








Business Name CROCKER INDUSTRIES, INC		Business Identification Number 555123456	
Doing Business As: CROCKER MERCANTILE		Website: www.crockerindustries.com	
Primary Address: 100 MAIN ST PHOENIX, AZ 85012		Phone: (602)520-1221	
		Tax ID: XX-XXX1985	
View Map		 This business is the ultimate parent. See the corporate hierarchy by clicking here	

Risk Scores and Credit Limit Recommendation		Days Beyond Terms	Derogatory Legal	Fraud Alerts
Intelliscore Plus  79 LOW RISK Score range: 1 - 100 percentile Credit Limit Recommendation: \$212,800	Financial Stability Risk  32 LOW-MEDIUM RISK	Company DBT  6 Industry DBT: 20	Original Filings  5	High Risk Alerts  0

Business Facts	
<p>Founded in 1911 and headquartered in Phoenix, AZ, Crocker Industries Incorporated (NASD: CII), is a food service company. The company operates in three segments: Restaurant Services, Convenience Store Services and Cafeteria Services. Its services include supplying fresh and frozen foods along with food related supplies.</p>	
Years on File: 35+ (FILE ESTABLISHED PRIOR TO 01/1977) State of Incorporation: AZ Date of Incorporation: 4/20/1911 Business Type: Institutions Profit Contacts: JOHN Q CONSUMER - CEO MARY JONES - PRESIDENT JAMES SANCHEZ - CONTROLLER	SIC Code: GROCERIES & RELATED PRODUCTS - 5149 BUSINESS SERVICES, NEC - 7389 MEAT & FISH MARKETS - 5421 NAICS Code: Other Grocery Related Products Wholesaler - 424410 General Line Grocery Wholesale - 424410 Meat and Meat Product Merchant Wholesalers - 424470 Number of Employees: 14,816 Sales: \$1,676,906,000 Public Company: Yes Stock Exchange & Symbol: National Association of Securities Dealers Inc., CII Fortune 1000 Ranking 2010 942 2009 967 2008 968

Commercial Fraud Shield	
Evaluation for: CROCKER INDUSTRIES, INC, 100 MAIN ST. PHOENIX, AZ 85012	
Business Alerts	Verification Triggers
Active Business Indicator:  Experian shows this business as active	The primary Business Name, Address, and Phone Number on

Possible OFAC Match:



No OFAC match found

Experian File were reviewed for High Risk indicators, no High Risk indicators were found.

Business Victim Statement:



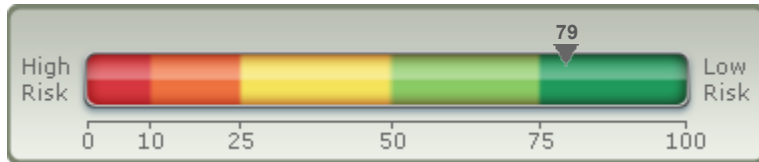
No Victim statements on file

Credit Risk Score and Credit Limit Recommendation

Credit Risk Score: Intelliscore Plus

This score predicts the likelihood of serious credit delinquencies within the next 12 months. The score uses tradeline and collections information, public filings as well as other variables to predict future risk. Higher scores indicate lower risk.

Current Score: 79



Intelliscore Plus Risk Assessment

Action or risk threshold, based on your company's thresholds:



Intelliscore Plus Industry Risk Comparison

78% of businesses indicate a higher likelihood of severe delinquency.

Factors lowering the score

- › BALANCE OF RECENTLY DELINQUENT COMMERCIAL ACCOUNTS
- › BALANCE OF COMMERCIAL ACCOUNTS AT WORST DELINQUENCY
- › COMMERCIAL ACCOUNT DELINQUENCY IN LAST 6 MONTHS

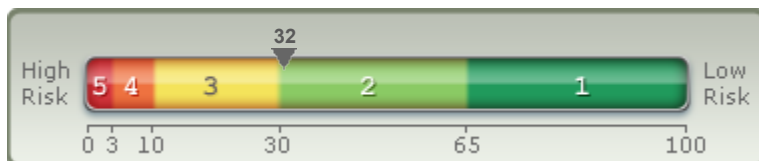
Quarterly Score Trends



The Quarterly Score Trends provide a view of the likelihood of delinquency over the past 12 months for this business. The trends will indicate if the score improved, remained stable, fluctuated or declined over the last 12 months.

Credit Risk Score: Financial Stability Risk

Financial Stability Risk Score: 32



Risk Class: 2



The risk class groups scores by risk into ranges of similar performance. Range 5 is the highest risk, range 1 is the lowest risk.

This score predicts the likelihood of financial stability risk within the next 12 months. The score uses tradeline and collections information, public filings as well as other variables to predict future risk. Higher scores indicate lower risk.

Industry Risk Comparison

31% of businesses indicate a higher likelihood of financial stability risk.

Please note, this business is publicly traded. Publicly traded companies are required to publish financial details including balance sheet, income statement and cash flow information that should be considered in conjunction with this score when assessing financial stability risk.

Factors lowering the score

- › NUMBER OF COMMERCIAL COLLECTION ACCOUNTS
- › NUMBER OF COMMERCIAL DEROGATORY PUBLIC RECORDS
- › RISK ASSOCIATED WITH THE COMPANY'S INDUSTRY SECTOR
- › PAST COMMERCIAL DEROGATORY BALANCE

Credit Limit Recommendation

Credit Limit Recommendation	This recommendation compares this business against similar businesses in the Experian business credit database. It is based on trade information, industry, age of business and the Intelliscore Plus. The recommendation is a guide. The final decision must be made based on your company's business policies.
\$212,800	

Payment and Legal Filings Summary

Payment Performance	Trade and Collection Balance	Legal Filings
Current DBT: 6	Total trade and collection (87): \$391,173	Bankruptcy: No
Predicted DBT as 09/12/2012 : 6	All trades (86): \$391,000	Tax Lien filings: 4
Monthly Average DBT: 4	All collections (1): \$294	Judgment filings: 1
Highest DBT Previous 6 Months: 8	Continuous trade (37): \$361,500	Sum of legal filings: \$124,937
Highest DBT Previous 5 Quarters: 8	6 month average: \$371,300 - \$572,500	UCC filings: 25
Payment Trend Indication: Payments are stable	Highest credit amount extended: \$379,300	Cautionary UCC filings: Yes
	Most frequent industry purchasing terms: NET 30,CREDIT,REVOLVE	

Industry Comparison

Industry DBT Range Comparison
The current DBT of this business is 6. 11% of businesses have a DBT range of 6-15.

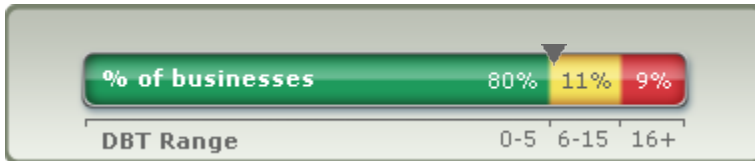
DBT Norms

All industry: 10
Same industry: 20

Industry Payment Comparison

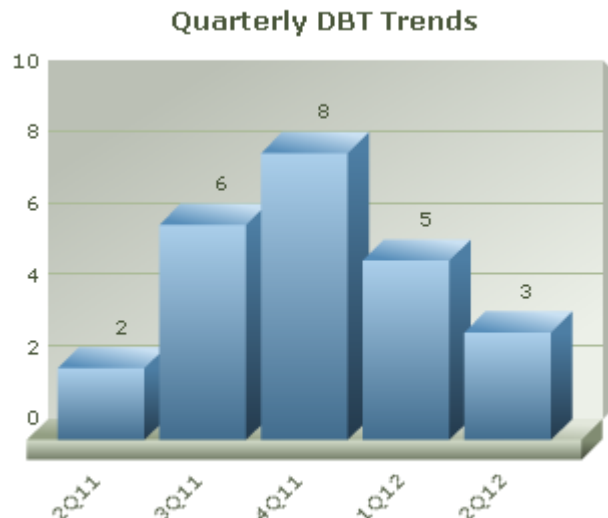
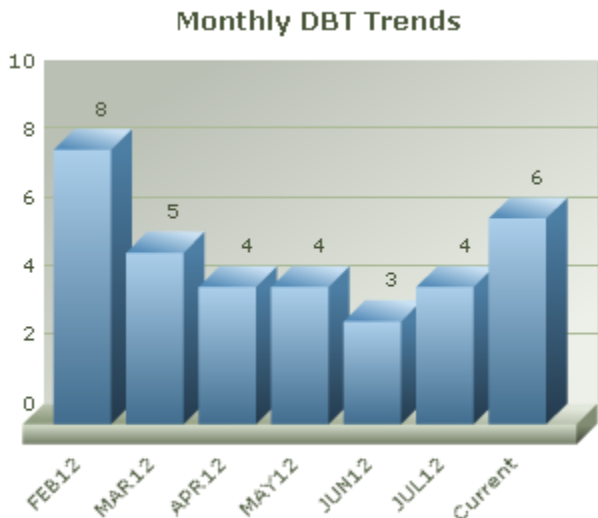
Has paid sooner than 50% of similar businesses

DBT for this business: 6



Payment Trending

DBT Trends



Monthly Payment Trends

Payment Trends Analysis
GROCERIES & RELATED PRODUCTS – 5149

Account Status
Days Beyond Terms

Date Reported	Industry Cur DBT	Business DBT	Balance	Cur	1-30	31-60	61-90	91+
CURRENT	74% 20	6	\$361,500	80%	14%	1%	5%	
JUN12	74% 20	4	\$430,000	85%	10%	4%	1%	
MAY12	74% 20	3	\$444,900	87%	11%	1%	1%	
APR12	74% 20	4	\$572,500	84%	12%	2%	2%	
MAR12	74% 20	4	\$504,400	83%	13%	2%	2%	
FEB12	74% 20	5	\$509,700	76%	22%		2%	
JAN12	74% 19	8	\$495,700	76%	15%	3%	5%	1%

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 - 12	APR - JUN	3	+\$404,100	86%	11%	2%	1%	
Q1 - 12	JAN - MAR	5	+\$449,900	82%	13%	2%	3%	
Q4 - 11	OCT - DEC	8	+\$465,500	78%	13%	4%	5%	
Q3 - 11	JUL - SEP	6	+\$803,000	76%	18%	4%	2%	
Q2 - 11	APR - JUN	2	+\$692,500	88%	11%	1%		

Collection Experiences

Date Placed	Status	Original Balance	Outstanding Balance	Date Closed	Agency	Agency Phone
02/2011	Uncollected	\$173	\$294	07/2011	RECEIVABLE MANAGEMENT SERVICES	(484)242-4000

Trade Payment Summary

Trade Line Type	Lines Reported	DBT	Recent High Credit	Balance	Current	01-30	31-60	61-90	91+
Continuous	37	6	+\$1,417,900	+\$361,500	80%	14%	1%	5%	
New	4		\$14,100	\$9,800	100%				
Combined Trade	41	6	+\$1,432,000	+\$371,300	81%	14%	1%	4%	
Additional	45		\$165,200	\$19,700	83%	1%		5%	11%
Total Trade	86		\$1,597,200	\$391,000	83%	13%		4%	

Trade Payment - New and Continuously Reported Trade Details

Payment Experiences (Trade Lines with an (*) after the date are newly reported)					Account Status Days Beyond Terms						
Business Category	Date Reported	Last Sale	Payment Terms	Recent High Credit	Balance	Cur	1-30	31-60	61-90	91+	Comments
ACCT SVCS	06/2012		VARIED	\$174,600	\$0						
BLDG MATRL	07/2012	05/2012	CREDIT	\$1,100	\$300	100%					
CHEMICALS	04/2012	03/2010	NET 30	\$2,300	\$2,300	100%					
COMMUNICTN	04/2012		VARIED	\$58,900	\$58,900	75%	24%	1%			ACCTCLOSED
ELEC MFG	06/2012	06/2012	VARIED	\$5,000	\$0						SATSFTRY
FACTOR	05/2012*		VARIED		\$0						
FARM SUPPL	07/2012	01/2009	CREDIT		\$0						
FINCL SVCS	07/2012	03/2004	NET 30	\$500	\$0						
FINCL SVCS	07/2012	10/2011	REVOLVE	\$284,100	\$0						
FINCL SVCS	07/2012	06/2012	VARIED	\$9,600	\$1,100	100%					ACCTCLOSED
FOOD	04/2012		VARIOUS	\$29,400	\$7,600	100%					

CRED CARD	03/2012		CONTRCT		\$0			
CRED CARD	06/2012	03/2012	NET 30	\$5,200	\$0			ACCTCLOSED
CRED CARD	06/2012	06/2009	NET 30	\$13,700	\$0			ACCTCLOSED
ELEC SUPLR	01/2012		NET 30	\$200	\$200	100%		
FAB METALS	04/2011		NET 30		\$0			
FACTOR	09/2011		VARIOUS		\$0			
FACTOR	01/2010		NET 30		\$0			CUST 10 YR
FINCL SVCS	02/2011		NET PRX	\$7,000	\$800	100%		
FOOD	07/2010	06/2010	VARIED	\$500	\$500	100%		
FOOD DISTR	02/2011	02/2011	NET 7	\$400	\$200		100%	
FOOD EQUIP	09/2009	03/2001			\$0			
GENERAL	09/2009	08/2008	VARIED		\$0			
GENERAL	09/2010		CONTRCT	\$300	\$0			
GLASS	08/2011	06/2011	NET 30	\$300	\$0			
INDUS SUPL	01/2010	01/2002	NET 30	\$100	\$0			CUST 10 YR
INDUS SUPL	02/2011	09/2010	NET 30	\$600	\$0			CUST 28 YR
INDUS SUPL	02/2011	11/2010	NET 30	\$3,300	\$200	100%		CUST 12 YR
LEASING	07/2012		NET 10	\$3,300	\$2,400		6%	94%
MACH DISTR	04/2011	09/2010	1/10N30	\$1,600	\$0			CUST 32 YR
MANUFCTRNG	09/2011	08/2011	NET 30	\$7,600	\$200	100%		
MANUFCTRNG	07/2011	06/2011	NET 30	\$400	\$200	100%		
MISC MANUF	03/2011	03/2011	NET 30	\$3,400	\$300	100%		
OFFC SUPPL	10/2009	06/2000	CREDIT		\$0			ACCTCLOSED
PACKAGING	02/2012		NET 30	\$1,000	\$0			
PAPER DIST	05/2010	07/2005	NET 30		\$0			CUST 9 YR
PAPER DIST	05/2010	05/2010	NET 10	\$12,700	\$9,400	100%		CUST 25 YR
PLUMBING	12/2010	07/2002	NET30		\$0			
PRNTG&PUBL	05/2011		VARIED		\$0			
RETL TRADE	06/2010		VARIED		\$0			
TRANSPORTN	08/2011	04/2011	NET 15	\$53,200	\$0			
TRNS EQUIP	10/2010		NET 15		\$0			

Legal Filings

Tax Liens

File Date	Filing Type	Status	Amount	Filing Number	Jurisdiction
09/19/2011	Federal Tax Lien	Released	\$63,600	FTL11223445	MARICOPA COUNTY SUP CT
	Filed by: INTERNAL REVENUE SERVICE				
06/21/2010	Federal Tax Lien	Filed	\$63,600	FTL11223445	MARICOPA COUNTY SUP CT
	Filed by: INTERNAL REVENUE SERVICE				
08/04/2008	State Tax Lien	Released	\$35	20085099232	MARICOPA COUNTY RECORDER
	Filed by: STATE OF ARIZONA				
05/01/2008	State Tax Lien	Filed	\$35	200885092141	MARICOPA COUNTY RECORDER
	Filed by: STATE OF ARIZONA				
04/04/2008	State Tax Lien	Filed	\$45,076	08JG013382	CLARK COUNTY RECORDER OF DEEDS
	Filed by: STATE OF NEVADA				
02/14/2007	State Tax Lien	Filed	\$13,226	2007148924	MARICOPA COUNTY RECORDER
	Filed by: STATE OF ARIZONA				

Judgments					
File Date	Plaintiff	Status	Amount	Filing Number	Jurisdiction
04/13/2006	MAVALINA PRODUCE	Filed	\$3,000	20060000003	PHOENIX JUST COURT

Uniform Commercial Code (UCC) Filings

UCC Filing Summary

Date Range	Year	Cautionary UCCs**	Total Filed	Released / Termination	Continuous	Amended / Assigned
JUL - PRESENT	2012					
JAN - JUN	2012	1	6			
JUL - DEC	2011		5	3		
JAN - JUN	2011	1	4	1		
JUL - DEC	2010		1			
PRIOR TO JUL	2010	3	9		1	
Total		5	25	4	1	0

** Cautionary UCC Filings include one or more of the following collateral:
Accounts, Accounts Receivables, Contract Rights, Hereafter Acquired Property, Inventory, Leases, Notes Receivable or Proceeds.

UCC Details

UCC FILED Date: 06/29/2012
Filing Number: 201100000123
Jurisdiction: ARIZONA SEC OF STATE
Secured Party: STAGE COACH DIST INC AZ
PHOENIX 85012 118 NW 232ND STREET

UCC FILED Date: 05/16/2012
Filing Number: 201206543914
Jurisdiction: SEC OF STATE AZ
Secured Party: COYOTE GREETINGS INC AZ
SCOTTSDATE 85255 12074 RIVERVIEW TER

UCC FILED Date: 05/09/2012
Filing Number: 201100000311
Jurisdiction: ARIZONA SEC OF STATE
Secured Party: STAGE COACH DIST INC AZ
PHOENIX 85012 118 NW 232ND STREET

UCC FILED Date: 04/27/2012
Filing Number: 201248128539
Jurisdiction: SEC OF STATE AZ
Secured Party: MONSOON STATE BANK AZ
MESA 85202 483 COLLEGE PARK DR

UCC TERMINATED Date: 02/13/2012
Filing Number: 201014561234
Original Filing Date: 11/22/2011
Original Filing Number: 200914751261
Original Filing State: AZ
Jurisdiction: ARIZONA SEC OF STATE
Secured Party: FOREMOST SPIRITS CORP AZ
SEDONA 86339 5983 MESA VIEW CIR

UCC FILED Date: 01/30/2012
Filing Number: 201231754131
Jurisdiction: SEC OF STATE AZ
Secured Party: MONSOON STATE BANK AZ
MESA 85202 483 COLLEGE PARK DR

UCC FILED Date: 01/03/2012
Filing Number: 2012 1144303
Jurisdiction: SEC OF STATE DELAWAR
Secured Party: BMS CREDIT LLC NEW YORK 10030
1 NORTH GATTLE DRIVE
Collateral: EQUIP, AFTER ACQUIRED PROP, UNDEFINED

UCC FILED Date: 12/14/2011
Filing Number: 201154918532
Jurisdiction: ARIZONA SEC OF STATE
Secured Party: IWIN FOODS, LLC ID
IDAHO FALLS 83401 125 CANYON FORT DR

UCC FILED Date: 11/22/2011
Filing Number: 201140005983
Jurisdiction: ARIZONA SEC OF STATE
Secured Party: FOREMOST SPIRITS CORP AZ
SEDONA 86339 5983 MESA VIEW CIR

UCC FILED Date: 11/14/2011
Filing Number: 201151904321
Jurisdiction: ARIZONA SEC OF STATE
Secured Party: IWIN FOODS, LLC ID
IDAHO FALLS 83401 125 CANYON FORT DR

[+ View Additional UCC Details](#)

Commercial Finance Relationships

Banking Relationships

Financial Institution: DESERT NATIONAL BANK
Address: 45 S SONORA BREEZE PHOENIX AZ 85012
Phone: (602) 520-1100
Account Type: UNDISCLOSED
Date Opened: 12/20/2011
Account Rating: NO COMMENT AS OF 06/16/2012

Additional Business Facts

Corporate Registration

THE FOLLOWING INFORMATION WAS PROVIDED BY THE STATE OF ARIZONA.

State of Origin: AZ
Date of Incorporation: 04/20/2011
Current Status: Active
Business Type: Institutions - Unknown
Charter Number: 665433

Competitors

OMNI FOODS, INC

Corporate Linkage

Business Name	Location	BIN
The inquired upon business, CROCKER INDUSTRIES, INC, is the Ultimate Parent		
CROCKER INDUSTRIES, INC	100 MAIN ST - PHOENIX AZ	312845017
Subsidiaries of the inquired upon business:		
<u>ABC COMPANY INC</u>	478 ANTON BLVD - COSTA MESA, CA	862731479
<u>FOOD, INC</u>	26843 LONE STAR WY - MCKINNEY, TX	394021789
Branches of the inquired upon business:*		
CROCKER INDUSTRIES, INC	101 1ST AVENUE - MCKINNEY, TX	378655532

Inquiries

Summary of Inquiries

Business Category	JUL12	JUN12	MAY12	APR12	MAR12	FEB12	JAN12	DEC11	NOV11
ADV TV				1					
BUREAU				1					
CREDTUNION								1	
FACTOR				1					
HOUSEWARES						1			
TELECOM					1				
TRANSPORTN	1						1		
UTILITY					1				
Totals	1			3	2	1	1	1	

Corporate Financial Information

Balance sheet for fiscal year ending: DEC 31 Data current through: 12/31/2011 (\$ Thousands)

	2011	2010	2009
Cash and equivalent	57,730	17,803	13,606
Receivables - net	26,043	19,857	23,045
Inventory	23,526	25,920	31,087
Other current assets	12,306	13,344	12,522
Total current assets	119,605	76,924	80,260
Fixed assets - net	900,878	961,974	1,002,692
Investments	27,620	23,032	15,936
Other assets	46,218	47,227	48,760
Total assets	1,094,321	1,109,157	1,147,648
Debt due in 1 year	13,571	40,905	93,904
Notes payable	0	0	0
Accounts payable	30,418	29,322	32,220
Taxes payable	10,793	8,708	9,867
Other current liabilities	116,330	114,521	109,814
Total current liabilities	171,112	193,456	245,805
Long term debt	135,716	149,287	176,192
Other liabilities	123,383	128,257	127,945
Net worth	664,110	638,157	597,706
Total liab. and net worth	1,094,321	1,109,157	1,147,648

Operating statement for fiscal year ending: APR 29 Data current through: 04/29/2011 (\$ Thousands)

	2011	2010	2009
Net sales	1,676,906	1,726,804	1,750,512
Cost of goods sold	509,849	516,667	537,085
Gross income on sales	1,167,057	1,210,137	1,213,427
Expenses	1,087,384	1,113,811	1,197,366
Pre-tax income	79,673	96,326	16,061
Taxes	25,510	25,998	21,207
After tax income	54,163	70,328	-5,146
Extraord. inc. & discount'd ops	0	0	0
Net income	54,163	70,328	-5,146

Critical data and ratios for fiscal year ending: APR 29 Data current through: 04/29/2011 (\$ Thousands)

	2011	2010	2009
Net worth	664,110	638,157	597,706
Net working capital	-51,507	-116,532	-165,545

Current ratio (times)	0.7	0.4	0.3
% Total debt to n.w.	64.8	73.8	92.0
% Current debt to n.w.	25.8	30.3	41.1
% After tax inc. to n.w.	8.2	11.0	-0.9
% After tax inc. to net sales	3.2	4.1	-0.3
Net sales to inventory (times)	71.3	66.6	56.3
CGS to inventory (times)	21.7	19.9	17.3
Avg. days sales outstanding (days)	5.7	4.2	4.8

Experian prides itself on the depth and accuracy of the data maintained on our databases. Reporting your customer's payment behavior to Experian will further strengthen and enhance the power of the information available for making sound credit decisions. Give credit where credit is due. Call 1-800-520-1221, option #4 for more information.

End of report

1 of 1 report

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