## APPLIANCE RECYCLING CENTERS OF AMERICA, INC.

7400 Excelsior Blvd. Minneapolis, MN 55426-4517
TELEPHONE: (952) 930-9000
FACSIMILE: (952) 930-1800
January 8, 2008
Mr. Michael Moran
Accounting Branch Chief
Securities and Exchange Commission
Mail Stop 3561
Washington, DC 20549

Re: Appliance Recycling Centers of America, Inc Comment Letter dated November 21, 2007 Form 10-K for Fiscal Year Ended December 30, 2006 File No. 000-19621

## Dear Mr. Moran:

We have received your comment letter dated November 21, 2007, with respect to the above-referenced filing by Appliance Recycling Centers of America, Inc.

As requested, we are providing the following responses and supplemental information. To facilitate your review of our responses, we have set forth below the full text of each comment, followed by our response thereto.

## Report of Independent Registered Public Accounting Firm, page 31

1. Please have your independent accounting firm tell us what consideration was given to the fact that you were in violation of your debt covenants at the time they opined on your financial statements on March 16, 2007. We note the waiver was not obtained from your lender until March 28, 2007 subsequent to the audit report date of March 16 , 2007.

Response from our accounting firm: The existence of the covenant violation was considered at the time we opined on the Company's financial statements but had no impact on the dating of the audit report due to the existing demand feature of the instrument.

## Report of Independent Registered Public Accounting Firm, page 32

2. Please clarify which audit report provides assurance for each individual period included in Schedule II on page 52. The McGladrey \& Pullen audit report refers to the year ended January 1, 2005 while the Virchow, Krause \& Company, LLP does not refer to any periods presented.

Also, please tell us why the schedule does not include an annual balance as of December 31, 2005.
Response: Virchow, Krause \& Company, LLP audited both the 2005 and 2006 fiscal years. Data from both 2005 and 2006 should have been included in Schedule II on page 52, and will be included in future filings.

Consolidated Balance Sheets, page 33
3. Please add a line item to correspond with Note 5. See Rule 5-02.25 of Regulation S-X.

Response: In future filings, the company will add a line to the balance sheet corresponding to Note 5 , "Commitments and Contingencies."
Consolidated Statement of Income, page 34
4. Please separately present cost of revenue to be consistent with revenues. See Rule 5-03(b)2 of Regulation S-X. Alternatively, please tell us why it is impracticable to separate, identify or reasonably allocate a significant amount of the costs disclosed as cost of revenues.

Response: Many of the company's employees and assets are used in both retail and recycling activities. This makes it impractical for the company to identify costs associated with each activity. Byproduct revenue, for example, is generated from both retail and recycling activities as the company's retail stores offer free removal and recycling of the customer's replaced appliances. The company does not generate separate financial statements reporting on the different activities.

## Consolidated Statement of Cash Flows, page 36

5. Please revise your disclosure to clarify why the line of credit cash flows are eligible for net reporting. You disclose this line of credit has a stated maturity date of one year and requires minimum monthly interest payments. In your response please include your consideration of the net reporting requirement that debt be due on demand or have a stated maturity of three months or less to be reported net. See paragraph 13 of SFAS No. 95. Alternatively, please tell us you will present the cash flows on a gross basis in future filings.

Response: As stated in Note 2, the lender may demand payment in full of the entire outstanding balance of the loan at any time, therefore we determined it qualifies for net reporting under FAS 95 paragraph 13, footnote 3.
6. The cash flow statement shows long-term obligation payments of $\$ 260,000$ yet the balance sheet shows no net change between periods. Help us understand the reason for these changes between periods and how the changes are reflected in cash flows. In your response please also explain the net change of $\$ 180,000$ between the mortgage balances and capital leases shown in Note 3.

Response: The Company reported non-cash financing for new capital leases in the amount of $\$ 260,000$, which in 2006 coincidentally offset the other debt payments in the same amount.

## Product Warranty, page 38

7. Please tell us why you combine extended warranty agreement sales with retail product sales. See rule 5-03(b) of Regulation S-X.

Response: Extended warranty sales amounted to less then $1.5 \%$ of total retail sales in 2006 and the amount was deemed immaterial and therefore not split out on the income statement.
8. In future filings please disclose the basis for recognizing revenue over the term of the contract. We refer you to the discussion of 12 month contracts with retained service obligations in the fourth paragraph on page 22. Please include an example of your revised disclosure.

Response: Here is the proposed disclosure for future filings: The company recognizes revenue on extended warranties with retained service obligations on a straight-line basis over the period of the warranty in accordance with FASB Technical Bulletin 90-1, "Accounting for Separately Priced Extended Warranty and Product Maintenance Contracts.
9. Please tell us If the third party service provider or the company is the named legal obligor for extended warranty agreements where the service provider is responsible for risk of loss or service costs. In either scenario, please tell us your basis for revenue recognition for these agreements and the applicable accounting guidance. Specifically please confirm you recognize the price of the extended warranty agreement, less commission, at inception and the basis for this treatment.

Response: The third party service provider is the named legal obligor for extended warranty agreements where the service provider is legally responsible for risk of loss or service costs. The company has no obligation under these agreements and the amount the Company earns is fixed per the agreement with the service provider, so we recognize revenue net of cost and commissions immediately per Emerging Issues Task Force No. 99-19, Reporting Revenue Gross as a Principal vs. Net as an Agent.

## Property and Equipment, page 39

10. Please tell us if retirement obligations exist, and if so how you have accounted for these costs and how you satisfy the disclosure requirements in 22 of SFAS No. 143.

Response: The Company has no contractual asset retirement obligations.

## Software development costs, page 39

11. Please disclose the total amount of capitalized software developed for internal use included in each balance sheet and identify the line item that includes capitalized software.

Response: The total amount of unamortized capitalized software was $\$ 609,000$ and $\$ 611,000$ respectively for the years 2006 and 2005. These amounts are included in the line item "equipment" under the Property and Equipment section of the balance sheet. The Company
plans to present this as a separate line item in with Property and Equipment per the requirements of SFAS 86 paragraph 11a in future filings.

## Segment Information, page 41

12. We observe the filing contains many disclosures indicating the company has various unrelated business activities and that these activities could be viewed as operating segments which may not satisfy all of the aggregating criteria in paragraph 17 of SFAS No. 131. Please tell us how management concluded the company has one reportable segment. In your response please provide us with the financial information available to your chief operating decision maker (CODM) as well as an organizational chart that describes the titles and functions of managers within the company. In your response please also specifically address the following:

- the dissimilarities of your operations includes retail appliance outlets, providing recycling , reverse logistics and byproduct activities services;
- the regulatory environment that exists for recycling and byproduct activities but not retail stores, and
- customer dissimilarities where retail stores serve the general public, recycling activities serves electric utilities, reverse logistics serves appliance manufacturers and retailers and byproduct activities serves waste haulers.

Response: The company is managed as a single operating unit as referenced by the attached organizational chart. The CEO is the sole chief operating decision maker and he is not furnished with financial statements that separate the assets, revenues, and associated costs by business activity. Revenues from recycling and by-product activities are generated from both retail and recycling activities through recycling services provided by the company and the free removal and recycling of appliances through our retail stores. Assets and staff are used in both activities and the Company does not separate the use of these resources by activity. Financial information provided to our CEO and management does not separate results by activity due to the multi-use nature each location. Copies of the income statement and balance sheet provided to the CEO and management are attached.
13. Please tell us why you do not present the geographic segment information required by paragraph 38 of SFAS No. 131. We note you disclose opening ARCA Canada, Inc. in 2006. To the extent your response states the information is not material to your annual report; please tell us your consideration of materiality with respect to subsequent interim periodic filings.

Response: The results of operations from ARCA Canada were less than $1 \%$ of total revenues and assets for the fiscal year 2006. The company evaluates the impact of this operation as a percent of total revenues and assets during each interim period to determine if reporting as a separate segment is appropriate. During the first two quarters of 2007, the results from ARCA Canada remained less than $1 \%$ of total revenues. The third quarter results were less than $8 \%$ of total revenues.

Note 5. Commitments and Contingencies, page 44
14. We note your recycling centers are registered as hazardous waste generators with the EPA. Please tell us if there are any environmental costs or obligations associated with

Response: The Company uses internally developed equipment at each of our centers to recover refrigerants before any units are recycled. The company uses only licensed hazardous waste companies to transport, recycle or dispose of any hazardous materials we generate. As of the balance sheet date, the company has no environmental remediation liabilities or contingencies. We have not had any required environmental remediation at any of our locations in the past and based on the safety programs ARCA employs, as well as the use of only licensed companies to handle our hazardous waste, we do not anticipate any liability associated with environmental laws.

## Note 2. Line of Credit, page 42

15. We note from your disclosure that the payment of dividends is limited. Please expand your disclosure to state the amount of income or retained earnings restricted and free of restrictions, as applicable. See Rule 4-08(e) of Regulation S-X.

Response: The agreement with our lender provides that the company may not declare or pay any dividends, or make any distributions to stockholders of any assets of the company. In future filings, the company will revise its disclosure to indicate that the agreement with our lender prohibits (rather than limits) payments of dividends and distributions to stockholders.

## Note 4. Accrued Expenses, page 44.

16. Please explain the facts and circumstances surrounding the accrual for recycling incentive checks. In addition, we note the amount of the accrual has remained the same for several periods. Please tell us when you anticipate paying the amounts accrued.

Response: The amount accrued for incentive checks reflects the amount of checks written in connection with our recycling program that have not been cashed. These amounts are cleared as the checks are presented for payment. After a period of time, these amounts will become escheat property and be payable to the state associated with the program.

## Note 7. Shareholders' Equity, page 47

17. Please explain the discrepancy of 500 stock options between the note and the statement of shareholders' equity. For example, we note 21,500 stock options presented in this note and 21,000 in the statement of equity for 2006.

Response: This discrepancy is due to rounding on the equity statement. In future filings we will present the actual number of shares throughout our filing, rather than rounding to the nearest thousand as is done with dollar amounts.

In connection with these responses, the Company hereby acknowledges that:

- The company is responsible for the adequacy and accuracy of the disclosure in the filing;
staff comments or changes to disclosure in response to staff comments do not foreclose the Commission from taking any action with respect to the filing; and the company may not assert staff comments as a defense in any proceeding initiated by the Commission or any person under the federal securities laws of the United States.

Please contact Patrick Winters at 952-930-1782 if you have any questions about these responses.
Sincerely,
Appliance Recycling Centers of America, Inc.
By

## Controller/Primary Accounting Officer

|  | JAN |  | FEB |  | MAR |  | Appliance Recycling Centers of America, Inc. Consolidated Income Statement <br> For the Month Ending November 24, 2007 |  |  |  |  |  |  |  |  |  | SEP |  | OC |  | Noy |  |  | DEC | TOTAL |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | APR |  |  |  | may |  | Jun |  | JuL |  | AUG |  |  |  |  |  |  |  |  |  |  |
| SALES |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Boxed-New | \$ | 2,754,729 |  |  | \$ | 2,974,453 | \$ | 3,925,281 | \$ | 2,723,917 | \$ | 2,733,779 | \$ | 3,976,075 | \$ | 2,774,185 | \$ | 2,790,284 | \$ | 2,778,128 | s | 2,115,721 | \$ | 1,863,925 | \$ | 0 | \$ | 31,410,477 |
| Unboxed - Special Buy |  | 1,946,324 |  | 2,289,011 |  | 3,069,934 |  | 2,618,916 |  | 2,815,947 |  | 3,228,047 |  | 2,799,520 |  | 2,783,096 |  | 3,087,000 |  | 2,791,402 |  | 4,689,116 |  | 0 |  | 32,118,313 |
| Wholesale - Fixed |  | 235 |  | 48,791 |  | 32,550 |  | 0 |  | 0 |  | 0 |  | 56,000 |  | 2,997 |  | 800 |  | 0 |  | 33,904 |  | 0 |  | 175,277 |
| Net Appl. Sales | \$ | 4,701,288 | \$ | 5,312,255 | \$ | 7,027,765 | \$ | 5,342,833 | s | 5,549,726 | \$ | 7,204,122 | \$ | 5,629,705 | \$ | 5,576,377 | \$ | 5,865,928 | s | 4,907,123 | \$ | 6,586,945 | \$ | 0 | s | 63,704,067 |
| Wholesale-Unfixed |  | 10,090 |  | 3,655 |  | 9,160 |  | 5,540 |  | 7,265 |  | 6,810 |  | 9,580 |  | 5,280 |  | 9,725 |  | 6,415 |  | 9,314 |  | 0 |  | 82,834 |
| Warranty Income |  | 68,562 |  | 86,525 |  | 118,414 |  | 81,461 |  | 80,653 |  | 106,007 |  | 91,955 |  | 47,638 |  | $(28,072)$ |  | 73,685 |  | 122,298 |  | 0 |  | 849,126 |
| Service \& Labor Income |  | 2,454 |  | 2,796 |  | 2,514 |  | 2,805 |  | 4,312 |  | 4,185 |  | 2,577 |  | 2,184 |  | 3,466 |  | 587 |  | 1,393 |  | 0 |  | 29,273 |
| Parts S Accessories Income |  | 29,018 |  | 47,890 |  | 59,474 |  | 42,597 |  | 44,008 |  | 53,579 |  | 44,189 |  | 45,911 |  | 47,034 |  | 40,903 |  | 45,750 |  | 0 |  | 500,353 |
| Delivery Income |  | 53,029 |  | 62,830 |  | 90,980 |  | 64,471 |  | 61,186 |  | 81,428 |  | 82,738 |  | 58,945 |  | 66,085 |  | 58,670 |  | 81,039 |  | 0 |  | 761,401 |
| Net Retail Revenue | \$ | 4,864,441 | \$ | 5,515,951 | \$ | 7,308,307 | \$ | 5,539,707 | s | 5,747,150 | \$ | 7,456,131 | \$ | 5,860,744 | \$ | 5,736,335 | \$ | 5,964,166 | s | 5,087,383 | \$ | 6,846,739 | s | 0 | \$ | 65,927,054 |
| Recycling Revenue |  | 471,510 |  | 534,745 |  | 887,641 |  | 723,041 |  | 820,566 |  | 1,809,809 |  | 1,817,725 |  | 2,911,087 |  | 4,305,784 |  | 4,551,659 |  | 3,492,365 |  | 0 |  | 22,325,932 |
| By-Product Revenue |  | 111,399 |  | 101,087 |  | 136,649 |  | 179,304 |  | 121,886 |  | 184,374 |  | 172,711 |  | 217,669 |  | 384,115 |  | 320,199 |  | 359,798 |  | 0 |  | 2,289,191 |
| total revenue | \$ | 5,447,350 | \$ | 6,151,783 \$ | \$ | 8,332,597 | \$ | 6,442,052 | \$ | 6,689,602 \$ | \$ | 9,450,314 | \$ | 7,851,180 | \$ | 8,865,091 | \$ | 10,654,065 | s | 9,959,241 | \$ | 10,698,902 | \$ | 0 | \$ | 90,542,177 |
| COST Of SALES |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Boxed-New |  | 2,081,733 |  | 2,205,919 |  | 2,912,680 |  | 2,014,417 |  | 2,043,318 |  | 2,971,612 |  | 2,125,994 |  | 2,173,030 |  | 2,130,879 |  | 1,610,020 |  | 1,404,151 |  | 0 |  | 23,673,753 |
| COGS Percent |  | 75.6\% |  | 74.2\% |  | 74.2\% |  | 74.0\% |  | 74.7\% |  | 74.7\% |  | 76.6\% |  | 77.9\% |  | 76.7\% |  | 76.1\% |  | 75.3\% |  | 0.0\% |  | 75.4\% |
| Unboxed - Special Buy |  | 1,246,693 |  | 1,441,252 |  | 1,886,450 |  | 1,554,134 |  | 1,668,643 |  | 1,950,776 |  | 1,780,555 |  | 1,744,177 |  | 1,960,214 |  | 1,781,262 |  | 3,120,087 |  | 0 |  | 20,134,243 |
| COGS Percent |  | 64.1\% |  | 63.0\% |  | 61.4\% |  | 59.3\% |  | 59.3\% |  | 60.4\% |  | 63.6\% |  | 62.7\% |  | 63.5\% |  | 63.8\% |  | 66.5\% |  | 0.0\% |  | 62.7\% |
| Wholesale - Fixed |  | 0 |  | 0 |  | , |  | 0 |  | 0 |  | 0 |  | 55,901 |  | 2,997 |  | 800 |  | 0 |  | 15,359 |  | 0 |  | 75,057 |
| Manufacturer Allowances' |  | (96,315) |  | $(44,614)$ |  | $(189,615)$ |  | (62,363) |  | (81,547) |  | $(364,569)$ |  | $(64,005)$ |  | $(49,824)$ |  | (298,376) |  | $(128,403)$ |  | $(109,236)$ |  | 0 |  | $(1,488,867)$ |
| Early Payment Discounts |  | $(45,348)$ |  | (50,060) |  | $(69,144)$ |  | (76,974) |  | $(60,261)$ |  | (98,528) |  | (85,912) |  | (91,203) |  | (100,097) |  | (114,299) |  | (111,245) |  | 0 |  | (903,071) |
| Total Loaded Product Cost | \$ | 3,186,764 | s | 3,552,498 \$ | \$ | 4,540,372 | s | 3,429,215 | s | 3,570,154 \$ | s | 4,459,292 | \$ | 3,812,534 \$ | \$ | 3,779,178 | \$ | 3,693,421 $\$$ | s | 3,148,581 | \$ | 4,319,117 ${ }^{\text {s }}$ | \$ | 0 | 5 | 41,491,116 |
| Model 63\% |  | 67.8\% |  | 66.9\% |  | 64.6\% |  | 64.2\% |  | 64.3\% |  | 61.9\% |  | 67.7\% |  | 67.8\% |  | 63.0\% |  | 64.2\% |  | 65.6\% |  | 0.0\% |  | 65.1\% |
| Service Expense |  | 34,702 |  | 69,871 |  | 59,023 |  | 49,336 |  | 44,730 |  | 63,187 |  | 49,536 |  | 51,134 |  | 75,243 |  | 54,201 |  | 54,155 |  | 0 |  | 605,118 |
| Delivery Expense |  | 82,130 |  | 70,853 |  | 80,602 |  | 81,313 |  | 89,256 |  | 140,762 |  | 89,916 |  | 94,938 |  | 118,487 |  | 57,557 |  | 86,001 |  | 0 |  | 991,815 |
| Shipping \& Receiving |  | 95,398 |  | 110,282 |  | 119,115 |  | 106,003 |  | 108,209 |  | 129,435 |  | 114,359 |  | 123,522 |  | 150,718 |  | 156,379 |  | 183,233 |  | 0 |  | 1,396,653 |
| Freight - Transfers |  | 41,726 |  | 54,487 |  | 56,943 |  | 77,665 |  | 40,803 |  | 48,180 |  | 65,681 |  | 52,017 |  | 55,917 |  | 67,709 |  | 78,899 |  | 0 |  | 640,027 |
| Warranty Expense (Not Ext. |  | $(4,464)$ |  | $(9,005)$ |  | (9,201) |  | 8,133 |  | $(1,324)$ |  | (6) |  | (846) |  | (313) |  | (313) |  | (29) |  | 199 |  | 0 |  | (17,169) |
| Warranty Claims (Reimburse |  | 3,817 |  | $(13,280)$ |  | $(15,858)$ |  | (17,544) |  | (13,420) |  | $(29,696)$ |  | (20,405) |  | $(19,966)$ |  | (31,652) |  | (50,487) |  | (63,538) |  | 0 |  | $(272,029)$ |
| Production (Gain) Loss |  | $(36,549)$ |  | 17,141 |  | 17,033 |  | (33,820) |  | 34,891 |  | (110,733) |  | (123,875) |  | $(48,009)$ |  | (66,855) |  | (64,357) |  | (60,382) |  | 0 |  | $(475,515)$ |


| Total Cost of Other Sales |  | 216,760 | 30,39 | 307,657 |  | 1,086 |  | 3,145 |  | 241,129 |  | 4,366 |  | 253,323 |  | 31,545 |  | 220,973 |  | 278,567 |  |  | 2,86,900 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Inventry Reserves |  |  |  | (4,299) |  | 93) |  | 12) |  |  |  | (3,969) |  | (1,265) |  | (3,679) |  | 107 |  | (2,835) |  |  | 70) |
| Inventory Adjustments |  | (200,668) | 49,656 | 112,114 |  | (21,892) |  | (2,988) |  | 238,974 |  | (85,665) |  | (156,207) |  | 17,762 |  | ${ }_{14,453}$ |  | ${ }_{6,136}$ | 0 |  | (28,275) |
| Toat Inventory Adjustments |  | (200,68) | 49,656 | 57,815 |  | (24,085) |  | (18,050) |  | 238,949 |  | (89,634) |  | (168,472 |  | 14,083 |  | 16,560 |  | 3,301 |  |  | 120 |
|  | s |  | 350,005 |  |  | 24,001 |  |  |  |  |  |  |  |  |  |  |  |  |  | 281,668 |  |  |  |
| Model 5\% |  | 0.3\% |  | 4.4\% |  |  |  | 4.3\% |  | 5.1\% |  | 1.1\% |  | 1.0\% |  | 3.0\% |  |  |  |  |  |  |  |
| Toala cost of raid | s | ,856 | ,503 | ,05,844 |  | ,76,216 |  | 55,249 |  | 93,370 |  | 597,266 |  | 866,029 |  | 4,09,044 |  | 80,114 |  | 4,00,985 |  |  | 23 |
| Proessing Coss |  | 176,998 | 151,881 | 169,822 |  | 136,389 |  | 130,002 |  | 175,176 |  | 169,602 |  | 224,228 |  |  |  |  |  | 287,477 |  |  |  |
|  |  | 226,2 | 210,155 |  |  |  |  |  |  |  |  |  |  |  |  | 1,441,8, |  |  |  | 1,170,3 |  |  |  |
| Cost of Utility Change Out C |  | 0 |  | 136,224 |  | 7,709 |  | 96,703 |  | 508,333 |  | 593,567 |  | 897,075 |  | 1,273,410 |  | 1,835,117 |  | 1,38,593 | 0 |  | 6,731,731 |
| Total Recycling Costs | ¢ | 403,289 | O36 | 678,509 | s | 413,364 | s | 533,899 | ¢ | 1,277,615 | s | 1,344,908 | s | 1,968,544 | s | 3,05,032 |  | 3,599,616 | ¢ | 2,84,347 | $\bigcirc$ | s | ,481,19 |
|  |  | (28,239) |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  | 6.902 |  |  |  |  | (223,198) |
| Total cost of revenue |  | 3,577,906 | 4.234,384 | 5.554,300 |  | 4,059,499 |  | 4,358.953 |  | 6.188.185 |  | 5,213,105 |  | 5.810,610 |  | 7,053,589 |  | 6.992.632 |  | 7,454,269 | 0 |  | 60,47,422 |
|  |  |  | $\bigcirc 1,971,399$ |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  | 30,04,7,55 |

## Appliance Recycling Centers of America, Inc. <br> Consolidated Income Statement <br> For the Month Ending November 24, 2007

|  | JAN |  | FEB |  | MAR |  | APR |  | MAY |  | JUN |  | JUL |  | AUG |  | SEP |  | OCT |  | Nov |  | DEC |  | TOTAL |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| GROSS PROFIT |  | 1,869,444 |  | 1,917,399 |  | 2,778,297 |  | 2,382,553 |  | 2,330,649 |  | 3,262,129 |  | 2,638,075 |  | 3,054,481 |  | 3,600,476 |  | 2,966,609 |  | 3,244,633 |  | 0 |  | 30,044,755 |
| Model 32\% |  | 34.3\% |  | 31.2\% |  | 33.3\% |  | 37.0\% |  | 34.8\% |  | 34.5\% |  | 33.6\% |  | 34.5\% |  | 33.8\% |  | 29.8\% |  | 30.3\% |  | 0.0\% |  | 33.2\% |
| Advertising |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Expense |  | 329,284 |  | 408,774 |  | 355,334 |  | 394,240 |  | 415,191 |  | 429,884 |  | 411,563 |  | 381,898 |  | 343,306 |  | 321,432 |  | 376,169 |  | 0 |  | 4,167,075 |
| Advertising Rebate |  | $(10,000)$ |  | $(4,047)$ |  | $(20,000)$ |  | 0 |  | 0 |  | $(25,979)$ |  | $(30,000)$ |  | 0 |  | 0 |  | (5,500) |  | 0 |  | 0 |  | (95,526) |
| Net Advertising Expense | \$ | 319,284 | \$ | 404,727 | \$ | 335,334 | \$ | 394,240 | \$ | 415,191 | \$ | 403,905 | \$ | 381,563 | \$ | 381,898 | \$ | 343,306 | \$ | 315,932 | \$ | 376,169 | \$ | 0 | \$ | 4,071,549 |
| Model 3\% |  | 5.9\% |  | 6.6\% |  | 4.0\% |  | 6.1\% |  | 6.2\% |  | 4.3\% |  | 4.9\% |  | 4.3\% |  | 3.2\% |  | 3.2\% |  | 3.5\% |  | 0.0\% |  | 4.5\% |
| Occupancy |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Expenses |  | 354,452 |  | 365,921 |  | 390,492 |  | 373,746 |  | 380,920 |  | 368,457 |  | 333,821 |  | 307,930 |  | 369,934 |  | 302,933 |  | 338,423 |  | 0 |  | 3,887,029 |
| Model 6\% |  | 6.5\% |  | 5.9\% |  | 4.7\% |  | 5.8\% |  | 5.7\% |  | 3.9\% |  | 4.3\% |  | 3.5\% |  | 3.5\% |  | 3.0\% |  | 3.2\% |  | 0.0\% |  | 4.3\% |
| Retail Store Selling Expenses |  | 889,207 |  | 756,207 |  | 998,647 |  | 659,536 |  | 571,682 |  | 1,041,734 |  | 829,080 |  | 879,991 |  | 904,665 |  | 788,753 |  | 788,001 |  | 0 |  | 9,107,503 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| TOTAL SELLING EXPENSES | \$ | 1,562,943 | \$ | 1,526,855 | \$ | 1,724,473 | \$ | 1,427,522 | \$ | 1,367,793 | \$ | 1,814,096 | \$ | 1,544,464 | \$ | 1,569,819 | S | 1,617,905 | \$ | 1,407,618 | \$ | 1,502,593 | \$ | 0 | \$ | 17,066,081 |
| Model 19\% |  | 28.7\% |  | 24.8\% |  | 20.7\% |  | 22.2\% |  | 20.4\% |  | 19.2\% |  | 19.7\% |  | 17.7\% |  | 15.2\% |  | 14.1\% |  | 14.0\% |  | 0.0\% |  | 18.8\% |
| Center G\&A |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Expenses |  | 139,118 |  | 196,916 |  | 431,774 |  | 292,849 |  | 314,503 |  | 365,884 |  | 324,373 |  | 441,583 |  | 601,628 |  | 518,554 |  | 425,702 |  | 0 |  | 4,052,884 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| CTRG\&A <br> Expense |  | $(22,991)$ |  | $(36,342)$ |  | $(62,288)$ |  | $(72,288)$ |  | $(59,844)$ |  | (67,920) |  | $(93,493)$ |  | $(101,604)$ |  | $(89,304)$ |  | $(62,060)$ |  | $(66,215)$ |  | 0 |  | $(734,349)$ |
| TOTAL CENTER |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Model 2\% |  | 2.6\% |  | 3.2\% |  | 5.2\% |  | 4.5\% |  | 4.7\% |  | 3.9\% |  | 4.1\% |  | 5.0\% |  | 5.6\% |  | 5.2\% |  | 4.0\% |  | 0.0\% |  | 4.5\% |
| INCOME BEFORE |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| CORPOR |  | 167,383 |  | 193,628 |  | 622,050 |  | 662,182 |  | 648,353 |  | 1,082,149 |  | 769,238 |  | 1,043,079 |  | 1,380,943 |  | 1,040,437 |  | 1,316,338 |  | 0 |  | 8,925,790 |
| CORPORATE |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| ALLOCATIONS |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Corporate G\&A |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Expenses |  | $(85,926)$ |  | $(93,350)$ |  | $(115,623)$ |  | $(99,666)$ |  | $(104,519)$ |  | $(138,814)$ |  | $(115,009)$ |  | $(129,316)$ |  | $(125,296)$ |  | $(109,033)$ |  | $(122,906)$ |  | 0 |  | $(1,239,458)$ |
| Alloc IN HR |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Alloc OUT HR |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Alloc OUT Retail |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Sales Exp |  | $(10,290)$ |  | $(15,862)$ |  | $(18,830)$ |  | $(15,948)$ |  | $(15,512)$ |  | $(17,414)$ |  | $(13,924)$ |  | $(20,013)$ |  | $(27,983)$ |  | $(14,238)$ |  | $(13,786)$ |  | 0 |  | $(183,800)$ |
| Alloc IN Retail Operations |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Alloc OUT Retail Operations |  | (14,582) |  | $(15,416)$ |  | $(2,231)$ |  | 0 |  | 0 |  | 0 |  | 0 |  | 0 |  | 0 |  | 0 |  | 0 |  | 0 |  | $(32,229)$ |
| Alloc IN Corp. |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Admin Expens |  | 100,473 |  | 110,050 |  | 135,945 |  | 110,329 |  | 118,135 |  | 197,411 |  | 117,618 |  | 110,197 |  | 204,984 |  | 111,047 |  | 133,699 |  | 0 |  | 1,449,888 |
| Alloc OUT Corp. Admin. Expe |  | $(100,473)$ |  | (110,050) |  | $(135,945)$ |  | $(110,329)$ |  | $(118,135)$ |  | $(197,411)$ |  | $(117,618)$ |  | $(110,197)$ |  | $(204,984)$ |  | $(111,047)$ |  | $(133,699)$ |  | 0 |  | $(1,449,888)$ |
| Alloc IN Accounting |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Accounting <br> Expen |  | $(39,689)$ |  | $(58,529)$ |  | (70,452) |  | $(54,049)$ |  | $(44,304)$ |  | $(49,586)$ |  | (61,545) |  | $(58,801)$ |  | (64,360) |  | $(50,270)$ |  | $(47,010)$ |  | 0 |  | $(598,595)$ |
| Alloc IN Program |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Coordination |  | 0 |  | 0 |  | 0 |  | 0 |  | 13,694 |  | 14,024 |  | 12,073 |  | 17,381 |  | 20,158 |  | 20,081 |  | 20,769 |  | 0 |  | 118,180 |
| Alloc OUT Program |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Alloc IN Business Developme |  | 0 |  | 0 |  | 0 |  | 0 |  | 8,336 |  | 8,669 |  | 17,107 |  | 26,897 |  | 33,066 |  | 23,551 |  | 23,808 |  | 0 |  | 141,434 |
| Alloc OUT Business |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Develop |  | 0 |  | 0 |  | 0 |  | 0 |  | $(8,336)$ |  | $(8,669)$ |  | $(17,107)$ |  | $(26,897)$ |  | $(33,066)$ |  | $(23,551)$ |  | $(23,808)$ |  | 0 |  | $(141,434)$ |
| Alloc IN Logistics |  | 0 |  | 0 |  | 0 |  | 0 |  | 0 |  | 12,474 |  | 13,871 |  | 11,874 |  | 15,490 |  | 13,011 |  | 13,239 |  | 0 |  | 79,959 |
| Alloc OUT Logistics |  | 0 |  | 0 |  | 0 |  | 0 |  | 0 |  | $(12,474)$ |  | $(13,871)$ |  | $(11,874)$ |  | $(15,490)$ |  | $(13,011)$ |  | $(13,239)$ |  | 0 |  | (79,959) |
| TOTAL CORP G\&A |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Model 4\% |  | 6.0\% |  | 5.6\% |  | 5.9\% |  | 5.3\% |  | 5.5\% |  | 5.1\% |  | 5.1\% |  | 4.7\% |  | 5.1\% |  | 4.0\% |  | 5.0\% |  | 0.0\% |  | 5.1\% |
| OPERATING |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Model 7\% |  | -2.9\% |  | -2.4\% |  | 1.6\% |  | 5.0\% |  | 4.2\% |  | 6.4\% |  | 4.7\% |  | 7.1\% |  | 7.9\% |  | 6.4\% |  | 7.3\% |  | 0.0\% |  | 4.7\% |
| Other Income |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Interest Income |  | 0 |  | 0 |  | 0 |  | 0 |  | 0 |  | 0 |  | 0 |  | 16,606 |  | 1,383 |  | 0 |  | 1,715 |  | 0 |  | 19,704 |
| Interest Expense |  | $(103,282)$ |  | $(96,438)$ |  | $(98,491)$ |  | $(98,101)$ |  | $(110,496)$ |  | $(115,103)$ |  | $(128,406)$ |  | $(136,061)$ |  | (129,781) |  | (151,585) |  | $(154,069)$ |  | 0 |  | (1,321,813) |
| Model 1\% |  | -1.9\% |  | -1.6\% |  | -1.2\% |  | -1.5\% |  | -1.7\% |  | -1.2\% |  | -1.6\% |  | -1.5\% |  | -1.2\% |  | -1.5\% |  | -1.4\% |  | 00\% |  | -1.5\% |
| INC BEFORE |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| INC BEFORE <br> INCOME TAX | \$ | ${ }_{(271,163)}$ | \$ | $(245,785)$ | \$ | 45,103 | \$ | 205,938 | \$ | 180,563 | \$ | 449,655 | \$ | 234,851 | \$ | 504,910 | \$ | 729,501 | \$ | 489,401 | \$ | 626,030 | \$ | 0 | \$ | 2,949,014 |
| Model 6\% |  | -5.0\% |  | -4.0\% |  | 0.5\% |  | 3.2\% |  | 2.7\% |  | 4.8\% |  | 3.0\% |  | 5.7\% |  | 6.8\% |  | 4.9\% |  | 5.9\% |  | 0.0\% |  | 3.3\% |



Appliance Recycling Centers of America, Inc.
Consolidated Balance Sheet
For the Eleven Months Ending November 24, 2007

|  | November |  | 2007 |  |
| :---: | :---: | :---: | :---: | :---: |
| ASSETS |  |  |  |  |
| Current Assets |  |  |  |  |
| Cash in Bank | \$ | 860,686.23 | \$ | 1,421,790.62 |
| Accounts Receivable |  | 816,044.25 |  | 11,065,509.48 |
| Accounts Receivable - Intercompany |  | 0.00 |  | 0.00 |
| Inventories |  | 127,927.29 |  | 12,466,207.34 |
| Prepaid Assets |  | $(275,621.33)$ |  | 1,535,257.56 |
|  |  |  |  |  |
| Total Current Assets |  | 1,529,036.44 |  | 26,488,765.00 |
|  |  |  |  |  |
| PROPERTY AND EQUIPMENT |  |  |  |  |
| Land |  | 0.00 |  | 2,050,264.50 |
| Building \& Improvements |  | 114,011.25 |  | 4,939,932.26 |
| Equipment |  | 50,023.02 |  | 7,696,994.40 |
| Equpre |  |  |  |  |
| Total |  | 164,034.27 |  | 14,687,191.16 |
| Accumulated Depreciation |  | $(77,426.51)$ |  | (8,303,005.37) |
|  |  |  |  |  |
| Net Property \& Equipment |  | 86,607.76 |  | 6,384,185.79 |
|  |  |  |  |  |
| Long Term Prepaids, net |  | 3,957.60 |  | 456,907.18 |
| Goodwill, net |  | 0.00 |  | 99,547.49 |
| Investment in Subsidiary |  | 0.00 |  | 600.00 |
|  |  |  |  |  |
| TOTAL ASSETS |  | 1,619,601.80 |  | 33,430,005.46 |

LIABILITIES \& SHAREHOLDERS' EQUITY
Current Liabilities
Line of Credit



Appliance Recycling Centers of America (ARCA) Confidential
ARCA Corporate Organization


