

INDUSTRIAL SERVICES OF AMERICA INC /FL
Form 10-Q
August 04, 2008

FORM 10-Q

SECURITIES AND EXCHANGE COMMISSION
WASHINGTON, DC 20549

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

For the quarterly period ended June 30, 2008

OR

TRANSITION REPORT PURSUANT TO SECTION 13 OR 15(d) OF THE
SECURITIES EXCHANGE ACT OF 1934

For the Transition Period From _____ to _____

Commission File Number 0-20979

INDUSTRIAL SERVICES OF AMERICA, INC.

(Exact Name of Registrant as specified in its Charter)

Florida

(State or other jurisdiction of
Incorporation or Organization)

59-0712746

(IRS Employer
Identification No.)

7100 Grade Lane, PO Box 32428

Louisville, Kentucky 40232

(Address of principal executive offices)

(502) 368-1661

(Registrant's Telephone Number, Including Area Code)

Check whether the registrant (1) has filed all Reports required to be filed by Section 13 or 15(d) of the Securities Exchange Act of 1934 during the preceding 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 ___

Indicate by check mark whether the registrant is a large accelerated filer, an accelerated filer, a non-accelerated filer, or a smaller reporting company. See the definitions of "large accelerated filer," "accelerated filer" and "smaller reporting company" in Rule 12b-2 of the Exchange Act.

(Check one): Large accelerated filer _____ Accelerated filer _____
Non-accelerated filer _____ Smaller reporting company X

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

Indicate the number of shares outstanding of each of the issuer's classes of common stock, as of June 30, 2008: 3,591,292.

INDUSTRIAL SERVICES OF AMERICA, INC. AND SUBSIDIARIES

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PART I -- FINANCIAL INFORMATION

ITEM 1: CONDENSED CONSOLIDATED FINANCIAL STATEMENTS.

INDUSTRIAL SERVICES OF AMERICA, INC. AND SUBSIDIARIES

CONDENSED CONSOLIDATED BALANCE SHEETS

ASSETS

	<u>June 30,</u> <u>2008</u> <u>(Unaudited)</u>	<u>December 31,</u> <u>2007</u>
Current assets		
Cash and cash equivalents	\$ 1,121,977	\$ 1,501,685
Income tax receivable	99,358	100,737
Accounts receivable - trade (after allowance for doubtful accounts of \$100,000 in 2008 and 2007)	12,996,001	6,764,851
Net investment in sales-type leases	54,695	60,364
Inventories	4,973,988	4,627,281
Deferred income taxes	141,636	141,636
Other	182,692	318,496
Total current assets	19,570,347	13,515,050
Shredder system construction in progress	4,143,404	-
Net property and equipment	9,505,409	9,537,345
Total property and equipment	13,648,813	9,537,345
Other Assets		
Goodwill	560,005	560,005
Net investment in sales-type leases	99,588	125,851
Notes receivable -- related party	186,074	204,053
Deposit for shredder system	-	2,173,076
Other assets	96,183	169,142
	941,850	3,232,127
	\$34,161,010	\$26,284,522

See accompanying notes to consolidated financial statements.

3.

INDUSTRIAL SERVICES OF AMERICA, INC. AND SUBSIDIARIES

CONDENSED CONSOLIDATED BALANCE SHEETS

CONTINUED

LIABILITIES AND STOCKHOLDERS' EQUITY

	<u>June 30,</u> <u>2007</u> <u>(Unaudited)</u>	<u>December 31,</u> <u>2007</u>
Current liabilities		
Current maturities of long term debt	\$ 185,307	\$ 338,913
Current maturities of capital lease obligation	81,451	133,675
Accounts payable	5,258,906	4,665,631
Dividends payable	359,129	-
Income tax payable	1,742,911	-
Other current liabilities	964,461	436,791
Total current liabilities	8,592,165	5,575,010
Long-term liabilities		
Long-term debt	11,179,891	8,393,784
Capital lease obligation	60,844	101,569
Deferred income taxes	194,721	194,721
	11,435,456	8,690,074
Commitments		
Stockholders' equity	21,475	21,475

Common stock, \$.005 par value, 10,000,000 shares authorized, 4,295,000 shares issued in 2008 and 2007, 3,591,292 shares outstanding in 2008 and 3,620,899 in 2007		
Additional paid-in capital	3,599,624	3,599,624
Retained earnings	11,824,787	9,434,733
Treasury stock, 703,708 shares at average cost in 2008 and 674,101 in 2007	(1,312,497)	(1,036,394)
	14,133,389	12,019,438
	\$34,161,010	\$ 26,284,522

See accompanying notes to consolidated financial statements.

4.

INDUSTRIAL SERVICES OF AMERICA, INC. AND SUBSIDIARIES

CONDENSED CONSOLIDATED STATEMENTS OF OPERATIONS

THREE MONTHS ENDED JUNE 30, 2008 AND 2007

(UNAUDITED)

	<u>2008</u>	<u>2007</u>
Revenue from services	\$ 4,011,256	\$ 3,648,276
Revenue from product sales	30,499,829	15,879,820
Total Revenue	34,511,085	19,528,096
Cost of goods sold for services	3,616,674	3,405,183
Cost of goods sold for product sales	24,598,437	13,174,595
Reduction of cost of goods sold	-	(107,266)
Total Cost of goods sold	28,215,111	16,472,512
Selling, general and administrative expense	3,481,812	1,649,201
Income before other income (expense)	2,814,162	1,406,383

Other income (expense)		
Interest expense	(135,003)	(71,395)
Interest income	20,563	32,791
Gain/(loss) on sale of assets	21,623	(5,613)
Other income	127,369	305
	34,552	(43,912)
Income before income taxes	2,848,714	1,362,471
Income tax provision	1,186,082	541,172
Net income	\$ 1,662,632	\$ 821,299
Basic earnings per share	\$ 0.46	\$ 0.22
Diluted earnings per share	\$ 0.46	\$ 0.22
Weighted shares outstanding:		
Basic	3,596,368	3,640,899
Diluted	3,596,368	3,640,899

See accompanying notes to consolidated financial statements.

5.

INDUSTRIAL SERVICES OF AMERICA, INC. AND SUBSIDIARIES

CONDENSED CONSOLIDATED STATEMENTS OF OPERATIONS

SIX MONTHS ENDED JUNE 30, 2008 AND 2007

(UNAUDITED)

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	<u>2008</u>	<u>2007</u>
Revenue from services	\$ 8,883,798	\$ 7,492,503
Revenue from product sales	51,710,682	29,940,342
Total Revenue	60,594,480	37,432,845
Cost of goods sold for services	8,243,037	6,927,882
Cost of goods sold for product sales	42,360,969	24,928,942
Reduction of cost of goods sold	-	(142,544)
Total Cost of goods sold	50,604,006	31,714,280
Selling, general and administrative expense	5,291,417	3,013,208
Income before other income (expense)	4,699,057	2,705,357
Other income (expense)		
Interest expense	(228,569)	(113,852)
Interest income	43,997	61,764
Gain/(loss) on sale of assets	16,481	(11,388)
Other income	128,666	22,358
	(39,425)	(41,118)
Income before income taxes	4,659,632	2,664,239
Income tax provision	1,910,449	1,049,860
Net income	\$ 2,749,183	\$ 1,614,379
Basic earnings per share	\$ 0.76	\$ 0.44
Diluted earnings per share	\$ 0.76	\$ 0.44
Weighted shares outstanding:		
Basic	3,607,120	3,640,899
Diluted	3,607,120	3,640,899

See accompanying notes to consolidated financial statements.

INDUSTRIAL SERVICES OF AMERICA, INC.
AND SUBSIDIARIES
CONSOLIDATED STATEMENTS OF SHAREHOLDERS' EQUITY
SIX MONTHS ENDED JUNE 30, 2008

(UNAUDITED)

	<u>Common Stock</u>		<u>Additional</u>	<u>Retained</u>	<u>Treasury Stock</u>		
	<u>Shares</u>	<u>Amount</u>	<u>Paid-in</u>	<u>Earnings</u>	<u>Shares</u>	<u>Cost</u>	<u>Total</u>
			<u>Capital</u>				
Balance as of December 31, 2007	4,295,000	\$21,475	\$3,599,624	\$9,434,733	(674,101)	\$ (1,036,394)	\$12,019,438
Stock repurchase	-	-	-	-	(29,607)	(276,103)	(276,103)
Cash dividend declared	-	-	-	(359,129)	-	-	(359,129)
Net income	-	-	-	2,749,183	-	-	2,749,183
Balance as of June 30, 2008	4,295,000	\$21,475	\$3,599,624	\$11,824,787	(703,708)	\$ (1,312,497)	\$ 14,133,389

See accompanying notes to consolidated financial statements.

7.

INDUSTRIAL SERVICES OF AMERICA, INC. AND SUBSIDIARIES

CONDENSED CONSOLIDATED STATEMENTS OF CASH FLOWS

SIX MONTHS ENDED JUNE 30, 2008 AND 2007

(UNAUDITED)

	<u>2008</u>	<u>2007</u>
Cash flows from operating activities		
Net income	\$ 2,749,183	\$ 1,614,379
Adjustments to reconcile net income to net cash from operating activities:		
Depreciation and amortization	1,041,000	916,643
Deferred income taxes	-	(78,743)
(Gain)/loss on sale of property and equipment	(16,481)	11,388
Change in assets and liabilities		
Receivables	(6,231,150)	(2,427,873)
Net investment in sales-type leases	31,932	23,487
Inventories	(346,707)	(435,181)
Other assets	210,141	(141,379)
Accounts payable	593,275	490,171
Other current liabilities	2,270,582	(626,575)
Net cash from operating activities	301,775	(653,683)
Cash flows from investing activities		
Proceeds from sale of property and equipment	55,189	46,950
Purchases of property and equipment	(1,047,772)	(1,072,828)
Purchases for shredder system construction in progress	(1,970,328)	-
Payments from related party	17,979	17,020
Net cash from investing activities	(2,944,932)	(1,008,858)
Cash flows from financing activities		
Purchases of common stock	(276,103)	-
Payments on capital lease obligation	(92,949)	(132,686)
Proceeds from long-term debt	6,513,703	4,350,000
Payments on long-term debt	(3,881,202)	(2,434,319)
Net cash from financing activities	2,263,449	1,782,995
Net increase/(decrease) in cash	(379,708)	120,454
Cash at beginning of period	1,501,685	1,331,807
Cash at end of period	\$ 1,121,977	\$ 1,452,261
Supplemental disclosure of cash flow information		
Cash paid for interest	\$ 228,569	\$ 113,852
Cash paid for taxes	166,159	1,854,343
Supplemental disclosure of noncash investing and financing activities:		
Accrued dividends payable	359,129	364,090

Equipment purchased under capital leases	-	190,200
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See accompanying notes to consolidated financial statements.

8.

INDUSTRIAL SERVICES OF AMERICA, INC. AND SUBSIDIARIES

NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS

(Unaudited)

NOTE 1 -- BASIS OF PRESENTATION

The accompanying unaudited condensed consolidated financial statements have been prepared in accordance with U. S. generally accepted accounting principles for interim financial information and with the instructions to Form 10-Q and Article 10 of Regulation S-X. Accordingly, they do not include all of the information and footnotes required by U. S. generally accepted accounting principles for complete consolidated financial statements. The information furnished includes all adjustments, which are, in the opinion of management, necessary to present fairly our financial position as of June 30, 2008 and the results of our operations and changes in our cash flow for the periods ended June 30, 2008 and 2007. Results of operations for the period ended June 30, 2008 are not necessarily indicative of the results that may be expected for the entire year. Additional information, including the audited December 31, 2007 consolidated financial statements and the Summary of Significant Accounting Policies, is included in our Annual Report on Form 10-K for the year ended December 31, 2007 on file with the Securities and Exchange Commission.

In September 2006, the FASB issued SFAS No. 157, Fair Value Measurements, which defines fair value, establishes a framework for measuring fair value in generally accepted accounting principles, and expands disclosure about fair market value measurements. This Statement does not require any new fair value measurements, but provides guidance on how to measure fair value by providing a fair value hierarchy used to classify the source of the information. For financial assets and liabilities, SFAS No. 157 is effective for us beginning January 1, 2008. In

February 2008, the FASB deferred the effective date of SFAS No. 157 for all non-financial assets and non-financial liabilities, except those as recognized or disclosed at fair value in the financial statements on a recurring basis (at least annually) until January 1, 2009. Management believes the impact will not require material modification related to our non-recurring fair value measurements and will be substantially limited to expanded disclosures in the Notes to the Financial Statements for notes that currently have components measured at fair market value.

Effective January 1, 2008 we adopted SFAS No. 157 for financial assets and liabilities measure at fair market value on a recurring basis. The partial adoption of SFAS No. 157 for financial assets and liabilities did not have a material impact on our consolidated financial position, results of operations or cash flows. See Note 9 for information and related disclosures.

NOTE 2 -- ESTIMATES

In preparing the condensed consolidated financial statements in accordance with U. S. generally accepted accounting principles for interim financial information and with the instructions to Form 10-Q and Article 10 of Regulation S-X, management must make estimates and assumptions. These estimates and assumptions affect the amounts reported for assets, liabilities, revenues and expenses, as well as affecting the disclosures provided. Future results could differ from the current estimates.

NOTE 3 -- LONG TERM DEBT AND NOTES PAYABLE TO BANK

We currently maintain a \$10.0 million senior revolving credit facility with the Branch Banking and Trust Company. This revolving credit facility has a three year term expiring December 22, 2009, provides for advances of up to eighty percent (80%) of our eligible accounts receivable and up to forty percent (40%) of eligible inventory, and up to one hundred percent (100%) of our net book value of eligible equipment less an outstanding indebtedness on the equipment. The revolving credit facility bears interest at the one month LIBOR rate, as published in the Wall Street Journal, plus two and twenty-five one-hundredths percent (2.25%) per annum, which was 4.95% as of June 30, 2008, and is secured by all our assets (except rental fleet equipment). The balance of the credit facility at June 30, 2008 was \$4,027,002. The revolving credit facility contains certain restrictive and financial covenants. At June 30, 2008, we were in compliance with all restrictive covenants and the entire amount of our credit facility less our outstanding borrowings was available for borrowings.

On August 2, 2007, we entered into an asset purchase agreement for \$1,300,000 funded primarily by a note payable to ILS, the sole member of which is Brian Donaghy, our president and chief operating officer, whereby we pay \$20,000 per month for 60 months for various assets including tractor trailers, trucks and containers. The note payable reflects a seven percent (7%) interest payment on the outstanding balance plus principal amortization. We recorded a note payable of \$1,010,040 with an outstanding balance at June 30, 2008 of \$865,198.

On May 14, 2008, we executed a new revolving credit facility with Branch Banking and Trust Company in the amount of \$3.0 million secured by our rental fleet equipment. This note replaces the \$2.0 million rental fleet loan with Fifth Third Bank (as of June 30, 2008 we had paid off this note and as of December 31, 2007 we had borrowed \$1,779,585). Indebtedness under this loan agreement accrues interest at the one month Libor rate, as published in the Wall Street Journal, plus 1.625% per annum. The maturity date under this agreement is November 2013. Fifty-nine (59) monthly principal and interest payments of \$30,966.76 commenced on June 7, 2008 with one final payment of all remaining principal and accrued interest due on May 7, 2013. The principal and interest payments of this facility are calculated on the basis of a ten (10) year amortization, resulting in a principal balance of approximately \$1.7 million due at maturity. As of June 30, 2008 we had borrowed \$2,959,295 against this loan. The terms of the loan agreement place certain restrictive covenants on us, including maintenance of a specified tangible net worth, debt to net worth and EBITDA ratio. Consequently, these covenants restrict our ability to incur as much additional debt as we may desire for future growth. At June 30, 2008, we were in compliance with all restrictive covenants.

On May 14, 2008, we executed a new revolving credit facility with Branch Banking and Trust Company in the amount of \$6.0 million to finance the purchase of our shredder system and complimentary facility improvements. The security for this facility is the shredder and assets being purchased. Our Board approved the acquisition and installation of the shredder system and complimentary facility improvements on June 21, 2007. The revolving credit facility has a term beginning May 2008 and expiring November 2013. The facility bears interest at the one month Libor rate, as published in the Wall Street Journal, plus 1.625% per annum. The facility provides for interest only monthly payments which commenced June 7, 2008 and continue through November 7, 2008. Thereafter, the facility requires us to make fifty-nine (59) monthly principal and interest payments of \$61,923.07 commencing December 7, 2008 with one final payment of all remaining principal and accrued interest due on November 7, 2013. The principal and interest payments of the facility are calculated on the basis of a ten (10) year amortization, resulting in a principal balance of approximately \$3.4 million being due on before November 7, 2013, which we anticipate that we will refinance. As of June 30, 2008 we had borrowed \$3,513,703 against this loan. The terms of the loan agreement place certain restrictive covenants on us, including maintenance of a specified tangible net worth, debt to net worth and EBITDA ratio. Consequently, these covenants restrict our ability to incur as much additional debt as we may desire for future growth. At June 30, 2008, we were in compliance with all restrictive covenants.

NOTE 4 -- SEGMENT INFORMATION

Our operations include three primary segments: ISA Recycling, Computerized Waste Systems (CWS), and Waste Equipment Sales & Service (WESSCO). ISA Recycling provides products and services to meet the needs of its customers related to ferrous, non-ferrous and fiber recycling at two locations in the Midwest. CWS provides waste disposal services including contract negotiations with service providers, centralized billing, invoice auditing, and centralized dispatching. WESSCO sells, leases, and services waste handling and recycling equipment.

Our three reportable segments are determined by the products and services that each offers. The recycling segment generates its revenues based on buying and selling of ferrous, non-ferrous and fiber scrap; CWS's revenues consist of charges to customers for waste disposal services; and WESSCO sales and lease income comprise the primary source of revenue for this segment. The components of the column labeled "other" are selling, general and administrative expenses that are not directly related to the three primary segments.

We evaluate segment performance based on gross profit or loss and the evaluation process for each segment includes only direct expenses and selling, general and administrative costs, omitting any other income and expense and income taxes.

FOR THE SIX MONTHS ENDED JUNE 30, 2008	ISA RECYCLING	COMPUTERIZED WASTE SYSTEMS	WASTE EQUIPMENT SALES & SERVICES	OTHER	SEGMENT TOTALS
Recycling revenues	\$ 50,544,066	\$ -	\$ -	\$ -	\$50,544,066
Equipment sales, service and leasing revenues	-	-	1,166,616	-	1,166,616
Management fees	-	8,883,798	-	-	8,883,798
Cost of goods sold	(41,936,168)	(8,243,037)	(424,801)	-	(50,604,006)
Selling, general and administrative expenses	(2,781,864)	(572,706)	(206,905)	(1,729,942)	(5,291,417)
Segment profit (loss)	\$ 5,826,034	\$ 68,055	\$ 534,910	\$ (1,729,942)	\$ 4,699,057
Segment assets	\$ 26,735,859	\$ 1,827,185	\$ 2,334,237	\$ 3,263,729	\$34,161,010

FOR THE SIX MONTHS ENDED JUNE 30, 2007	ISA RECYCLING	COMPUTERIZED WASTE SYSTEMS	WASTE EQUIPMENT SALES & SERVICES	OTHER	SEGMENT TOTALS
Recycling revenues	\$ 28,895,786	\$ -	\$ -	\$ -	\$28,895,786
Equipment sales, service and leasing revenues	-	-	1,044,556	-	1,044,556
Management fees	-	7,492,503	-	-	7,492,503
Cost of goods sold	(24,498,867)	(6,785,338)	(430,075)	-	(31,714,280)
Selling, general and administrative expenses	(991,421)	(546,046)	(352,844)	(1,122,897)	(3,013,208)
Segment profit (loss)	\$ 3,405,498	\$ 161,119	\$ 261,637	\$ (1,122,897)	\$ 2,705,357
Segment assets	\$ 15,089,053	\$ 1,707,170	\$ 2,056,591	\$ 3,869,253	\$22,722,067

FOR THE THREE MONTHS ENDED JUNE 30, 2008	ISA RECYCLING	COMPUTERIZED WASTE SYSTEMS	WASTE EQUIPMENT SALES & SERVICES	OTHER	SEGMENT TOTALS
Recycling revenues	\$ 29,870,349	\$ -	\$ -	\$ -	\$29,870,349
Equipment sales, service and leasing revenues	-	-	629,480	-	629,480
Management fees	-	4,011,256	-	-	4,011,256
Cost of goods sold	(24,225,295)	(3,616,674)	(373,142)	-	(28,215,111)

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Selling, general and administrative expenses	(2,088,779)	(336,471)	56,148	(1,112,710)	(3,481,812)
Segment profit (loss)	\$ 3,556,278	\$ 58,111	\$ 312,486	\$(1,112,710)	\$ 2,814,162
Segment assets	\$ 26,735,859	\$ 1,827,185	\$ 2,334,237	\$ 3,263,729	\$34,161,010

FOR THE THREE MONTHS ENDED JUNE 30, 2007	ISA RECYCLING	COMPUTERIZED WASTE SYSTEMS	WASTE EQUIPMENT SALES & SERVICES	OTHER	SEGMENT TOTALS
Recycling revenues	\$ 15,364,200	\$ -	\$ -	\$ -	\$15,364,200
Equipment sales, service and leasing revenues	-	-	515,620	-	515,620
Management fees	-	3,648,276	-	-	3,648,276
Cost of goods sold	(12,965,403)	(3,297,917)	(209,192)	-	(16,472,512)
Selling, general and administrative expenses	(606,503)	(263,115)	(171,705)	(607,878)	(1,649,201)
Segment profit (loss)	\$ 1,792,294	\$ 87,244	\$ 134,723	\$ (607,878)	\$ 1,406,383
Segment assets	\$ 15,089,053	\$ 1,707,170	\$ 2,056,591	\$ 3,869,253	\$22,722,067

NOTE 5 -- INVENTORIES

Our inventories primarily consist of ferrous and non-ferrous scrap metals and are valued at the lower of average purchased cost or market. Quantities of inventories are determined based on our inventory systems and are subject to periodic physical verification using estimation techniques including observation, weighing and other industry methods. We would recognize inventory impairment when the market value, based upon current market pricing, falls below recorded value or when the estimated volume is less than the recorded volume of the inventory. We would record the loss in cost of goods sold in the period during which we identified the loss.

Some commodities are in saleable condition at acquisition. We purchase these commodities in small amounts until we have a truckload of material available for shipment. Some commodities are not in saleable condition at acquisition. These commodities must be torched, sheared or baled. We do not have work-in-process inventory that needs to be manufactured to become finished goods. We include processing costs in inventory for all commodities. Ferrous inventory of \$2,416,209 at June 30, 2008 was comprised of \$1,333,311 in raw materials and \$1,082,898 of finished goods. Non-ferrous inventory of \$2,424,035 at June 30, 2008 was comprised of \$388,694 in raw materials and \$2,035,341 of finished goods. Ferrous inventory of \$1,848,445 at December 31, 2007 was comprised of \$686,332 in raw materials and \$1,162,113 of finished goods. Non-ferrous inventory of \$2,715,703 at December 31, 2007 was

comprised of \$372,949 in raw materials and \$2,342,754 of finished goods. We charged \$1,532,573 in general and administrative processing costs to cost of sales for the quarter ended June 30, 2008 and \$2,671,089 for the year ended December 31, 2007.

Inventory also includes all types of industrial waste handling equipment and machinery held for resale such as compactors, balers, and containers. Other inventory includes cardboard and baling wire. Inventories as of June 30, 2008 and December 31, 2007 consist of the following:

	June 30, 2008 (unaudited)	December 31, 2007
Ferrous materials	\$ 2,416,209	\$ 1,848,445
Non-ferrous materials	2,424,035	2,715,703
Waste equipment machinery	95,792	36,498
Other	37,952	26,635
Total inventories	\$ 4,973,988	\$ 4,627,281

NOTE 6 -- LEASE COMMITMENTS

Operating Leases:

We lease our Louisville, Kentucky facility from a related party under an operating lease expiring December 2012. The rent was adjusted in December 2007 per the agreement to monthly payments of \$48,500 through December 2012. In addition, we are also responsible for real estate taxes, insurance, utilities and maintenance expense.

We also lease a management services operations facility and various pieces of equipment in Dallas, Texas for which monthly payments of \$2,750 are due through September 2008.

We also lease other machinery and equipment under operating leases which expire through July 2009.

Future minimum lease payments for operating leases as of June 30, 2008 are as follows:

2008	\$ 722,464
2009	636,464
2010	636,000
2011	636,000

2012	318,000
Future minimum lease payments	\$ 2,948,928

Total rent expense for the six months ended June 30, 2008 and 2007 was \$448,989 and \$424,789, respectively.

Capital Leases:

We lease various pieces of equipment which qualify as capital leases. These lease arrangements require monthly lease payments expiring at various dates through June 2010.

The following is a summary of assets held under capital leases which are included in property and equipment:

	<u>2008</u>	<u>2007</u>
Equipment	\$ 771,567	\$ 1,239,353
Less accumulated depreciation	221,779	388,253
	\$ 549,788	\$ 851,100

The following is a schedule of future annual minimum lease payments under the capitalized lease arrangements, together with the present value of net minimum lease payments at June 30, 2008.

2008	\$ 81,451
2009	60,844
Total future minimum lease payments	142,295
Less amount representing interest	-
Present value of net minimum lease payments	142,295
Less current portion	(81,451)
Capital Lease Obligations	\$ 60,844

NOTE 7 -- PER SHARE DATA

The computation for basic and diluted earnings per share is as follows:

Six months ended June 30, 2008 compared to six months ended June 30, 2007:

	<u>2008</u>	<u>2007</u>
Basic earnings per share		
Net income	\$ 2,749,183	\$ 1,614,379
Weighted average shares outstanding	3,607,120	3,640,899
Basic earnings per share	\$.76	\$.44
Diluted earnings per share		
Net income	\$ 2,749,183	\$ 1,614,379
Weighted average shares outstanding	3,607,120	3,640,899
Add dilutive effect of assumed exercising of stock options	-	-
Diluted weighted average shares outstanding	3,607,120	3,640,899
Diluted earnings per share	\$.76	\$.44

Three months ended June 30, 2008 compared to three months ended June 30, 2007:

	<u>2008</u>	<u>2007</u>
Basic earnings per share		
Net income	\$ 1,662,632	\$ 821,299
Weighted average shares outstanding	3,596,368	3,640,899
Basic earnings per share	\$.46	\$.22
Diluted earnings per share		
Net income	\$ 1,662,632	\$ 821,299
Weighted average shares outstanding	3,596,368	3,640,899
Add dilutive effect of assumed exercising of stock options	-	-
Diluted weighted average shares outstanding	3,596,368	3,640,899
Diluted earnings per share	\$.46	\$.22

NOTE 8 -- SHREDDER SYSTEM COMMITMENT

The Company has made a total commitment of ten million dollars to build a state-of-the-art shredding and nonferrous recovery system. The Board of Directors, at its June 21, 2007 meeting, announced authorization to proceed with the purchase of a shredder system and complimentary facility improvement totaling five million dollars. On July 30, 2007, the Company entered into a contract with The Shredder Company located in Canutillo, Texas to purchase a shredder system. Subsequent to the initial approval, at its July 31, 2008 meeting, the Board authorized an additional five million dollars of commitments that include the purchase of nonferrous recovery system, modifications to the original contract of the shredder system, additional facility improvements including second entrance and scales, and installation costs. Through June 30, 2008, we made payments totaling \$4,143,404 classified as construction in progress. Construction on the shredder began June 2008. We are financing the purchase of the shredder system with

our revolving credit facilities with BB&T. As of June 30, 2008, we had incurred capitalized interest of \$123,854. This project is scheduled to be completed in the fourth quarter of 2008.

NOTE 9 -- FAIR VALUE MEASUREMENTS

In the first quarter of 2008, we adopted SFAS No. 157, Fair Value Measurements, for financial assets and liabilities. This standard defines fair value, provides guidance for measuring fair value and requires certain disclosures. This standard does not require any new fair market value measurements, but rather applies to all other accounting pronouncements that require or permit fair value measurements. SFAS No. 157 discusses valuation techniques, such as the market approach (comparable market prices), the income approach (present value of future income or cash flow), and the cost approach (cost to replace the service capacity of an asset or replacement cost). The statement utilizes a fair value hierarchy that prioritizes the inputs to valuation techniques used to measure fair value into three broad levels. The following is a brief description of those three levels:

Level 1 Observable inputs such as quoted prices (unadjusted) in active markets for identical assets or liabilities.

Level 2 Observable inputs other than quoted prices for the asset or liability, either directly or indirectly. These include quoted prices for similar assets or liabilities in active markets and quoted prices for identical or similar assets or liabilities in markets that are not active.

Level 3 Unobservable inputs that reflect our own assumptions.

We use the fair value methodology outlined in SFAS 157 to value the assets and liabilities for cash and debt. All of our cash and debt are defined as Level 1. In accordance with SFAS 157, the following table represents our fair value hierarchy for financial instruments at June 30, 2008:

	Level 1	Total
Assets		
Cash and cash equivalents	\$ 1,121,977	\$ 1,121 977
Liabilities		
Long term debt	\$ (11,365,198)	\$ (11,365,198)

NOTE 10 -- STOCK AWARD

Mr. Brian Donaghy, our President and Chief Operating Officer is entitled to receive 20,000 shares of ISA's common stock per year per the terms of his employment agreement, provided certain conditions have been met, including that Mr. Donaghy has completed a full year of employment and that our EBITDA exceeds \$4.5 million for the previous fiscal year. During 2008, the conditions of the agreement for the year 2008 were determined probable that they would be met. Accordingly, we were accruing the share based award over the requisite period.

At a regular scheduled Board meeting on July 31, 2008, the directors approved the issuance of 10,000 shares of ISA's common stock to Brian Donaghy. The directors also approved the issuance of the remaining 10,000 shares which will be paid equally in the third and fourth quarter at dates to be specified by the Board.

ITEM 2: MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION AND RESULTS OF OPERATIONS.

The following discussion and analysis should be read in conjunction with our unaudited condensed consolidated financial statements and the accompanying notes thereto included elsewhere in this report.

The following discussion and analysis contains certain financial predictions, forecasts and projections which constitute "forward-looking statements" within the meaning of the federal securities laws. Actual results could differ materially from those financial predictions, forecasts and projections and there can be no assurance that we will achieve such financial predictions, forecasts and projections. Factors that could affect financial predictions, forecasts and projections include the fluctuations in the commodity price index and any conditions internal to our major customers, including loss of their accounts and other factors as listed in our Form 10-K for the year ended December 31, 2007, as filed with the Securities and Exchange Commission.

General

We are primarily focusing our attention now and in the future towards our recycling business segment. We sell processed ferrous and non-ferrous scrap material to end-users such as steel mini-mills, integrated steel makers, foundries and refineries. We purchase ferrous and non-ferrous scrap material primarily from industrial and commercial generators of steel, iron, aluminum, copper, stainless steel and other metals as well as from other scrap dealers who deliver these materials directly to our facilities. We process these materials by sorting, shearing, cutting

and/or baling. We will also continue to focus on initiating growth in our management services business segment and our waste and recycling equipment sales, service and leasing division.

We continue to pursue a growth strategy in the waste management services arena by adding new locations of existing customers as well as marketing our services to potential customers. Currently, we service 2,300 customer locations throughout the United States and we utilize an active database of over 6,600 vendors to provide timely, thorough and cost-effective service to our customers.

Our goal is to remain dedicated to the recycling, management services, and equipment industry while sustaining steady growth at an acceptable profit, adding to our net worth, and providing positive returns for stockholders. We intend to increase efficiencies and productivity in our core business while remaining alert for possible acquisitions, strategic partnerships, mergers and joint-ventures that would enhance our profitability.

We have operating locations in Louisville, Kentucky, Seymour, Indiana, and Dallas, Texas and a new facility in New Albany, Indiana. We do not have operating locations outside the United States.

Liquidity and Capital Resources

As of June 30, 2008 we held cash and cash equivalents of \$1,121,977.

We currently maintain a \$10.0 million senior revolving credit facility with the Branch Banking and Trust Company. This revolving credit facility has a three year term expiring December 22, 2009, provides for advances of up to eighty percent (80%) of our eligible accounts receivable and up to forty percent (40%) of eligible inventory, and up to one hundred percent (100%) of our net book value of eligible equipment less an outstanding indebtedness on the equipment. The revolving credit facility bears interest at the one month LIBOR rate, as published in the Wall Street Journal, plus two and twenty-five one-hundredths percent (2.25%) per annum, which was 4.95% as of June 30, 2008, and is secured by all our assets (except rental fleet equipment). The balance of the credit facility at June 30, 2008 was \$4,027,002. The revolving credit facility contains certain restrictive and financial covenants. At June 30, 2008, we were in compliance with all restrictive covenants and the entire amount of our credit facility less our outstanding borrowings was available for borrowings.

On August 2, 2007, we entered into an asset purchase agreement for \$1,300,000 funded primarily by a note payable to ILS, the sole member of which is Brian Donaghy, our president and chief operating officer, whereby we pay \$20,000 per month for 60 months for various assets including tractor trailers, trucks and containers. The note payable reflects a seven percent (7%) interest payment on the outstanding balance plus principal amortization. We recorded a note payable of \$1,010,040 with an outstanding balance at June 30, 2008 of \$865,198.

On May 14, 2008, we executed a new revolving credit facility with Branch Banking and Trust Company in the amount of \$3.0 million secured by our rental fleet equipment. This note replaces the \$2.0 million rental fleet loan with Fifth Third Bank (as of June 30, 2008 we had paid off this note and as of December 31, 2007 we had borrowed \$1,779,585). Indebtedness under this loan agreement accrues interest at the one month Libor rate, as published in the Wall Street Journal, plus 1.625% per annum. The maturity date under this agreement is November 2013. Fifty-nine (59) monthly principal and interest payments of \$30,966.76 commenced on June 7, 2008 with one final payment of all remaining principal and accrued interest due on May 7, 2013. The principal and interest payments of this facility are calculated on the basis of a ten (10) year amortization, resulting in a principal balance of approximately \$1.7 million due at maturity. As of June 30, 2008 we had borrowed \$2,959,295 against this loan. The terms of the loan agreement place certain restrictive covenants on us, including maintenance of a specified tangible net worth, debt to net worth and EBITDA ratio. Consequently, these covenants restrict our ability to incur as much additional debt as we may desire for future growth. At June 30, 2008, we were in compliance with all restrictive covenants.

On May 14, 2008, we executed a new revolving credit facility with Branch Banking and Trust Company in the amount of \$6.0 million to finance the purchase of our shredder system and complementary facility improvements. The security for this facility is the shredder and assets being purchased. Our Board approved the acquisition and installation of the shredder system and complimentary facility improvements on June 21, 2007. The revolving credit facility has a term beginning May 2008 and expiring November 2013. The facility bears interest at the one month Libor rate, as published in the Wall Street Journal, plus 1.625% per annum. The facility provides for interest only monthly payments, which commenced June 7, 2008, and continue through November 7, 2008. Thereafter, the facility requires us to make fifty-nine (59) monthly principal and interest payments of \$61,923.07 commencing December 7, 2008 with one final payment of all remaining principal and accrued interest due on November 7, 2013. The principal and interest payments of the facility are calculated on the basis of a ten (10) year amortization, resulting in a principal balance of approximately \$3.4 million being due on or before November 7, 2013, which we anticipate that we will refinance. As of June 30, 2008 we had borrowed \$3,513,703 against this loan. The terms of the loan agreement place certain restrictive covenants on us, including maintenance of a specified tangible net worth, debt to net worth and EBITDA ratio. Consequently, these covenants restrict our ability to incur as much additional debt as we may desire for future growth. At June 30, 2008, we were in compliance with all restrictive covenants.

During the first two quarters of 2008, we paid \$1,047,772 for land, improvements, property and equipment. We paid \$129,479 for buildings and improvements. In the recycling segment we paid \$286,572 for cranes, shear rebuild, scales, trailers, and other operating equipment. In the equipment sales, leasing and service segment, we purchased \$411,325 in rental equipment that we located at customer sites. This rental fleet equipment consists of solid waste handling and recycling equipment such as compactors, pre-crushers, containers and balers. It is our intention to continue to pursue this market. We purchased \$40,506 of office equipment and \$179,890 in vehicles.

We have a purchasing card with a credit limit of \$6.0 million. We included the balance due on the purchasing card as part of accounts payable. The outstanding balance on the purchasing card at June 30, 2008 was \$825,523 with a due date of July 15, 2008. The card accrues interest at prime plus 5.9% after the first twenty-five days of the purchase; our intention is to pay off the full balance every month so as to not incur finance charges. To date we have not incurred any interest charges on this purchasing card. The card requires monthly minimum payments on any balance outstanding at month end. We receive rebates on an annual basis for all purchases made with the card.

We expect that existing cash flow from operations and available credit under our existing credit facilities will be sufficient to meet our cash needs during the remainder of 2008.

Results of Operations

The following table presents, for the years indicated, the percentage relationship that certain captioned items in our Consolidated Statements of Operations bear to total revenues and other pertinent data:

	<u>Six months ended June 30,</u>	
	<u>2008</u>	<u>2007</u>
Statements of Operations Data:		
Total Revenue	100.0%	100.0%
Cost of goods sold.....	83.5%	84.7%
Selling, general and administrative expenses	8.7%	8.1%
Income before other expenses.....	7.8%	7.2%

Six months ended June 30, 2008 compared to six months ended June 30, 2007

Total revenue increased \$23,161,635 or 61.9% to \$60,594,480 in 2008 compared to \$37,432,845 in 2007. Recycling revenue increased \$21,648,280 or 74.9% to \$50,544,066 in 2008 compared to \$28,895,786 in 2007. This is primarily due to a 38% increase in price of commodities in the recycling market. Management services revenue increased \$1,391,295 or 18.6% to \$8,883,798 in 2008 compared to \$7,492,503 in 2007 primarily due to an increase in the number of customer locations managed. Equipment sales, service and leasing revenue increased \$122,060 or 11.7% to \$1,166,616 in 2008 compared to \$1,044,556 in 2007. This increase is due to an increase in rental revenue.

Total cost of goods sold increased \$18,889,726 or 59.6% to \$50,604,006 in 2008 compared to \$31,714,280 in 2007. Recycling cost of goods sold increased \$17,437,301 or 71.1% to \$41,936,168 in 2008 compared to \$24,498,867 in 2007. This is primarily due to 35% higher commodity purchase prices in the recycling market. Management services cost of goods sold increased \$1,457,699 or 21.5% to \$8,243,037 in 2008 compared to \$6,785,338 in 2007 primarily due to an increase in the number of customer locations managed. Additionally, we reduced cost of goods sold by \$0 in 2008 and by \$142,544 in 2007 due to a change in management's estimate related to the liability associated with this operation which includes the contract settlement with our former customers. Equipment sales, service and leasing cost of goods sold decreased \$5,274 or 1% to \$424,801 in 2008 compared to \$430,075 in 2007.

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Selling, general and administrative expenses increased \$2,278,209 or 75.6% to \$5,291,417 in 2008 compared to \$3,013,208 in 2007. As a percentage of revenue, selling, general and administrative expenses were 8.7% in 2008 compared to 8.1% in 2007. The primary driver of the increase in total expenses is ILS expenses of \$1.3 million, accrued bonuses of \$467,050, Sarbanes Oxley expense of \$103,607 and rising fuel expenditures. We acquired ILS in August 2007.

Other expense decreased \$1,693 to other expense of \$39,425 in 2008 compared to other expense of \$41,118 in 2007. This was primarily due to an increase in interest expense of \$114,717 partially offset by other income of \$117,306 due to an insurance reimbursement.

Income tax provision increased \$860,589 to \$1,910,449 in 2008 compared to \$1,049,860 in 2007. The effective tax rate in 2008 was 41.0% compared to 39.4% in 2007 based on federal and state statutory rates.

Three months ended June 30, 2008 compared to three months ended June 30, 2007

Total revenue increased \$14,982,989 or 76.7 % to \$34,511,085 in 2008 compared to \$19,528,096 in 2007. Recycling revenue increased \$14,506,149 or 94% to \$29,870,349 in 2008 compared to \$15,364,200 in 2007. This is primarily due to a 27% increase in price of commodities in the recycling market. Management services revenue increased \$362,980 or 10% to \$4,011,256 in 2008 compared to \$3,648,276 in 2007 primarily due to an increase in the number of customer locations managed. Equipment sales, service and leasing revenue increased \$113,860 or 22% to \$629,480 in 2008 compared to \$515,620 in 2007. This increase is due to an increase in rental revenue.

Total cost of goods sold increased \$11,742,599 or 71.3% to \$28,215,111 in 2008 compared to \$16,472,512 in 2007. Recycling cost of goods sold increased \$11,259,892 or 87% to 24,225,295 in 2008 compared to \$12,965,403 in 2007. This is due to 23% higher commodity purchase prices in the recycling market. Management services cost of goods sold increased \$318,757 or 10% to \$3,616,674 in 2008 compared to \$3,297,917 in 2007 primarily due to an increase in the number of customer locations managed. Additionally, we reduced cost of goods sold by \$107,266 in 2007 due to a change in management's estimate related to the liability associated with this operation, which includes the contract settlement with our former customers. Equipment sales, service and leasing cost of goods sold increased \$163,950 to \$373,142 in 2008 compared to \$209,192 in 2007.

Selling, general and administrative expenses increased \$1,832,611 or 111% to \$3,481,812 in 2008 compared to \$1,649,201 in 2007. As a percentage of revenue, selling, general and administrative expenses were 8.9% in 2008 compared to 8.1% in 2007. The primary driver of the increase in total expense is ILS expenses, Sarbanes Oxley expenditures and fuel costs. We acquired ILS in August 2007.

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Other income increased \$78,464 to other income of \$34,552 in 2007 compared to other expense of (\$43,912) in 2007 primarily due to an insurance reimbursement for repair of our roof.

Income tax provision increased \$644,910 to \$1,186,082 in 2008 compared to \$541,172 in 2007. The effective tax rate in 2008 was 41% compared to 39.7% in 2007 based on federal and state statutory rates.

Financial condition at June 30, 2008 compared to December 31, 2007

Cash and cash equivalents decreased \$379,708 to \$1,121,977 as of June 30, 2008 compared to \$1,501,685 as of December 31, 2007.

We generated net cash from operating activities of \$301,775 for the six months ended June 30, 2008.

We used net cash from investing activities of \$2,944,932 for the six months ended June 30, 2008. Primarily, we purchased recycling and rental fleet equipment and shredder system equipment of \$3,018,100. The rental fleet equipment consists of solid waste handling and recycling equipment such as compactors, containers and balers. It is our intention to continue to pursue this market.

Our net cash from financing activities of \$2,263,449 for the six months ended June 30, 2008 is primarily due to the advance of \$6,513,703 on our new lines of credit offset by payments on debt of \$3,881,202.

Accounts receivable trade increased \$6,231,150 or 92% to \$12,996,001 as of June 30, 2008 compared to \$6,764,851 as of December 31, 2007. This change is primarily due to an increase in selling prices in the Recycling segment.

Inventories consist principally of ferrous and nonferrous scrap materials and waste equipment machinery held for resale. We value inventory at the lower of cost or market. Inventory increased \$346,707 or 7.5% to \$4,973,988 as of June 30, 2008 compared to \$4,627,281 as of December 31, 2007.

Inventory aging for the period ended June 30, 2008 (Days Outstanding):

Description	1-30	31-60	61-90	Over 90	Total
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Waste equipment machinery	\$ 76,366	\$ -	\$ -	\$ 19,426	\$ 95,792
Ferrous materials	1,433,881	780,705	139,201	64,422	2,416,209
Non-ferrous materials	2,000,038	172,481	107,788	143,728	2,424,035
Other	37,952	-	-	-	37,952
	\$3,548,237	\$ 953,186	\$ 246,989	\$ 227,576	\$4,973,988

Inventory aging for the year ended December 31, 2007 (Days Outstanding):

Description	1-30	31-60	61-90	Over 90	Total
Waste equipment machinery	\$ 36,498	\$ -	\$ -	\$ -	\$ 36,498
Ferrous Materials	1,163,306	566,774	78,183	40,182	1,848,445
Non-ferrous materials	1,885,783	553,049	129,552	147,319	2,715,703
Other	26,635	-	-	-	26,635