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### Commercial Credit Report - CONTRO CORP

Ordered: 10/1/2009 6:03:58 PM

Search Inquiry: contro corp / san diego / CA

#### Company Information

##### CONTRO CORPORATION

1234 SOMEPLACE BLVD  
SAN DIEGO, CA 92101

**Phone:** (619) 867-5309

**Fax:** (619) 867-5309

**WATS:** (800) 867-5309

**URL:** www.contros.com

**Ticker Symbol:** CONT

**Number of Employees:** 347

**Revenue:** \$87,479,000

**FY End:** 06/28/08

**Assets:** \$41,948,000

**State of Incorporation:** DE

**Liabilities:** \$17,161,000

**Year Founded:** 1972

**Net Worth:** \$24,787,000

**SIC Codes:** 2037 (Frozen fruits, fruit juices & vegetables), 2038 (Frozen specialties), 2099 (Food preparations)

**Principal:** David Downey

**Title:** Board of Directors

**Principal:** Edward Scissors

**Title:** COO

**Principal:** Russ T. Nails

**Title:** Board of Directors

**Principal:** Charles N Charge

**Title:** Board of Directors

**Principal:** James Jameson

**Title:** Chm

**Principal:** David Duck

**Title:** Board of Directors

**Principal:** David Green

**Title:** Board of Directors

#### Advantage Score for CONTRO CORP

**Credit Logic Score: 66.5**



**Key Score Factors (sources used: Experian, Lexis/Nexis):**

- YEARS IN BUSINESS.
- CURRENT MONTH DBT 5 OR LESS.
- TAX LIENS OR JUDGMENTS PRESENT.
- TRADE PAYMENT PERCENTAGE CURRENT (EXPERIAN).

#### Unsecured Trade Credit Limit Recommendation



## Monthly Payment Trends

Payment Trends Analysis						Account Status Days Beyond Terms			
Date Reported	Industry		Business	Balance	Cur	1-30	31-60	61-90	91+
	Cur	DBT	DBT						
CURRENT	80%	11	3	\$250,000	78%	22%			
08/1/2009	81%	10	6	\$204,300	93%		2%	2%	3%
07/1/2009	82%	10	11	\$158,900	80%	7%	1%	12%	
06/1/2009	82%	10	20	\$280,000	76%	3%	5%		16%
05/1/2009	82%	10	35	\$136,300	52%	11%	3%	13%	21%
04/1/2009	82%	9	4	\$20,200	93%	1%	3%	2%	1%

\* Days Beyond Terms (DBT) is a dollar weighted calculation of the average number of days that payment was made beyond the invoice due date based on trades on file that have been updated in the previous 3 months.

## Quarterly Payment Trends

Payment History Quarterly Averages					Account Status Days Beyond Terms			
Quarter	Months	DBT	Balance	Cur	1-30	31-60	61-90	91+
Q2 - 2009	APR-JUN	20	\$191,700	72%	6%	3%	6%	13%
Q1 - 2009	JAN-MAR	5	\$28,600	89%	3%	6%	1%	1%
Q4 - 2008	OCT-DEC	11	\$67,300	70%	20%		9%	1%
Q3 - 2008	JUL-SEP	9	\$147,900	69%	21%	5%	4%	1%
Q2 - 2008	APR-JUN	3	\$113,800	89%	9%			2%

\* Days Beyond Terms (DBT) is a dollar weighted calculation of the average number of days that payment was made beyond the invoice due date based on trades on file that have been updated in the previous 3 months.

Legal Filings and Collections (data source: Experian/LexisNexis <sup>1</sup> )						
Filing Type:	Total Filed	Total Balance	Total Collections	Original Balance	Amount Paid	Balance Remaining
Tax Liens	0	\$0	0	\$0	\$0	\$0
Judgments	2	\$395,457				

## Trade Payments

Trade Payment Experiences (Trade lines with an (*) after date are newly reported)						Account Status Days Beyond Terms				Comments
Business Category	Date Reported	Payment Terms	Recent High Credit	Balance	Cur	1-30	31-60	61-90	90+	
CRED CARD	09/2009	REVOLVE	\$100	\$0						
LEASING	09/2009	NET 10	\$0	\$0						
OFFC EQUIP	09/2009	REVOLVE	\$0	\$0						
OFFC SUPPL	09/2009	VARIED	\$189,500	\$68,300	89%	11%				
PACKAGING	09/2009	NET 30	\$3,200	\$0						CUST 15 YR
PLBG SUPLR	09/2009	VARIED	\$2,200	\$2,200	100%					
TRANSPORTN	09/2009	NET 15	\$0	\$0						
ELEC SUPLR	08/2009	NET30	\$5,000	\$0						
GENERAL	08/2009	VARIED	\$1,300	\$0						
GENL MERCH	08/2009	CREDIT	\$0	\$0						ACCTCLOSED
HEATNG&A/C	08/2009	NET 30	\$191,100	\$169,000	68%	32%				
INDUS SUPL	08/2009	NET 30	\$300	\$0						CUST 4 YR

INDUS SUPL	08/2009	NET 30	\$100	\$0					CUST 4 YR
INDUS SUPL	08/2009	NET 30	\$0	\$0					CUST 5 YR
LEASING	08/2009	CONTRCT	\$6,100	\$6,100	8%	92%			
PAPER DIST	08/2009	NET 10	\$300	\$300	100%				CUST 6 YR
PERSNLSVCS	08/2009	ROI	\$0	\$0					
RETL TRADE	08/2009	COD	\$0	\$0					
RETL TRADE	08/2009	CREDIT	\$0	\$0					
AIR TRANS	07/2009	NET 30	\$15,100	\$0					CUST 26 YR
RENTALS	07/2009	NET 30	\$2,600	\$1,800	100%				
PROP MGMT	06/2009	NET 30	\$4,800	\$4,300	100%				
SAFTY PROD	06/2009	NET30	\$0	\$0					
PLUMBING	05/2009	NET30	\$0	\$0					CUST 3 YR
PLUMBING	05/2009	NET30	\$0	\$0					CUST 3 YR
TELECOM	05/2009	NET 30	<\$100	\$0					
MANUFCTRNG	04/2009	NET 30	\$200	<\$100		100%			
FACTOR	02/2009	NET 10	\$11,100	\$9,100	100%				
GENERAL	01/2009	CONTRCT	\$1,500	\$0					
MACH DISTR	01/2009	1/10N30	\$0	\$0					CUST 3 YR
TEMP HELP	12/2008	NET 7	\$100	\$0					
FOOD	11/2008	VARIED	\$1,100	\$1,100		37%	63%		
AIR TRANS	10/2008	0000000	\$2,300	\$1,100	64%	31%		5%	CUST 9 YR
COMPUTERS	09/2008	0000000	\$17,400	\$0					CUST 3 YR
DISTRIBUTR	09/2008	NET 30	\$200	\$200	100%				
PLUMBING	08/2008	NET30	\$0	\$0					
TRANSPORTN	08/2008	NET 15	\$0	\$0					ACCTCLOSED
OPTIC SUPL	04/2008	PREPAYM	<\$100	\$0					
LUMBR&WOOD	02/2008	VARIED	\$5,000	\$5,000	100%				
BUS SERVCS	10/2007	NET 30	\$100	\$0					
CONST MACH	08/2007	COD	\$0	\$0					
PROP MGMT	08/2007	NET 30	\$27,700	\$8,200	100%				
CRED CARD	06/2007	REVOLVE	\$6,700	\$6,700	100%				CUST 26 YR
ELEC EQUIP	04/2007	CONTRCT	\$15,400	\$15,400	100%				
CRED CARD	03/2007	N30PRXO	\$8,300	\$1,100	100%				CUST 21 YR
FACTOR	02/2007	NET 30	\$158,000	\$19,300				100%	
LAUNDRY	11/2006	NET 30	\$300	\$300	100%				

### Trade Payment Totals

Trade Payment Experiences				Account Status					Comments
Type	Lines Reported	Recent High Credit	Balance	Cur	1-30	31-60	61-90	90+	
Trade Lines Totals	47	\$191,100	\$319,600	72%	21%			6%	

### Collection Filings

No collection information was found after an extensive search of commercial collection agencies.

### Bankruptcies

No bankruptcy information was found after an extensive search of public record data.

## Tax Liens

No tax liens were found after an extensive search of public record data.

## Judgments

<b>Date Filed:</b> 12/03/2008	<b>Document Number:</b> 123456789
<b>Legal Type:</b> JUDGMENT	<b>Filing Location:</b> JACKSON COUNTY
<b>Legal Action:</b> FILED	<b>Liability Amount:</b> \$2,665
<b>Plaintiff:</b> ACME CORP	
<b>Date Filed:</b> 07/16/2008	<b>Document Number:</b> 987654321
<b>Legal Type:</b> JUDGMENT	<b>Filing Location:</b> JACKSON COUNTY CIRCU
<b>Legal Action:</b> SATISFIED	<b>Liability Amount:</b> \$100,000
<b>Plaintiff:</b> JOHN SMITH	
<b>Date Filed:</b> 08/08/2003	<b>Document Number:</b> 123321123321
<b>Legal Type:</b> JUDGMENT	<b>Filing Location:</b> WAYNE COUNTY 3RD CIR
<b>Legal Action:</b> FILED	<b>Liability Amount:</b> \$392,792
<b>Plaintiff:</b> JOHN DOE & ASSOCIATES	

## UCC Filings

There are 115 UCC filings for this company. The 10 most recent filings are listed below.

<b>Date Filed:</b> 08/27/2009	<b>Document Number:</b> 12345ABCDEF
<b>Status:</b> FILED	<b>Filing Location:</b> SEC OF STATE N CAROL
<b>Secured Party:</b> BARRINGTON BANK & TRUST COMPANY, N.A. IL BARRINGTON 60010 20	
<b>Date Filed:</b> 08/27/2009	<b>Document Number:</b> 2008 1234567
<b>Status:</b> FILED	<b>Filing Location:</b> SEC OF STATE N CAROL
<b>Secured Party:</b> BARRINGTON BANK & TRUST COMPANY, N.A. IL BARRINGTON 60010 20	
<b>Date Filed:</b> 06/26/2009	<b>Document Number:</b> 2007 2345678
<b>Status:</b> FILED	<b>Filing Location:</b> SECRETARY OF STATE O
<b>Secured Party:</b> NATIONAL CITY COMMERCIAL CAPITAL COMPANY OH CINCINNATI 45203	
<b>Date Filed:</b> 06/26/2009	<b>Document Number:</b> 0102030405
<b>Status:</b> FILED	<b>Filing Location:</b> SECRETARY OF STATE O
<b>Secured Party:</b> NATIONAL CITY COMMERCIAL CAPITAL COMPANY OH CINCINNATI 45203	
<b>Date Filed:</b> 06/26/2009	<b>Document Number:</b> 0203040506
<b>Status:</b> FILED	<b>Filing Location:</b> SECRETARY OF STATE O
<b>Secured Party:</b> NATIONAL CITY COMMERCIAL CAPITAL COMPANY OH CINCINNATI 45203	
<b>Date Filed:</b> 04/27/2009	<b>Document Number:</b> 0304050607
<b>Status:</b> FILED	<b>Filing Location:</b> SECRETARY OF STATE O
<b>Secured Party:</b> NATIONAL CITY COMMERCIAL CAPITAL COMPANY OH CINCINNATI 45203	
<b>Date Filed:</b> 03/20/2009	<b>Document Number:</b> 2007 987654
<b>Status:</b> FILED	<b>Filing Location:</b> SECRETARY OF STATE O
<b>Secured Party:</b> NATIONAL CITY COMMERCIAL CAPITAL COMPANY OH CINCINNATI 45203	

**Date Filed:** 03/19/2009

**Document Number:** 0405060708

**Status:** FILED

**Filing Location:** SECRETARY OF STATE O

**Secured Party:** NATIONAL CITY COMMERCIAL CAPITAL COMPANY OH CINCINNATI 45203

**Date Filed:** 02/11/2009

**Document Number:** 1001001 7

**Status:** FILED

**Filing Location:** SEC OF STATE N CAROL

**Secured Party:** MB FINANCIAL BANK, N.A. IL ROSEMONT 60018 6111 N. RIVER ROAD

**Collateral:** EQUIP, UNDEFINED

**Date Filed:** 12/24/2008

**Document Number:** 1010101 4

**Status:** FILED

**Filing Location:** SECRETARY OF STATE O

**Secured Party:** NATIONAL CITY COMMERCIAL CAPITAL COMPANY OH CINCINNATI 45203

**Balance Sheets (values in 000's) (data source: EDGAR<sup>3</sup>)**

	12/27/2008	12/29/2007	12/30/2006	12/31/2005
<b>Current Assets</b>				
Cash and Cash Equivalents	\$216,000	\$789,000	\$319,000	\$158,000
Short Term Investments	\$0	\$0	\$6,000	\$43,000
Net Receivables	\$310,000	\$350,000	\$277,000	\$399,000
Inventory	\$143,000	\$128,000	\$93,000	\$85,000
Other Current Assets	\$282,000	\$214,000	\$206,000	\$152,000
<b>Total Current Assets</b>	<b>\$951,000</b>	<b>\$1,481,000</b>	<b>\$901,000</b>	<b>\$837,000</b>
<b>Long Term Assets</b>				
Long Term Investments	\$65,000	\$153,000	\$138,000	\$173,000
Fixed Assets	\$3,710,000	\$3,849,000	\$3,631,000	\$3,356,000
Goodwill	\$605,000	\$672,000	\$662,000	\$538,000
Intangible Assets	\$335,000	\$333,000	\$347,000	\$330,000
Other Assets	\$561,000	\$464,000	\$369,000	\$464,000
Deferred Asset Charges	\$300,000	\$290,000	\$305,000	\$0
<b>Total Assets</b>	<b>\$6,527,000</b>	<b>\$7,242,000</b>	<b>\$6,353,000</b>	<b>\$5,698,000</b>
<b>Current Liabilities</b>				
Accounts Payable	\$1,085,000	\$1,138,000	\$1,012,000	\$751,000
Short Term Debt/Current Portion of Long Term Debt	\$25,000	\$288,000	\$227,000	\$211,000
Other Current Liabilities	\$612,000	\$636,000	\$485,000	\$643,000
<b>Total Current Liabilities</b>	<b>\$1,722,000</b>	<b>\$2,062,000</b>	<b>\$1,724,000</b>	<b>\$1,605,000</b>
Long Term Debt	\$3,564,000	\$2,924,000	\$2,045,000	\$1,649,000
Other Liabilities	\$1,349,000	\$1,117,000	\$1,147,000	\$995,000
<b>Total Liabilities</b>	<b>\$6,635,000</b>	<b>\$6,103,000</b>	<b>\$4,916,000</b>	<b>\$4,249,000</b>
<b>Stock Holders Equity</b>				
Common Stocks	\$7,000	\$0	\$0	\$0
Retained Earnings	\$303,000	\$1,119,000	\$1,593,000	\$1,619,000

Sales/Service/Questions 847.881.8757 Fax 847.784.8059 [www.bccacredit.com](http://www.bccacredit.com)  
 \* Information provided in this report has been compiled by a third party vendor, not by BCCA.  
 BCCA is not responsible for the accuracy of information provided.

Other Equity	(\$418,000)	\$20,000	(\$156,000)	(\$170,000)
Total Equity	(\$108,000)	\$1,139,000	\$1,437,000	\$1,449,000

### Cash Flow Statements (values in 000's) (data source: EDGAR<sup>3</sup>)

	12/27/2008	12/29/2007	12/30/2006	12/31/2005
Net Income	\$964,000	\$909,000	\$824,000	\$762,000
Cash Flows-Operating Activities				
Depreciation	\$556,000	\$542,000	\$479,000	\$469,000
Net Income Adjustments	(\$112,000)	(\$96,000)	\$47,000	(\$114,000)
Changes in Operating Activities				
Accounts Receivable	(\$6,000)	(\$4,000)	\$24,000	(\$1,000)
Inventory	(\$8,000)	(\$31,000)	(\$3,000)	(\$4,000)
Other Operating Activities	\$70,000	\$59,000	(\$33,000)	\$78,000
Liabilities	\$57,000	\$188,000	(\$36,000)	\$48,000
Net Cash Flow-Operating	\$1,521,000	\$1,567,000	\$1,302,000	\$1,238,000
Cash Flows-Investing Activities				
Capital Expenditures	(\$970,000)	(\$742,000)	(\$614,000)	(\$609,000)
Investments	\$0	\$6,000	\$39,000	\$12,000
Other Investing Activities	\$329,000	\$304,000	\$99,000	\$252,000
Net Cash Flows-Investing	(\$641,000)	(\$432,000)	(\$476,000)	(\$345,000)
Cash Flows-Financing Activities				
Dividends Paid	(\$322,000)	(\$273,000)	(\$144,000)	(\$123,000)
Sale and Purchase of Stock	(\$1,556,000)	(\$1,298,000)	(\$841,000)	(\$821,000)
Net Borrowings	\$375,000	\$831,000	\$252,000	\$112,000
Other Financing Activities	\$44,000	\$62,000	\$60,000	\$0
Net Cash Flows-Financing	(\$1,459,000)	(\$678,000)	(\$673,000)	(\$832,000)
Effect of Exchange Rate	(\$11,000)	\$13,000	\$8,000	\$1,000
Net Cash Flow	(\$590,000)	\$470,000	\$161,000	\$62,000

### Financial Ratios (data source: EDGAR<sup>3</sup>)

	12/27/2008	12/29/2007	12/30/2006	12/31/2005
Liquidity Ratios				
Current Ratio	55%	72%	52%	52%
Quick Ratio	31%	55%	35%	37%
Cash Ratio	13%	38%	19%	13%
Inventory Turnover	7,887%	8,138%	10,281%	10,999%
Profitability Ratios				
Gross Margin	25%	25%	26%	24%
Operating Margin	12%	12%	13%	11%
Pre-Tax Margin	11%	11%	12%	11%

Profit Margin	9%	9%	9%	8%
Pre-Tax ROE	-1,185%	105%	77%	71%
After Tax ROE	-893%	80%	57%	53%

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<sup>1</sup> Experian data for: CONTRO CORP, 1234 SOMEPLACE BLVD, SAN DIEGO, CA 92101 -7212 (Experian File # 123456789)

<sup>3</sup> EDGAR data for: CONT (CONTRO CORP, 1234 SOMEPLACE BOULEVARD, SAN DIEGO, CA 92101)

**End of Report**