

FLEXIBLE SOLUTIONS INTERNATIONAL INC  
Form 10QSB/A  
December 06, 2005

UNITED STATES  
SECURITIES AND EXCHANGE COMMISSION  
WASHINGTON, D.C. 20549

-----  
FORM 10-QSB/A  
(AMENDMENT NO. 1)

(Mark one)

Quarterly Report Pursuant to Section 13 or 15(d) of the Securities  
Exchange Act of 1934

FOR THE QUARTERLY PERIOD ENDED MARCH 31, 2005.

Transition Report Under Section 13 or 15(d) of the Securities Exchange  
Act of 1934

For the transition period from \_\_\_\_\_ to \_\_\_\_\_ .

Commission File Number 000-29649

-----  
FLEXIBLE SOLUTIONS INTERNATIONAL, INC.  
(Name of Small Business Issuer as Specified in Its Charter)

NEVADA  
(State of Incorporation)

91-1922863  
(IRS Employer Identification No.)

615 DISCOVERY STREET  
VICTORIA, BRITISH COLUMBIA, CANADA  
(Address of Principal Executive Offices)

V8T 5G4  
(Zip Code)

(250) 477-9969  
(Issuer's Telephone Number, Including Area Code)

-----  
Check whether the issuer (1) filed all reports required to be filed by  
Section 13 or 15(d) of the Exchange Act during the past 12 months (or for such  
shorter period that the registrant was required to file such reports), and (2)  
has been subject to such filing requirements for the past 90 days. Yes  No

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

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 12,733,916  
shares of Common Stock, par value \$0.001 per share, outstanding as of April 30,

Edgar Filing: FLEXIBLE SOLUTIONS INTERNATIONAL INC - Form 10QSB/A

2005.

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

FORM 10-QSB/A

Index

PART I. FINANCIAL INFORMATION

Item 1. Financial Statements.

(a) Unaudited Consolidated Balance Sheets at March 31, 2005.	1
(b) Unaudited Consolidated Statements of Operations for the Three Months Ended March 31, 2005 and 2004.	2
(c) Unaudited Consolidated Statements of Cash Flows for the Three Months Ended March 31, 2005 and 2004.	3
(d) Notes to Unaudited Consolidated Financial Statements for the Period Ended March 31, 2005.	4

Item 2. Management's Discussion and Analysis or Plan of Operation.	15
--	----

Item 3. Controls and Procedures.	19
----------------------------------	----

PART II. OTHER INFORMATION

Item 1. Legal Proceedings.	20
----------------------------	----

Item 2. Unregistered Sales of Equity Securities and Use of Proceeds.	21
--	----

Item 3. Defaults Upon Senior Securities.	21
--	----

Item 4. Submission of Matters to a Vote of Security Holders.	21
--	----

Item 5. Other Information.	21
----------------------------	----

Item 6. Exhibits.	22
-------------------	----

SIGNATURES	23
------------	----

# Edgar Filing: FLEXIBLE SOLUTIONS INTERNATIONAL INC - Form 10QSB/A

## EXPLANATORY NOTE

-----

Flexible Solutions International, Inc. ("we," "us," and "our") is filing this Quarterly Report on Form 10-QSB/A to amend and restate in its entirety its Quarterly Report on Form 10-QSB for the fiscal quarter ended March 31, 2005, which was previously filed with the Securities and Exchange Commission on May 13, 2005.

In October 2005, while completing a registration statement for securities issued in the second quarter of 2005, we determined that certain disclosures made in connection with our stock-based compensation expense required adjustment. As such, on October 5, 2005, upon the recommendation of our management, our board of directors and its audit committee, and our independent accountants, we determined to restate our consolidated financial statements for each of the periods ended since September 30, 2002, including each of the years ended December 31, 2002 through 2004, and for both of the quarters in the six months ended June 30, 2005 (the "Restated Periods").

In accordance with this determination to restate the Restated Periods, we revised the disclosures for stock-based compensation expense as required under Emerging Issues Task Force ("EITF") No. 96-18, Accounting for Equity Instruments That are Issued to Other Than Employees for Acquiring, or in Conjunction with Selling Goods or Services; EITF No. 00-18, Accounting Recognition for Certain Transactions Involving Equity Instruments Granted to Other Than Employees; and EITF No. 01-9, Accounting for Consideration Given by a Vendor to a Customer. In particular, we adjusted the stock-based compensation expense in our financial statements and notes thereto recorded in connection with our grant of an option to purchase 2,000,000 shares of our common stock in September 2002 pursuant to the terms of a product distribution agreement. Additional information on this restatement and its effects on our financial condition and results of operations can be found in our Notes to Unaudited Consolidated Financial Statements contained herein.

This Form 10-QSB/A does not reflect events occurring after the filing of our Form 10-QSB on May 13, 2005 or modify any of the disclosures contained therein, or in the accompanying financial statements and notes thereto, in any way other than by the amendments identified above and as set forth herein. Notwithstanding the above, and for the convenience of the reader, this entire report has been amended as a result of, and to reflect, the restatement, as well as to revise the disclosure of our management's discussion and analysis, unregistered sales of equity securities, and legal proceedings, as well as to generally reflect the current disclosure requirements of Form 10-QSB.

This Form 10-QSB/A should be read in conjunction with our periodic filings made with the Securities and Exchange Commission subsequent to the date of their original filings, including any amendments to those filings. In addition, in accordance with Rule 12b-15 under the Securities Exchange Act of 1934, as amended, and certain other rules, this Form 10-QSB/A includes updated certifications from our Chief Executive Officer and Chief Financial Officer.

We are presently unaware of any evidence that the restatements described above are due to any material noncompliance by us, as a result of misconduct, with any financial reporting requirement under the federal securities laws. Our audit committee of the board of directors is working with our management and our accountants to assure that we are taking the appropriate approach to resolving the issues related to the restatements, as well as any further issues that may be identified during the course of its review. The filing of this Form 10-QSB/A shall not be deemed an admission that the original filing, when made, included any untrue statement of a material fact or omitted to state a material fact necessary to make a statement not misleading.

CAUTIONARY NOTE REGARDING FORWARD-LOOKING STATEMENTS

This Quarterly Report on Form 10-QSB/A for the quarter ended March 31, 2005 ("Quarterly Report"), including the Notes to Unaudited Consolidated Financial Statements, contains forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995. Forward-looking statements include, without limitation, those statements relating to development of new products, our financial condition, our ability to increase distribution of our products, integration of businesses we acquire, and disposition of any of our current business. Forward-looking statements can be identified by the use of forward-looking terminology, such as "may," "will," "should," "expect," "anticipate," "estimate," "continue," "plans," "intends," or other similar terminology. These forward-looking statements are not guarantees of future performance and involve risks, uncertainties and assumptions that are difficult to predict. Therefore, actual outcomes and results may differ materially from what is anticipated or forecasted in these forward-looking statements due to numerous factors, including, but not limited to, our ability to generate or obtain sufficient working capital to continue our operations, changes in demand for our products, the timing of customer orders and deliveries, and the impact of competitive products and pricing. In addition, such statements could be affected by general industry and market conditions and growth rates, and general domestic and international economic conditions.

Although we believe that the expectations reflected in these forward-looking statements are reasonable and achievable, such statements involve risks and uncertainties and no assurance can be given that the actual results will be consistent with these forward-looking statements. Except as otherwise required by Federal securities laws, we undertake no obligation to publicly update or revise any forward-looking statements, whether as a result of new information, future events, changed circumstances or any other reason, after the date of this Quarterly Report.

Edgar Filing: FLEXIBLE SOLUTIONS INTERNATIONAL INC - Form 10QSB/A

Item 1. Financial Statements.

FLEXIBLE SOLUTIONS INTERNATIONAL, INC.  
CONSOLIDATED BALANCE SHEETS  
AT MARCH 31, 2005  
(U.S. DOLLARS)

	MARCH 31, 2005 AS RESTATED (NOTE 3) (UNAUDITED)	DE AS
	-----	-----
ASSETS		
CURRENT		
Cash and cash equivalents	\$ 495,520	\$
Short-term investments	--	
Accounts receivable	1,111,374	
Income tax	27,799	
Loan receivable	38,652	
Inventory	1,705,890	
Prepaid expenses	96,764	
	-----	-----
	3,475,999	
PROPERTY, EQUIPMENT AND LEASEHOLDS INVESTMENT	5,122,341 325,000	
	-----	-----
	\$ 8,923,340	\$
	-----	-----
LIABILITIES		
CURRENT		
Accounts payable and accrued liabilities	\$ 289,074	\$
Short-term loan	3,150,000	
	-----	-----
	3,439,074	
	-----	-----
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		
11,831,916 (2003: 11,794,916) common shares	11,832	
CAPITAL IN EXCESS OF PAR VALUE	7,463,020	
OTHER COMPREHENSIVE INCOME	86,623	
DEFICIT	(2,077,209)	
	-----	-----
TOTAL STOCKHOLDERS' EQUITY	5,484,266	
	-----	-----
TOTAL LIABILITIES AND STOCKHOLDERS' EQUITY	\$ 8,923,340	\$
	-----	-----
COMMITMENTS AND CONTINGENCIES (NOTES 14 & 15)		

Edgar Filing: FLEXIBLE SOLUTIONS INTERNATIONAL INC - Form 10QSB/A

-- See Notes to Unaudited Consolidated Financial Statements --

1

FLEXIBLE SOLUTIONS INTERNATIONAL, INC.  
CONSOLIDATED STATEMENTS OF OPERATIONS  
FOR THE THREE MONTHS ENDED MARCH 31, 2005 AND 2004  
(U.S. DOLLARS -- UNAUDITED)

	THREE MONTHS ENDED MAR	
	2005	AS
	AS RESTATED	AS
	(NOTE 3)	
SALES	\$ 2,019,581	\$
COST OF SALES	1,078,301	
GROSS PROFIT	941,280	
OPERATING EXPENSES		
Wages	234,436	
Administrative salaries and benefits	38,005	
Advertising and promotion	31,271	
Investor relations and transfer agent fee	24,638	
Office and miscellaneous	41,457	
Insurance	28,318	
Interest expense	37,674	
Rent	55,806	
Consulting	44,252	
Professional fees	60,843	
Travel	37,765	
Telecommunications	10,288	
Shipping	12,639	
Research	15,508	
Commissions	40,925	
Bad debt expense (recovery)	--	
Currency exchange	718	
Utilities	7,166	
Depreciation	168,103	
	889,812	
INCOME (LOSS) BEFORE OTHER ITEMS AND INCOME TAX	51,468	
INTEREST INCOME	2,730	
INCOME (LOSS) BEFORE INCOME TAX	54,198	
INCOME TAX (RECOVERY)	--	
NET INCOME (LOSS)	54,198	
DEFICIT, BEGINNING	(2,131,407)	
DEFICIT, ENDING	\$ (2,077,209)	\$

Edgar Filing: FLEXIBLE SOLUTIONS INTERNATIONAL INC - Form 10QSB/A

NET INCOME (LOSS) PER SHARE	\$	0.00	\$
	-----		-----
WEIGHTED AVERAGE NUMBER OF SHARES		11,831,916	
		-----	-----

-- See Notes to Unaudited Consolidated Financial Statements --

2

FLEXIBLE SOLUTIONS INTERNATIONAL, INC.  
CONSOLIDATED STATEMENTS OF CASH FLOWS  
FOR THE THREE MONTHS ENDED MARCH 31, 2005 AND 2004  
(U.S. DOLLARS -- UNAUDITED)

	THREE MONTHS ENDED MAR		
	2005		AS
	AS RESTATED		AS
	(NOTE 3)		
	-----		-----
OPERATING ACTIVITIES			
Net income (loss)	\$	54,198	\$
Stock compensation expense		23,400	
Depreciation		168,103	
		-----	
		245,701	
		-----	
Changes in non-cash working capital items:			
(Increase) Decrease in accounts receivable		(610,002)	
(Increase) Decrease in inventory		(289,302)	
(Increase) Decrease in prepaid expenses		34,516	
Increase (Decrease) in accounts payable		38,945	
Increase (Decrease) in Income taxes		65,164	
Increase (Decrease) in amounts due to shareholders		--	
		-----	
CASH (USED IN) OPERATING ACTIVITIES		(514,977)	
		-----	
INVESTING ACTIVITIES			
Short-term investments		559,440	
Investments		(54,000)	
Loan receivable		(81)	
Acquisition of property and equipment		(40,099)	
Incurred acquisition costs		--	
		-----	
CASH PROVIDED BY (USED IN) INVESTING ACTIVITIES		465,260	
		-----	
FINANCING ACTIVITIES			
Proceeds from issuance of common stock		--	
		-----	
CASH PROVIDED BY FINANCING ACTIVITIES		--	
		-----	

## Edgar Filing: FLEXIBLE SOLUTIONS INTERNATIONAL INC - Form 10QSB/A

Effect of exchange rate changes on cash	(13,559)	
INFLOW (OUTFLOW) OF CASH	(63,276)	
Cash and cash equivalents, beginning	558,795	
CASH AND CASH EQUIVALENTS, ENDING	\$ 495,520	\$
SUPPLEMENTAL DISCLOSURE OF CASH FLOW INFORMATION:		
Interest received	\$ 2,730	\$

-- See Notes to Unaudited Consolidated Financial Statements --

3

FLEXIBLE SOLUTIONS INTERNATIONAL INC.  
NOTES TO UNAUDITED CONSOLIDATED FINANCIAL STATEMENTS  
FOR THE PERIOD ENDED MARCH 31, 2005  
(U.S. DOLLARS)

1. BASIS OF PRESENTATION.

These unaudited consolidated financial statements of Flexible Solutions International, Inc (the "Company") have been prepared in accordance with accounting principles generally accepted in the United States for interim financial information. These financial statements are condensed and do not include all disclosures required for annual financial statements. The organization and business of the Company, accounting policies followed by the Company and other information are contained in the notes to the Company's audited consolidated financial statements filed as part of the Company's December 31, 2004 Annual Report on Form 10-KSB. This quarterly report should be read in conjunction with such annual report.

In the opinion of the Company's management, these consolidated financial statements reflect all adjustments necessary to present fairly the Company's consolidated financial position at March 31, 2005, and the consolidated results of operations and the consolidated statements of cash flows for the three months ended March 31, 2005 and 2004. The results of operations for the three months ended March 31, 2005 are not necessarily indicative of the results to be expected for the entire fiscal year.

These consolidated financial statements include the accounts of the Company, and its wholly-owned subsidiaries Flexible Solutions, Ltd. ("Flexible Ltd."), NanoChem Solutions Inc. and WaterSavr Global Solutions Inc. All inter-company balances and transactions have been eliminated. The Company was incorporated May 12, 1998 in the State of Nevada and had no operations until June 30, 1998, as described below.

On June 30, 1998, the Company completed the acquisition of all of the shares of Flexible Ltd. The acquisition was effected through the issuance of 7,000,000 shares of common stock by the Company, with the former shareholders of Flexible Ltd. receiving all of the shares then issued and outstanding of the Company. The transaction has been accounted for as a reverse-takeover. Flexible Ltd. is accounted for as the acquiring party and the surviving entity. As Flexible Ltd. is the accounting survivor, the consolidated financial statements presented for all periods are those of Flexible Ltd. The shares issued by the Company pursuant to the acquisition have been accounted for as if those shares had been issued upon the organization of Flexible Ltd.



## Edgar Filing: FLEXIBLE SOLUTIONS INTERNATIONAL INC - Form 10QSB/A

On May 2, 2002, the Company established WaterSavr Global Solutions Inc. through the issuance of 100 shares of its common stock.

Pursuant to a purchase agreement dated May 26, 2004, the Company acquired the assets of Donlar Corporation on June 9, 2004 and created a new company, NanoChem Solutions Inc. The purchase price of the transaction was \$6,150,000, with consideration being a combination of cash and debt. Under the purchase agreement and as part of the consideration, the Company issued a promissory note bearing interest at 4% to satisfy \$3,150,000 of the purchase price. This note is due June 2, 2005 and all of the former Donlar assets were pledged as security.

4

The following table summarizes the estimated fair value of the assets acquired at the date of acquisition (at June 9, 2004):

Current assets	\$ 1,126,805
Property and equipment	5,023,195
	-----
	6,150,000
Acquisition costs assigned to property and equipment	314,724
	-----
Total assets acquired	\$ 6,464,724
	-----

The acquisition costs assigned to property and equipment are all direct costs incurred by the Company to purchase the assets. These costs include due diligence fees paid to outside parties investigating and identifying the assets, legal costs directly attributable to the purchase of the assets, plus applicable transfer taxes. These costs have been assigned to the individual assets based on their proportional fair values and will be amortized based on the rates associated with the related assets.

On February 7, 2005 the Company incorporated two new subsidiaries in Nevada: (a) SeaHorse Systems Inc. was incorporated to research new applications for ECO\$AVR(R), our patented swimming pool dispensing mechanism; and (b) NanoDetect Technologies Inc. was incorporated to focus on ways to use our current technologies to detect pathogens.

### 2. SIGNIFICANT ACCOUNTING POLICIES.

These consolidated financial statements have been prepared in accordance with generally accepted accounting principles accepted in the United States applicable to a going concern and reflect the policies outlined below.

#### (a) Cash and Cash Equivalents.

The Company considers all highly liquid investments purchased with an original or remaining maturity of less than three months at the date of purchase to be cash equivalents. Cash and cash equivalents are maintained with several financial institutions.

#### (b) Inventory and Cost of Sales.

Inventory is valued at the lower of cost and net realizable value. Cost is determined on a first-in, first-out basis. Cost of sales includes all expenditures incurred in bringing the goods to the point of sale. Inventorial costs and costs of sales include direct costs of the raw material, inbound

## Edgar Filing: FLEXIBLE SOLUTIONS INTERNATIONAL INC - Form 10QSB/A

freight charges, warehousing costs, handling costs (receiving and purchasing) and utilities and overhead expenses related to the Company's manufacturing and processing facilities.

### (c) Property, Equipment and Leaseholds.

The following assets are recorded at cost and depreciated using the following methods using the following annual rates:

Computer hardware	30% Declining balance
Furniture and fixtures	20% Declining balance
Manufacturing equipment	20% Declining balance
Office equipment	20% Declining balance
Building	10% Declining balance
Leasehold improvements	Over lease term

5

Property and equipment are written down to net realizable value when management determines there has been a change in circumstances which indicates its carrying amount may not be recoverable. No write-downs have been necessary to date.

### (d) Impairment of Long-lived Assets.

The Company assesses the recoverability of its long-lived assets by determining whether the carrying value of the long-lived assets can be recovered over their remaining lives through undiscounted future operating cash flows using a discount rate reflecting the Company's average cost of funds. The assessment of the recoverability will be impacted if estimated future operating cash flows are not achieved. For the three months ended March 31, 2005, no impairment charges have been recognized.

### (e) Foreign Currency.

The functional currency of the Company is the Canadian Dollar. The translation of the Canadian Dollar to the reporting currency of the U.S. Dollar is performed for current assets and current liabilities using exchange rates in effect at the balance sheet date. Non-monetary assets and liabilities are translated using rates prevailing at the time of the acquisition of the assets or assumption of the liabilities. Revenue and expense transactions are translated using average exchange rates prevailing during the year. Translation adjustments arising on conversion of the financial statements from the Company's functional currency, Canadian Dollars, into the reporting currency, U.S. Dollars, are excluded from the determination of income and disclosed as other comprehensive income (loss) in stockholders' equity.

Foreign exchange gains and losses relating to transactions not denominated in the applicable local currency are included in income if realized during the year and in comprehensive income if they remain unrealized at the end of the year.

### (f) Revenue Recognition.

Revenue from product sales is recognized at the time the product is shipped since title and risk of loss is transferred to the purchaser upon delivery to the carrier. Shipments are made F.O.B. shipping point. The Company recognizes revenue when there is persuasive evidence of an arrangement, delivery has occurred, the fee is fixed or determinable, collectibility is reasonably assured, and there are no significant remaining performance obligations. When

## Edgar Filing: FLEXIBLE SOLUTIONS INTERNATIONAL INC - Form 10QSB/A

significant post-delivery obligations exist, revenue is deferred until such obligations are fulfilled.

Provisions are made at the time the related revenue is recognized for estimated product returns. Since the Company's inception, product returns have been insignificant; therefore no provision has been established for estimated product returns.

### (g) Stock Issued in Exchange for Services.

The valuation of the Company's common stock issued in exchange for services is valued at an estimated fair market value as determined by officers and directors of the Company based upon trading prices of the Company's common stock on the dates of the stock transactions.

### (h) Stock-based Compensation.

The Company applies the fair value based method of accounting prescribed by the Statement of Financial Accounting Standards ("FAS") No. 123 in accounting for stock issued in exchange for services to consultants and non-employees.

FAS No. 123 encourages, but does not require, companies to record compensation cost for stock-based compensation plans to employees at fair value. The Company has chosen to account for stock-based compensation to employees and directors using Accounting Principles Board Opinion ("APB") No. 25, Accounting for Stock Issued to Employees. Accordingly, compensation cost for stock options for

6

employees is measured as the excess, if any, of the quoted market price of the Company's stock at the date of the grant over the amount an employee is required to pay for the stock.

The Company adopts the disclosure provisions of SFAS No. 123 for stock options granted to employees and directors. The Company discloses on a supplemental basis, the pro-forma effect of accounting for stock options awarded to employees and directors, as if the fair value based method had been applied, using the Black-Scholes option-pricing model.

### (i) Comprehensive Income.

Other comprehensive income refers to revenues, expenses, gains and losses that under generally accepted accounting principles are included in comprehensive income, but are excluded from net income as these amounts are recorded directly as an adjustment to stockholders' equity. The Company's other comprehensive income is primarily comprised of unrealized foreign exchange gains and losses.

### (j) Income (Loss) Per Share.

Income (loss) per share is calculated by dividing net income (loss) by the weighted average number of shares outstanding. Diluted income (loss) per share is computed by giving effect to all potential dilutive options that were outstanding during the year. For the years ending December 31, 2004, 2003 and 2002 all outstanding options were anti-dilutive.

### (k) Use of Estimates.

The preparation of consolidated financial statements in conformity with accounting principles generally accepted in the United States requires

## Edgar Filing: FLEXIBLE SOLUTIONS INTERNATIONAL INC - Form 10QSB/A

management to make estimates and assumptions that affect the reported amounts of assets and liabilities at the date of the consolidated financial statements and the reported amounts of revenues and expenses during the reporting period. Actual results could differ from those estimates and would impact the results of operations and cash flows.

### (l) Financial Instruments.

The fair market value of the Company's financial instruments comprising cash, short-term investment, accounts receivable, income tax recoverable, loan receivable, accounts payable and accrued liabilities and amounts due to shareholders were estimated to approximate their carrying values due to immediate or short-term maturity of these financial instruments.

The Company is exposed to foreign exchange and interest rate risk to the extent that market value rate fluctuations materially differ from financial assets and liabilities subject to fixed long-term rates.

### (m) Recent Accounting Pronouncements.

(i) In June 2001, the Financial Accounting Standards Board ("FASB") issued FAS No. 142, Goodwill and Other Intangible Assets. Under FAS No. 142, goodwill and intangible assets with indefinite lives are no longer amortized but are reviewed at least annually for impairment. The amortization provisions of FAS No. 142 apply to goodwill and intangible assets acquired after June 30, 2001. With respect to goodwill and intangible assets acquired prior to July 1, 2001, the Company adopted FAS No. 142 effective January 1, 2002. Application of the non-amortization provisions of FAS No. 142 for goodwill did not have any impact on the Company's financial reporting.

(ii) In October 2001, the FASB issued FAS No. 144, Accounting for the Impairment or Disposal of Long-Lived Assets. FAS No. 144 addresses significant issues relating to the implementation of FAS No. 121, Accounting for the Impairment of Long-Lived Assets and for Long-Lived Assets to be Disposed Of, and develops a single accounting model, based on the framework established in FAS No. 121 for long-lived assets to be disposed of by sale, whether

7

such assets are or are not deemed to be a business. FAS No. 144 also modifies the accounting and disclosure rules for discontinued operations. The standard was adopted on January 1, 2002 and did not have any impact on the Company's financial statements.

(iii) In November 2001, the FASB issued Emerging Issues Task Force ("EITF") Issue No. 01-14, Income Statement Characterization of Reimbursements Received for "Out of Pocket" Expenses Incurred. This guidance requires companies to recognize the recovery of reimbursable expenses such as travel costs on service contracts as revenue. These costs are not to be netted as a reduction of cost. This guidance was implemented January 1, 2002. The Company does not expect this guidance to have a material impact on its financial statements.

(iv) In November 2004, the FASB issued FAS No. 151, Inventory Costs - an Amendment of ARB No. 43, Chapter 4, which clarifies the accounting for abnormal amounts of idle facility expense, freight, handling costs, and wasted material (spoilage), and also requires that the allocation of fixed production overhead be based on the normal capacity of an entity's production facilities. FAS No. 151 is effective for inventory costs incurred during fiscal years beginning after June

## Edgar Filing: FLEXIBLE SOLUTIONS INTERNATIONAL INC - Form 10QSB/A

15, 2005. The Company is currently evaluating the impact of adopting this statement.

(v) In December 2004, the FASB issued revised FAS No. 123(R), Share-Based Payment, which replaces FAS No. 123, Accounting for Stock-Based Compensation, which superseded APB Opinion No. 25, Accounting for Stock Issued to Employees. FAS No. 123(R) requires the cost of all share-based payment transactions to be recognized in an entity's financial statements, establishes fair value as the measurement objective and requires entities to apply a fair-value-based measurement method in accounting for share-based payment transactions. FAS No. 123(R) applies to all awards granted, modified, repurchased or cancelled after July 1, 2005, and unvested portions of previously issued and outstanding awards. The Company is currently evaluating the impact of adopting this statement.

### 3. RESTATEMENTS AS A RESULT OF CORRECTING STOCK COMPENSATION EXPENSE.

In October 2005, while completing a registration statement for securities issued in the second quarter of 2005, the Company determined that certain disclosures made in connection with its stock-based compensation expense required adjustment. In September 2002, the Company entered into a distribution agreement with Ondeo Nalco Company ("Ondeo") whereby Ondeo agreed to serve as the exclusive distributor of the Company's WATER\$AVR(R) products for so long as Ondeo maintained a certain threshold sales level as defined in the agreement. As consideration for signing the agreement, Ondeo was granted an option to purchase 2,000,000 shares of the Company's common stock. Half of the option for one million shares was exercisable immediately at an exercise price of \$4.25 for each common share. The remaining half of the option for 1,000,000 shares was exercisable after certain threshold sales targets were achieved at a price of \$5.50 for each common share.

In determining the stock-based compensation expense for the nine months ended September 30, 2002, the Company expensed the entire fair value of the stock option believing that the option fully vested upon the signing of the agreement. In its October 2005 review, however, the Company determined that: (i) first, as stated above, half of the option to purchase 1,000,000 shares of common stock did not vest and was not exercisable until the threshold sales target had been met, which would not be until five years after the signing of the distribution agreement; and (ii) second, the Company did not consider Emerging Issues Task Force ("EITF") No. 96-18, Accounting for Equity Instruments That are Issued to Other Than Employees for Acquiring, or in Conjunction with Selling Goods or Services; EITF No. 00-18, Accounting Recognition for Certain Transactions Involving Equity Instruments Granted to Other Than Employees; and EITF No. 01-9, Accounting for Consideration Given by a Vendor to a Customer.

8

To correctly account for the stock options granted to Ondeo, the stock-based compensation expense, included in consulting expenses, should have been measured at the date the performance obligation was complete and then recognized on a rational and systematic manner in relation to the sales achieved by Ondeo. Had the Company correctly accounted for these stock options, stock-based compensation expense for the quarter would have been nil as no sales had yet been achieved. Instead, the Company recorded a stock-based compensation expense of \$2,704,000 for the quarter.

During the three months ended March 31, 2003, Ondeo achieved the first threshold sales target, and, accordingly, the Company should have recorded a corresponding stock-based compensation expense of \$54,080. However, since the entire stock-based compensation expense had been recorded in the September 30, 2002 interim financial statements and in the year ended December 31, 2002, the

## Edgar Filing: FLEXIBLE SOLUTIONS INTERNATIONAL INC - Form 10QSB/A

Company did not record any additional stock-based compensation expense as a result of the attained first threshold level.

In the fourth quarter of the year ended December 31, 2003, it was determined that Ondeo was not going to attain the minimum sales targets stipulated in the exclusive distributorship agreement. Consequently the exclusive distributorship agreement and corresponding stock options were cancelled. The Company accounted for the cancellation of the stock options in accordance with FAS No. 123 similar to a forfeiture of stock options and reversed \$2,480,200 of the stock compensation expense previously recorded in 2002. Had the Company accounted for the cancellation of the stock options correctly, it would have reversed the stock-based compensation expense of \$54,080 that was recorded in the first quarter ended March 31, 2003.

The following presents the effect on the company's previously issued financial statements for the three months ended March 31, 2005 and 2004, and the year ended December 31, 2004:

Balance sheet as at March 31, 2005 -

	Previously Reported		Increase (Decrease)	
Capital in excess of par value	\$ 7,686,820	\$	(223,800)	\$
Accumulated deficiency	(2,301,009)		223,800	

Statement of operations for the three months ended March 31, 2005 -

	Previously Reported		Increase (Decrease)	
Deficit, beginning	\$ (2,355,207)	\$	223,800	\$
Deficit, ending	(2,301,009)		223,800	

Statement of operations for the three months ended March 31, 2004 -

	Previously Reported		Increase (Decrease)	
Deficit, beginning	\$ (1,097,662)	\$	223,800	\$
Deficit, ending	(1,348,523)		223,800	

9

Balance sheet as at December 31, 2004 -

	Previously Reported		Increase (Decrease)	
--	------------------------	--	------------------------	--

Edgar Filing: FLEXIBLE SOLUTIONS INTERNATIONAL INC - Form 10QSB/A

Capital in excess of par value	\$	7,663,421)	\$	(223,800)	\$
Accumulated deficiency		(2,355,207)		223,800	

4. LOAN RECEIVABLE.

	2005		2004	
5% loan receivable due on demand	\$	38,652	\$	38,570

5. PREPAID EXPENSES.

	2005		2004	
Security deposit and prepaids	\$	96,764	\$	131,280

6. PROPERTY, EQUIPMENT AND LEASEHOLDS.

	Cost	Accumulated Amortization	2005 Net
Buildings	\$ 3,144,259	\$ 231,268	\$ 2,912,991
Computer hardware	44,370	15,854	28,516
Furniture and fixtures	15,609	4,238	11,371
Office equipment	28,905	11,390	17,515
Manufacturing equipment	2,139,918	411,712	1,728,206
Trailer	1,926	864	1,062
Leasehold improvements	31,551	12,739	18,812
Trade show booth	7,212	1,530	5,682
Land	398,186	--	398,186
	\$ 5,811,936	\$ 689,595	\$ 5,122,341

7. INVESTMENT.

	2005	2004
--	------	------

Edgar Filing: FLEXIBLE SOLUTIONS INTERNATIONAL INC - Form 10QSB/A

Tatko Inc.	\$	271,000	\$	271,
Air Water Interface Delivery & Detection Inc.	\$	54,000		
		-----		
	\$	325,000	\$	271,
		-----		

On May 31, 2003, the Company acquired an option to purchase a 20% interest in the outstanding shares of Tatko Inc. ("Tatko") for consideration of the issuance of 100,000 shares of our common stock. The option to purchase the shares of Taiko expires on May 31, 2008. The cost of the investment has been accounted for based on the original fair market value of our common stock on May 31, 2003. See Contingencies (Note 12).

On February 8, 2005, NanoDetect Technologies Inc., our new subsidiary, purchased 18 shares in Air Water Interface Delivery and Detection Inc. ("AWD") for a total cost of \$54,000. This investment represents only 1.8% of the issued and outstanding shares of AWD, and accordingly will be accounted for under the cost method.

10

8. STOCK OPTIONS.

The Company may issue stock options and stock bonuses for our common stock to provide incentives to directors, key employees and other persons who contribute to our success. The exercise price of all incentive options are issued for not less than fair market value. There were no stock options issued in the quarter ending March 31, 2005.

The following table summarizes stock option activity for the years ended December 31, 2004 and 2003 and the three months ended March 31, 2005:

	Number of shares	Exercise price per share
Balance, December 31, 2002	3,686,800	\$0.25 - \$3.50
Granted		\$3.60 - \$4.25
	256,000	
Exercised	(124,000)	\$0.25 - \$2.28
Expired	(2,107,800)	\$0.25 - \$5.50
	-----	-----
Balance, December 31, 2003	1,711,000	\$1.00 - \$4.25
Granted	572,740	\$3.00 - \$4.60
Exercised	(37,000)	\$1.00 - \$2.50
Expired	(5,000)	\$4.25
Cancelled	(1,000,000)	\$1.50 - \$3.50
	-----	-----
Balance, December 31, 2004	1,241,740	\$1.00 - \$4.60
	-----	-----

The fair value of each option grant is calculated using the following weighted average assumptions:



Edgar Filing: FLEXIBLE SOLUTIONS INTERNATIONAL INC - Form 10QSB/A

	2004	2003
Expected life - years	5.00	5.00
Interest rate	3.50%	2.87%
Volatility	49.00%	49.00%
Dividend yield	- %	- %

During the previous year, the Company granted 275,400 (2003 - 205,000) options to purchase our common stock to consultants and has applied FAS No. 123 using the Black-Scholes option-pricing model, which resulted in additional consulting expense of \$299,345 (2003 - \$122,570). During the year ended December 31, 2003, the Company cancelled options to purchase 2,000,000 shares of our common stock to consultants pursuant to the terms of the contract, resulting in a recovery of consulting expense of \$2,480,200.

9. CAPITAL STOCK.

No stock was issued in the quarter ending March 31, 2005. During the year ended December 31, 2004, the Company issued 37,000 shares of common stock at prices ranging from \$1.00 to \$2.50 per share upon exercise of stock options. During the year ended December 31, 2003, the Company: (i) issued 100,000 shares of common stock valued at \$271,000 to acquire an option to purchase a 20% interest in Tatko; and (ii) issued 124,000 shares of common stock at prices ranging from \$0.25 to \$2.28 per share upon exercise of stock options.

11

10. SEGMENTED, SIGNIFICANT CUSTOMER INFORMATION AND ECONOMIC DEPENDENCY.

The Company operates in two segments:

(a) Development and marketing of two lines of energy and water conservation products (as shown under the column heading "EWCP" below), which consists of a (i) liquid swimming pool blanket which saves energy and water by storing evaporation from the pool surface, and (ii) food-safe powdered form of the active ingredient within the liquid blanket and is designed to be used in still or slow moving drinking water sources.

(b) Manufacture of biodegradable polymers and chemical additives used within the petroleum, chemical, utility and mining industries to prevent corrosion and scaling in water piping (as shown under the column heading "BPCA" below). Chemical additives are manufactured for use in laundry and dish detergents, as well as in products to reduce levels of insecticides, herbicides and fungicides.

The accounting policies of the segments are the same as those described in Note 2 to these Consolidated Financial Statements (Significant Accounting Policies). The Company evaluates performance based on profit or loss from operations before income taxes, not including nonrecurring gains and losses and foreign exchange gains and losses.

The Company's reportable segments are strategic business units that offer different, but synergistic products and services. They are managed separately because each business requires different technology and marketing strategies.

Edgar Filing: FLEXIBLE SOLUTIONS INTERNATIONAL INC - Form 10QSB/A

	EWCP	BPCA	Tot
Revenue	\$ 430,895	\$ 1,588,686	\$
Interest revenue	2,673	57	
Interest expense	6,606	31,068	
Depreciation and amortization	13,760	154,343	
Segment profit (loss)	(283,969)	338,167	
Segment assets	262,123	4,860,218	
Expenditures for segment assets	40,099	--	

There is no segment data for the quarter ended March 31, 2004 as our additional segment was added in June 2004.

The sales generated in the United States of America and Canada are as follows:

	2005	
Canada	\$ 424,112	\$
United States and abroad	1,595,469	
Total	\$ 2,019,581	\$

The Company's long-lived assets are located in Canada and the United States as follows:

	2005	
Canada	\$ 254,579	\$
United States	4,867,762	
Total	\$ 5,122,341	\$

12

11. COMMITMENTS.

The Company is committed to minimum rental payments for property and premises aggregating approximately \$360,111 over the term of two leases, the last expiring on June 30, 2009.

Commitments in each of the next five years are approximately as follows:

## Edgar Filing: FLEXIBLE SOLUTIONS INTERNATIONAL INC - Form 10QSB/A

-----		
2005	\$	100,718
2006		114,752
2007		55,169
2008		55,654
2009		33,818
-----		

### 12. CONTINGENCIES.

On November 13, 2003, Patrick Grant, an ex-employee, filed a lawsuit in the Circuit Court of Cook County, Illinois against the Company, WaterSavr Global Solutions Inc. ("WGS"), the wholly-owned subsidiary of the Company, and Daniel B. O'Brien, the Company's Chief Executive Officer. The plaintiff claims damages for breach of contract, tortious interference with an agreement and various wrongful discharge claims. The plaintiff seeks monetary damages in excess of \$1,020,000 for the breach of contract and tortious interference claims and unspecified compensatory and punitive damages in the wrongful discharge claims. The parties completed mandatory mediation ordered by the Circuit Court and will next appear in court for case management, at which time the court will set discovery deadlines. The Company considers the case without merit and is planning to dispute the matter vigorously. In addition, the Company intends to file counterclaims against the plaintiff for failure to repay financial obligations owed to the Company of almost \$40,000, as well as unspecified damages arising out of the plaintiff's disclosure of confidential information to a client during his employment at WGS. No amounts have been recorded as receivable and no accrual has been made for any loss in the Company's consolidated financial statements as the outcome of the claim filed by the plaintiff is not determinable.

On May 1, 2003, the Company filed a lawsuit in the Supreme Court of British Columbia, Canada, against John Wells and Equity Trust, S.A. seeking the return of 100,000 shares of the Company's common stock and the repayment of a \$25,000 loan, which were provided to defendants for investment banking services consisting of securing a \$5 million loan and a \$25 million stock offering. Such services were not performed and in the proceeding the Company seeks return of such shares after defendant's failure to both return the shares voluntarily and repay the note. On May 7, 2003, the Company obtained an injunction freezing the transfer of the shares. On May 24, 2004, there was a hearing on defendant's motion to set aside the injunction, which motion was denied by the trial court on May 29, 2004. The proceeding is still in a discovery phase. On the date of issuance, the share transaction was recorded as shares issued for services at fair market value, a value of \$0.80 per share. No amounts have been recorded as receivable in the Company's consolidated financial statements as the outcome of this claim is not determinable.

On May 28, 2004, Sun Solar Energy Technologies, Inc. ("Sun Solar"), filed a lawsuit in the Federal Court of Canada, against the Company, Flexible Ltd., and Mr. O'Brien. Sun Solar is seeking: (a) a declaration that the trademark "Tropical Fish" is available for use by Sun Solar; (b) injunctive relief against further use of the "Tropical Fish" trademark by the Company; and (c) monetary damages exceeding \$7,000,000 for the alleged infringement by the Company, Flexible Ltd. and Mr. O'Brien of the "Tropical Fish" trademark, as well as any other "confusingly similar trademarks" or proprietary trade dresses. On August 9, 2004, the Company, Flexible Ltd. and Mr. O'Brien filed their defense and filed a counterclaim against Sun Solar. The counterclaim seeks: (x) injunctive relief against further use of the "Tropical Fish" trademark by Sun Solar; (y) a declaration that the "Tropical Fish" trademark is owned by the Company, or, in the alternative, is not distinctive and should be struck from the trademark registry;

and (z) monetary damages exceeding \$50,000. The parties have completed documentary discovery, and examinations for discovery of all parties have been scheduled for July 2005. No amounts have been recorded as receivable in the Company's consolidated financial statements and no amounts have been accrued as potential losses as the outcome of this claim is not determinable.

On July 23, 2004, the Company filed a breach of contract suit in the Circuit Court of Cook County, Illinois against Tatko. The action arises out of a joint product development agreement entered into between the Company and Tatko in which the Company agreed to invest \$10,000 toward the product development venture and granted to Tatko 100,000 shares of the Company's restricted common stock. In return, Tatko granted the Company a five-year option to purchase 20% of Tatko's outstanding capital stock. Tatko has since refused to collaborate on the agreement and the Company seeks declaratory relief stating that Tatko is not entitled to the 100,000 shares of the Company's restricted common stock. The litigation is still pending at this time.

In addition, Tatko filed its own suit on September 24, 2004 in the Circuit Court of Cook County, Illinois seeking declaratory relief of its entitlement to the Company's restricted common stock. On May 23, 2005, the Tatko suit was dismissed with prejudice by the District Court.

No amounts have been recorded as receivable in the Company's consolidated financial statements and no amount has been accrued as a loss as the outcome of the claim against Tatko is not determinable.

The Company filed a lawsuit in the Court of the Queen's Bench of Alberta, in which our subsidiary, Flexible Ltd., is inter-provincially registered. The Company is seeking indeterminate damages resulting from a breach of contract by Calgary Diecast Corporation ("CDC"). The contract was never completed and the Company's raw materials remain in the possession of CDC. On April 25, 2005, the Court ordered a judgment in favor of Flexible Ltd. in the amount of \$47,495 and the Company intends to collect using all available means.

13. COMPARATIVE FIGURES.

Certain of the comparative figures have been reclassified to conform with the current year's presentation.

## Edgar Filing: FLEXIBLE SOLUTIONS INTERNATIONAL INC - Form 10QSB/A

Item 2. Management's Discussion and Analysis or Plan of Operation.

### OVERVIEW

Flexible Solutions International, Inc. ("we," "us," and "our") develops, manufactures and markets specialty chemicals which slow down the evaporation of water. Our initial product, HEAT\$AVR(R), is marketed for use in swimming pools and spas where its use, by slowing the evaporation of water, allows the water to retain a higher temperature for a longer period of time and thereby reduces the energy required to maintain the desired temperature of the water in the pool. Our newest product, WATER\$AVR(R), is marketed for water conservation in irrigation canals, aquaculture, and reservoirs where its use slows down water loss due to evaporation. We also make and sell dispensers which automate the deployment of our chemical products.

### RESULTS OF OPERATIONS

The following analysis and discussion pertains to our results of operations for the three months ended March 31, 2005, as compared to the results of operations for the three months ended March 31, 2004, and to changes in our financial condition from December 31, 2004 to March 31, 2005.

#### THREE MONTHS ENDED MARCH 31, 2005 AND 2004

Separate financial data for each of our operating segments is provided below. We evaluate the performance of our operating segments based on the following:

	Three Months Ended March 31,			% Change 2005-2004
	2005	2004	2003	
Sales				
Energy Segment	\$ 430,895	\$ 488,110	\$ 1,281,266	(
Polymer Segment	\$ 1,588,686	*	*	
Consolidated	\$ 2,019,581	\$ 488,110	\$ 1,281,266	3
Gross Profit				
Energy Segment	\$ 123,920	\$ 121,010	\$ 594,199	
Polymer Segment	\$ 817,360	*	*	
Consolidated	\$ 941,280	\$ 121,010	\$ 594,199	6
SG&A				
Energy Segment	\$ 410,562	\$ 374,987	\$ 467,074	
Polymer Segment	\$ 479,250	*	*	
Consolidated	\$ 889,812	\$ 374,987	\$ 467,074	137%
Interest Income				
Energy Segment	\$ 2,673	\$ 3,116	\$ 50,268	(
Polymer Segment	\$ 57	*	*	
Consolidated	\$ 2,730	\$ 3,116	\$ 50,268	(
Write-down of Investments				
Energy Segment	--	--	--	
Polymer Segment	--	--	*	
Consolidated	--	--	--	

## Edgar Filing: FLEXIBLE SOLUTIONS INTERNATIONAL INC - Form 10QSB/A

Net Income (Loss)	\$	54,198	\$	(250,861)	\$	126,071	(1)
-------------------	----	--------	----	-----------	----	---------	-----

\* Polymer segment data is not available as indicated. Our polymer segment was formed after the acquisition of certain assets of the Donlar Corporation in June 2004.

15

For the three months ended March 31, 2005, we experienced a net profit of \$54,198, as compared to a net loss of \$250,861 for the three months ended March 31, 2004. Increased brand recognition, increased sales of our residential swimming pool product, ECO\$AVR(R), and a full quarter of operations from our NanoChem division has resulted in sales of \$2,019,581 in the three months ended March 31, 2005, as compared to \$488,110 in the three months ended March 31, 2004. Our Energy segment had sales of \$430,895 for the three months ended March 31, 2005, as compared to \$488,110 for the three months ended March 31, 2004. Our Polymer segment had sales of \$1,588,686 for the three months ended March 31, 2005, with no comparable data from the three months ended March 31, 2004.

Our management is satisfied with the effect of the acquisition of assets from Donlar Corporation ("Donlar"), as the NanoChem division (which is comprised of the former Donlar assets) has contributed greatly to sales and cash flow and is starting to replace the capital expended for it. In addition, opportunities to synergistically cross-sell all of our divisions' products have already generated leads to new business and the swimming pool division has discovered ways to help NanoChem increase utilization of its Peru, Illinois factory, while decreasing our costs as a whole. We maintained expenditures in the areas of WATER\$AVR(R) product sales and marketing costs and production equipment development costs. The major factors that contributed to our increased revenue were greater sales from our HEAT\$AVR(R) and ECO\$AVR(R) swimming pool division into new overseas markets and an increase in sales from our newly-formed NanoChem division. NanoChem sales are much less seasonal than those of our WATER\$AVR(R) product and HEAT\$AVR(R) and ECO\$AVR(R) products divisions, which should lead to less volatile sales figures in the future. Our management will attempt to reduce seasonality even further over time.

Gross profit margin represents sales less cost of sales and producing. The major categories of costs included in cost of sales and producing are cost of goods, distribution costs, and costs of our buying department. Distribution costs consist of all warehouse receiving and inspection costs, warehousing costs, all transportation costs associated with shipping goods from our facilities to our customers, and other costs of distribution. We do not exclude any portion of distribution costs from cost of sales. Our gross margins may not be comparable to those of other entities because some entities include all of the costs related to their overhead in cost of sales. However, we exclude a portion of cost of sales from gross profit and instead includes such costs as a line item in operating expenses.

Our operating expenses were \$889,812 for the three months ended March 31, 2005, an increase from \$374,987 for the three months ended March 31, 2004. We continued our sales and marketing efforts for our WATER\$AVR(R) product line, with the objective of closing our first major sales as soon as possible and with development of advanced production machinery for our swimming pool products. The largest increases in operating expenses were in the areas of wages (\$234,436 in the three months ended March 31, 2005, as compared to \$53,289 in the three months ended March 31, 2004), rent (\$55,806 in the three months ended March 31, 2005, as compared to \$21,349 in the three months ended March 31, 2004), advertising (\$31,271 in the three months ended March 31, 2005, as compared to \$7,730 in the three months ended March 31, 2004), and commissions (\$40,925 in

## Edgar Filing: FLEXIBLE SOLUTIONS INTERNATIONAL INC - Form 10QSB/A

the three months ended March 31, 2005, as compared to nil in the three months ended March 31, 2004). These increases are wholly accounted for by the operating costs of our NanoChem division and represent a permanent increase in operating costs related to the new level of sales. Our decreases in investor relations (\$24,638 the three months ended March 31, 2005, as compared to \$64,678 in the three months ended March 31, 2004) and consulting (\$44,252 in the three months ended March 31, 2005, as compared to \$74,678 in the three months ended March 31, 2004) are the result of better cost-control in these areas instituted by management over the past year. Our professional fees increased to \$60,843 in the three months ended March 31, 2005, as compared to \$36,508 in the three months ended March 31, 2004. This is the result of costs incurred in intellectual property prosecution and protection. In addition, depreciation increased to \$168,103 in the three months ended March 31, 2005, as compared to \$9,952 in the three months ended March 31, 2004, as a result of the depreciable NanoChem assets acquired in June 2004.

16

Our Energy segment generated \$410,562 in operating expenses in the three months ended March 31, 2005, an increase from \$374,987 for the three months ended March 31, 2004. This nine percent increase is attributable to our increases in advertising, commissions and professional fees. Our Polymer segment generated \$479,250 in operating expenses in the three months ended March 31, 2005, with no comparable data from the three months ended March 31, 2004. This increase is attributable to the fact that our NanoChem subsidiary was not formed until June 2004.

Our net profit for the three months ended March 31, 2005 was \$54,198, an increase from our net loss of \$250,861 in the three months ended March 31, 2004. The increase in net profit is attributable to increased sales in our swimming pool products division, as compared to the three months ended March 31, 2004, augmented by positive operating cash from our NanoChem division. Our Energy segment's net loss for the three months ended March 31, 2005 was \$283,969, a decrease from our net loss of \$250,861 in the three months ended March 31, 2004, which is attributable to our increase in advertising, commissions and professional fees. Our Polymer segment's net profit for the three months ended March 31, 2005 was \$338,167, with no comparable data from the three months ended March 31, 2004.

Our profit per share was \$0.00 for the three months ended March 31, 2005, as compared to a loss of \$0.02 per share for the three months ended March 31, 2004.

### LIQUIDITY AND CAPITAL RESOURCES

The following section discusses the effects of changes in our balance sheet and cash flow on our liquidity and capital resources. The following table summarizes our cash, cash equivalents and working capital that directly have an impact on our immediate and future cash needs and sources.

	March 31, 2005	December 31, 2004	Incre
Cash and cash equivalents	\$ 495,520	\$ 558,795	\$
Short-term investments	--	559,440	
Working capital	36,925	(101,121)	
Short-term loan	3,150,000	--	

## Edgar Filing: FLEXIBLE SOLUTIONS INTERNATIONAL INC - Form 10QSB/A

We have cash on hand of \$495,520 as of the three months ended March 31, 2005, as compared to cash on hand of \$558,795 for the three months ended December 31, 2004. The overall decrease in short-term investments and cash and cash equivalents was primarily a result of cash used to introduce and market our WATER\$AVR(R) product, which has not yet attained significant sales to maintain positive cash flow.

As of March 31, 2005, we had working capital of \$36,925, as compared to working capital of (\$101,121) on December 31, 2004. The increase in working capital is the result of increased sales and profits.

Historically, prior to fiscal 2004, our operations have been cash flow positive after considering the add back to net income of the stock compensation expense and depreciation. In fiscal 2004, our operations generated negative cash flow as we acquired a large amount of inventory and we financed the purchase of the Donlar assets through the redemption of short-term investments. In order to build our business, develop and research our products and sustain our start-up operations, we have relied mainly on external equity financing.

We expect that cash provided by operating activities may fluctuate in future periods as a result of a number of factors, including the fluctuations in our operating results, shipments, accounts receivable

17

collections, and inventory management. As our sales continue to build, our accounts receivable will increase and our overall inventory levels will also increase.

Other than to repay or replace the short-term loan due in June 2005, we have no other commitments or guarantees in the next 12 months that will materially affect our cash position or needs. We believe we have sufficient capital to support our business and operations for at least the next 12 months. We anticipate utilizing approximately \$500,000 in the next twelve months attempting to close sales in California, Spain and Australia and to extend certain core U.S. patents to select other countries. Approximately 80% of such expenditures are related to expanding sales for our WATER\$AVR(R) product.

There can be no assurance that any of the expenditures will result in additional sales revenues. In the event that our capital resources are not sufficient for the continued expansion of the Company, new capital will be needed or marketing expenses will have to be curtailed until capital is available. There is no guarantee that capital will be available on terms acceptable to the Company or at all. We have no investment banking agreements in place at this time.

### SUBSEQUENT EVENTS

On April 14, 2005, we announced that we had raised \$3.375 million in capital through a private placement of our securities. The securities were sold in an offering exempt from registration under Rule 506 of Regulation D of the Securities Act of 1933, as amended. Participating investors were a select group of investment funds, and the terms of purchase included 900,000 shares of common stock at a per share price of \$3.75, along with a warrant to acquire, at \$4.50 per share, another share of common stock for each share purchased. The funds were used primarily to retire the debt remaining from the acquisition of the assets comprising our NanoChem division.

### RESTATEMENT OF FINANCIAL STATEMENTS

The accompanying financial statements have been restated to revise



## Edgar Filing: FLEXIBLE SOLUTIONS INTERNATIONAL INC - Form 10QSB/A

certain stock-based compensation expense. In October 2005, while completing a registration statement for securities issued in the second quarter of 2005, we determined that certain disclosures made in connection with our stock-based compensation expense required adjustment. In September 2002, we entered into a distribution agreement with Ondeo Nalco Company ("Ondeo") whereby Ondeo agreed to serve as the exclusive distributor of our WATER\$AVR(R) products for so long as Ondeo maintained a certain threshold sales level as defined in the agreement. As consideration for signing the agreement, Ondeo was granted an option to purchase 2,000,000 shares of our common stock. Half of the option for one million shares was exercisable immediately at an exercise price of \$4.25 for each common share. The remaining half of the option for 1,000,000 shares was exercisable after certain threshold sales targets were achieved at a price of \$5.50 for each common share.

In determining the stock-based compensation expense for the nine months ended September 30, 2002, we expensed the entire fair value of the stock option believing that the option fully vested upon the signing of the agreement. In our October 2005 review, however, we determined that: (i) first, as stated above, half of the option to purchase 1,000,000 shares of common stock did not vest and was not exercisable until the threshold sales target had been met, which would not be until five years after the signing of the distribution agreement; and (ii) second, we did not consider Emerging Issues Task Force ("EITF") No. 96-18, Accounting for Equity Instruments That are Issued to Other Than Employees for Acquiring, or in Conjunction with Selling Goods or Services; EITF No. 00-18, Accounting Recognition for Certain Transactions Involving Equity Instruments Granted to Other Than Employees; and EITF No. 01-9, Accounting for Consideration Given by a Vendor to a Customer.

During the three months ended March 31, 2003, Ondeo achieved the first threshold sales target, and accordingly, we should have recorded a corresponding stock-based compensation expense of

18

\$54,080. However, since the entire stock-based compensation expense had been recorded in the September 30, 2002 interim financial statements and in the year ended December 31, 2002, we did not record any additional stock-based compensation expense as a result of the attained first threshold level.

In the fourth quarter of the year ended December 31, 2003, we determined that Ondeo was not going to attain the minimum sales targets stipulated in the agreement. Consequently, the agreement and corresponding stock option was cancelled. We accounted for the cancellation of the stock option in accordance with Statement of Financial Accounting Standard No. 123 similar to a forfeiture of stock options and reversed \$2,480,200 of the stock compensation expense previously recorded in fiscal 2002. Had we accounted for the cancellation of the stock option correctly, we would have reversed the amended stock-based compensation expense of \$54,080 that was recorded in the first quarter ended March 31, 2003.

In light of the above, the net effect of the adjustments to the financial statements is as follows:

1. Approximately \$2,704,000 in stock compensation expense recorded in September 2002 has been reversed;
2. Approximately \$54,080 in stock-based compensation expense has been recorded in the quarter ended March 31, 2003, as Ondeo met the first sales threshold under the agreement;
3. Approximately \$54,080 in stock-based compensation expense has been reversed in the year ended December 31, 2003, as Ondeo failed to meet subsequent

## Edgar Filing: FLEXIBLE SOLUTIONS INTERNATIONAL INC - Form 10QSB/A

sales thresholds under the agreement, resulting in the cancellation of the stock option;

4. As stated above, we recorded a stock-based compensation expense of \$2,704,000 in December 2002. As a result of canceling the stock option, we previously recorded a recovery of \$2,480,000 of stock compensation expense at December 31, 2003. This \$2,480,000 recovery has been reversed, in conjunction with the reversal of \$2,704,000 in stock compensation expense originally recorded; and

5. For the periods ended March 31, 2004 to June 30, 2005, the net effect of these adjustments is to decrease capital in excess of par value by approximately \$223,800 and increase retained earnings by approximately \$223,800.

We are presently unaware of any evidence that the restatements described above are due to any material noncompliance by us, as a result of misconduct, with any financial reporting requirement under the federal securities laws. Our audit committee of the board of directors is working with our management and our accountants to assure that we are taking the appropriate approach to resolving the issues related to the restatements, as well as any further issues that may be identified during the course of its review.

### Item 3. Controls and Procedures.

#### Disclosure Controls and Procedures

We maintain disclosure controls and procedures that are designed to ensure that information required to be disclosed in our periodic reports to the Securities and Exchange Commission ("SEC") is recorded, processed, summarized and reported within the time periods specified in the SEC's rules and regulations, and that such information is accumulated and communicated to our management, including our principal executive officer and principal financial officer, as appropriate, to allow timely decisions regarding required disclosure. Our disclosure controls and procedures are designed to provide a reasonable level of assurance of reaching our desired disclosure control objectives.

19

As of the end of the period covered by this Quarterly Report, we carried out an evaluation, under the supervision and with the participation of management, including our principal executive officer and principal financial officer, of the effectiveness of the design and operation of our disclosure controls and procedures (as defined under Rules 13a-15(e) and 15d-15(e) under the Securities Exchange Act of 1934, as amended). Based upon that evaluation, our principal executive officer and principal financial officer concluded that our disclosure controls and procedures are effective in timely alerting them to material information relating to us (including our consolidated subsidiaries) that is required to be included in our periodic reports.

The prior accounting treatment of our stock-based compensation expense was done in consultation and in accordance with the advice of our independent accountants. Accordingly, management does not believe that this restatement of our Quarterly Report indicates or results from a material weakness with respect to our disclosure controls and procedures or our internal controls over financial reporting.

#### Changes in Internal Control Over Financial Reporting

There was no change in our internal control over financial reporting that occurred during the period covered by this report that has materially affected, or is reasonably likely to materially affect, our internal control

## Edgar Filing: FLEXIBLE SOLUTIONS INTERNATIONAL INC - Form 10QSB/A

over financial reporting.

### PART II OTHER INFORMATION

#### Item 1. Legal Proceedings.

On November 13, 2003, Patrick Grant, an ex-employee, filed a lawsuit in the Circuit Court of Cook County, Illinois against us, WaterSavr Global Solutions Inc. ("WGS"), our wholly-owned subsidiary, and Daniel B. O'Brien, our Chief Executive Officer. The plaintiff claims damages for breach of contract, tortious interference with an agreement and various wrongful discharge claims. The plaintiff seeks monetary damages in excess of \$1,020,000 for the breach of contract and tortious interference claims and unspecified compensatory and punitive damages in the wrongful discharge claims. The parties completed mandatory mediation ordered by the Circuit Court and will next appear in court for case management, at which time the court will set discovery deadlines. We consider the case to be without merit and are planning to dispute the matter vigorously. In addition, we intend to file counterclaims against the plaintiff for failure to repay financial obligations owed to us of almost \$40,000, as well as unspecified damages arising out of the plaintiff's disclosure of confidential information to a client during his employment at WGS. No amounts have been recorded as receivable and no accrual has been made for any loss in our consolidated financial statements as the outcome of the claim filed by the plaintiff is not determinable.

On May 1, 2003, we filed a lawsuit in the Supreme Court of British Columbia, Canada, against John Wells and Equity Trust, S.A., seeking the return of 100,000 shares of our common stock and the repayment of a \$25,000 loan, which were provided to defendants for investment banking services consisting of securing a \$5 million loan and a \$25 million stock offering. Such services were not performed and in the proceeding we seek the return of such shares after defendants' failure to both return the shares voluntarily and repay the note. On May 7, 2003, we obtained an injunction freezing the transfer of the shares. On May 24, 2004, there was a hearing on defendants' motion to set aside the injunction, which motion was denied by the trial court on May 29, 2004. The proceeding is still in a discovery phase. On the date of issuance, the share transaction was recorded as shares issued for services at fair market value, a value of \$0.80 per share. No amounts have been recorded as receivable in our consolidated financial statements as the outcome of this claim is not determinable.

20

On May 28, 2004, Sun Solar Energy Technologies, Inc. ("Sun Solar"), filed a lawsuit in the Federal Court of Canada, against us, Flexible Ltd., and Mr. O'Brien. Sun Solar is seeking: (a) a declaration that the trademark "Tropical Fish" is available for use by Sun Solar; (b) injunctive relief against further use of the "Tropical Fish" trademark by us; and (c) monetary damages exceeding \$7,000,000 for the alleged infringement by us, Flexible Ltd. and Mr. O'Brien of the "Tropical Fish" trademark, as well as any other "confusingly similar trademarks" or proprietary trade dresses. On August 9, 2004, we filed our defenses and filed a counterclaim against Sun Solar. The counterclaim seeks: (x) injunctive relief against further use of the "Tropical Fish" trademark by Sun Solar; (y) a declaration that the "Tropical Fish" trademark is owned by us, or, in the alternative, is not distinctive and should be struck from the trademark registry; and (z) monetary damages exceeding \$50,000. The parties have completed documentary discovery, and examinations for discovery of all parties have been scheduled for July 2005. No amounts have been recorded as receivable in our consolidated financial statements and no amounts have been accrued as potential losses as the outcome of this claim is not determinable.

On July 23, 2004, we filed a breach of contract suit in the Circuit

## Edgar Filing: FLEXIBLE SOLUTIONS INTERNATIONAL INC - Form 10QSB/A

Court of Cook County, Illinois against Tatko Inc. ("Tatko"). The action arises out of a joint product development agreement entered into between us and Tatko in which we agreed to invest \$10,000 toward the product development venture and granted to Tatko 100,000 shares of our restricted common stock. In return, Tatko granted us a five-year option to purchase 20% of Tatko's outstanding capital stock. Tatko has since refused to collaborate on the agreement and we seek declaratory relief stating that Tatko is not entitled to the 100,000 shares of our restricted common stock. The litigation is still pending at this time. In addition, Tatko filed its own suit on September 24, 2004 in the Circuit Court of Cook County, Illinois seeking declaratory relief of its entitlement to our restricted common stock. No amounts have been recorded as receivable in our consolidated financial statements and no amount has been accrued as a loss as the outcome of the claim against Tatko is not determinable.

We filed a lawsuit in the Court of the Queen's Bench of Alberta, in which our subsidiary, Flexible Ltd., is inter-provincially registered. We are seeking indeterminate damages resulting from a breach of contract by Calgary Diecast Corporation ("CDC"). The contract was never completed and our raw materials remain in the possession of CDC. On April 25, 2005, the Court ordered a judgment in our favor in the amount of \$47,495 and we intend to collect using all available means.

Item 2. Unregistered Sales of Equity Securities and Use of Proceeds.

None.

Item 3. Defaults Upon Senior Securities.

None.

Item 4. Submission of Matters to a Vote of Security Holders.

None.

Item 5. Other Information.

None.

21

Item 6. Exhibits.

The following exhibits are attached hereto and filed herewith:

NUMBER	DESCRIPTION
-----	-----
31.1	Certification of Principal Executive Officer Pursuant to ss.302 of the Sarbanes-Oxley Act of 2002.
31.2	Certification of Principal Financial Officer Pursuant to ss.302 of the Sarbanes-Oxley Act of 2002.
32.1	Certification of Principal Executive Officer Pursuant to 18 U.S.C. ss.1350 and ss.906 of the Sarbanes-Oxley Act of 2002.
32.2	Certification of Principal Financial Officer Pursuant to 18 U.S.C. ss.1350 and ss.906 of the Sarbanes-Oxley Act of 2002.

22

SIGNATURES

In accordance with the requirements of Section 13 or 15(d) of the Exchange Act, the registrant caused this report to be signed on its behalf by the undersigned, thereunto duly authorized.

Dated: December 5, 2005.

FLEXIBLE SOLUTIONS INTERNATIONAL, INC.

By: /s/ DANIEL B. O'BRIEN

-----  
Name: Daniel B. O'Brien  
Title: President and Chief Executive Officer

