



Supplier Profile ReportSM

License, Bond, and Insurance Information 5			
License			
State	Licence Number	Date Issued	Status
CA	528109	04/08/1988	ACTIVE
Bonding Information			
Bond Number	Amount	Bonding Company	Effective Date
SCR123056	00000012500	AMERICAN CONTRACTORS INDEMNITY COMPANY	03/02/2009
R123056	00000012500	SURETY COMPANY OF THE PACIFIC	01/01/2007
R123056	00000012500	SURETY COMPANY OF THE PACIFIC.	01/01/2007
Insurance Information			
Policy Number	Insurer	Insurance Type	Effective/Expiration Date
MWC0004414	MARKEL INSURANCE COMPANY	Not Available	05/17/2012 - 05/17/2015
WWC3143896	WESCO INSURANCE COMPANY	Not Available	05/17/2015 - 05/17/2016
1962201	STATE COMPENSATION INSURANCE FUND	Workmen's Compensation	02/17/2011 - 05/17/2011

5. **License, Bond and Insurance Information** — Lists any known licenses, bonds and insurance held by the supplier.

Economic Diversity 6			
Minority-Owned:	CERTIFIED	HUB-Zone:	N/A
Women-Owned:	N/A	Veteran-Owned:	N/A
Disadvantaged:	N/A	Service-Disabled Veteran-Owned:	N/A
SBA:	N/A	Historical Black College & Universities:	N/A
SBA 8(a):	N/A		

6. **Economic Diversity** — Highlights details regarding whether the supplier is certified for participation in programs seeking to increase economic diversity in contracting.

Government Activity 7	
THE FOLLOWING INFORMATION IS PROVIDED BY THE FEDERAL GOVERNMENT AND OTHER SOURCES:	
Congressional District:	08
Central Contractor Registration:	YES
Excluded from Federal Program(s):	N/A
▶ Agency Name:	N/A
▶ Exclusion Type:	N/A
▶ Active Date:	N/A
▶ Termination Date:	N/A

7. **Government Activity** — Includes details about supplier activity with respect to federal contracting programs. This information may be helpful in determining if the supplier has participated in federal contracts in the past or if it is currently debarred from doing business with the federal government.

US Government Contract Spending 8		
US Government Contract Spending Summary		
Total Dollars	Number of Transactions	
\$6,914,978	17	
Prime Awards by Fiscal Year for FY2012 to FY2016		
* Contract awards are displayed based on Oct 1-Sept 30 fiscal year		
Fiscal Year*	Total Dollars	Highest Single Transaction
FY 2016	\$0	\$0
FY 2015	\$628,620	\$155,208
FY 2014	\$4,897,000	\$4,897,000
FY 2013	\$1,277,003	\$1,004,450
FY 2012	\$112,355	\$112,355
US Government Contract Detail - Five most recent Signed Date		
Contract Action:	DEFINITIVE CONTRACT	Signed Date: 09/25/2015
IDVPIID/PIID/MOD:	NOT REPORTED / W912WJ14C0031 / A00006	Obligation Amount: \$151,050
Program Source:	21-2020	
Department/Agency:	DEPT OF DEFENSE / NOT REPORTED	
Product/Service:	Y1AA / CONSTRUCTION OF OFFICE BUILDINGS	
Description:	IGF::OT::IGF REPAIR BARRACKS BUILDING	
Reason for Modification:	CHANGE ORDER	
Contract Action:	DEFINITIVE CONTRACT	Signed Date: 09/03/2015
IDVPIID/PIID/MOD:	NOT REPORTED / W15QKN13C1024 / P00001	Obligation Amount: \$77,729
Program Source:	21-2080	
Department/Agency:	DEPT OF DEFENSE / NOT REPORTED	
Product/Service:	Z1LB / MAINTENANCE OF HIGHWAYS/ROADS/STREETS/BRIDGES/RAILWAYS	
Description:	IGF::OT::IGF ADDITIONAL WORK WITH EQUITABLE ADJUSTMENT ALTER / REPAIR LAFAYETTE STREET, DEVENS.	
Reason for Modification:	ADDITIONAL WORK (NEW AGREEMENT,FAR PART 6 APPLIES)	

8. **U.S. Government Contract Spending** — Details the number of contracts the supplier holds with the U.S. government, along with the government spend of those contracts.

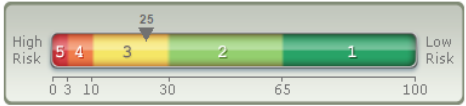
9. **Scores and Trends — Credit Risk Score: Financial Stability Risk** — Provides a detailed risk assessment of the supplier's financial stability. This score predicts the likelihood of financial stability risk within the next 12 months.
10. **Financial Stability Risk Quarterly Score Trends** — The average score over the past four quarters. The quarterly score is calculated on a rolling basis and helps identify if the supplier's financial stability is getting better or worse.
11. **Credit Risk Score: Intelliscore PlusSM** — This score predicts the likelihood of serious derogatory payment within the next 12 months.

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Scores and Trends

Credit Risk Score: Financial Stability Risk

Current Financial Stability Risk Score: 25



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.

Factors lowering the score

- › NUMBER OF COMMERCIAL COLLECTION ACCOUNTS
- › PAST COMMERCIAL DEROGATORY BALANCE
- › NUMBER OF COMMERCIAL DEROGATORY PUBLIC RECORDS
- › PERCENT OF COMMERCIAL ACCOUNTS DELINQUENT

Risk Class: 3

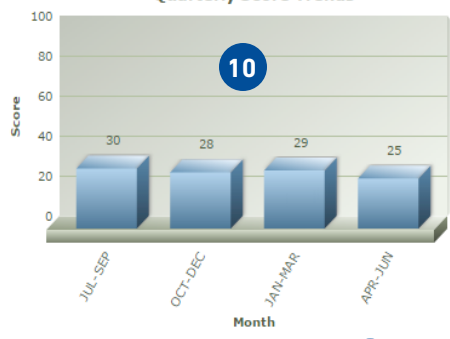
MEDIUM RISK

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

Industry Risk Comparison
24% of businesses indicate a higher likelihood of financial stability risk.

Financial Stability Risk Quarterly Score Trends

Quarterly Score Trends




The Financial Stability Risk Quarterly Score Trends provide a view of the likelihood of financial stability risk 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.

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Credit Risk Score: Intelliscore Plus

Current Intelliscore Plus Score: 54



This score predicts the likelihood of serious credit delinquencies for this business within the next 12 months. Payment history and public record along with other variables are used to predict future risk. Higher scores indicate lower risk. This company is classified as a large business and is compared to businesses of similar size.

Factors lowering the score

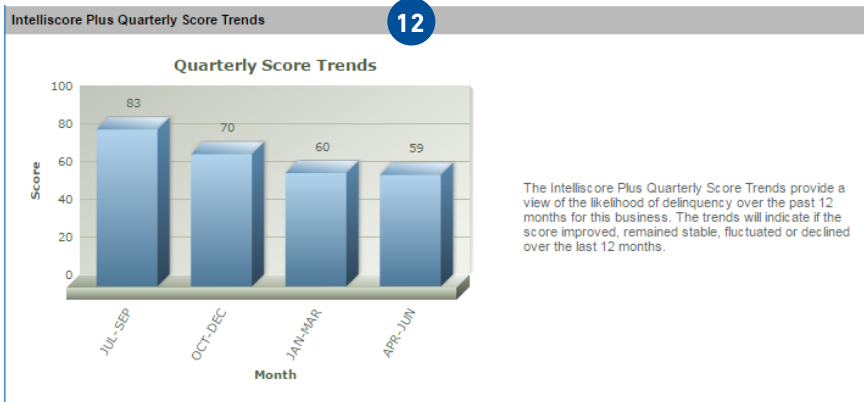
- › NUMBER OF COMMERCIAL ACCOUNTS THAT ARE CURRENT
- › PERCENT OF DELINQUENT COMMERCIAL ACCOUNTS
- › BALANCE OF COMMERCIAL ACCOUNTS AT WORST DELINQUENCY
- › PCT OF TOTAL COMMERCIAL BAL THAT IS SERIOUSLY DELINQUENT

Risk Class: 2

LOW - MEDIUM RISK

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

Industry Risk Comparison
53% of businesses indicate a higher likelihood of severe delinquency.

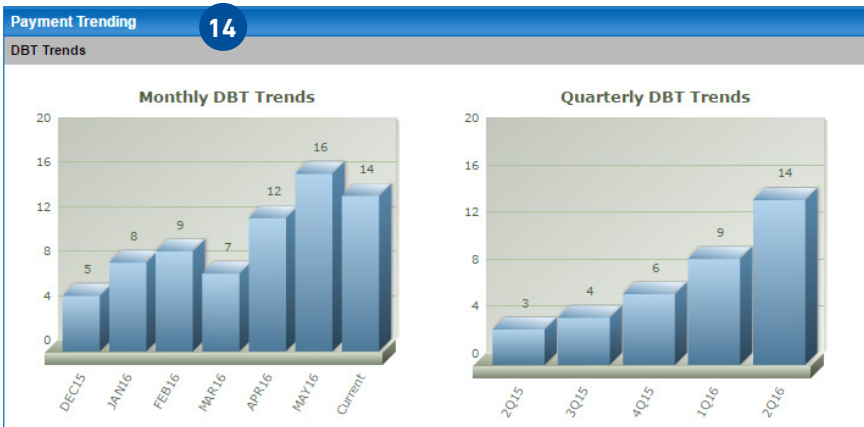


12. Intelliscore PlusSM Quarterly Score Trends — The average score over the past four quarters. The quarterly score is calculated on a rolling basis and helps identify if the supplier's ability to pay other suppliers and creditors is getting better or worse.

Payment and Legal Filings Summary 13 TOP

Payment Performance	Trade and Collection Balance	Legal Filings
Current DBT: 14	Total trade and collection (119): \$13,517,044	Bankruptcy: No
Predicted DBT as 08/31/2016 : 14	All trades (117): \$13,515,500	Tax Lien filings: 2
Monthly Average DBT: 9	All collections (2): \$1,544	Judgment filings: 0
Highest DBT Previous 6 Months: 16	Continuous trade (69): \$13,373,800	Sum of legal filings: \$285,987
Highest DBT Previous 5 Quarters: 14	6 month average: \$8,413,400 - \$14,229,800	UCC filings: 38
Payment Trend Indication: Payments are increasingly late	Highest credit amount extended: \$14,996,500	Cautionary UCC filings: Yes
	Most frequent industry purchasing terms: NET 30,CONTRCT,REVOLVE	

13. Payment and Legal Filings Summary — Provides an important snapshot of key payment performance metrics, trade balances and legal filings.



14. Payment Trending — Provides monthly and quarterly views of how many days the supplier is paying beyond their contractual terms.

Monthly DBT Trends:

The supplier's average days beyond terms (DBT) performance for the previous seven months.

Quarterly DBT Trends:

The supplier's average days beyond terms (DBT) performance for the previous 5 quarters.

Monthly Payment Trends

Payment Trends Analysis					Account Status				
PICKLED FRUITS, VEGETABLES, SAUCES ETC - 2035					Days Beyond Terms				
Date Reported	Cur	Industry DBT	Business DBT	Balance	Cur	1-30	31-60	61-90	91+
CURRENT	N/A	N/A	11	\$14,534,300	82%	5%	3%	5%	5%
JUN16	88%	5	11	\$15,554,100	80%	8%	4%	3%	5%
MAY16	90%	4	16	\$12,539,400	69%	12%	7%	6%	6%
APR16	91%	3	12	\$8,793,000	72%	12%	8%	6%	2%
MAR16	92%	3	7	\$8,413,700	80%	13%	4%	1%	2%
FEB16	92%	2	9	\$9,911,700	79%	10%	6%	2%	3%
JAN16	91%	3	8	\$8,875,500	78%	13%	4%	2%	3%

Quarterly Payment Trends

Payment History - Quarterly Averages					Account Status			
Quarter	Months	DBT	Balance	Cur	Days Beyond Terms			
					1-30	31-60	61-90	91+
Q2 - 16	APR - JUN	13	\$11,407,700	76%	8%	6%	5%	5%
Q1 - 16	JAN - MAR	9	\$8,200,900	77%	13%	5%	2%	3%
Q4 - 15	OCT - DEC	6	\$10,629,700	84%	10%	3%	1%	2%
Q3 - 15	JUL - SEP	4	\$13,651,100	91%	5%	1%	1%	2%
Q2 - 15	APR - JUN	3	\$11,363,300	90%	8%	1%		1%

15. **Collection Experiences** — Identifies accounts that were sent to a collection agency.

Experian's commercial collections database is the largest in the world. It includes information contributed by collection agencies to Experian.

16. **Trade Payment Summary** — This section is a summary of all continuous, new and additional payment experiences.

17. **Trade Payment — New and Continuously Reported Trade Details** — Each tradeline represents a unique relationship and identifies key liabilities and encumbrances that may indicate poor performance in the past or suggest that the supplier is currently experiencing financial distress.

18. **Trade Payment — Additional Trade Details** — This section lists tradeline experiences not updated within the past three months of the report date or nonstandard trade accounts (such as leases and bank loans representing payment information that differs from traditional trade credit accounts).

Collection Experiences 15						
Date Placed	Status	Original Balance	Outstanding Balance	Date Closed	Agency	Agency Phone
12/2012	Open Account	\$1,112	\$1,112		RECEIVABLE MANAGEMENT SERVICES	(484) 242-4000
05/2011	Closed, Uncollected	\$432	\$432	09/2011	VENGROFF, WILLIAMS & ASSOC.	(949) 263-1300

Trade Payment Summary 16									
Trade Line Type	Lines Reported	DBT	Recent High Credit	Balance	Current	01-30	31-60	61-90	91+
Continuous	69	11	+\$46,573,000	\$14,534,300	82%	5%	3%	5%	5%
New	0			\$0					
Combined Trade	69	11	+\$46,573,000	\$14,534,300	82%	5%	3%	5%	5%
Additional	48		\$93,295,200	\$142,700	50%	12%	13%	13%	12%
Total Trade	117		\$139,868,200	\$14,677,000	82%	5%	3%	5%	5%

Trade Payment - New and Continuously Reported Trade Details 17												
Business Category	Date Reported	Payment Experiences (Trade Lines with an (*) after the date are newly reported)			Recent High Credit	Balance	Cur	Account Status Days Beyond Terms				Comments
		Last Sale	Payment Terms					1-30	31-60	61-90	91+	
ACCT SVCS	04/2016		VARIED	\$407,700	\$176,100	100%						
AIR TRANS	07/2016	12/2014	OTHER	\$85,800	\$600	8%	4%	5%	4%	79%		
BLDG MATRL	07/2016		CREDIT		\$0							
CHEMICALS	06/2016		VARIED	\$124,000	\$16,400	13%	87%					
CONST MACH	05/2016	10/2014	N10PRXO	\$700	\$0							
CONST MACH	07/2016		VARIOUS	\$182,600	\$7,200	100%						
DAIRY PROD	05/2016	04/2016		\$5,746,900	\$1,998,400	100%					CUST 7 YR	
ELEC DISTR	07/2016	02/2016	1/10N25	\$800	\$0							
ELEC DISTR	07/2016		OTHER	\$1,063,900	\$193,500	98%		1%		1%		
ELEC DISTR	07/2016		VARIED	\$4,400	\$200	93%		7%				
ELEC EQUIP	07/2016	06/2016	NET 30	\$4,900	\$4,300	14%	28%			58%		
ELEC EQUIP	03/2016	03/2016	CONTRCT	+\$100,000	\$59,900	18%		31%	51%			
ELEC SUPLR	07/2016	02/2012			\$0							
EQUIPMENT	06/2016		NET 30	\$10,200	\$10,200	82%	18%					

Trade Payment - Additional Trade Details 18												
Business Category	Date Reported	Payment Experiences (Trade Lines with an (*) after the date are newly reported)			Recent High Credit	Balance	Cur	Account Status Days Beyond Terms				Comments
		Last Sale	Payment Terms					1-30	31-60	61-90	91+	
AGRICULTR	09/2013	02/2012	VARIED	\$1,100	\$0						CUST 9 YR	
AIR TRANS	05/2015		OTHER	\$11,000	\$11,000			17%		83%	ACCTCLOSED	
AUTO RENTL	06/2016		NET 30		\$0							
BANK	10/2015	07/2015	CONTRCT	\$89,962,500	\$0							
BANK CARD	07/2016		REVOLVE	\$10,100	\$900	100%						
BLDG MATRL	02/2015	10/2011	2/10N30	\$200	\$0							
COMMUNICTN	01/2016		VARIED	\$29,600	\$100	100%						
CRED CARD	02/2015	08/2006	REVOLVE	\$6,100	\$0							
CRED CARD	07/2016	09/2015	REVOLVE	\$700	\$0						ACCTCLOSED	
CRED CARD	06/2016	11/2011	REVOLVE		\$0						ACCTCLOSED	
CRED CARD	07/2016		REVOLVE		\$0						ACCTCLOSED	

Legal Filings 19						
Tax Liens						
File Date	Filing Type	Status	Amount	Filing Number	Jurisdiction	
04/20/2016	State Tax Lien	Released	\$285,038	GD16005095	ALLEGHENY COUNTY CVL CT	
Filed by: STATE OF PENNSYLVANIA						
03/29/2016	State Tax Lien	Filed	\$285,038	GD16005095	ALLEGHENY COUNTY CVL CT	
Filed by: STATE OF PENNSYLVANIA						
09/07/2011	State Tax Lien	Released	\$949	3512745010	GREENVILLE COUNTY CIRCUIT COURT	
Filed by: STATE OF SOUTH CAROLINA						
06/28/2011	State Tax Lien	Filed	\$949	51274501	GREENVILLE COUNTY CIRCUIT COURT	
Filed by: STATE OF SOUTH CAROLINA						

19. Legal Filings — Identifies details associated with accounts that have been placed for collections and derogatory public record filings. Filings include filing dates as well as current disposition and are gathered from federal and state jurisdictions nationwide.

Uniform Commercial Code (UCC) Filings 20						
UCC Filing Summary						
Date Range	Year	Cautionary UCCs**	Total Filed	Released / Termination	Continuous	Amended / Assigned
JUL - PRESENT	2016					
JAN - JUN	2016	2	2			10
JUL - DEC	2015	4	6			11
JAN - JUN	2015	6	6			1
JUL - DEC	2014	2	2			
PRIOR TO JUL	2014	11	22	3	3	9
Total		25	38	3	3	31

** 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: 02/24/2016 Filing Number: 2016 1121282 Jurisdiction: SEC OF STATE DE Secured Party: PACIFIC RIM CAPITAL, INC. CA IRVINE 92618 15231 LAGUNA CANYO Collateral: UNDEFINED, EQUIP, HEREAFTER AQUIRED PROP	UCC ASSIGNED Date: 02/08/2016 Filing Number: 2016 0759868 Original Filing Date: 02/08/2016 Original Filing Number: 2015347505 Original Filing State: DE Jurisdiction: SEC OF STATE DE Secured Party: PACIFIC RIM CAPITAL, INC.
UCC FILED Date: 01/04/2016 Filing Number: 2016 0044790 Jurisdiction: SEC OF STATE DE Secured Party: MB FINANCIAL BANK, N.A. IL ROSEMONT 60018 6111 N RIVER RD Collateral: UNDEFINED, EQUIP, HEREAFTER AQUIRED PROP	UCC AMENDED Date: 01/04/2016 Filing Number: 16010456923 Original Filing Date: 01/04/2016 Original Filing Number: 1309236201 Original Filing State: VA Jurisdiction: SEC OF STATE VA Secured Party: BANC OF AMERICA LEASING & CAPITAL, LLC

20. Uniform Commercial Code (UCC) Filings — Notes the presence of any Uniform Commercial Code (UCC) filings. UCC filings are required whenever a supplier pledges assets as collateral.

The presence of cautionary UCC filings indicates that the supplier has pledged key assets to secure financing. Use of these critical assets may indicate that the supplier is under financial stress.

21. Commercial Finance Relationships — Provides banking and insurance information. Additional financial information may be found within the Trade Payment-Additional Trade Details section of the report.

Commercial Finance Relationships 21	
Leasing Information	
Leasing Company: LEASING SERVICES Address: CEDAR RAPIDS, 52406-0609 Phone: (319) 365-8000 Origination Date: 07/2015 Original Lease Amounts: \$2,924 Lease Product Type: OFFICE EQUIP Lease Term: 63 MONTHS Payment Interval: 12/YEAR Payment Type: Fixed Current Scheduled Amount Due: \$46 Amount of Overdue Payments: \$0 Remaining Balance: \$2,413 Late Payments: 0	

22. Corporate Linkage — Linkage occurs when one business has financial and legal responsibility for another. Common linkage identifiers are used to identify these relationships.

Ultimate parent — Topmost responsible member of the family tree.

Immediate parent — Refers to a business with a subsidiary. The immediate parent is the parent company for the business that is the profile subject.

Branches/alternate addresses — Additional locations or alternate addresses for the business that is the profile subject.

Subsidiaries — Businesses that are more than 50 percent owned by the business that is the profile subject.

Corporate Linkage 22		
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:		
ABC COMPANY INC	478 ANTON BLVD - COSTA MESA, CA	862731479
FOOD, INC	26843 LONE STAR WY - MCKINNEY, TX	394021789
Branches of the inquired upon business:*		
CROCKER INDUSTRIES, INC	101 1ST AVENUE - MCKINNEY, TX	378655532

23. **Inquiries** — This section provides a summary of all inquiries made on the supplier within the past nine months.

24. **Corporate Financial Information** — Provides objective data on the financial health of the supplier if it is a publicly held company.

23 Inquiries									
Summary of Inquiries									
Business Category	OCT16	SEP16	AUG16	JUL16	JUN16	MAY16	APR16	MAR16	FEB16
ELEC SUPLR		1							
Totals		1							

24 Corporate Financial Information			
Balance sheet for fiscal year ending: DEC 31 Data current through: 12/31/2015 (\$ Thousands)			
	2015	2014	2013
Cash and equivalent	11,302,000	11,733,000	9,088,000
Receivables - net	8,925,000	7,919,000	6,890,000
Inventory	47,257,000	46,756,000	42,912,000
Other current assets	750,000	1,377,000	6,184,000
Total current assets	68,234,000	67,785,000	65,074,000
Fixed assets - net	12,076,000	11,007,000	10,224,000
Investments	0	0	0
Other assets	14,098,000	20,406,000	17,365,000
Total assets	94,408,000	99,198,000	92,663,000
Debt due in 1 year	1,234,000	929,000	1,563,000
Notes payable	0	0	0
Accounts payable	10,800,000	10,667,000	9,498,000
Taxes payable	0	8,603,000	6,267,000
Other current liabilities	38,378,000	36,518,000	34,158,000
Total current liabilities	50,412,000	56,717,000	51,486,000
Long term debt	8,730,000	8,141,000	8,072,000
Other liabilities	28,869,000	25,550,000	18,108,000
Net worth	6,397,000	8,790,000	14,997,000
Total liab. and net worth	94,408,000	99,198,000	92,663,000
Operating statement for fiscal year ending: DEC 31 Data current through: 12/31/2015 (\$ Thousands)			
	2015	2014	2013
Net sales	96,114,000	90,762,000	86,623,000
Cost of goods sold	82,088,000	76,752,000	73,268,000
Gross income on sales	14,026,000	14,010,000	13,355,000
Expenses	6,871,000	6,873,000	7,123,000
Pre-tax income	7,155,000	7,137,000	6,232,000
Taxes	1,979,000	1,691,000	1,646,000
After tax income	5,176,000	5,446,000	4,586,000
Extraord. inc. & discont'd ops	0	0	1,000
Net income	5,176,000	5,446,000	4,585,000
Critical data and ratios for fiscal year ending: DEC 31 Data current through: 12/31/2015 (\$ Thousands)			
	2015	2014	2013
Net worth	6,397,000	8,790,000	14,997,000
Net working capital	17,822,000	11,068,000	13,588,000
Current ratio (times)	1.4	1.2	1.3
% Total debt to n.w.	1,375.8	1,028.5	517.9
% Current debt to n.w.	788.1	645.2	343.3
% After tax inc. to n.w.	80.9	62.0	30.6
% After tax inc. to net sales	5.4	6.0	5.3
Net sales to inventory (times)	2.0	1.9	2.0
CGS to inventory (times)	1.7	1.6	1.7
Avg. days sales outstanding (days)	33.9	31.8	29.0

