. The increase in the quarter can be attributed primarily to the acquisitions that occurred after Fourth Quarter 1999. Selling, general and administrative expenses for Fiscal 2000 were $\$ 182$ million higher than in Fiscal 1999 for the same reason.

Operating income for Fourth Quarter 2000 increased 34 percent to $\$ 54$ million from $\$ 40$ million (excluding the pretax nonrecurring charge of approximately $\$ 3$ million reported in Fourth Quarter 1999). Fiscal 2000 and Fiscal 1999 operating income were $\$ 241$ million and $\$ 149$ million, respectively, excluding pretax nonrecurring charges of approximately $\$ 6$ million and approximately $\$ 3$ million, respectively.

Net interest expense increased to \$28 million in Fourth Quarter 2000 from $\$ 18$ million reported in Fourth Quarter 1999. For Fiscal 2000, net interest expense grew to $\$ 106$ million from $\$ 41$ million in Fiscal 1999. The increases in Fourth Quarter 2000 and Fiscal 2000 can be attributed to increased debt to fund the acquisitions made since December 1998.

Net income and fully diluted earnings per share in Fourth Quarter 2000 were $\$ 16$ million and $\$ 0.84$, respectively, as compared to net income and fully diluted earnings per share before extraordinary items of $\$ 12$ million and $\$ 0.65$, respectively, reported in Fourth Quarter 1999. The Company incurred an extraordinary charge of approximately $\$ 11$ million after income taxes in Fourth Quarter 1999. This charge resulted from fees related to the replacement of the Company's bank credit facility. For Fiscal 2000, net income and fully diluted earnings per share were $\$ 77$ million and $\$ 4.18$, respectively. Net income and fully diluted earnings per share before extraordinary items in Fiscal 1999 were $\$ 62$ million and $\$ 3.30$, respectively.

## BARTON RESULTS

Barton net sales for Fourth Quarter 2000 were $\$ 172$ million, an increase of 30 percent from the $\$ 132$ million reported for Fourth Quarter 1999. The increase can be attributed to selling price increases and volume growth in the Mexican beer portfolio as well as sales from the Black Velvet acquisition. For Fiscal 2000, net sales grew to $\$ 838$ million from $\$ 665$ million, representing an increase of 26 percent versus a year ago for the same reasons indicated.

Operating income grew to $\$ 28$ million in Fourth Quarter 2000, an increase of 38 percent versus a year ago. Fiscal 2000 and Fiscal 1999 operating income were $\$ 143$ million and $\$ 103$ million, respectively, an increase of 39 percent. The volume and sales growth generated by the beer portfolio, coupled with the Black Velvet acquisition, accounted for the increase in operating income for Fourth Quarter 2000 and for Fiscal 2000, partially offset by increased selling and marketing expenses related to the growth of the Mexican beer portfolio.

## CANANDAIGUA WINE RESULTS

Canandaigua Wine net sales for Fourth Quarter 2000 increased 3 percent to \$171 million. Fiscal 2000 and Fiscal 1999 net sales were $\$ 712$ million and $\$ 669$ million, respectively, representing a $6 \%$ increase. The net sales growth can be
attributed to the impact of favorable volume and mix primarily related to Arbor Mist sales. Additionally, grape juice concentrate and bulk wine sales increased 15 percent in Fourth Quarter 2000 and 17 percent for Fiscal 2000 versus a year ago.

Operating income increased 17 percent in Fourth Quarter 2000 to $\$ 12$ million driven by modestly higher net sales and cost structure improvements. The impact of favorable volume and lower marketing costs was partially offset by slightly lower average prices. For Fiscal 2000, excluding a nonrecurring charge of approximately $\$ 3$ million, operating income grew to $\$ 49$ million, an increase of 7 percent versus a year ago, primarily related to increased net sales.

MATTHEW CLARK RESULTS
Net sales in Fourth Quarter 2000 increased 5 percent to reach $\$ 166$ million driven primarily by growth in the wholesale business. The Company acquired control of Matthew Clark during Fourth Quarter 1999. Net sales for Fiscal 2000 were $\$ 730$ million, an increase of $\$ 571$ million from Fiscal 1999, most of which reflects the timing of the acquisition. Matthew Clark net sales increased 9 percent for Fiscal 2000 as compared to pro forma net sales for the previous twelve months.

Operating income grew to $\$ 14$ million in Fourth Quarter 2000, an increase of 20 percent as compared to Fourth Quarter 1999 operating income, excluding the pretax nonrecurring charge of approximately $\$ 3$ million in Fourth Quarter 1999. The increase can be attributed primarily to higher net sales and reduced marketing costs. For Fiscal 2000, operating income, excluding a nonrecurring charge of approximately $\$ 3$ million, grew to $\$ 51$ million, approximately $\$ 40$ million higher than Fiscal 1999, which only included Matthew Clark's results during Fourth Quarter 1999.

FRANCISCAN RESULTS
The Company completed the acquisitions of Franciscan Estates and Simi Winery in June 1999, both of which are being managed and reported together as the Franciscan Estates division of the Company. Net sales and operating income in Fourth Quarter 2000 were $\$ 18$ million and $\$ 5$ million, respectively. Fiscal 2000 net sales and operating income were $\$ 62$ million and $\$ 13$ million, respectively, representing 9 months of operations. On a pro forma basis, net sales for Fiscal 2000 increased by 24 percent versus the comparable year-ago period.

Canandaigua Brands, Inc., headquartered in Fairport, New York, is a leader in the production, marketing and distribution of beverage alcohol products in North America and the United Kingdom. The Company markets more than 180 premier brands, including imported beers, wines, spirits, cider and bottled water, and is a leading drinks wholesaler in the United Kingdom. Canandaigua Brands can be found on the Internet at www.cbrands.com.

CONSOLIDATED FINANCIAL STATEMENTS FOLLOW

CANANDAIGUA BRANDS, INC., AND SUBSIDIARIES
CONDENSED CONSOLIDATED BALANCE SHEETS
(in thousands)

|  | $\begin{gathered} \text { February } 29, \\ 2000 \end{gathered}$ | $\begin{gathered} \text { February } 28, ~ \\ 1999 \end{gathered}$ |
| :---: | :---: | :---: |
| ASSETS |  |  |
| CURRENT ASSETS: |  |  |
| Cash and cash investments | \$ 34,308 | \$ 27,645 |
| Accounts receivable, net | 291,108 | 260,433 |
| Inventories, net | 615,700 | 508,571 |
| Prepaid expenses and other current assets | 54,881 | 59,090 |
| Total current assets | 995,997 | 855,739 |
| PROPERTY, PLANT AND EQUIPMENT, net | 542,971 | 428,803 |
| OTHER ASSETS | 809,823 | 509,234 |
| Total assets | \$2,348,791 | \$1,793,776 |

LIABILITIES AND STOCKHOLDERS' EQUITY

| CURRENT LIABILITIES: |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
| Notes payable | \$ | 26,800 | \$ | 87,728 |
| Current maturities of long-term debt |  | 53,987 |  | 6,005 |
| Accounts payable |  | 122,213 |  | 122,746 |
| Accrued excise taxes |  | 30,446 |  | 49,342 |
| Other accrued expenses and liabilities |  | 204,771 |  | 149,451 |
| Total current liabilities |  | 438,217 |  | 415,272 |
| LONG-TERM DEBT, less current maturities |  | ,237,135 |  | 831,689 |
| DEFERRED INCOME TAXES |  | 116,447 |  | 88,179 |


| OTHER LIABILITIES | 36,152 | 23,364 |
| :---: | :---: | :---: |
| STOCKHOLDERS' EQUITY | 520,840 | 435,272 |
| Total liabilities and stockholders' equity | \$2,348,791 | \$1,793,776 |

<TABLE>

CANANDAIGUA BRANDS, INC., AND SUBSIDIARIES CONDENSED CONSOLIDATED STATEMENTS OF INCOME (in thousands, except per share data)
<CAPTION>
\begin{tabular}{|c|c|c|c|}
\hline & Three Months Ended February 29, 2000 & \[
\begin{gathered}
\text { Three Months } \\
\text { Ended } \\
\text { February } 28,1999
\end{gathered}
\] & Percent Change \\
\hline <S> & <C> & <C> & <C> \\
\hline Gross sales & \$ 704,790 & \$ 610,618 & 15.4\% \\
\hline Net sales & \$ 527,200 & \$ 459,443 & 14.7\% \\
\hline Cost of product sold & \((359,677)\) & \((322,401)\) & 11.6\% \\
\hline Gross profit & 167,523 & 137,042 & 22.2\% \\
\hline Selling, general and administrative expenses & \((113,779)\) & \((96,965)\) & 17.3\% \\
\hline Nonrecurring charges & -- & \((2,616)\) & N/A \\
\hline Operating income & 53,744 & 37,461 & 43.5\% \\
\hline Interest expense, net & \((27,863)\) & \((17,762)\) & 56.9\% \\
\hline Income before taxes and extraordinary item & 25,881 & 19,699 & 31.4\% \\
\hline Provision for income taxes & \((10,353)\) & \((7,781)\) & 33.1\% \\
\hline Income before extraordinary item & 15,528 & 11,918 & 30.3\% \\
\hline Extraordinary item, net of taxes & -- & \((11,437)\) & N/A \\
\hline Net income & \$ 15,528 & \$ 481 & 3128.3\% \\
\hline \multicolumn{4}{|l|}{Earnings per common share:} \\
\hline Basic: & & & \\
\hline Income before extraordinary item & \$ 0.86 & \$ 0.67 & 28.4\% \\
\hline Extraordinary item & -- & (0.64) & N/A \\
\hline Earnings per common share - basic & \$ 0.86 & \$ 0.03 & 2766.7\% \\
\hline \multicolumn{4}{|l|}{Diluted:} \\
\hline Income before extraordinary item & \$ 0.84 & \$ 0.65 & 29.2\% \\
\hline Extraordinary item & -- & (0.62) & N/A \\
\hline Earnings per common share - diluted & \$ 0.84 & \$ 0.03 & 2700.0\% \\
\hline \multicolumn{4}{|l|}{Weighted average common shares outstanding:} \\
\hline Basic & 18,148 & 17,932 & 1.2\% \\
\hline Diluted & 18,566 & 18,475 & 0.5\% \\
\hline \multicolumn{4}{|l|}{Segment Information:} \\
\hline \multicolumn{4}{|l|}{Net sales:} \\
\hline \multicolumn{4}{|l|}{Barton} \\
\hline Beer & \$ 112,419 & \$ 89,872 & 25.1\% \\
\hline Spirits & 60,065 & 42,512 & 41.3\% \\
\hline Net sales & \$ 172,484 & \$ 132,384 & 30.3\% \\
\hline \multicolumn{4}{|l|}{Canandaigua Wine} \\
\hline Branded & \$ 151,959 & \$ 149,746 & 1.5\% \\
\hline Other & 19,047 & 16,630 & 14.5\% \\
\hline Net sales & \$ 171,006 & \$ 166,376 & 2.8\% \\
\hline \multicolumn{4}{|l|}{Matthew Clark} \\
\hline Branded & \$ 56,140 & \$ 64,879 & -13.5\% \\
\hline Wholesale & 109,842 & 93,881 & 17.0\% \\
\hline Net sales & \$ 165,982 & \$ 158,760 & 4.5\% \\
\hline Franciscan & \$ 17,509 & \$ -- & N/A \\
\hline Corporate Operations and Other & \$ 1,250 & \$ 1,923 & -35.0\% \\
\hline Intersegment eliminations & \$ (1,031) & \$ -- & N/A \\
\hline Consolidated net sales & \$ 527,200 & \$ 459,443 & 14.7\% \\
\hline \multicolumn{4}{|l|}{Operating Income:} \\
\hline Barton & \$ 28,092 & \$ 20,337 & 38.1\% \\
\hline Canandaigua Wine & 11,909 & 10,189 & 16.9\% \\
\hline
\end{tabular}

\begin{tabular}{|c|c|c|c|c|c|}
\hline Canandaigua Wine & & 46,778 & & 46,283 & 1.1\% \\
\hline Matthew Clark & & 48,473 & & 8,998 & 438.7\% \\
\hline Franciscan & & 12,708 & & -- & N/A \\
\hline Corporate Operations and Other & & \((15,849)\) & & \((12,013)\) & 31.9\% \\
\hline Consolidated operating income & \$ & 235,041 & \$ & 145,892 & 61.1\% \\
\hline
\end{tabular}
</TABLE>
SIGNATURES
Pursuant to the requirements of the Securities Exchange Act of 1934, each Registrant has duly caused this report to be signed on its behalf by the undersigned, thereunto duly authorized.

CANANDAIGUA BRANDS, INC.

Dated: April 11, 2000

Dated: April 11, 2000

Dated: April 11, 2000

Dated: April 11, 2000

Dated: April 11, 2000

Dated: April 11, 2000

Dated: April 11, 2000

Dated: April 11, 2000

By: /s/ Thomas S. Summer
---------------------------------
Thomas S. Summer, Executive Vice President and Chief Financial Officer

SUBSIDIARIES

BATAVIA WINE CELLARS, INC.

By: /s/ Thomas S. Summer


Thomas S. Summer, Treasurer

CANANDAIGUA WINE COMPANY, INC.
By: /s/ Thomas S. Summer
Thomas s. Sumer. Treasurer
Thomas S. Summer, Treasurer

CANANDAIGUA EUROPE LIMITED

| By: | /s/ Thomas S. Summer |
| ---: | :--- |
|  | ---------------------------- |
|  | Thomas S. Summer, Treasurer |

CANANDAIGUA LIMITED
By: /s/ Thomas S. Summer
保
Thomas S. Summer, Finance Director (Principal Financial Officer and Principal Accounting Officer)

POLYPHENOLICS, INC.
By: /s/ Thomas S. Summer
Thomas S. Sumer. Vice President
Thomas S. Summer, Vice President and Treasurer

ROBERTS TRADING CORP.

By: /s/ Thomas S. Summer
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Thomas S. Summer, President and Treasurer

CANANDAIGUA B.V.
By: /s/ Thomas S. Summer
----------------------------------
Thomas S. Summer, Authorized Representative

FRANCISCAN VINEYARDS, INC.
Dated: April 11, 2000
Dated: April 11, 2000
Dated: April 11, 2000

Dated: April 11, 2000

Dated: April 11, 2000

Dated: April 11, 2000

Dated: April 11, 2000

Dated: April 11, 2000

Dated: April 11, 2000

Dated: April 11, 2000
 and Treasurer

MT. VEEDER CORPORATION
By: /s/ Thomas S. Summer
Thomas and Treasurer

BARTON INCORPORATED
By: /s/ Thomas S. Summer Thomas S. Summer, Vice President

BARTON BRANDS, LTD.
By: /s/ Thomas S. Summer --------------------------------

BARTON BEERS, LTD.
By: /s/ Thomas S. Summer
Thomas S. Summer, Vice President

BARTON BRANDS OF CALIFORNIA, INC.
By: /s/ Thomas S. Summer
Thomas S. Summer, Vice President

BARTON BRANDS OF GEORGIA, INC.
By: /s/ Thomas S. Summer
Thomas S Summer Vice President

BARTON CANADA, LTD.
By: /s/ Thomas S. Summer
Thomas S. Summer, Vice President

BARTON DISTILLERS IMPORT CORP.
By: /s/ Thomas S. Summer
Thomas S. Summer, Vice President

## BARTON FINANCIAL CORPORATION

Dated: April 11, 2000

Dated: April 11, 2000

Dated: April 11, 2000

By: /s/ Thomas S. Summer
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STEVENS POINT BEVERAGE CO.

MONARCH IMPORT COMPANY
By: /s/ Thomas S. Summer
Thomas S. Summer, Vice President

INDEX TO EXHIBITS
(1) UNDERWRITING AGREEMENT

Not Applicable.
(2) PLAN OF ACQUISITION, REORGANIZATION, ARRANGEMENT, LIQUIDATION OR SUCCESSION

Not Applicable.
(4) INSTRUMENTS DEFINING THE RIGHTS OF SECURITY HOLDERS, INCLUDING INDENTURES Not Applicable.
(16) LETTER RE CHANGE IN CERTIFYING ACCOUNTANT

Not Applicable.
(17) LETTER RE DIRECTOR RESIGNATION

Not Applicable.
(20) OTHER DOCUMENTS OR STATEMENTS TO SECURITY HOLDERS

Not Applicable.
(23) CONSENTS OF EXPERTS AND COUNSEL

Not Applicable.
(24) POWER OF ATTORNEY

Not Applicable.
(27) FINANCIAL DATA SCHEDULE

Not Applicable.
(99) ADDITIONAL EXHIBITS

None

