FLEXIBLE SOLUTIONS INTERNATIONAL INC

Form 10QSB August 14, 2006 UNITED STATES

## **SECURITIES AND EXCHANGE COMMISSION**

Washington, D.C. 20549

## FORM 10-QSB

(Mark	one)  Quarterly Report Pursuant to Section 13 or 15(d) of the Secur	rities Exchange Act of 1934					
For th	ne quarterly period ended June 30, 2006.						
o	Transition Report Under Section 13 or 15(d) of the Securities	Exchange Act of 1934					
For th	e transition period from to						
Comn	nission File Number 000-29649						
FLEXIBLE SOLUTIONS INTERNATIONAL, INC. (Name of Small Business Issuer as Specified in Its Charter)							
Nevac	la	91-1922863					
(State	of Incorporation)	(IRS Employer Identification No.)					
615 D	iscovery Street						
	ria, British Columbia, CANADA ess of Principal Executive Offices)	V8T 5G4 (Zip Code)					
	<b>477-9969</b> r s Telephone Number, Including Area Code)						
	horter period that the registrant was required to file such report	Section 13 or 15(d) of the Exchange Act during the past 12 months (or for ts), and (2) has been subject to such filing requirements for the past 90 days					

Indicate by check mark whether the registrant is a shell company (as defined in Rule 12b-2 of the Exchange Act). Yes **0** No **x** 

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#### APPLICABLE ONLY TO CORPORATE ISSUERS

State the number of shares outstanding of each of the issuer s classes of common equity, as of the latest practicable date: The Company had 12,987,316 shares of Common Stock, par value \$0.001 per share, outstanding as of July 31, 2006.

Transitional Small Business Disclosure Format (check one): Yes o No x

### FORM 10-QSB

FINANCIAL INFORMATION

<u>Defaults Upon Senior Securities.</u>

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#### CAUTIONARY NOTE REGARDING FORWARD-LOOKING STATEMENTS

This document contains forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995. All statements other that statements of historical fact are forward-looking statements for the purposes of the federal and state securities laws, including, but not limited to any projections of earnings, revenue or other financials items; any statements of the plans, strategies and objectives of management for future operations; any statements concerning proposed new services or developments; any statements regarding future economic conditions or performance; any statements regarding future economic conditions or performance; any statements of belief; and any statements of assumptions underlying any of the foregoing.

Forward-looking statements may include the words may, could, will, estimate, intend, continue, believe, expect or anticipate words. These forward-looking statements present our estimates and assumptions only as of the date of this report. Except for our ongoing obligation to disclose material information as required by the federal securities laws, we do not intend, and undertake no obligation, to update any forward-looking statement.

Although we believe that the expectations reflected in any of our forward-looking statements are reasonable, actual results could differ materially from those projected or assumed in any of our forward-looking statements. Our future financial condition and results of operations, as well as any forward-looking statements, are subject to change and inherent risks and uncertainties. The factors impacting these risks and uncertainties include but are not limited to:

- w Increased competitive pressures from existing competitors and new entrants;
- w Increases in interest rate or our cost of borrowing or a default under any material debt agreement;
- w Deterioration in general or regional economic conditions;
- w Adverse state or federal legislation or regulation that increases the costs of compliance, or adverse findings by a regulator with respect to existing operations;
- w Loss of customers or sales weakness;
- w Inability to achieve future sales levels or other operating results;
- w The unavailability of funds for capital expenditures; and
- w Operational inefficiencies in distribution or other systems.

For a detailed description of these and other factors that could cause actual results to differ materially from those expressed in any forward-looking statement, please see Risk Factors in our Annual Report on Form 10-KSB for the year ended December 31, 2005.

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PART I FINANCIAL INFORMATION

Item 1. Financial Statements.

FLEXIBLE SOLUTIONS INTERNATIONAL, INC.

#### CONSOLIDATED BALANCE SHEETS

At June 30, 2006

(U.S. Dollars)

	June 30,			
	2006		December 31,	
	(Unaudited)		2005	
Assets				
Current				
Cash and cash equivalents	\$913,251		\$526,292	
Accounts receivable	1,320,637		758,463	
Income tax			28,918	
Loan receivable	36,202		35,228	
Inventory	1,689,539		2,314,979	
Prepaid expenses	117,943		137,315	
	4,077,572		3,801,195	
Property, equipment and leaseholds	4,376,363		4,657,383	
Patents	152,026		143,822	
Investment	369,000		369,000	
	\$8,974,961		\$8,971,400	
Liabilities				
Current				
Accounts payable and accrued liabilities	\$404,141		\$691,105	
	404,141		691,105	
Stockholders Equity				
Capital stock				
Authorized				
50,000,000 Common shares with a par value of \$0.001 each				
1,000,000 Preferred shares with a par value of \$0.01 each				
Issued and outstanding				
12,987,316 (2005: 12,981,316) common shares	12,987		12,981	
Capital in excess of par value	11,792,417		11,422,219	
Other comprehensive income	208,872		153,254	
Deficit	(3,443,456	)	(3,308,158	)
Total Stockholders Equity	8,570,820		8,280,295	
Total Liabilities and Stockholders Equity	\$9,874,961		\$8,971,400	

Commitments and Contingencies (Notes 14 & 15)

<sup>--</sup> See Notes to Unaudited Consolidated Financial Statements --

### FLEXIBLE SOLUTIONS INTERNATIONAL, INC.

#### CONSOLIDATED STATEMENTS OF OPERATIONS

For the Three Months Ended June 30, 2006 and 2005

(U.S. Dollars -- Unaudited)

	Three Months En	nded June 30, 2005 (Restated)	
	2006		
		See Note 3	
Sales	\$2,250,388	\$1,868,133	
Cost of sales	1,431,315	1,053,644	
Gross profit	819,073	814,489	
Operating expenses			
Wages	322,092	202,388	
Administrative salaries and benefits	159,192	71,071	
Advertising and promotion	13,437		