

Edgar Filing: 800AMERICA COM INC - Form 10QSB

800AMERICA COM INC  
Form 10QSB  
May 15, 2001

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

FORM 10-QSB

QUARTERLY REPORT UNDER SECTION 13 OR 15(d) OF THE SECURITIES EXCHANGE ACT  
OF 1934

For the quarterly period ended March 30, 2001

TRANSITION REPORT UNDER SECTION 13 OR 15(d) OF THE EXCHANGE ACT

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

Commission file number 000-28547

800America.com, Inc.

-----  
(Exact name of small business issuer as specified in its charter)

Nevada

87-0567884

-----  
(State or other jurisdiction of  
incorporation or organization)

-----  
(IRS Employer  
Identification No.)

1929 S. 21st Avenue  
Nashville, TN 37212

-----  
(Address of principal executive offices)

(800) 999-5048

-----  
(Issuer's telephone number)

Not Applicable

-----  
(Former name, former address and former fiscal year, if changed since last  
report)

There were 15,429,943 shares of common stock \$0.001 par value outstanding as of  
May 11, 2001.

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

PART I -- FINANCIAL INFORMATION

Item 1. Financial Statements.

Jack F. Burke, Jr.  
Certified Public Accountant

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P. O. Box 15728  
Hattiesburg, Mississippi 39404

Independent Accountant's Review Report

I have reviewed the accompanying balance sheets of 800America .com, Inc., as of March 31, 2001 and December 31, 2000 and the related statements of income, retained earnings, and cash flows for the three months ended March 31, 2001 and March 31, 2000, in accordance with Statements on Standards for Accounting and Review Services issued by the American Institute of Certified Public Accountant. All information included in these financial statements is the representation of the management of 800America . com, Inc.

A review consist principally of inquiries of company personnel and analytical procedures applied to financial data. It is substantially less in scope than an audit in accordance with generally accepted auditing standards, the objective of which is the expression of an opinion regarding the financial statements taken as a whole. Accordingly, I do not express such an opinion.

Based on my review, I am not aware of any material modifications that should be made to the accompanying financial statements in order for them to be in conformity with generally accepted accounting principles.

Sincerely,

/s/ Jack F. Burke, Jr.

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Jack F. Burke, Jr.

May 11, 2001

800America. com, Inc.  
Balance Sheet

Assets	March 31, 2001	December 31, 2000
	-----	-----
Current Assets		
Cash	\$ 3,229,135	\$ 2,117,746
Accounts Receivable	2,131,094	995,634
Allowance for Doubtful Account	(139,000)	(139,000)
Prepaid Advertising		75,000

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Deferred Tax Asset	47,260	47,260
	=====	=====
Total Current Assets	5,268,489	3,096,640
	=====	=====
Property and Equipment		
Equipment	842,457	743,831
Software	887,150	887,150
Auto	20,738	20,738
	=====	=====
	1,750,345	1,651,719
Accumulated Depreciation	(701,454)	(567,832)
	=====	=====
Total Property and Equipment	1,048,891	1,083,887
	=====	=====
Other Assets		
Intangible Assets (Net)	190,000	193,333
Advances	537,758	47,749
Investment Inshop	2,018	
	=====	=====
Total Other Assets	729,776	241,082
	=====	=====
Total Assets	7,047,156	4,421,609
	=====	=====
	Liabilities and Stockholders' Equity	
Current Liabilities		
Accounts Payable - Trade	182,937	24,946
Accrued Expenses	15,942	
Income Tax Payable	981,068	386,872
	=====	=====
Total Current Liabilities	1,179,947	411,818
	=====	=====
Stockholders' Equity		
Preferred Stock 0.001 Par Value		
5,000,000 Shares Authorized 0 Issued		
Common Stock 0.001 Par Value		
50,000,000 Shares Authorized		
13,412,000 Shares Outstanding		
December 31, 2000 15,429,943 Shares		
Outstanding March 31, 2001	15,430	13,412
Additional Paid in Capital	1,943,134	1,943,134
Retained Earnings	3,908,645	2,053,245
	=====	=====
Total Stockholders' Equity	5,867,209	4,009,791
	=====	=====
Total Liabilities and Stockholders' Equity (Deficit)	\$ 7,047,156	\$ 4,421,609
	=====	=====

The Accompanying "Notes to Financial Statements"  
Are An Integral Part of These Financial Statements  
See Accountants Review Report

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800America.com, Inc.  
Income statement

	For the Three Months Ended March 31	
	2001	2000
Revenues	\$4,300,777	\$2,390,824
Cost and Expenses		
Advertising	427,360	335,688
Depreciation & Amortization	136,955	53,109
Rebate		1,303,969
Payroll	186,914	124,142
Software Maintenance	91,750	
Professional	119,300	18,363
Bad Debts		73,000
Other Operating Expense	471,812	17,526
Total Operating Expense	1,434,091	1,925,797
Operating Income	2,866,686	465,027
Other Income (Expenses)		
Interest Income	18,808	2,155
Net Income Before Income Taxes	2,885,494	467,182
Income Tax	1,030,094	188,000
Net Income	\$1,855,400	\$ 279,182
Basic Earnings Per Share Common Stock	\$ 0.12	\$ 0.02
Diluted Earnings Per Share Common Stock	0.11	0.02

The Accompanying "Notes to Financial Statements"  
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800America . com Inc.  
Analysis of Stockholders Equity  
Three Months Ended March 31, 2001

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	Common Stock Shares	Common Stock Amount	Additional Paid In Capital
Balance December 31, 2000	13,412,000	\$13,412	\$1,943,134
Common Stock Issued to Acquire Operating Activity			
Net Income	2,017,943	2,018	
Balance March 31, 2001	15,429,943	\$15,430	\$1,943,134
			Three Months Ended M
Balance December 31, 1999	12,250,000	\$12,250	\$952,312
Additional Paid in Capital January 14, 2000			250,000
Net Income			
Balance March 31, 2000	12,250,000	\$12,250	\$1,202,312

The Accompanying "Notes to Financial Statements"  
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See Accountants Review Report

800America. com, Inc.  
Statement of Cash Flows  
Three Months Ended March 31

	2001	2000
Cash Flows From Operating Activities		
Net Income	\$ 1,855,400	\$ 279,182
Adjustments to Reconcile Net Income		
To Cash Provided in Operating Activities		
Deprecation and Amortization	136,955	53,109
Bad Debts	73,000	--
Accounts Receivable Increase	(1,135,460)	(577,568)
Prepaid Advertising	75,000	121,600
Deposit on Equipment	--	94,000
Accounts Payable	157,991	30,053
Rebates Payable	--	101,220
Income Tax Payable	594,196	188,000
Other Current Liabilities	15,942	--
Cash Provided by Operations	1,700,024	362,596
Cash Flows From Investing Activities		

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Purchase of Equipment	(98,626)	(297,557)
Purchase of Software	--	(245,850)
Advances to Operating Activities	(490,009)	--
	=====	=====
Cash Flows (Used) in Investing Activity	(588,635)	(543,407)
	=====	=====
Cash Flows From Financing Activities		
Additional Paid In Capital	--	250,000
	=====	=====
Cash Flows Provided by Financing Activities	--	250,000
	=====	=====
Net Increase in Cash	1,111,389	69,189
Beginning Cash Balance	2,117,746	392,564
	=====	=====
Ending Cash Balance	\$ 3,229,135	\$ 461,753
	=====	=====

The Accompanying "Notes to Financial Statements"  
Are An Integral Part of These Financial Statements  
See Accountants Review Report

800America . com, Inc.  
Selected notes to Reviewed Financial Statements

Note 1 - Related Party Transactions

Compensation paid Chief Executive Officer \$60,000 for three months ended March 31, 2001 and 30,000 for the three months ended March 31, 2000.

Note 2 - Supplemental Cash Flow Information

Three months ended	3/31/01	3/31/00
Interest Paid	0	0
Income Tax paid	\$435,898	0

Note 3 - Non Cash Transactions

2,017,943 Shares Common Stock for operating activity Inshop.	\$ 2,018
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Item 2. Management's Discussion and Analysis or Plan of Operation.

General

The Company owns and operates international e-commerce and technology businesses. The Company's primary business is to bring buyers and sellers together in an efficient and easy format and generate fees based on transactions. 800America's unique approach to customer acquisition and retention

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has provided it a strong following of loyal Internet users. The Company is an innovator in developing proprietary technologies needed for easy navigation and convenience for business-to-business-and business-to-consumer environments. The Company's technologies coupled with its unique customer approach continue to strengthen relationships with its customers. These technologies are providing the foundation needed to scale and grow the e-commerce businesses profitably across geographic regions and multiple product lines.

800America has three primary operating units. The 800America Network, Rothman Closeouts, and Fileshooter.

800America is the home of many Internet shoppers. 800America offers shoppers a convenient way to navigate easily among hundreds of stores. The portal offers incentives to visit continuously the site through promotions and giveaways. The Company funds TV advertising in over 50 cities around the world.

Rothman Closeouts is believed by the Company to be the largest business-to-business marketplace for branded surplus merchandise and the leading site for manufacturers, wholesalers and retailers to sell or buy surplus inventories around the world. The Company believes that Rothman Closeouts has become the number one closeout web site on the fifteen major search engines around the world.

The Company acquired 51% of the software company Fileshooter, Inc., which owns the software called File Shooter. File Shooter is one of the world's best messaging transmission programs. It also can transmit files of any size, with private and secure chat rooms all in one. The technology is unique in that the sender will send a message, file, picture, graphic and music to the recipient by bypassing the intervention of a service provider. File Shooter is a TRUE PEER-to-PEER communication tool. The Company intends to market the product worldwide starting in the latter part of the second quarter.

### Recent Developments

In February 2001, the Company acquired Ebiz4biz.com. Ebiz4biz.com offers a proprietary technology in Chinese and English that automates the consumer buying process. The technology provides the 800America.com's customers the ability to gather information. Ebiz4biz.com has offices in Ottawa(Canada) and Beijing(China) and is the infrastructure for international operations for Rothmancloseouts.com as well as other products and services of the Company.

During the quarter the Company also sold the following web sites: 21stAvenueProductions.com, Inde4u.com and Steeplehouse.com.

### Results of Operations

Quarter Ended March 31, 2001 Compared to Quarter Ended March 31, 2000.

The Company had revenues of \$4,300,777 for the quarter ended March 31, 2001 compared to revenues of \$2,390,824 for the quarter ended March 31, 2000. Net income for the quarter ended March 31, 2001 was \$1,855,400 compared to net income of \$279,182 for the quarter ended March 31, 2000. Total operating expenses for the quarter ended March 31, 2001 were \$1,434,091 resulting in operating income for the quarter of \$2,866,686. This compares to total operating expenses of \$1,925,797 for the quarter ended March 31, 2000, resulting in operating income of \$465,027. The Company has instituted a policy of not paying rebates as of January 1, 2001 and hence represented none of the total operating expenses. This compared to customer rebates of \$1,303,969 for the quarter ended March 31, 2000 that represented approximately 68% of total operating expenses.

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Management expects that general and administrative expenses will increase with the hiring of additional personnel and the further development of the Company's web sites. Because of the Company's limited operating history with its various web sites, management cannot predict, based upon past performance, whether the above listed cost and expense categories are relatively stable or subject to a substantial degree of volatility.

### Liquidity And Capital Resources

Net cash provided by operating activities was \$1,700,024 for the quarter ended March 31, 2001 compared to net cash provided by operating activities of \$362,596 for the quarter ended March 31, 2000. Net cash used in investing activities was \$588,635 for the quarter ended March 31, 2001 compared to \$543,407 for the quarter ended March 31, 2000. There was no cash provided by financing activity for the quarter ended March 31, 2001 compared to net cash provided by financing activities of \$250,000 for the quarter ended March 31, 2000.

The Company's cash and cash equivalents as of March 31, 2001 were \$3,229,135. At March 31, 2001, the Company had current assets of \$5,268,489 and current liabilities of \$1,179,947, resulting in working capital at March 31, 2001 (current assets less current liabilities) of \$4,088,542.

The Company believes that its current capital resources and liquidity are adequate for at least the next twelve months. Other than costs in connection with the further development of its web sites, the Company does not have any plans for significant capital or operating expenditures above its current level unless it determines to develop additional web sites that could result in additional development costs.

### Forward Looking Statements

This report on Form 10-QSB contains certain forward-looking statements that are based on what we believe are reasonable beliefs and assumptions of our management. Often, you can recognize these statements because we use words such as "believe", "anticipate", "intend", "estimate" and "expect" in the statements. Such forward-looking statements obviously involve known and unknown risks, uncertainties, and other factors that may cause the actual results, performance or achievements of the Company to be materially different from any future results, performance or achievements expressed or implied by such forward-looking statements.

## PART II -- OTHER INFORMATION

### Item 1. Legal Proceedings.

A summons and complaint in an action titled MICHELE J. GALAGHER against INSHOP.COM, INC. has been served on registrant's majority-owned subsidiary inShop.com, Inc. The action is pending in the Supreme Court of the State of New York, County of New York. The complaint seeks approximately \$45,000 for wages and expenses. InShop.com, Inc. intends vigorously to defend this litigation.

### Item 6. Exhibits and Reports on Form 8-K.

#### (a) Exhibits

None.

#### (b) Reports on Form 8-K



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On May 3, 2001, registrant reported, on Form 8-K, the results for the fiscal quarter ended March 31, 2001.

SIGNATURES

In accordance with the requirements of the Exchange Act, the registrant caused this report to be signed on its behalf by the undersigned, thereunto duly authorized.

800America.com, Inc.  
(Registrant)

Date May 15, 2001

By: /s/ Elie Rabi

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Elie Rabi, President