

Commercial Credit Report - CONTRO CORP

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

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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

Monthly Payment Trends

Date Reported	Payment Trends Analysis				Account Status				
	Industry		Business	Balance	Cur	Days Beyond Terms			
	Cur	DBT	DBT			1-30	31-60	61-90	91+
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
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Quarter	Months	DBT	Balance	Cur	Days Beyond Terms			
					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 ¹)						
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				
					Days Beyond Terms				
Type	Lines Reported	Recent High Credit	Balance	Cur	1-30	31-60	61-90	90+	Comments
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

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

Legal Action: FILED

Document Number: 123321123321

Filing Location: WAYNE COUNTY 3RD CIR

Liability Amount: \$392,792

UCC Filings

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

Date Filed: 08/27/2009 **Document Number:** 12345ABCDEF
Status: FILED **Filing Location:** SEC OF STATE N CAROL
Secured Party: BARRINGTON BANK & TRUST COMPANY, N.A. IL BARRINGTON 60010 20

Date Filed: 08/27/2009 **Document Number:** 2008 1234567
Status: FILED **Filing Location:** SEC OF STATE N CAROL
Secured Party: BARRINGTON BANK & TRUST COMPANY, N.A. IL BARRINGTON 60010 20

Date Filed: 06/26/2009 **Document Number:** 2007 2345678
Status: FILED **Filing Location:** SECRETARY OF STATE O
Secured Party: NATIONAL CITY COMMERCIAL CAPITAL COMPANY OH CINCINNATI 45203

Date Filed: 06/26/2009 **Document Number:** 0102030405
Status: FILED **Filing Location:** SECRETARY OF STATE O
Secured Party: NATIONAL CITY COMMERCIAL CAPITAL COMPANY OH CINCINNATI 45203

Date Filed: 06/26/2009 **Document Number:** 0203040506
Status: FILED **Filing Location:** SECRETARY OF STATE O
Secured Party: NATIONAL CITY COMMERCIAL CAPITAL COMPANY OH CINCINNATI 45203

Date Filed: 04/27/2009 **Document Number:** 0304050607
Status: FILED **Filing Location:** SECRETARY OF STATE O
Secured Party: NATIONAL CITY COMMERCIAL CAPITAL COMPANY OH CINCINNATI 45203

Date Filed: 03/20/2009 **Document Number:** 2007 987654
Status: FILED **Filing Location:** SECRETARY OF STATE O
Secured Party: 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

Income Statements (values in 000's) (data source: EDGAR³)

	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: EDGAR³)

	12/27/2008	12/29/2007	12/30/2006	12/31/2005
Current Assets				
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
Long Term Assets				
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
Current Liabilities				
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: EDGAR³)

	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: EDGAR³)

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

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

End of Report