

MILITARY RESALE GROUP INC  
Form 10QSB/A  
November 05, 2002

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

Form 10QSB/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, 2002
- TRANSITION REPORT UNDER SECTION 13 OR 15(d) OF THE SECURITIES EXCHANGE ACT OF 1934 For the transition period from:  
\_\_\_\_\_ to \_\_\_\_\_

Commission File Number 000-26463

MILITARY RESALE GROUP, INC.  
-----

(Name of small business issuer as specified in its charter)

Edgar Filing: MILITARY RESALE GROUP INC - Form 10QSB/A

New York

11-2665282

(State or other jurisdiction of  
incorporation or organization)

(I.R.S. Employer Identification No.)

2180 Executive Circle  
Colorado Springs, Colorado 80906

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

(719) 391-4564

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

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 [X] No [ ]

As of March 31, 2002, there were 7,878,554 shares of the issuer's common stock outstanding.

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

MILITARY RESALE GROUP, INC.

FORM 10-QSB/A  
Amendment No. 1

INDEX

Page No.

INTRODUCTORY NOTE.....

PART I. Financial Information

Item 1. Financial Statements

Balance Sheets - March 31, 2002 and December 31, 2001.....

Statements of Operations - Three months ended March 31, 2002 and 2001.....

Statement of Stockholders' Deficit - From October 6, 1997  
(inception) through March 31, 2002.....

Statements of Cash Flows - Three months ended March 31, 2002  
and 2001.....

Notes to Financial Statements.....

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

Edgar Filing: MILITARY RESALE GROUP INC - Form 10QSB/A

Signatures .....

i

INTRODUCTORY NOTE

We are filing this Form 10-QSB/A in order to amend and restate the information disclosed in Items 1 and 2 of Part I. The principal changes we made were as follows: (i) we revised our statement of operations to recognize additional interest expense relating to the beneficial conversion feature of \$205,000 aggregate principal amount of convertible promissory notes that were issued in the three months ended March 31, 2002 and (ii) we revised the manner in which we accounted for the issuance of shares of our common stock in the three months ended March 31, 2002 to certain consultants of the Company, including Edward T. Whelan, our Chief Executive Officer. This Form 10-QSB/A does not necessarily reflect events occurring after the filing of the original Form 10-QSB.

ii

MILITARY SALES GROUP, INC.  
 Balance Sheets  
 (Unaudited)

ASSETS	March 31, 2002 -----	Dece -----
Current Assets		
Cash .....	\$ 54,581	\$ 4
Accounts receivable - trade .....	384,233	4
Prepays .....	3,229	2
Inventory .....	315,834	2
Deposits .....	23,218	7
	-----	-----
Total Currents Assets .....	781,095	7
	-----	-----
Fixed Assets:		
Office equipment .....	2,741	2
Warehouse equipment .....	205,044	2
Vehicles .....	64,366	2
Leasehold improvements .....	2,440	2
Software .....	15,609	2
	-----	-----
	290,200	2
Less accumulated depreciation .....	(112,883)	(1

Edgar Filing: MILITARY RESALE GROUP INC - Form 10QSB/A

Net Fixed Assets .....	177,317	1
TOTAL ASSETS .....	\$ 958,412	\$ 9
LIABILITIES AND STOCKHOLDERS' EQUITY		
Current Liabilities:		
Accounts payable - trade .....	\$ 1,039,543	\$ 1,0
Accrued expenses .....	31,000	
Accrued interest payable .....	265,657	
Bank overdraft .....	--	
Notes payable - current portion .....	387,535	2
Total Current Liabilities .....	1,723,735	1,3
Long-term debt		
Notes payable .....	83,460	
Total Long-term debt .....	83,460	
Total Liabilities .....	1,807,195	1,4
Stockholders' Equity		
Common stock, par value \$.001, 60,000,000 shares authorized, 7,878,004 and 7,505,004 issued and outstanding at March 31, 2002 and December 31, 2001, respectively ....	788	
Additional paid-in capital .....	522,177	4
Retained deficit .....	(1,371,748)	(9)
Total Stockholders' Equity .....	(848,783)	(5)
TOTAL LIABILITIES AND STOCKHOLDERS' EQUITY .....	\$ 958,412	\$ 9

See accountant's review report.

1

MILITARY SALES GROUP, INC.  
Statement of Operations  
(Unaudited)

For the Three Months Ended  
March 31,

-----	-----
2002	2001
----	----

REVENUES:

Edgar Filing: MILITARY RESALE GROUP INC - Form 10QSB/A

Gross Sales .....	\$ 1,357,584	\$ 1,024,983
Commission sales - net .....	59,674	65,424
	-----	-----
Total Revenues .....	1,417,258	1,090,407
	-----	-----
COST OF GOODS SOLD: .....	1,238,921	971,418
	-----	-----
GROSS PROFIT .....	178,337	118,989
	-----	-----
EXPENSES:		
Salary and payroll taxes .....	90,165	100,504
Professional fees .....	93,000	7,770
Occupancy .....	55,262	26,313
General and administrative .....	109,710	46,171
Amortization/depreciation .....	10,627	8,760
Lease and auto/truck expense ....	24,408	25,628
	-----	-----
Total Operating Expenses .....	383,172	215,146
	-----	-----
OTHER REVENUES & EXPENSES:		
Interest expense .....	(211,170)	(1,265)
Interest income .....	--	--
	-----	-----
Total Other Revenues & Expenses	(211,170)	(1,265)
	-----	-----
NET LOSS .....	\$ (416,005)	\$ (97,422)
	=====	=====
Per share information		
Weighted average number		
of common shares outstanding	7,705,004	5,360,000
	=====	=====
Net Loss per common share .....	\$ (0.05)	\$ (0.02)
	=====	=====

See accountant's review report.

2

MILITARY SALES GROUP, INC.  
Statement of Stockholders' Equity  
(Unaudited)

	Common Stock		Additional Paid-In Capital
	Shares	Amount	
	-----	-----	-----
Balance -October 6, 1997	-	\$ -	\$ -
Issuance of common stock for cash ...	800,000	80	120
Net loss .....	--	--	--
	-----	-----	-----
Balance - December 31, 1997 .....	800,000	80	120
	-----	-----	-----

Edgar Filing: MILITARY RESALE GROUP INC - Form 10QSB/A

Issuance of common stock for cash ...	40,000	4	14,996
Issuance of common stock for services	3,000,000	300	(300)
Net loss .....	--	--	--
Balance - December 31, 1998 .....	3,840,000	384	14,816
Issuance of common stock for cash ...	1,520,000	152	134,848
Net loss .....	--	--	--
Balance - December 31, 1999 .....	5,360,000	536	149,664
Net loss .....	--	--	--
Balance - December 31, 2000 .....	5,360,000	536	149,664
Stock issued for services .....	875,000	87	253,663
Stock issued for subsidiary .....	1,270,004	127	3,823
Net loss .....	--	--	--
Balance - December 31, 2001 .....	7,505,004	750	407,150
Stock issued for services .....	300,000	31	92,969
Stock issued for services .....	73,550	7	22,058
Net loss .....	--	--	--
Balance - March 31, 2002 .....	7,878,554	\$ 788	\$ 522,177

See accountant's review report.

3

MILITARY SALES GROUP, INC.  
Statement of Cash Flows  
(Unaudited)

	For the Three Months Ended March 31,	
	2002	2001
	----	----
Cash Flows from Operating Activities:		
Net Loss .....	\$ (416,005)	\$ (97,422)
Adjustments to reconcile net loss to net cash used in operating activities:		
Depreciation and amortization .....	10,626	9,009
Stock issued for services .....	115,065	--
Loss on disposal of equipment .....	6,380	--
Changes in assets and liabilities:		
(Increase) Decrease in accounts receivable .....	56,825	98,039
Decrease (Increase) in prepaids .....	3,479	--
Increase (Decrease) in deposits .....	(2,812)	--
(Increase) Decrease in inventory .....	(63,404)	6,615
(Decrease) in accounts payable .....	(7,664)	(38,110)

**Edgar Filing: MILITARY RESALE GROUP INC - Form 10QSB/A**

Increase (Decrease) in accrued expenses .....	236,000	1,578
	-----	-----
Net Cash Used in Operating Activities .....	(61,510)	(20,291)
	-----	-----
Cash Flows from Investing Activities		
Capital expenditures .....	(1,912)	--
	-----	-----
Cash Flows Used in Investing Activities .....	(1,912)	--
	-----	-----
Cash Flows from Financing Activities:		
Bank overdraft .....	(1,349)	29,301
Proceeds from sale of stock .....	--	--
Proceeds (payments) from notes payable - net .....	119,352	(9,010)
	-----	-----
Cash Flows Provided by Financing Activities .....	118,003	20,291
	-----	-----
Net Increase (Decrease) in cash and cash equivalents	54,581	--
Cash and cash equivalents - beginning of period ....	--	--
	-----	-----
Cash and cash equivalents - end of period .....	\$ 54,581	\$ --
	=====	=====
Supplemental information:		
Cash paid for interest .....	\$ 6,170	\$ 1,265
	=====	=====
Cash paid for income taxes .....	\$ --	\$ --
	=====	=====

See accountant's review report.

4

NOTE 1 - GENERAL

NATURE OF BUSINESS

On October 15, 2001, our Company, formerly known as Bactrol Technologies, Inc., and Military Resale Group, Inc., a Maryland corporation that was formed on October 6, 1997 ("MRG-Maryland"), executed a Stock Purchase Agreement pursuant to which 98.2% of MRG's stock was effectively exchanged for a controlling interest in a publicly held "shell" corporation (the "Reverse Acquisition") that concurrently changed its name to Military Resale Group, Inc. This transaction is commonly referred to as a "reverse acquisition." For financial accounting purposes, this transaction has been treated as the issuance of stock for our net monetary assets, accompanied by a recapitalization of MRG-Maryland with no goodwill or other intangible assets recorded. For financial reporting purposes, MRG-Maryland was considered the acquirer, and therefore, the historical operating results of Bactrol Technologies, Inc. are not presented.

NOTE 2 - BASIS OF PRESENTATION

In the opinion of our management, the accompanying unaudited condensed financial statements include all normal adjustments considered necessary to present fairly our financial position as of March 31, 2002, and results of operations and cash flows for the three months ended March 31, 2002 and 2001. Interim results are not necessarily indicative of results for a full year.



## Edgar Filing: MILITARY RESALE GROUP INC - Form 10QSB/A

The condensed financial statements and notes are presented as permitted by Form 10-QSB, and do not contain certain information included in our audited financial statements and notes for the fiscal year ended December 31, 2001.

### NOTE 3 - INVENTORY

Inventory of as March 31, 2002 consisted of the following:

Finished Goods	\$315,834
	-----
	\$315,834

5

## ITEM 2. MANAGEMENT'S DISCUSSION AND ANALYSIS OR PLAN OF OPERATION

### GENERAL

CERTAIN STATEMENTS IN THIS REPORT CONSTITUTE "FORWARD-LOOKING STATEMENTS" WITHIN THE MEANING OF THE PRIVATE SECURITIES LITIGATION REFORM ACT OF 1995. SUCH FORWARD-LOOKING STATEMENTS INVOLVE KNOWN AND UNKNOWN RISKS, UNCERTAINTIES AND OTHER FACTORS WHICH MAY CAUSE OUR ACTUAL RESULTS, PERFORMANCE OR ACHIEVEMENTS TO BE MATERIALLY DIFFERENT FROM ANY FUTURE RESULTS, PERFORMANCE OR ACHIEVEMENTS EXPRESSED OR IMPLIED BY SUCH FORWARD-LOOKING STATEMENTS. THE WORDS "BELIEVE", "EXPECT", "ANTICIPATE", "INTEND" AND "PLAN" AND SIMILAR EXPRESSIONS IDENTIFY FORWARD-LOOKING STATEMENTS. READERS ARE CAUTIONED NOT TO PLACE UNDUE RELIANCE ON THESE FORWARD-LOOKING STATEMENTS, WHICH SPEAK ONLY AS OF THE DATE THE STATEMENT WAS MADE. BECAUSE OUR COMMON STOCK IS CONSIDERED A "PENNY STOCK," AS DEFINED BY THE REGULATIONS OF THE SECURITIES AND EXCHANGE COMMISSION, THE SAFE HARBOR FOR FORWARD-LOOKING STATEMENTS DOES NOT APPLY TO STATEMENTS BY OUR COMPANY.

Our business and results of operations are affected by a wide variety of factors that could materially and adversely affect us and our actual results, including, but not limited to: (1) the availability of additional funds to enable us to successfully pursue our business plan; (2) the uncertainties related to the effectiveness of our technologies and the addition of new products and suppliers; (3) our ability to maintain, attract and integrate management personnel; (4) our ability to complete the development of our proposed product line in a timely manner; (5) our ability to effectively market and sell our products and services to current and new customers; (6) our ability to negotiate and maintain suitable strategic partnerships and corporate relationships with suppliers and manufacturers; (7) the intensity of competition; and (8) general economic conditions. As a result of these and other factors, we may experience material fluctuations in future operating results on a quarterly or annual basis, which could materially and adversely affect our business, financial condition, operating results and stock price.

Any forward-looking statements herein speak only as of the date hereof. We undertake no obligation to publicly release the results of any revisions to these forward-looking statements that may be made to reflect events or circumstances after the date hereof or to reflect the occurrence of unanticipated events. The following discussion should be read in conjunction with the financial statements and related notes appearing elsewhere in this Report.

## Edgar Filing: MILITARY RESALE GROUP INC - Form 10QSB/A

Prior to November 15, 2001, we did not generate any significant revenue, and accumulated no significant assets, as we explored various business opportunities. On November 15, 2001, we acquired 98.2% of the issued and outstanding capital stock of Military Resale Group, Inc., a Maryland corporation ("MRG-Maryland"), in exchange for a controlling interest in our publicly-held "shell" corporation ("the Reverse Acquisition"). For financial reporting purposes, MRG-Maryland was considered the acquirer in such transaction. As a result, our

6

historical financial statements for any period prior to November 15, 2001 are those of MRG-Maryland.

### RESULTS OF OPERATIONS - THREE MONTHS ENDED MARCH 31, 2002 COMPARED TO THREE MONTHS ENDED MARCH 31, 2001

REVENUE. Total revenue for the three months ended March 31, 2002 of \$1,417,258 reflected an increase of \$326,851, or approximately 30%, compared to sales of \$1,090,407 for the three months ended March 31, 2001. Our revenues are derived in either one of two ways. In the majority of instances, we purchase products from manufacturers and suppliers for resale to the commissaries we service. In such cases, we resell the manufacturer's or supplier's products to the commissaries at generally the same prices we pay for such products, which prices generally are negotiated between the manufacturer or supplier and the Defense Commissary Agency ("DeCA"). Revenue is recognized as the gross sales amount received by us from such sales ("resale revenues"), which includes (i) the purchase price paid by the commissary plus (ii) a negotiated storage and delivery fee paid by the manufacturer or supplier. In the remaining instances, we act as an agent for the manufacturer or supplier of the products we sell, and earn a commission paid by the manufacturer or supplier, generally in an amount equal to a percentage of the manufacturer's or supplier's gross sales amount ("commission revenues"). In such cases, revenue is recognized as the commission we receive on the gross sales amount.

Resale revenue for the three months ended March 31, 2002 of \$1,357,584 reflected an increase of \$332,601, or approximately 32%, compared to resale revenue of \$1,024,983 for the three months ended March 31, 2001. For the three months ended March 31, 2002, approximately 67% of our gross profit was derived from sales involving resale revenue compared to approximately 45% for the three months ended March 31, 2001. These increases were attributable primarily to the addition of the new products we began supplying to commissaries during the fourth quarter of fiscal 2001, including Slimfast, L'eggs, Bush Beans and Rayovac Batteries, and during the first quarter of fiscal 2002, including a line of feminine hygiene products and a line of infant feeding products supplied by Playtex Products, Inc., which we sell on a resale basis, as well as the implementation of our long-term strategy to increase our ratio of sales of products we sell on a resale basis, rather than a commission basis, due to the payment discounts we often receive from the manufacturers and suppliers of the goods we purchase for resale.

Commission revenue for the three months ended March 31, 2002 of \$59,674 reflected a decrease of \$5,750, or approximately 9%, compared to commission revenue of \$65,424 for the three months ended March 31, 2001. For the three months ended March 31, 2002, approximately 33% of our gross profit was derived from sale involving commission revenue compared to approximately 55% for the three months ended March 31, 2001. These decreases were attributable primarily to the implementation of our long-term strategy to increase our ratio of sales of products sold on a resale basis, rather than a commission basis. We cannot be

## Edgar Filing: MILITARY RESALE GROUP INC - Form 10QSB/A

certain as to whether or not these trends will continue; however, in the long term we are seeking to increase the ratio of our sales of products sold on a resale basis, rather than a commission basis, because we believe we can increase our profitability on such sales by taking advantage of payment

7

discounts frequently offered by the manufacturers and suppliers of such products. To do so, we intend to continue to seek to add new products that we can offer to commissaries on a resale basis from our existing manufacturers and suppliers and from others with whom we do not currently have a working relationship.

In March 2002, we entered into an agreement with Playtex Products, Inc. to distribute, on a resale basis, approximately 70 Stock Keeping Units (SKUs) manufactured or supplied by Playtex, including a line of feminine hygiene products and a line of infant feeding products. We have been advised by Playtex, and verified with DeCA, that sales by Playtex in 2001 to the commissaries we currently service amounted to approximately \$350,000. However, there can be no assurance that our sales of Playtex products will reach such amount, and the amount of our actual sales of Playtex products may differ materially from the amounts sold by Playtex in 2001 as a result of one or more of the factors described above, among others.

In April 2002, we began distributing products for Pfizer, Inc. under an agreement that provided for the distribution of approximately 114 SKUs of Pfizer products. In June 2002, the agreement was terminated by Pfizer because we were unable to consistently meet our delivery obligations due to our insufficient working capital. During the term of our agreement with Pfizer, we received revenue from the sale of Pfizer products of approximately \$168,000. Management believes the termination of the Pfizer agreement will not have a material adverse impact on our results of operations for fiscal 2002.

In October 2002, we added to our supplier network the Hillshire Farm and Kahn's product groups of Sara Lee Foods-USA and certain consumer products distributed by Chattem, Inc. Hillshire Farm and Kahn's are product lines of packaged meats and hams. Chattem is a manufacturer of branded consumer products, principally over-the-counter healthcare products, including Aspercreme, Gold Bond, Sportscreme, Pamprin, Dexatrim, Rejuvex and Flexall. We have been advised by Sara Lee Foods-USA, and verified with DeCA, that sales of Hillshire Farm and Kahn's products in 2001 to the commissaries we currently service amounted to approximately \$950,000. We have been advised by Chattem, and verified with DeCA, that sales of Chattem's line of products in 2001 to the commissaries we currently service amounted to approximately \$200,000. However, there can be no assurance that our annual sales of these products will reach such amounts, and the amount of our actual sales of Hillshire Farm and Kahn's Products and Chattem products may differ materially from the amounts sold by Sara Lee Foods-USA and Chattem, respectively, in 2001.

Management believes our long-term success will be dependent in large part on our ability to add additional product offerings to enable us to increase our sales and revenues. However, we believe our ability to add additional product offerings is dependent on our ability to obtain additional capital to fund new business development and increased sales and marketing efforts. We are currently in discussions with a number of other manufacturers and suppliers in an effort to reach an agreement under which we can distribute their products to the military market. While there can be no assurance that we will do so, we believe we will be successful in negotiating agreements with a number of such suppliers and manufacturers.

To date, all of our sales revenue has been generated from customers located in the United States.

**COST OF GOODS SOLD.** Cost of goods sold consists of our cost to acquire products from manufacturers and suppliers for resale to commissaries. In instances where we sell products on a commission basis, there is no cost of goods sold because we act as an agent for the manufacturer or supplier and earn only a commission on such sales. During the three months ended March 31, 2001, cost of goods sold increased by approximately \$267,503, or approximately 27.5%, to \$1,238,921 from \$971,418 for the three months ended March 31, 2001. This increase was attributable primarily to the addition of new products that we sell on a resale basis. We cannot be certain as to whether or not this trend will continue; however, in the long term we are seeking to increase the ratio of our sales on a resale basis, as discussed above.

**GROSS PROFIT.** Gross profit for the three months ended March 31, 2002 increased by approximately \$59,348, or approximately 50%, compared to the three months ended March 31, 2001, from \$118,989 for the three months ended March 31, 2001 to \$178,337 for the year ended March 31, 2002. This increase was attributable primarily to the addition of new products that we purchase for resale to the commissaries we service.

**OPERATING EXPENSES.** Total operating expenses aggregated \$383,172 for the three months ended March 31, 2002 as compared to \$215,146 for the three months ended March 31, 2001, representing an increase of \$168,026, or approximately 78%. The increase in total operating expenses for the three month period ended March 31, 2002 was attributable primarily to increased professional fees of \$85,230 resulting primarily from the costs of the preparation of a registration statement under the Securities Act of 1933 relating to a proposed offering of equity securities; increased occupancy expense of \$28,949, or approximately 110%, resulting from our move to larger office and warehouse facilities in September 2001 and increased general and administrative expenses of \$63,539, or approximately 130%, resulting primarily from increased premiums on health and workers' compensation insurance and the issuance of shares of our common stock for consulting services rendered to the Company.

**INTEREST EXPENSE.** Interest expense of \$211,170 for the three months ended March 31, 2002 reflected an increase of \$209,905 as compared to interest expense of \$1,265 for the three months ended March 31, 2001. The increase in interest expense was attributable primarily to interest expense resulting from the recognition of the beneficial conversion feature (the right to convert debt into shares of our common stock at a discount to the fair market value of our common stock) of \$205,000 aggregate principal amount of convertible promissory notes issued in the first quarter of 2002.

**NET LOSS.** For the reasons discussed above, we incurred a net loss of \$416,005 for the three months ended March 31, 2002 as compared to a net loss of \$97,182 for the three months ended March 31, 2001.

#### LIQUIDITY AND CAPITAL RESOURCES

At March 31, 2002, we had a cash balance of \$54,581. Our principal source of liquidity has been borrowings. Since November 2001, we have funded our

## Edgar Filing: MILITARY RESALE GROUP INC - Form 10QSB/A

operations primarily from borrowings of approximately \$410,000. In the fourth quarter of 2001 and the first and second quarters of 2002, we issued \$260,000 aggregate principal amount of convertible promissory notes (the "9% Convertible Notes") that mature on December 31, 2002 and bear interest at the rate of 8% per annum prior to June 30, 2002 and 9% per annum thereafter. In April 2002, \$150,000 aggregate principal amount of 9% Convertible Notes (and \$2,380 accrued interest thereon) was converted by the holders into an aggregate of 1,993,573 shares of our common stock. The remaining 9% Convertible Notes are convertible at any time and from time to time by the noteholders into a maximum of 1,153,900 shares of our common stock (subject to certain anti-dilution adjustments) if the 9% Convertible Notes are not in default, or a maximum of 2,307,800 shares of our common stock (subject to certain anti-dilution adjustments) if an event of default has occurred in respect of such notes. The terms of the 9% Convertible Notes require us to register under the Securities Act of 1933 the shares our common stock issuable upon conversion of the 9% Convertible Notes not later than December 31, 2002.

In the third quarter of 2002, we issued \$105,000 aggregate principal amount of convertible promissory notes (the "8% Convertible Notes") that mature on either June 30, 2003 or July 30, 2003 and bear interest at the rate of 8% per annum. The 8% Convertible Notes are convertible at any time and from time to time by the noteholders into a maximum of 489,667 shares of our common stock (subject to certain anti-dilution adjustments). The terms of the 8% Convertible Notes require us to register under the Securities Act of 1933 the shares of our common stock issuable upon conversion of the 8% Convertible Notes not later than December 31, 2002.

Our current cash levels, together with the cash flows we generate from operating activities, are not sufficient to enable us to execute our business strategy. As a result, we intend to seek additional capital through the sale of up to 5,000,000 shares of our common stock. In December 2001, we filed with the Securities and Exchange Commission a registration statement relating to such shares. Such registration statement has not yet been declared effective, and there can be no assurance that the Securities and Exchange Commission will declare such registration statement effective in the near future, if at all. In the interim, we intend to fund our operations based on our cash position and the near term cash flow generated from operations, as well as additional borrowings. In the event we sell only a nominal number of shares (i.e. 500,000 shares) in our proposed offering, we believe that the net proceeds of such sale, together with anticipated revenues from sales of our products, will satisfy our capital requirements for at least the next 12 months. However, we would require additional capital to realize our strategic plan to expand distribution capabilities and product offerings. These conditions raise substantial doubt about our ability to continue as a going concern. Our actual financial results may differ materially from the stated plan of operations.

10

Assuming that we receive a nominal amount of proceeds from our proposed offering of common stock, we expect capital expenditures to be approximately \$200,000 during the next twelve months, primarily for the acquisition of an inventory control system. It is expected that our principal uses of cash will be to provide working capital, to finance capital expenditures, to repay indebtedness and for other general corporate purposes, including sales and marketing and new business development. The amount of spending for any particular purpose is dependent upon the total cash available to us and the success of our offering of common stock.

At March 31, 2002, we had liquid assets of \$438,814, consisting of cash and accounts receivable derived from operations, and other current assets of

## Edgar Filing: MILITARY RESALE GROUP INC - Form 10QSB/A

\$342,281, consisting primarily of inventory of products for sale and/or distribution. Long term assets of \$177,317 consisted primarily of warehouse equipment used in operations.

Current liabilities of \$1,723,735 at March 31, 2002 consisted of \$1,039,543 of accounts payable and \$387,535 for the current portion of notes payable, of which approximately \$210,000 was payable to our officers or our other affiliates.

Our working capital deficit was \$942,640 as of March 31, 2002 for the reasons described above.

We used cash of \$61,510 in operating activities during the three months ended March 31, 2002, primarily as a result of the net loss incurred during the period.

We used net cash of \$1,912 in investing activities during the three months ended March 31, 2002, all of which was used for capital expenditures.

Financing activities consisting primarily of short-term borrowings provided net cash of \$118,003 during the three months ended March 31, 2002. Subsequent to March 31, 2002, we borrowed an additional \$125,000 pursuant to the issuance of 8% Convertible Notes and 9% Convertible Notes.

### SIGNATURES

Pursuant to the requirements of Section 13 or 15(d) of the Securities Exchange Act of 1934, the Registrant has duly caused this report to be signed on its behalf by the undersigned thereunto duly authorized, in Colorado Springs, Colorado on November 4, 2002.

MILITARY RESALE GROUP, INC.

By: /S/ ETHAN D. HOKIT

-----  
Name: Ethan D. Hokit  
Title: President and Chief  
Operating Officer (Principal  
Accounting Officer and Principal  
Financial Officer)

11

CERTIFICATION OF PRINCIPAL EXECUTIVE OFFICER  
Pursuant to 18 U.S.C. 1350  
(SECTION 302 OF THE SARBANES-OXLEY ACT OF 2002)

I, Edward T. Whelan, certify that:

## Edgar Filing: MILITARY RESALE GROUP INC - Form 10QSB/A

1. I have reviewed this quarterly report on Form 10-QSB of Military Resale Group, Inc.;
2. Based on my knowledge, this quarterly report does not contain any untrue statement of a material fact or omit to state a material fact necessary to make the statements made, in light of the circumstances under which such statements were made, not misleading with respect to the period covered by this quarterly report;
3. Based on my knowledge, the financial statements, and other financial information included in this quarterly report, fairly present in all material respects the financial condition, results of operations and cash flows of the registrant as of, and for, the periods presented in this quarterly report;
4. The registrant's other certifying officers and I are responsible for establishing and maintaining disclosure controls and procedures (as defined in Exchange Act Rules 13a-14 and 15d-14) for the registrant and we have:
  - a) designed such disclosure controls and procedures to ensure that material information relating to the registrant, including its consolidated subsidiaries, is made known to us by others within those entities, particularly during the period in which this quarterly report is being prepared;
  - b) evaluated the effectiveness of the registrant's disclosure controls and procedures as of a date within 90 days prior to the filing date of this quarterly report (the "Evaluation Date"); and
  - c) presented in this quarterly report our conclusions about the effectiveness of the disclosure controls and procedures based on our evaluation as of the Evaluation Date;
5. The registrant's other certifying officers and I have disclosed, based on our most recent evaluation, to the registrant's auditors and the audit committee of registrant's board of directors (or persons performing the equivalent function):
  - a) all significant deficiencies in the design or operation of internal controls which could adversely affect the registrant's ability to record, process, summarize and report financial data and have identified for the registrant's auditors any material weaknesses in internal controls; and
  - b) any fraud, whether or not material, that involves management or other employees who have a significant role in the registrant's internal controls; and
6. The registrant's other certifying officers and I have indicated in this quarterly report whether or not there were significant changes in internal controls or in other factors that could significantly affect internal controls subsequent to the date of our most recent evaluation, including any corrective actions with regard to significant deficiencies and material weaknesses.

By: /S/ EDWARD T. WHELAN  
-----

Name: Edward T. Whelan  
Title: Chief Executive Officer

November 4, 2002

CERTIFICATION OF PRINCIPAL FINANCIAL OFFICER  
Pursuant to 18 U.S.C. 1350  
(SECTION 302 OF THE SARBANES-OXLEY ACT OF 2002)

I, Ethan D. Hokit, certify that:

1. I have reviewed this quarterly report on Form 10-QSB of Military Resale Group, Inc.;
2. Based on my knowledge, this quarterly report does not contain any untrue statement of a material fact or omit to state a material fact necessary to make the statements made, in light of the circumstances under which such statements were made, not misleading with respect to the period covered by this quarterly report;
3. Based on my knowledge, the financial statements, and other financial information included in this quarterly report, fairly present in all material respects the financial condition, results of operations and cash flows of the registrant as of, and for, the periods presented in this quarterly report;
4. The registrant's other certifying officers and I are responsible for establishing and maintaining disclosure controls and procedures (as defined in Exchange Act Rules 13a-14 and 15d-14) for the registrant and we have:
  - a) designed such disclosure controls and procedures to ensure that material information relating to the registrant, including its consolidated subsidiaries, is made known to us by others within those entities, particularly during the period in which this quarterly report is being prepared;
  - b) evaluated the effectiveness of the registrant's disclosure controls and procedures as of a date within 90 days prior to the filing date of this quarterly report (the "Evaluation Date"); and
  - c) presented in this quarterly report our conclusions about the effectiveness of the disclosure controls and procedures based on our evaluation as of the Evaluation Date;
5. The registrant's other certifying officers and I have disclosed, based on our most recent evaluation, to the registrant's auditors and the audit committee of registrant's board of directors (or persons performing the equivalent function):
  - a) all significant deficiencies in the design or operation of internal controls which could adversely affect the registrant's ability to record, process, summarize and report financial data and have identified for the registrant's auditors any material weaknesses in internal controls; and
  - b) any fraud, whether or not material, that involves management or other employees who have a significant role in the registrant's internal controls; and



Edgar Filing: MILITARY RESALE GROUP INC - Form 10QSB/A

6. The registrant's other certifying officers and I have indicated in this quarterly report whether or not there were significant changes in internal controls or in other factors that could significantly affect internal controls subsequent to the date of our most recent evaluation, including any corrective actions with regard to significant deficiencies and material weaknesses.

By: /S/ ETHAN D. HOKIT

-----

Name: Ethan D. Hokit

Title: Chief Financial Officer

November 4, 2002