

COMPANY SUMMARY

| | | | |
|-------------------------------------|---|---------------------|-----------------------------|
| Company ID | xxxxxxx | Annual Sales | \$25,000,000 - \$49,999,999 |
| Year Started | 1914 | Ownership | Private |
| Line of Business | Industrial Supplies (Wholesale Trade); | | |
| Number of Locations | 26 | | |
| Number of Employees | 370 | | |
| Business Description | <p>ABC Company was founded in 1914 and is based in Raleigh, North Carolina. The company operates as a distributor of industrial and forklift products. It offers adhesives, sealants, and tapes; chemicals, lubricants, and paints; fasteners, clamps, and straps; and abrasives, cable and hose reels, cutting tools, electrical and lighting products, electrical tools, hand tools, HVAC products, janitorial equipment, marking tools, measuring and leveling tools, MRO (Maintenance and Repair Operations) supplies, plumbing equipment, pneumatics, power tools, power transmission products, pumps, PVF (pipe/valves/fittings), safety products, storage and handling products, and welding supplies. The company also provides steel products, such as angles, pipes, beams, tubing, channels, grating/mesh, flats/strips, rounds, flat-rolled sheets and plates, and squares.</p> | | |
| Current Operations | <p>ABC Company was established back in 1914 and was absorbed as a wholly owned subsidiary of Company XYZ of France in 1979. Company XYZ is a provider of products and services to public and private sector customers in building, construction, civil engineering, metal working, industry, and services markets in Europe and the United States. It offers metal, non ferrous, plastic, hardware, plumbing, heating, sanitation, building, mechanical transmission, and construction products; personal safety equipment, industrial supplies, and products fasteners; and tools, as well as liquid transportation services; industrial components for maintenance and renovation, power transmission, automatic controls, and machining products; and logistics and e-business solutions. Company XYZ was founded in 1782 and maintains operations throughout France, Spain, Belgium, the Netherlands, Slovakia, and the United States through some 550 locations. Three-quarters of Company XYZ's operations, however, are carried out in France, the home country.</p> <p>Through a network of affiliated distributors, ABC Company reaches building and manufacturing markets across the US, Canada, and Mexico. ABC Company's operations are organized into eight divisions, namely: industrial and maintenance equipment, repair and overhaul machines; safety and janitorial supplies; storage and handling hardware; cutting tools, abrasives and lubricants; industrial coatings; pipe, valve, and fittings; steel products (beams, angles, flats, tubing); and forklift trucks. Its customer base consists primarily of large and small scale industries, including the Army Corps of Engineers.</p> <p>It operates through about 26 locations in Augusta and Valdosta, Georgia; Batesville, Indiana; Lexington, Kentucky; Charlotte, Durham, Elizabeth City, Goldsboro, Greensboro, Greenville, Laurinburg, Raleigh, Rocky Mount, Wilmington, and Winston-Salem, North Carolina; Charleston, Conway, Greenwood, Greer, Orangeburg, and West Columbia, South Carolina; Antioch, Tennessee; and Franklin, Harrisonburg, and Norfolk, Virginia. ABC Company, Inc. has operated as a subsidiary of Company XYZ since 1979.</p> | | |
| Customer Contact Information | <p>Contacted John Doe(1), ABC Company's CFO, in order to obtain some insights on the Company's competition, sales breakdown, market share on both a consolidated and segment specific basis, as well as other information the Company could share. Mr. Doe indicated that financial information was proprietary and he could share little information due to private company status.</p> | | |

KEY PERSONNEL

| | | |
|---|---|---|
| John Doe , President & Chief Executive Officer | John Doe(1) , Vice President & Chief Financial Officer | John Doe(2) , Vice President & Chief Operating Officer |
|---|---|---|

SUBSIDIARIES AND AFFILIATES

Parent Company

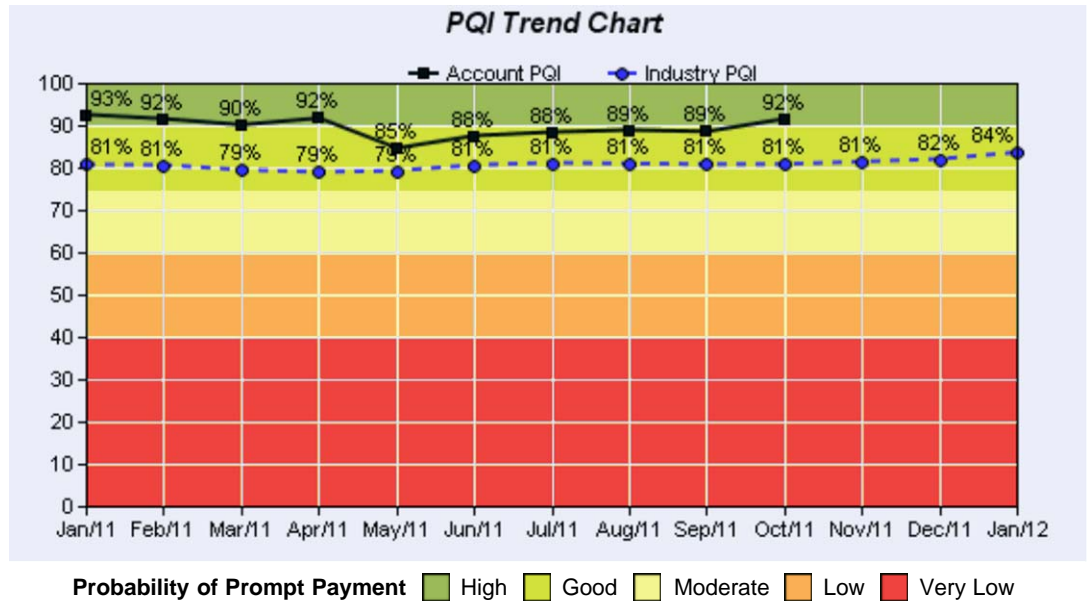
Company XYZ

FINANCIAL HIGHLIGHTS

| | |
|-------------------------------------|--|
| Financial Statement Analysis | CFO John Doe(1) declined to provide any financial information since ABC Company is a privately held business. No financial disclosure is provided to any external parties. |
| Analyst Perspective | Available information seems to reflect on the subject being an established player in its markets since as far back as 1914. It maintains an established presence in its markets through its 26 locations spread out through Georgia, Indiana, Kentucky, North Carolina, South Carolina, Tennessee and Virginia. Despite being a wholly owned subsidiary of its French parent, Company XYZ, since 1979—ABC Company continues to enjoy the flexibility and autonomy to exploit its core strengths and its historical familiarity within its niche markets toward |

growing the business. As a matter of fact, a 3rd generation member of the founding family, John Doe, serves as among the top executives of the Company. The Company continues to benefit from the diversity of its industrial product line, its history in its trading areas as well as a diverse customer base consisting of large and small scale industries , which includes the U.S. Army Corps of Engineers..

Payment Quality Index **92%**Limited



AAHC **Not Available**
 AAHC (Adjusted Average High Credit) is a four month average high credit adjusted by the payment trend (PQI)



National Average for business failure in this risk class: 2.5%

National Percentile **18th**

- Reason(s)
- Available Credit Limit on Revolving Trades Suggest Higher Risk
 - Evidence of Non-Financial Trades that are Cycle 3+ Delinquent OR Charge-off
 - Payment Index Suggests Higher Risk
 - Firm's Payment Pattern Compared to Industry Average Suggests Higher Risk

CREDITPAY INDEX™(CPX™)

The CreditPay Index™ (CPX) indicates the Avg High Credit and Avg Days Slow, expressed as \$50k - 35 days slow, where \$50k represents an average high credit of \$50,000 and 35 is the average days slow. Factor CPX is comprised of factoring company trade payment experiences, and Supplier CPX is comprised of all other trade payment experiences.

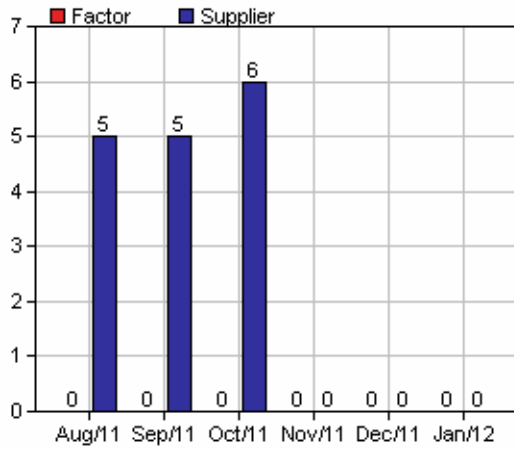
CPX™ Supplier **\$6K - 3 days slow**

CPX™ Factor **N/A - Not Reported**

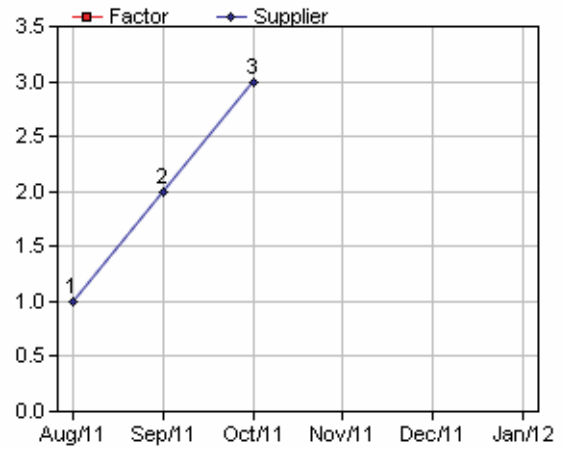
Your CPX™* **Not Reported** *What is Your CPX™? If you submit High Credit with your AR data, you will see your own firm's CPX score here. [Learn more.](#)

Large differences in the data may not allow all categories to display. If a category is not showing, select it from the drop-down to

Average High Credit (Trailing 6 month, in thousands \$)



Average Days Slow (Trailing 6 month)



BANK STORY

No disclosure is available.

AGGREGATE TRADE EXPERIENCES - 6 MONTHS

| Reported On | Amt Owing | Est. Days Slow | Avg. Days to Pay | Past Due | 1-30 | 31-60 | 61-90 | 91-120 | 121+ |
|-------------|-----------|----------------|------------------|----------|-------|-------|-------|--------|------|
| Nov 2011 | | Ppt | | | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% |
| Oct 2011 | | 5 | | | 33.0% | 0.0% | 0.0% | 0.0% | 0.0% |
| Sep 2011 | | 3 | | | 19.0% | 0.0% | 0.0% | 0.0% | 0.0% |
| Aug 2011 | | 1 | | | 9.0% | 0.0% | 0.0% | 0.0% | 0.0% |
| Jul 2011 | | 1 | | | 6.0% | 0.0% | 0.0% | 0.0% | 0.0% |
| Jun 2011 | | 7 | | | 44.0% | 14.0% | 0.0% | 0.0% | 0.0% |

MOST RECENT TRADE REFERENCES REPORTED

SUPPLIER OR TRADE REFERENCES

| Reported On | Amount Owing | Past Due Total | 1-30 days | 31-60 days | 61-90 days | 91-120 days | 121+ days |
|-------------|--------------|----------------|-----------|------------|------------|-------------|-----------|
| Nov 2011 | 5,600 | 0 | 0 | 0 | 0 | 0 | 0 |
| Oct 2011 | 1,471 | 0 | 73 | 19 | 63 | 0 | 0 |
| Oct 2011 | 1,406 | 0 | 0 | 0 | 0 | 0 | 0 |
| Oct 2011 | 296 | 0 | 0 | 0 | 0 | 0 | 0 |
| Oct 2011 | 16 | 0 | 0 | 0 | 0 | 0 | 0 |
| Oct 2011 | 9 | 0 | 0 | 0 | 0 | 0 | 0 |
| Oct 2011 | 9,500 | 0 | 0 | 0 | 0 | 0 | 0 |
| Oct 2011 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Sep 2011 | 356 | 0 | 0 | 0 | 0 | 0 | 0 |
| Sep 2011 | 0 | 0 | 49 | 0 | 0 | 0 | 0 |
| Aug 2011 | 131 | 0 | 0 | 0 | 0 | 0 | 0 |
| Aug 2011 | 260 | 0 | 0 | 0 | 0 | 0 | 0 |
| Jun 2011 | 471 | 0 | 0 | 0 | 0 | 0 | 0 |
| Jun 2011 | 17,083 | 8,688 | 8,688 | 0 | 0 | 0 | 0 |
| May 2011 | 415 | 0 | 0 | 0 | 0 | 0 | 0 |
| May 2011 | 0 | 0 | 0 | 0 | 0 | 125 | 0 |
| Apr 2011 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Oct 2010 | 3,066 | -307 | 0 | 0 | 0 | 0 | 0 |
| Sep 2010 | 189 | 0 | 0 | 0 | 0 | 0 | 0 |
| May 2010 | 29 | 0 | 29 | 0 | 0 | 0 | 0 |

SECRETARY OF STATE FILING STATUS

This company filed with the NC Secretary of State on September 06, 1919 as a profit company. Its status is currently active.

OTHER NAMES & LOCATIONS

ABC Company Co
 Accounts Payable
 Address 1
 Address 2

NON-TRADE REFERENCES REPORTED**BANK, FINANCIAL, SERVICE VENDORS**

| | Commercial Card | Open Ended Credit Line | Service |
|-----------------------------------|------------------------------|-------------------------------|----------------|
| Active Accounts | 5 | 1 | 11 |
| Total Current Credit Limit | 150,500 | 1,500 | null |
| Total Balance | 6,833 | 123 | 10,525 |
| Total Past Due | 29 | 0 | 0 |
| Last Payment Date | 01/11/2012 | 12/06/2011 | 10/28/2011 |
| Payment Status Summary | 4 Current 1 Slow up to 30 | 1 Current | 11 Current |

CREDIT CARD AVAILABILITY AS REPORTED

| Available Credit | Total Balance Outstanding | Total Credit Limit |
|------------------------------|----------------------------------|---------------------------|
| \$193,144 (96.5% unutilized) | \$6,956 (3.5%) | \$200,100 |

PUBLIC RECORDS REPORTED

There were no reports of public records filings (Liens, judgments, bankruptcies) by our data provider, as of February 23, 2012

ADDITIONAL BUSINESS NAMES REPORTED

ABC Company

ADDITIONAL ADDRESSES REPORTED

| | |
|---|---|
| Address 1 Raleigh, NC Telephone: (xxx) xxx-xxxx | Address 2 PO BOX xxxx Raleigh, NC |
|---|---|

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