



Commercial Credit Reports, Inc.

Phone: 800-748-6290 or 615-590-4200

### Advantage report - CONTRO CORP

Ordered: 12/17/2009 1:19:40 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

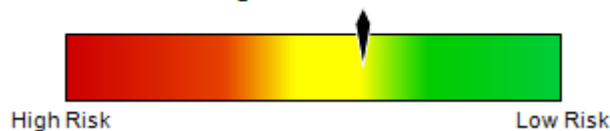
**Title:** Board of Directors

**Principal:** David Green

**Title:** Board of Directors

#### Advantage Score for CONTRO CORP

Credit Logic Score: 60



**Key Score Factors (sources used: Experian, Equifax):**

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

**Unsecured Trade Credit Limit Recommendation**



#### Monthly Payment Trends (data source: Experian<sup>1</sup>)

Payment Trends Analysis					Account Status				
Date Reported	Industry		Business DBT	Balance	Cur	Days Beyond Terms			
	Cur	DBT				1-30	31-60	61-90	91+
CURRENT			4	\$115,000	77%	22%			1%
10/1/2009			1	\$278,500	96%	4%			
09/1/2009			3	\$230,700	77%	23%			
08/1/2009			6	\$187,000	92%		2%	3%	3%
07/1/2009			10	\$63,200	76%	13%		11%	
06/1/2009			17	\$18,100	63%		37%		

\* 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 (data source: Experian<sup>1</sup>)

Payment History Quarterly Averages					Account Status			
Quarter	Months	DBT	Balance	Cur	Days Beyond Terms			
					1-30	31-60	61-90	91+
Q3 - 2009	JUL-SEP	4	\$232,100	88%	9%	1%	1%	1%
Q2 - 2009	APR-JUN	11	\$30,600	69%	16%	8%	7%	
Q1 - 2009	JAN-MAR	3	\$20,400	93%	4%	2%		1%
Q4 - 2008	OCT-DEC	13	\$50,700	63%	25%		12%	
Q3 - 2008	JUL-SEP	10	\$132,600	66%	23%	6%	5%	

\* 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.

### Trade Summary (data source: Equifax<sup>2</sup>)

**Credit Active Since:** 06/25/1981      **Total Exposure:** \$180,618  
**Number Of Charge-Offs:** 0      **Total Past Due:** \$152  
**Most Severe Financial Trade Status (Past 24 Months):** Current  
**Most Severe Non-Financial Trade Status (Past 24 Months):** Slow up to 30  
**Total Trade (6/20/2009 - 12/17/2009):** 100.0% current

### Legal Filings and Collections (data source: Experian<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 (data source: Experian<sup>1</sup>)

Trade Payment Experiences					Account Status					
(Trade lines with an (*) after date are newly reported)					Days Beyond Terms					
Business Category	Date Reported	Payment Terms	Recent High Credit	Balance	Cur	1-30	31-60	61-90	90+	Comments
GENERAL	12/2009	CONTRCT	\$1,500	\$800		100%				
CRED CARD	11/2009	REVOLVE	\$100	\$0						
INDUS SUPL	11/2009	NET 30	\$300	\$0						CUST 4 YR
INDUS SUPL	11/2009	NET 30	\$100	\$0						CUST 4 YR
INDUS SUPL	11/2009	NET 30	\$0	\$0						CUST 5 YR

LEASING	11/2009	CONTRCT	\$6,100	\$6,100	8%	92%		
LEASING	11/2009	NET 10	\$0	\$0				
MACH DISTR	11/2009	1/10N30	\$0	\$0				CUST 4 YR
OFFC EQUIP	11/2009	REVOLVE	\$0	\$0				
OFFC SUPPL	11/2009	VARIED	\$58,100	\$48,600	99%		1%	
PACKAGING	11/2009	NET 30	\$3,200	\$300	100%			CUST 15 YR
PAPER DIST	11/2009	NET 10	\$300	\$300			100%	CUST 6 YR
PERSNLSVCS	11/2009	ROI	\$0	\$0				
RENTALS	11/2009	NET 30	\$2,600	\$1,500	100%			
RETL TRADE	11/2009	CREDIT	\$0	\$0				
TRANSPORTN	11/2009	NET 15	\$0	\$0				
GENL MERCH	10/2009	CREDIT	\$0	\$0				ACCTCLOSED
HEATNG&A/C	10/2009	NET 30	\$221,300	\$43,900	45%	55%		
PLBG SUPLR	10/2009	VARIED	\$14,600	\$14,600	97%	3%		
RETL TRADE	10/2009	COD	\$0	\$0				
SAFTY PROD	10/2009	NET30	\$0	\$0				
ELEC SUPLR	09/2009	0000000	\$0	\$0				
GENERAL	09/2009	VARIED	\$500	\$0				
PLUMBING	08/2009	NET30	\$0	\$0				CUST 3 YR
PLUMBING	08/2009	NET30	\$0	\$0				CUST 3 YR
AIR TRANS	07/2009	NET 30	\$15,100	\$0				CUST 26 YR
PROP MGMT	06/2009	NET 30	\$4,800	\$4,300	100%			
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%			
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	\$19,300	\$19,300				100%

### Trade Payment Totals (data source: Experian<sup>1</sup>)

Trade Payment Experiences					Account Status				Comments
Type	Lines Reported	Recent High Credit	Balance	Cur	Days Beyond Terms				
Trade Lines Totals	46	\$221,300	\$187,700	72%	1-30	31-60	61-90	90+	
					17%	1%		11%	

### Trade Payment Information (data source: Equifax<sup>2</sup>)

Trade Payment Experiences					Account Status			
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(Trade lines with an (*) after date are newly reported)				Days Beyond Terms						
Business Category	Date Reported	Payment Terms	Recent High Credit	Balance	Cur	1-30	31-60	61-90	90+	Comments
TRADE ACCT	12/1/2009			\$6,158	100%					CURRENT
TRADE ACCT	12/1/2009			\$0						CURRENT
TRADE ACCT	12/1/2009			\$0						CURRENT
TRADE ACCT	11/1/2009		<\$100	<\$100	100%					CURRENT
TRADE ACCT	11/1/2009			\$0						CURRENT
TRADE ACCT	11/1/2009		\$291	\$0						CURRENT
CHEMICALS AND ALLIED PRODUCTS	11/1/2009	NET 10	\$2,164	\$0						CURRENT
	10/21/2009		\$17,255	\$0						CURRENT
TRADE ACCT	3/2/2009	NET 10 D	\$11,100	\$9,100	100%					CURRENT
	7/6/2007			\$0						CURRENT
	7/6/2007			\$0						CURRENT
TRADE ACCT	2/1/2007			\$1,703	100%					CURRENT

### Trade Payment Totals (data source: Equifax<sup>2</sup>)

Trade Payment Experiences				Account Status				
Type	Lines Reported	Recent High Credit	Balance	Cur	1-30	31-60	61-90	90+
Total Trade with Aging	12	\$17,255	\$16,990	100%				
Total Trade w/out Aging	0	\$0	\$0					

### Collection Filings (data source: Experian<sup>1</sup>)

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

### Bankruptcies (data source: Experian<sup>1</sup>)

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

### Tax Liens (data source: Experian<sup>1</sup>)

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

### Judgments (data source: Experian<sup>1</sup>)

**Date Filed:** 12/03/2008

**Legal Type:** JUDGMENT

**Legal Action:** FILED

**Plaintiff:** ACME CORP

**Document Number:** 123456789

**Filing Location:** JACKSON COUNTY

**Liability Amount:** \$2,665

**Date Filed:** 07/16/2008

**Legal Type:** JUDGMENT

**Legal Action:** SATISFIED

**Plaintiff:** JOHN SMITH

**Document Number:** 987654321

**Filing Location:** JACKSON COUNTY CIRCU

**Liability Amount:** \$100,000

**Date Filed:** 08/08/2003

**Legal Type:** JUDGMENT

**Document Number:** 123321123321

**Filing Location:** WAYNE COUNTY 3RD CIR

**UCC Filings (data source: Experian<sup>1</sup>)**

There are 112 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	
<b>Date Filed:</b> 03/19/2009	<b>Document Number:</b> 0405060708
<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> 02/11/2009	<b>Document Number:</b> 1001001 7
<b>Status:</b> FILED	<b>Filing Location:</b> SEC OF STATE N CAROL
<b>Secured Party:</b> MB FINANCIAL BANK, N.A. IL ROSEMONT 60018 6111 N. RIVER ROAD	
<b>Collateral:</b> EQUIP, UNDEFINED	
<b>Date Filed:</b> 12/24/2008	<b>Document Number:</b> 1010101 4
<b>Status:</b> FILED	<b>Filing Location:</b> SECRETARY OF STATE O
<b>Secured Party:</b> NATIONAL CITY COMMERCIAL CAPITAL COMPANY OH CINCINNATI 45203	

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

	12/27/2008	12/29/2007	12/30/2006	12/31/2005
Total Revenue	\$11,279,000	\$10,416,000	\$9,561,000	\$9,349,000

Cost of Revenue	\$8,465,000	\$7,813,000	\$7,094,000	\$7,103,000
Gross Profit	\$2,814,000	\$2,603,000	\$2,467,000	\$2,246,000
Operating Expenses				
Sales, General and Admin.	\$1,416,000	\$1,293,000	\$1,222,000	\$1,177,000
Non-Recurring Items	\$38,000	\$35,000	\$42,000	(\$4,000)
Operating Income	\$1,360,000	\$1,275,000	\$1,203,000	\$1,073,000
Add'l income/expense items	\$43,000	\$31,000	\$26,000	\$29,000
Earnings Before Interest and Tax	\$1,533,000	\$1,357,000	\$1,280,000	\$1,153,000
Interest Expense	\$253,000	\$166,000	\$172,000	\$127,000
Earnings Before Tax	\$1,280,000	\$1,191,000	\$1,108,000	\$1,026,000
Income Tax	\$316,000	\$282,000	\$284,000	\$264,000
Minority Interest	(\$11,000)	\$0	\$0	\$0
Equity Earnings				
Unconsolidated Subsidiary	\$141,000	\$51,000	\$51,000	\$51,000
Net Income-Cont. Operations	\$964,000	\$909,000	\$824,000	\$762,000
Net Income	\$964,000	\$909,000	\$824,000	\$762,000
Net Income Applicable to Common Shareholders	\$964,000	\$909,000	\$824,000	\$762,000

### 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
Total Current Assets	\$951,000	\$1,481,000	\$901,000	\$837,000
<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
Total Assets	\$6,527,000	\$7,242,000	\$6,353,000	\$5,698,000
<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
Total Current Liabilities	\$1,722,000	\$2,062,000	\$1,724,000	\$1,605,000
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
Total Liabilities	\$6,635,000	\$6,103,000	\$4,916,000	\$4,249,000
Stock Holders Equity				
Common Stocks	\$7,000	\$0	\$0	\$0
Retained Earnings	\$303,000	\$1,119,000	\$1,593,000	\$1,619,000
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%
<b>Profitability Ratios</b>				
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 # 839123408)

<sup>2</sup> Equifax data for: CONTRO CORP, 1234 SOMEPLACE BLVD, SAN DIEGO, CA 92101-7212 (Equifax ID # 535112343)

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

**End of Report**