

# Business Credit Industry Report Plus™ 2.0

Training guide

**HEADQUARTERS SITE** 

Legal Business Name: TOM JONES

MANUFACTURING COMPANY 5000 TRUMAN DRIVE DECATUR, GA 30035-4565

TOM JONES BOXES

879963258

(404) 333-4500

88888888

Corporation

Headquarters 250 - 499

Box Manufacturing

\$10,000,000 - \$24,999,999

2653, Corrugated and Solid Fiber Boxes

322211, Corrugated and Solid Fiber

2000

Private

Customer Ref: SW1224

EFX ID:

**Company Profile:** 

**BEST MATCH FOR INQUIRY** 

277879276

TJ PAPER AND SUPPLIES 321 PEACHTREE STREET

ATLANTA, GA 30303-3209

Telephone: (404) 222-2121 Tax ID/SSN: 88888888

Business Type: **Liability Type:** 

Established: 2004 Ownership: Private **Location Type:** Branch **Employees:** 10 to 24

Annual Sales: \$500,000 - \$999,999

5113, Industrial and Personal Service Paper SIC:

NAICS: 424130, Industrial and Personal Service Paper, Merchant Wholesalers **Ultimate Parent:** TEY Holding Company, Chicago, IL

EFX ID: 564962785

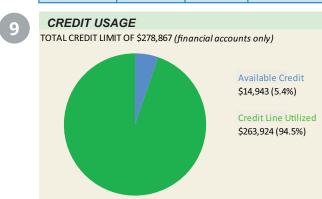
Inquiry Information: TJ Paper & Supply, 321 Peachtree St, Atlanta, GA, SSN 658798546

Alert(s): None to Report

MATCH RESULT	s					
	NAME	DELIVERY LINE	CITY, STATE, ZIP	TAX ID/ SSN	TELEPHONE	CLI
Matched Data Elements for Business	TJ Paper	312 Peachtree Street	30303	584937587		9
Match Quality Indicator	4	3			0	
Matched Data Elements for Principal/Guarantor	Tom Jones		Atlanta, GA, 30318		XXXXXXXXX	
Match Quality Indicator				8		

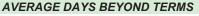
# **PUBLIC RECORDS**

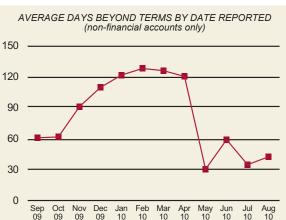
Number **Most Recent Type Dollar** Status **Date Filed** Bankruptcies 0 \$0 None Reported **Judgments** 1 \$416 02/15/2009 Satisfied 1 \$416 <u>Liens</u> 1 \$18,530 10/01/2010 Released 1 \$18.530



### **BUSINESS DELINQUENCY SCORE** 473 **BUSINESS FAILURE SCORE** 1346









**PAYMENT INDEX** Account: 100 Industry: 87



1 Date/Time Stamp

Provides the date and time when the inquiry was made as recorded by Equifax (Eastern Time).

**2** Company Profile

Provides the business name and address on the returned folder that most closely matches your inquiry information, as well as firmographic information about that location; legal name, if available, is also returned. Company name, address, and firmographics for the registered site are also returned.

If the inquiry site has an Ultimate Global or Ultimate Domestic Parent, then that company name and EFX ID® are included. Note the report is on the inquired legal entity and does not reflect the credit experiences of the Ultimate Parent.

The EFX ID® is a unique and persistent nine-digit number that identifies and tracks the business unit with which you have the credit relationship; if the EFX ID® is used on the inquiry, then only the EFX ID® is used to locate a folder and the business name and address associated with the EFX ID® are returned.

Alerts

Provides alert notices to indicate key differences between the inquiry information and the file content; may also return non- credit-related alerts.

4 Inquiry Information

Displays the information used to submit the inquiry.

5 Match Results Table

This table provides transparency as to why a particular report was returned.

- Matched Data Elements: The ID data element in the commercial credit database which was used in the match process.
- Match Quality Indicator: Defines the strength of the match element; with 4 being an exact match and 1 indicating a no match. A zero indicates that the element was null or missing in either the inquiry or commercial credit database. Principal/Guarantor Match Quality Indicator looks at all of the ID elements used in the match process.
- Confidence Level Indicator (CLI): A code used to group similar quality matches and indicates overall strength of a match. CLI values range from 0 to 10, where 0 is a no match and 10 is the highest/best quality match.

# 6 Scores

Available upon request; allows for more accurate assessment of the risk level of the business (refer to page 19).

7 Public Records

Public record summary table notes the presence of bankruptcies, judgments, and liens and returns the status, number, and dollar amounts for judgments and liens (refer to page 18).

8 Average Days Beyond Terms

Displays the dollar-weighted average days beyond terms on non-financial accounts within the last 12 months from the date of the inquiry; calculated from dollar amounts reported for aging categories 1–5; if no information was reported for a given month within the 12-month period, no line will appear in the graph for that month.

9 Credit Usage

Illustrates available credit line dollars that could be used for meeting other financial obligations; credit line dollars based on revolving financial accounts; excludes term loans, leases, and charged-off accounts; includes open, revolving accounts and closed accounts still owing a balance.

10 Recent Trend

Average Days Beyond Terms calculated within the last 120–150 days from the date of inquiry.

**11** Payment Index™

The Payment Index<sup>™</sup> is a dollar-weighted indicator of a business's payment performance based on the most recently reported financial and non-financial payment experiences in the Equifax Commercial database. The median Payment Index<sup>™</sup> for the inquired business's industry is also returned for benchmark purposes, provided there is enough information in the Equifax Commercial database on that particular industry to ensure a statistically valid value. The chart below provides a suggested interpretation of the Payment Index<sup>™</sup> value:

Payment Index	Days Past Due
90+	Paid As Agreed
80-89	1-30 Days Past Due
60-79	31-60 Days Past Due
40-59	61-90 Days Past Due
20-39	91-120 Days Past Due
1-19	120+ Days Past Due



# REPORT HIGHLIGHTS

	<u>Financial</u>	Non-Financial
Credit Active Since	03/28/1996	04/10/2004
Activity Since: 06/01/20	)10	
Accounts Updated	5	10
New Accounts-Opened	0	0
Recent Account Closures	0	1
New Delinquencies (Non Charged-Off)	0	6
New Charge-Offs	0	1
Charged-Off Amount	\$0	\$12,311
Number of Inquiries	0	7
Most Severe Status	Slow 121+	Charge-Off
Single Highest Credit Extended	\$225,966	\$21,516
As of: 09/03/2010		
Number of Accounts	8	20
Open	6	16
Closed	2	4
Charged-Off	0	2
Charged-Off Amount	\$0	\$19,554
Total Past Due	\$241,464	\$408,438
Most Severe Status	Slow 121+	Charge-Off
Total Current Credit Exposure	\$278,867	\$881,754
Single Highest Credit Exposure	\$225,966	\$715,591
Open Account Analys		0004.754
Total Balance	\$37,958	\$881,754
Median Balance	\$4,640	\$1,721
-Average Balance	\$43,987	\$55,109 \$473,346
Current Portion of Balance Due	(\$5,606)	\$473,316 8
Delinquent (Non Charged-Off)	1	° \$408,438
Total Past Due At Risk Balance	\$241,464 \$225,966	\$873,646
		φο <i>1</i> 3,040
NR = None reported or insufficient data avail	парте то сотрите	

# 12 Report Highlights

Summarizes credit data on the legal entity into financial and non-financial metrics; allows you to quickly assess the risk level of the business by providing 52 key metrics:

• Credit Active Since: Indicates the first known credit activity based on all the trades ever reported for the business subject.

Activity Since section: Highlights credit-related activity that has occurred within the 3 months prior to the date of inquiry.

- Accounts Updated: Number of credit grantors reporting on this business.
- New Accounts Opened: Number of accounts that have been opened.
- Recent Account Closures: Number of accounts that have been closed.
- New Delinguencies (Non-Charged-Off): Number of accounts that were previously "current" but have become delinquent (not charged-off) one or more times during the most recent 90 days.
- New Charge-Offs: Number of accounts with an overall status of charged-off.
- Charged-Off Amount: Total reported charge-off dollars at the time of inquiry. This value may be understated because one or more charged-off accounts didn't provide a dollar amount. It is possible that only a portion of the amount past due was charged-off, or could indicate a dispute.
- Number of Inquiries: Number of online inquiries made about this business.
- Most Severe Status: Of the most recently reported opened and closed trades, the most severe status is returned.
- Single Highest Credit Extended: The single largest high credit, current credit, original credit, or balance on an open account; closed accounts use balance only.

As Of section: Provides a snapshot of how the business is performing today based on accounts reported or closed within 24 months of inquiry.

- Number of Accounts: Number of accounts returned in this credit report.
- Open: Number of accounts reported as open and
- **Closed:** Number of accounts reported as closed. Closed accounts may be in good, delinquent, or charged-off status.
- Charged-Off: Number of accounts with an overall status of charged-off.
- Charged-Off Amount: Sum of the charged-off amount for the accounts reported as charged-off at the inquiry date. This value may be understated because one

- or more charged-off accounts didn't provide a dollar amount. It is possible that only a portion of the amount past due was charged-off, or could indicate a dispute.
- Total Past Due: The total delinquent dollars (not charged- off) on open and closed accounts.
- Most Severe Status: Looks at the most recently reported credit experience of all reported open and closed accounts and returns the most severe status. Provides a view of how that business is paying today.
- Total Current Credit Exposure: Sums total outstanding balance or available credit on open and closed accounts.
- Single Highest Credit Exposure: The single largest high balance or maximum possible credit amount that could be extended.

Open Account Analysis section: Summarizes credit performance on open accounts reported within 24 months of inquiry date.

- Total Balance: Total reported balance, including owed but not yet due, and all past due amounts.
- Median Balance: Returns the median balance of open, non-charged-off accounts.
- Average Balance: Returns the average balance of open, non-charged-off accounts.
- Current Portion of Balance Due: Total reported amount that has been charged but is not yet due or
- Delinquent Non-Charged-Off Accounts: Number of accounts that have an overall status of delinquent and not charged-off.
- Total Past Due: Total delinquent dollars (not charged-
- At Risk Balance: Sum is equal to the total balance for delinquent but not charged-off accounts.



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		SINGLE	(largest/worst oc	curronco)							
Credit Grantor Industry Group	# of Accounts ▼	Most Severe	Highest Balance ▼	Highest Total Past Due Amount ▼	Balance <b>▼</b>	Past Due Amount ▼	Slow Up to 30 <u>\$▼</u> %▼	total of all oc Slow Up to 60 <u>\$▼</u> %▼	Slow Up to 90 \$▼ %▼	Slow Up to 120 <u>\$▼</u> % ▼	Slow 121+ <u>\$▼</u> %▼
Bldg Construction Gnrl Contractors & Operative Bdlers	1	Current	\$46,598	\$30,203	\$0	\$0	<u>\$0</u> 0%	<u>\$0</u> 0%	<u>\$0</u> 0%	<u>\$0</u> 0%	<u>\$0</u> 0%
Cnstrctn Spcl Trade Contractors	2	Slow Up to 30	\$141,876	\$90,875	\$56,742	\$20,895	\$20,895 100%	<u>\$0</u> 0%	<u>\$0</u> 0%	<u>\$0</u> 0%	<u>\$0</u> 0%
Communications	4	Current	\$8,048	\$5,087	\$5,589	\$0	<u>\$0</u> 0%	<u>\$0</u> 0%	<u>\$0</u> 0%	<u>\$0</u> 0%	<u>\$0</u> 0%
Engineering, Accounting, Resrch, Legal, Business, Other Svcs	1	Current	\$150	\$0	\$0	\$0	<u>\$0</u> 0%	<u>\$0</u> 0%	<u>\$0</u> 0%	<u>\$0</u> 0%	<u>\$0</u> 0%
Industri, Commrci Machinry, Computer Equip Mfg	6	Slow Up to 30	\$715,591	\$354,525	\$812,072	\$383,411	<u>\$384,121</u> 100%	<u>\$-710</u> 0%	<u>\$0</u> 0%	<u>\$0</u> 0%	<u>\$0</u> 0%
Optical Mfg	1	Slow Up to 120	\$1,341	\$921	\$921	\$921	<u>\$0</u> 0%	<u>\$0</u> 0%	<u>\$0</u> 0%	<u>\$921</u> 100%	<u>\$0</u> 0%
Transportation By Air	1	Slow Up to 30	\$11,044	\$7,282	\$6,430	\$3,211	<u>\$3,211</u> 100%	<u>\$0</u> 0%	<u>\$0</u> 0%	<u>\$0</u> 0%	<u>\$0</u> 0%
GRAND TOTALS	16				\$881,754	\$408,438	\$408,227 98%	<u>\$-710</u> 0%	<u>\$0</u> 0%	<u>\$921</u> 2%	<u>\$0</u> 0%

	Single Highest	Closed in Current Standing			Clos	ed in Delinquent S	tatus	Closed in Charged-Off Status Balance		
Credit Grantor Industry Group	Credit Extended ▼	Total High Credit ▼	# of Accounts ▼	Most Recent Date Closed ▼	# of Accounts ▼	Most Recent Date Closed ▼	Balance ▼	# of Accounts ▼	Most Recent Date Closed ▼	Charge-Of Date ▼
Communications	\$16,336	\$16,360	2	12/03/2009						
Wholesale Trade- Non-Durable Goods	\$7,243							2	06/25/2010	\$19,554

# **Summary — Open Non-Financial Accounts by Industry Group**

This table summarizes open non-financial accounts, by credit grantor industry, with a date reported within 24 months of inquiry.

- Total Number of Accounts by Industry Group: Count of open accounts by industry group.
- Single Most Severe Status: Returns the most severe current status experienced by one of the credit grantors in this industry group.
- Single Highest Balance: The single highest credit extended or past due from one of the credit grantors for that industry group.
- Single Highest Total Past Due Amount: The single highest total past due as reported by one of the credit grantors for that industry group.
- Sum of Balance: Sum of all the total reported balances including any past due amount.
- Sum of Past Due Amount: Sum of all past due amounts (excluding charge-offs).
- Slow Up To X Days: The percentage of that aging category's dollars compared to total past due.
- Grand Total, Number of Accounts: Count of all accounts.
- Grand Total, Balance: Sum of total reported balances, including any past due amount.
- Grand Total, Past Due Dollars: Sum of all past due amounts (excluding charge-offs) for that aging
- Grand Total, Past Due %: The percentage of all aging categories' dollars compared to total past due for that industry group.

# 14 Summary — Closed Non-Financial Accounts by **Industry Group**

This table summarizes closed non-financial accounts, by credit grantor industry, with a closed date within 24 months of inquiry.

- Single Highest Credit Extended: The highest credit amount that was extended for all accounts closed.
- Total High Credit: Total highest credit or balance extended for all accounts closed in current standing (\$0 balance).
- Number of Accounts Closed in Current Standing: Number of accounts closed with a \$0 balance.
- Most Recent Date Closed in Current Standing: The most recent date closed for all accounts closed in current standing.
- Number of Accounts Closed in Delinquent Status: Number of all accounts closed with a delinquent
- Most Recent Date Closed In Delinquent Status: The most recent closed date for all accounts closed with a delinguent status.
- Balance at Closed Date: Total outstanding balances for all accounts closed with a delinquent status.
- Number Of Accounts Closed In Charge-Off Status: Number of accounts charged-off.
- Most Recent Date Closed In Charge-Off Status: The most recent date closed for all accounts closed with a charged-off status.
- Balance at Charged-Off Date: Reported balances of all charged-off accounts at the date closed. Balance may not equal charged-off amount in the Report Highlights due to interest, penalties, and late fees which may have been reported after the closed date.
- Grand Total: Number of closed non-financial accounts by status at closed date; sums total balance in delinquent and charged-off status at date closed.



# **EQUIFAX** BUSINESS CREDIT INDUSTRY REPORT PLUS 2.0 September 3, 2010 • 12:27 p.m. EDT

	# of	SINGLE (la	rgest/worst o	ccurrence)	SUM OF (total of all occurrences)								
Account Type	Accounts ▼	Most Severe Status ▼	Highest Credit Exposure ▼	Highest Total Past Due Amount ▼	Balance ▼	At Risk Balance ▼	Past Due Amount ▼		Slow Up to 60 \$ ▼ % ▼	Slow Up to 90 \$▼ %▼	\$\ \prescript{\psi} \ \prescript{\psi} \prescript{\psi} \	Slow 121+ \$▼ %▼	
Commercial Card	3	Slow Up to 30	\$8,500	\$323	\$8,714	\$0	\$0	<u>\$0</u> 0%	<u>\$0</u> 0%	<u>\$0</u> 0%	<u>\$0</u> 0%	<u>\$0</u> 0%	
Open Ended Credit Line	1	Slow Up to 30	\$2,037	\$33	\$1,178	\$0	\$0	<u>\$0</u> 0%	<u>\$0</u> 0%	<u>\$0</u> 0%	<u>\$0</u> 0%	<u>\$0</u> 0%	
Term	2	Slow Up to 121+	\$225,966	\$241,464	\$225,966	\$225,966	\$241,464	<u>\$48.292</u> 20%	<u>\$48.292</u> 20%	<u>\$48.292</u> 20%	<u>\$48.292</u> 20%	\$48.292 20%	
GRAND TOTALS	6				\$235,858	\$225,966	\$241,464	\$ <u>48.292</u> 20%	\$ <u>48.292</u> 20%	\$ <u>48.292</u> 20%	\$ <u>48.292</u> 20%	\$ <u>48.292</u> 20%	

SUMMARY - CLOS	SED FINANCI	AL ACCOU	NTS BY A	CCOUNT TYP	PΕ					
	Single	Closed	d in Current S	Standing	Closed	in Delinquent	Status	Closed	in Charge-Off	Status
Account Type	Highest	Total High	# of	Most Recent	# of	Most	Balance ▼	# of	Most	Balance at
	Credit Ever	Credit ▼	Accounts ▼	Date Closed	Accounts <b>▼</b>	Recent		Accounts ▼	Recent	Charge-Off
				▼		Date Closed			Date Closed	Date ▼
						▼			▼	
Commercial Card	\$12,000	\$12,000	2	08/22/2010	0		\$0	0		\$0
GRAND TOTALS	\$12,000	\$12,000	2		0		\$0	0		\$0

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# Summary — Open Financial Accounts by Account Type

This table summarizes open financial accounts, by account type, with a date reported within 24 months of inquiry.

- Total Number of Accounts by Account Type: Count of open, financial accounts by account type.
- Single Most Severe Status: Returns the most severe current status experienced by one of the financial services lenders as of inquiry date.
- Single Highest Credit Exposure: The single largest high credit, original loan amount, current credit limit, or balance dollar amount extended to this business.
- Single Highest Total Past Due Amount: The single highest total past due as reported by one of the financial services lenders for that account type.
- **Sum of Balance:** Sum of all the total reported balances including any past due amount.
- Sum of At-Risk Balance: Sum is equal to the total balance for delinquent, but not charged-off, accounts.
- Sum of Past Due Amount: Sum of all past due amounts (excluding charge-offs).
- Slow Up To X Days: The percentage of that aging category's dollars compared to total past due.
- Grand Total, Number of Accounts: Count of all accounts.
- **Grand Total, Balance:** Sum of all total reported balances, including any past due amount.
- **Grand Total, At Risk Balance:** Sum of all total balance for delinquent, but not charged-off, accounts.
- Grand Total, Past Due Dollars: Sum of all past due amounts (excluding charge-offs) for that aging category.
- Grand Total, Past Due %: The percentage of all aging categories' dollars compared to total past due.

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# Summary — Closed Financial Accounts by Account Type

This table summarizes closed financial accounts, by account type, with a closed date within 24 months of inquiry.

- Total Number of Accounts by Account Type: Count of closed, financial accounts by account type.
- Single Highest Credit Ever: The single largest high credit, original loan amount, current credit limit, or balance dollar amount ever extended to this business.
- Total High Credit: Total highest credit or balance extended for all accounts closed in current standing (\$0 balance).
- Number of Accounts Closed in Current Standing: Number of accounts closed with a \$0 balance.
- Most Recent Date Closed in Current Standing: The most recent date closed for all accounts closed in current standing.
- Number of Accounts Closed in Delinquent Status: Number of all accounts closed with a delinquent, but not charged-off, status.
- Most Recent Date Closed In Delinquent Status: The most recent closed date for all accounts closed with a delinquent, but not charged-off, status.
- Balance at Closed Date: Total outstanding balances for all accounts closed with a delinquent status.
- Number Of Accounts Closed In Charge-Off Status: Number of accounts charged off.
- Most Recent Date Closed In Charge-Off Status: The most recent date closed for all accounts closed with a charged-off status.
- Balance at Charge-Off Date: Total outstanding balance for all accounts closed with a charged-off status.
   Balance may not equal charged-off amount in the Report Highlights due to interest, penalties, and late fees that may have been reported after the closed date.
- Grand Total: Number of closed financial accounts by status at closed date; sums total balance in delinquent and charged-off status at date closed.



			PERIENCES								
Acct No/ Type ▼	Current Status ▼	Date Reported ▼ Date Opened or Years Sold ▼	/ Date of <u>Last Sale ▼/</u> Payment Terms ▼	High Cr▼/ Current Cr Limit ▼/ ⁄ Original Credit ▼	Balance ▼/ Past Due Amount ▼	Aging Cat 1	Aging Cat 2	Aging Cat 3	Aging Cat 4	Aging Cat 5	60-Month History
11/ Communications	Current	<u>08/31/2010</u> 1		<u>\$8,048</u> \$0	<u>\$32</u> \$0	\$0	\$0	\$0	\$0	\$0	000000/000000/ BBBBBBB/BBBBBB/ BBBBBB/BBBBBBBB
		Frequency = Monthly Credit Date = 12/31		ount = \$946: Last Paym	ent Date = 06/30/2	2010: Amour	nt of Last Sa	ale = \$32:			BBBBBB/BBBBBB
20/ Industrl, Commrcl Machinry, Computer Equip Mfg	Slow Up to 30	08/31/2010 09/05/2008	<u>08/01/2010</u> N10	<u>\$74,018</u>	<u>\$7,243</u> \$7,243	\$7,243	\$0	\$0	\$0	\$0	111111/111111/ 111110/100B1B/ BBBBBB/BBBBBBBBBB
Active = Yes: Numb	er of Guaran	tors = 0: High Credi	t Date = 03/31/2010:	Payment Terms = Net	30 Days						BBBBBB/BBBBBB
16/ Industrl, Commrcl Machinry, Computer Equip Mfg	Slow Up to 30	08/31/2010 03/02/2006	08/01/2010 N10	<u>\$125,000</u>	\$56,489 \$20,895	\$20,895	\$0	\$0	\$0	\$0	100B2B/133322/ 321000/213322/ 200121/001021/ 002110/000110/
Active = Yes: Numb	er of Guaran	tors = 0: Payment T	ems = Net 30 Days:	Last Payment Date = 0	08/21/2010						002102/BBBBBB
14/ Industrl, Commrcl Machinry, Computer Equip Mfg	Slow Up to 30	08/31/2010 02/01/2006	<u>08/01/2009</u> N10	<u>\$778.696</u>	<u>\$715,591</u> \$354,525	\$355,235	\$-710	\$0	\$0	\$0	111211/111111/ 112121/111B32/ 222221/222222/ 222211/121212/
Active = Yes: Numb	er of Guaran	tors = 0									222110/BBBBBB
13/Cnstrctn Spcl Trade Contractors	Slow Up to 30	<u>08/30/2010</u> 6		<u>\$0</u>	\$56,489 \$20,895	\$20,895	\$0	\$0	\$0	\$0	100213/332232/ 221322/323222/ 12222/121B21/ 122321/122111/
Number of Guarant	ors = 0										112211/221221
O/ Communications Active = Yes: Last F	Current Payment Date	08/30/2010 4 == 08/21/2010: Nun	nber of Guarantors =	<u>\$7,255</u> 0: Payment Terms = N	\$1,058 \$0 et 7 Days	\$0	\$0	\$0	\$0	\$0	002103/213210/ 021032/132100/ 210001/000210/ 000010/10000B/ BBBBBBBBBBBBBBBBBBBBB
7/ Communications	Current	08/08/2010 04/10/2002	<u>07/01/2010</u> \$820	<u>\$0</u>	\$1,176 \$0	\$0	\$0	\$0	\$0	\$0	000010/001000/ 000000/000000/ 000000/000000/ 000000
Active = Yes: Paym	ient Amount/I	-requency = Monthly	: Number of Guaran	tors = 0							000000/000000
21/ Communications	Current	08/08/2010 06/01/2010		<u>\$3,500</u>	<u>\$3,323</u> \$0	\$0	\$0	\$0	\$0	\$0	000BBB/BBBBB BBBBBB/BBBBB BBBBBB/BBBBB BBBBBB
LOSED NON	-FINANC	IAL CREDIT E	XPERIENCES								
				Reason▼ Current C	<u>Cr▼/</u> <u>Balanc</u> r Limit▼/ Past D Credit▼ Amour	ue Cat 1			Aging Cat 4	Aging Cat 5	60-Month History
0/Wholesale Ch rade-Non- urable Goods	arge Off	04/25/2010 10/09/2007		6/25/2010 \$15 nvoluntary	.000 <u>\$12,3</u> \$12,3					\$12,311	CCCC99/543210 321001/001100/ 321101/BBBBB BBBBBB/BBBBB
ctive = No											BBBBBB/BBBB
5/ C ommunications	Current	<u>12/03/2009</u> 11/29/2004			. <u>336</u> <u>\$0</u> .925 \$0	\$0	\$0	\$0	\$0	\$0	CCC995/432103/ 210010/011003/ 21101B/BBBBBB
ctive = No: Paymer ecured = Unsecured			nthly: Payment Type	= Principal and Interest:	Last Payment An	nount = \$589	: Last Payı	ment Date	= 11/12/20	09:	BBBBBB/BBBB BBBBBB/BBBB
ommunications	Current	11/29/2009 12/20/2007		1/09/2009 \$2 Voluntary \$11	24 <u>\$0</u> ,500	\$0	\$0	\$0	\$0	\$0	CCCCC/CCCC
ctive = No: Paymer	nt Amount/Fre	equency = \$0/Monthl	ly: Last Payment Dat	e = 02/10/2008: Secure	ed = Unsecured: N	lumber of Gu	arantors =	0			BBBBBBBBBBBBBBBBBBBBBBBBBBBBBBBBBBBBBB
8/Wholesale Ch rade-Non-	arge Off	06/31/2009 05/15/2007			243 \$7,24 243 \$7,24					\$7,243	CCCCC/CCCC

# 17 Open Non-Financial Credit Experiences

This table details open, non-financial accounts with a date reported within 24 months of inquiry.

- Account No/Type: To facilitate the reading of each report, tradelines are identified via a randomly generated account number. The account number should only be used to track that tradeline in that report. The account type is the creditor's industry.
- Current Status: The overall payment performance status of the most recently reported period.
- Date Reported/Date Opened Or Years Sold: Date Reported refers to the most recent data submission received from the creditor. Date Opened or Years Sold refers to when the overall supplier/customer relationship was initiated.
- Date of Last Sale/Payment Terms: Date of Last Sale refers to the last reported date that goods were shipped or service was provided. Payment Terms is the payment due date agreed upon by the creditor and business.
- High Credit/Current Credit Limit/Original Credit: High Credit refers to the highest reported balance from a creditor. Current and Original Credit Limit refers to the credit limit at the most recently reported date or when the account was first opened.
- Balance/Past Due Amount: Balance refers to the total reported balance including any past due amount. Past Due Amount refers to total delinquent dollars.
- Aging Category 1: The dollar amount that is past due for the creditor's category 1 period. Most creditors view category 1 as 1-30 days past due.
- Aging Category 2: The dollar amount that is past due for the creditor's category 2 period. Most creditors view category 2 as 31-60 days past due.
- Aging Category 3: The dollar amount that is past due for the creditor's category 3 period. Most creditors view category 3 as 61-90 days past due.
- Aging Category 4: The dollar amount that is past due for the creditor's category 4 period. Most creditors view category 4 as 91-120 days past due.
- Aging Category 5: The dollar amount that is past due for the creditor's category 5 period. Most creditors view category 5 as 120+ days past due.
- 60-Month History Grid: The 60-month history grid contains consecutive payment performance codes for the 60 months prior to the inquiry month. The far-left position in the grid represents the previous month's overall account payment status. Refer to the Current Status Description Table.
- Account Comments: Additional information provided by the creditor.

# **Current Status Descriptions**

Status	Description
В	Unknown, which may indicate that the credit relationship did not exist before this time period
С	Account has been reported as closed
Ο	Current
S	Slow
1	Slow Up to 30
2	Slow Up to 60
3	Slow Up to 90
4	Slow Up to 120
5	Slow 121+
6	Collection
7	Non-accrual account
8	Repossession/Foreclosure
9	Charge-off

# OPEN NON-FINANCIAL ACCOUNT BALANCE TRENDS

# BALANCE TRENDS FOR OPTICAL MFG, NON-FINANCIAL ACCOUNT #1

Date Reported	Balance	Current Portion of Balance Due	Total Past Due	Aging Cat 1	Aging Cat 2	Aging Cat 3	Aging Cat 4	Aging Cat 5	Last Payment Amount Last Payment Date
06/31/2009	\$921	\$921	\$921	\$0	\$0	\$0	\$921	\$0	
05/31/2009	\$921	\$921	\$921	\$0	\$0	\$921	\$0	\$0	
04/31/2009	\$921	\$921	\$921	\$0	\$921	\$0	\$0	\$0	
02/28/2009	\$921	\$921	\$921	\$921	\$0	\$0	\$0	\$0	
02/30/2009	\$921	\$0	\$0	\$0	\$0	\$0	\$0	\$0	<u>\$1,341</u> 01/15/2009
12/31/2008	\$1,341	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
11/29/2008	\$567	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
10/31/2008	\$789	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
09/31/2008	\$345	\$0	\$0	\$0	\$0	\$0	\$0	\$0	

# BALANCE TRENDS FOR OPTICAL MFG, NON-FINANCIAL ACCOUNT #2

Date Reported	Balance	Current Portion of Balance Due	Total Past Due	Aging Cat 1	Aging Cat 2	Aging Cat 3	Aging Cat 4	Aging Cat 5	Last Payment Amount Last Payment Date
08/30/2009	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	<u>\$12,596</u> 08/12/2009
07/30/2009	\$25,861	\$12,596	\$12,596	\$9,911	\$2,685	\$0	\$0	\$0	
06/26/2009	\$12,569	\$2,658	\$2,658	\$2,685	\$0	\$0	\$0	\$0	
05/30/2009	\$32,658	\$30,203	\$30,203	\$30,203	\$0	\$0	\$0	\$0	
04/30/2009	\$46,598	\$16,395	\$16,395	\$16,395	\$0	\$0	\$0	\$0	
03/30/2009	\$16,395	\$0	\$0	\$0	\$0	\$0	\$0	\$0	

# BALANCE TRENDS FOR ENGINEERING, ACCOUNTING, RESRCH, LEGAL, BUSINESS, OTHER SVCS, NON-FINANCIAL ACCOUNT #3

Date Reported	Balance	Current Portion of Balance Due	Total Past Due	Aging Cat 1	Aging Cat 2	Aging Cat 3	Aging Cat 4	Aging Cat 5	Last Payment Amount Last Payment Date
12/31/2008	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
		All history between	en 12/31/2008 and	09/31/2008	is the same	as 12/31/20	008.		
09/31/2008	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	<u>\$150</u> 08/27/2008

# BALANCE TRENDS FOR TRANSPORTATION BY AIR, NON-FINANCIAL ACCOUNT #4

Date Reported	Balance	Current Portion of Balance Due	Total Past Due	Aging Cat 1	Aging Cat 2	Aging Cat 3	Aging Cat 4	Aging Cat 5	Last Payment Amount Last Payment Date
08/02/2010	\$6,430	\$3,219	\$3,211	\$3,211	\$0	\$0	\$0	\$0	
07/01/2010	\$3,211	\$3,211	\$0	\$0	\$0	\$0	\$0	\$0	
06/02/2010	\$3,260	\$3,132	\$128	\$0	\$32	\$32	\$32	\$32	
05/01/2010	\$8,436	\$3,140	\$5,296	\$5,200	\$32	\$32	\$32	\$0	
04/01/2010	\$3,243	\$5,200	-\$1,957	\$32	\$32	\$32	\$0	-\$2,053	
03/03/2010	\$11,044	\$3,762	\$7,282	\$32	\$32	\$0	\$32	\$7,186	
02/01/2010	\$9,997	\$2,715	\$7,282	\$32	\$0	\$32	\$7,186	\$32	
01/01/2010	\$5,505	\$2,715	\$2,790	\$0	\$32	\$2,694	\$32	\$32	
12/01/2009	\$8,199	\$2,715	\$5,484	\$2,694	\$2,694	\$32	\$32	\$32	
11/01/2009	\$5,224	\$2,694	\$2,530	\$2,694	\$32	\$32	-\$228	\$0	

# 18) Closed Non-Financial Credit Experiences

This table details closed, non-financial accounts with a closed date within 24 months of inquiry.

- Account No/Type: To facilitate the reading of each report, tradelines are identified via a randomly generated account number. The account number should only be used to track that tradeline in that report. The account type is the creditor's industry.
- Current Status: The overall payment performance status when the account was closed.
- Date Reported/Date Opened Or Years Sold: Date Reported refers to the most recent data submission received from the creditor. Date Opened or Years Sold refers to when the overall supplier/customer relationship was initiated.
- Date of Last Sale/Payment Terms: Date of Last Sale refers to the last reported date that goods were shipped or service was provided. Payment Terms is the payment due date agreed upon by the creditor and business.
- Date Closed/Reason: The date this account was reported as closed and, if available, the reason (voluntary or involuntary).
- High Credit/Current Credit Limit/Original Credit: High Credit refers to the highest reported balance from a creditor. Current and Original Credit Limit refers to the credit limit at the most recently reported date or when the account was first opened.
- Balance/Past Due Amount: Balance refers to the total reported balance including any past due amount. Past Due Amount refers to total delinquent dollars.
- Aging Category 1: The dollar amount that is past due for the creditor's category 1 period. Most creditors view category 1 as 1-30 days past due.
- Aging Category 2: The dollar amount that is past due for the creditor's category 2 period. Most creditors view category 2 as 31-60 days past due.
- Aging Category 3: The dollar amount that is past due for the creditor's category 3 period. Most creditors view category 3 as 61-90 days past due.
- Aging Category 4: The dollar amount that is past due for the creditor's category 4 period. Most creditors view category 4 as 91-120 days past due.
- Aging Category 5: The dollar amount that is past due for the creditor's category 5 period. Most creditors view category 5 as 120+ days past due.
- 60-Month History Grid: The 60-month history grid contains consecutive payment performance codes for the 60 months prior to the inquiry month. The far-left position in the grid represents the previous month's overall account payment status.

# **Open Non-Financial Account Balance Trends**

This table returns accounts receivable data on open accounts that have been reported by the creditor within the most recent 24 months.

- Date Reported: The most recent data submission received from the creditor.
- Balance: Total reported balance, including any past due amount.
- Current Portion of Balance: Total reported amount that has been charged, but is not yet due or late.
- Total Past Due: Total delinquent dollars.
- Aging Category 1: The dollar amount that is past due for the creditor's category 1 period. Most creditors view category 1 as 1-30 days past due.
- Aging Category 2: The dollar amount that is past due for the creditor's category 2 period. Most creditors view category 2 as 31-60 days past due.
- Aging Category 3: The dollar amount that is past due for the creditor's category 3 period. Most creditors view category 3 as 61-90 days past due.
- Aging Category 4: The dollar amount that is past due for the creditor's category 4 period. Most creditors view category 4 as 91-120 days past due.
- Aging Category 5: The dollar amount that is past due for the creditor's category 5 period. Most creditors view category 5 as 120+ days past due.
- Last Payment Amount/Date: The dollar amount of the last payment received and the date of the last payment.



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**OPEN FINANCIAL CREDIT EXPERIENCES** Current Status ▼ <u>Date Reported</u> ▼/ <u>High Cr</u> ▼/ Balance ▼/ Aging Cat 1 Aging Cat 2 Aging Cat 3 Aging Cat 4 Aging Cat 5 60-Month History Date Opened or Years Sold ▼ Original Credit ▼ Limit ▼ Past Due Amount ▼ 24/ Commercial Current \$8.072 \$8,500 \$0 \$0 \$0 \$0 001111/00000B/ 000000/ B00000/ Card 03/28/2002 \$0 000000/ B00B00/ Active = Yes: Payment Amount/Frequency = \$338/Monthly: Payment Type = Other Payment Type: Last Payment Amount = \$310: Last Payment Date = 08/16/2010: Secured = Unsecured: Number of Guarantors = 0: Liability Type = General Partnership: Most Recent Date of First Delinquency = 04/02/2009: Last 000000/00000B Payment Amount = \$93 27/ Commercial Current 09/03/2010 \$205 \$6.250 \$62 \$0 \$0 \$0 \$0 001111/000000/ 0B0000/000000/ -000B00/BB0000/ Card 11/20/2008 \$0 Active = Yes: Payment Amount/Frequency = \$25/Monthly: Payment Type = Other Payment Type: Last Payment Date 01/18/2010: Secured = Unsecured: Number of Guarantors = 0: Liability Type: Other Liability Type: Most Recent Date of First Delinquency = 04/02/2010 000000/000000/ 000000/00000B 1/ Commercial Card Current 08/31/2010 \$8.048 \$551 001011/ 100100/ \$0 \$0 \$0 \$0 03/28/2002 011110/10BBBBBB/ Active = Yes: Payment Amount/Frequency = \$46/Monthly: Last Payment Amount = \$85: Last Payment Date = 07/28/2010: Amount of Last Sale = \$32: Number of Guarantors = 1: Gov'ment Guaranteed = No: Liability Type = Other Liability Type BBBBBB/ BBBBBB/ BBBBBB/ BBBBBB 08/28/2010 \$1.178 03/27/2008 010000/B0BB00/ 0000B0/BBBBBB/ Contributor = Financial: Active = Yes: Last Payment Amount = \$93: Number of Guarantors = 0: Most Recent Date of First Delinquency = 11/01/2009 BBBBBB/BBBBBB Current 08/28/2010 \$60,000 \$60,000 \$28,066 \$0 \$0 \$0 \$0 \$0 B00000/000000/ 000000/000000/ 11/14/2007 \$60,000 \$0 B00000/000000/ Active = Yes: Maturity/Expiration Date = 09/13/2012: Payment Amount Frequency = \$1,228/Monthly: Payment Type = Principal and Interest: Last Payment Amount = \$1,226: Last Payment Date 08/13/2010: Secured = Secured: Collateral = Equipment: Number of Guarantors = 0: Gov'ment Guaranteed = No: Liability Type = Non-Profit Corporation BBBBBB/BBBBBB B55555/543100/ 8/Term Slow 121+ \$48,292 \$48,292 \$48,292 \$48,292 06/28/2008 \$250,000 \$241.464 000B00/000000/ 000BBB/BBBBBB/ Active = Yes: Maturity/Expiration Date = 03/01/2010: Payment Amount/Frequency = \$0/Monthly: Payment Type = Percentage of Balance: Last Payment Amount = \$3,056: Last Payment Date = 11/29/2009: Secured = Secured: Number of Guarantors = 0: Gov'ment Guaranteed = No: Liability Type = Non-Profit Corporation BBBBBB/BBBBBB/ BRBBBB/BBBBB

Account Comments : Voluntary Surrender

21

Acct No/ Type ▼	Current Status▼	Date Reported ▼/ Date Opened or Years Sold ▼	Date Closed ▼ Reason ▼	High Cr▼/ Original Credit ▼		Balance ▼/ Past Due Amount ▼	Aging Cat 1	Aging Cat 2	Aging Cat 3	Aging Cat 4	Aging Cat 5	60-Month History
		08/22/2010 04/28/2002 equency = \$0/Montl Other Liability Type					\$0 t Date = 07/1	\$0 2/2008: Sec	\$0 cured = Unse	\$0 ecured: Nur	\$0	C00000/ 000000/ 000000/ 000000/ 001100/ 000001/ -001100/000000/ 000000/ 000010
25/ Commercial Card  Active = Yes: Par	Current yment Amount/Fr	08/30/2008 01/14/2008 equency = \$0/Mont	08/03/2008 Voluntary	\$4.748 \$12,000 ent Amount = \$5:	Last Paym	\$0 \$0	\$0 18/07/2008: A	\$0 Amount of La	\$0 ast Sale = \$3	\$0 32: Secured	\$0	CCCCCC/ CCCCCC C00000/ 0BBBBBB BBBBBB/ BBBBBB/ BBBBBB/ BBBBBBBBB



# 20 Open Financial Credit Experiences

This table details open financial accounts with a date reported within 24 months of inquiry.

- Account No/Type: To facilitate the reading of each report, tradelines are identified via a randomly generated account number. The account number should only be used to track that tradeline in that report. The account type is the business lease, commercial card, letter of credit, line of credit, open ended line of credit, term loan, and other.
- **Current Status:** The overall payment performance status of the most recently reported period.
- Date Reported/Date Opened Or Years Sold: Date Reported refers to the most recent data submission received from the lender. Date Opened/Years Sold refers to when the overall supplier/customer relationship was initiated.
- High Credit/Original Credit Limit: High Credit refers to the highest reported balance from a lender. Original Credit Limit refers to the credit limit when the account was first opened.
- Current Credit Limit: Refers to the credit limit today.
- Balance/Past Due Amount: Balance refers to the total reported balance including any past due amount. Past Due Amount refers to total delinquent dollars.
- Aging Category 1: The dollar amount that is past due for the lender's category 1 period. Most lenders view category 1 as 1-30 days past due.
- Aging Category 2: The dollar amount that is past due for the lender's category 2 period. Most lenders view category 2 as 31-60 days past due.
- Aging Category 3: The dollar amount that is past due for the lender's category 3 period. Most lenders view category 3 as 61-90 days past due.
- Aging Category 4: The dollar amount that is past due for the lender's category 4 period. Most lenders view category 4 as 91-120 days past due.
- Aging Category 5: The dollar amount that is past due for the lender's category 5 period. Most lenders view category 5 as 120+ days past due.
- 60-Month History Grid: The 60-month history grid contains consecutive payment performance codes for the 60 months prior to the inquiry month. The far-left position in the grid represents the previous month's overall account payment status. Ideal for supporting the score reason codes.
- Account Comments: Additional information provided by the lender.



# **Closed Financial Credit Experiences**

This table details closed financial accounts with a closed date within 24 months of inquiry.

- Account No/Type: To facilitate the reading of each report, tradelines are identified via a randomly generated account number. The account number should only be used to track that tradeline in that report. The account type is the business lease, commercial card, letter of credit, line of credit, open ended line of credit, term loan, and other.
- **Current Status:** The overall payment performance status of the most recently reported period.
- Date Reported/Date Opened Or Years Sold: Date Reported refers to the most recent data submission received from the lender. Date Opened/Years Sold refers to when the overall customer relationship was initiated.
- High Credit/Original Credit Limit: High Credit refers to the highest reported balance from a lender. Original Credit Limit refers to the credit limit when the account was first opened.
- Current Credit Limit: Refers to the credit limit today.
- Balance/Past Due Amount: Balance refers to the total reported balance including any past due amount. Past Due Amount refers to total delinquent dollars.
- Aging Category 1: The dollar amount that is past due for the lender's category 1 period. Most lenders view category 1 as 1-30 days past due.
- Aging Category 2: The dollar amount that is past due for the lender's category 2 period. Most lenders view category 2 as 31-60 days past due.
- Aging Category 3: The dollar amount that is past due for the lender's category 3 period. Most lenders view category 3 as 61-90 days past due.
- Aging Category 4: The dollar amount that is past due for the lender's category 4 period. Most lenders view category 4 as 91-120 days past due.
- Aging Category 5: The dollar amount that is past due for the lender's category 5 period. Most lenders view category 5 as 120+ days past due.
- 60-Month History Grid: The 60-month history grid contains consecutive payment performance codes for the 60 months prior to the inquiry month. The far-left position in the grid represents the previous month's overall account payment status. Ideal for supporting the score reason codes.
- Account Comments: Additional information provided by the lender.



# OPEN FINANCIAL ACCOUNTS BALANCE TRENDS BALANCE TRENDS FOR COMMERCIAL CARD, FINANCIAL ACCOUNT #24

Date	Balance	Total Past Due	Aging Cat 1				Aging Cat 5	Date of First	Last Payment Amount
Reported								Delinquency	Last Payment Date
09/03/2010	\$8,101	\$0	\$0	\$0	\$0	\$0	\$0		<u>\$310</u> 08/16/2010
08/03/2010	\$7,439	\$0	\$0	\$0	\$0	\$0	\$0		<u>\$619</u> 07/18/2010
07/01/2010	\$7,842	\$308	\$308	\$0	\$0	\$0	\$0	07/01/2010	\$330 06/04/2010
06/02/2009	\$7,785	\$316	\$316	\$0	\$0	\$0	\$0	06/02/2009	\$337 05/15/2010
05/02/2010	\$7,904	\$323	\$323	\$0	\$0	\$0	\$0	05/05/2010	<u>\$319</u> 04/04/2010
04/02/2010	\$8,066	\$319	\$319	\$0	\$0	\$0	\$0	04/02/2010	02/25/2010
03/02/2010	\$7,646	\$0	\$0	\$0	\$0	\$0	\$0		\$328 02/25/2010
02/02/2010	\$7,855	\$0	\$0	\$0	\$0	\$0	\$0		\$337 01/17/2010
01/02/2010	\$8,072	\$0	\$0	\$0	\$0	\$0	\$0		\$324 12/19/2009
12/03/2009	\$7,764	\$0	\$0	\$0	\$0	\$0	\$0		\$329 11/17/2009
11/01/2009	\$7,872	\$0	\$0	\$0	\$0	\$0	\$0		\$309 10/30/2009
09/02/2009	\$7,550	\$0	\$0	\$0	\$0	\$0	\$0		\$316 08/20/2009
08/02/2009	\$7,579	\$0	\$0	\$0	\$0	\$0	\$0		\$323 07/23/2009
07/02/2009	\$7,733	\$0	\$0	\$0	\$0	\$0	\$0		\$319 06/31/2009
06/02/2009	\$7,642	\$0	\$0	\$0	\$0	\$0	\$0		<u>\$327</u> 05/24/2009
05/02/2009	\$7,843	\$0	\$0	\$0	\$0	\$0	\$0		<u>\$332</u> 04/22/2009
04/02/2009	\$7,965	\$0	\$0	\$0	\$0	\$0	\$0		\$323 03/14/2009
02/01/2009	\$7,954	\$0	\$0	\$0	\$0	\$0	\$0		\$600 01/27/2009
01/03/2009	\$8,418	\$0	\$0	\$0	\$0	\$0	\$0		\$661 12/22/2008
12/03/2008	\$8,577	\$0	\$0	\$0	\$0	\$0	\$0		\$661 11/18/2008
11/02/2008	\$8,470	\$0	\$0	\$0	\$0	\$0	\$0		\$336 10/21/2008
10/02/2008	\$8,046	\$0	\$0	\$0	\$0	\$0	\$0		\$339 09/19/2008

BALANCE TRENDS FOR COMMERCIAL CARD, FINANCIAL ACCOUNT #27										
Date Reported	Balance	Total Past Due	Aging Cat 1	Aging Cat 2	Aging Cat 3	Aging Cat 4	Aging Cat 5	Date_of First Delinquency	<u>Last Payment Amount</u> Last Payment Date	
09/03/2010	\$62	\$0	\$0	\$0	\$0	\$0	\$0		07/18/2010	
08/03/2010	-\$49	\$0	\$0	\$0	\$0	\$0	\$0		<u>\$7</u> 07/18/2010	
07/01/2010	\$23	\$23	\$23	\$0	\$0	\$0	\$0	07/01/2010	<u>\$25</u> 06/03/2010	
06/02/2010	\$49	\$23	\$23	\$0	\$0	\$0	\$0	06/02/2010	<u>\$26</u> 05/11/2010	
05/02/2010	\$50	\$25	\$25	\$0	\$0	\$0	\$0	06/02/2010	<u>\$89</u> 04/04/2010	
04/02/2010	\$115	\$25	\$25	\$0	\$0	\$0	\$0	04/02/2010	02/25/2010	
03/02/2010	\$89	\$0	\$0	\$0	\$0	\$0	\$0		<u>\$162</u> 02/25/2010	
02/02/2010	\$162	\$0	\$0	\$0	\$0	\$0	\$0		12/19/2009	

# 22 Open Financial Account Balance Trends

This table returns monthly accounts receivable data on open accounts which have been reported by the lenders within the most recent 24 months.

- Date Reported: The most recent data submission received from the lender.
- Balance: Total reported balance, including any past due amount.
- Total Past Due: Total delinquent dollars.
- Aging Category 1: The dollar amount that is past due for the lender's category 1 period. Most lenders view category 1 as 1-30 days past due.
- Aging Category 2: The dollar amount that is past due for the lender's category 2 period. Most lenders view category 2 as 31-60 days past due.
- Aging Category 3: The dollar amount that is past due for the lender's category 3 period. Most lenders view category 3 as 61-90 days past due.
- Aging Category 4: The dollar amount that is past due for the lender's category 4 period. Most lenders view category 4 as 91-120 days past due.
- Aging Category 5: The dollar amount that is past due for the lender's category 5 period. Most lenders view category 5 as 120+ days past due.
- Date of First Delinquency: Date when the business first became delinquent on a particular credit experience.
- Last Payment Amount/Last Payment Date: The dollar amount of the last payment received and the date of the last payment.



# **EQUIFAX** BUSINESS CREDIT INDUSTRY REPORT PLUS 2.0 September 3, 2010 • 12:27 p.m. EDT

# PUBLIC RECORDS

Public record data is collected on a regular basis; however, additional or subsequent filings may be associated with this business.

Bankruptcies	Judgments	Liens	Business Registrations
Judgments		Liens	
Date Filed	09/13/2008	Date Filed	06/11/2009
Originator	Country	Originator	State
Judgment Type	Abstract Judgment	Lien Type	Sales
Status	Satisfied	Status	Released
Status Date	02/15/2009	Status Date	10/01/2010
Date Reported	02/19/2009	Date Reported	10/01/2010
Liability	\$416	Liability	\$18,530
Court Location	Albany Court House	Court Location	Fulton County State Court
	Albany, NY		Atlanta, GA
Case Number	J098076	Case Number	05-99887
Plaintiff	ABC Distributors	Filed By	GA Dept of Revenue
Defendant Information	Tom Jones Manufacturing	Debtor Information	TJ Paper and Supplies
	Company		321 Peachtree Street
	5000 Truman Drive		Atlanta GA 3303-3209
	Decatur, GA 30035-4565		
Business Registration			
Registered Name	Tom Jones Manufacturing Company		
Filing Date	05/15/2002		
Incorporation Date	05/01/2002		
Incorporation State	GA		
Status	Active		
Registry Number	568923		
Contact Name, Title	Thomas Jones,		
	President		
Address	5000 Truman Drive		
	Decatur, GA 30035-4565		

# 23 Public Records

Returns detailed information for any bankruptcies, judgments, or liens on file for the business; also returns business registration information obtained from Secretary of State offices or other trusted sources. Business registration fields include

- **Registered Name:** The business name provided at the time of registration.
- Filing Date: This is the date the state recorded as the paperwork transaction date. It may or may not be the same as the incorporation date. This date will usually change annually and is used to indicate when the most recent update was received by the state. It is possible that the filing date is several years old because the state did not update a "lapsed or inactive filing."
- Incorporation Date: This is the date of the original filing of incorporation papers. It will not change from year to year. This is not the date the business filed the papers with the state.
- Incorporation State: This may include any of the 50
   U.S. states plus Washington, D.C.; only the "domestic" incorporation state is returned.
- Status: This field reflects the status of the business on the records of the Secretary of State. It is not necessarily an indication of whether the business actively engages in business activity. It will not reflect whether the entity has filed for bankruptcy. There are two valid status values: active and inactive.
- Registry Number: This is the number assigned by the state office.
- Contact Name, Title, Address: This field includes officer names, titles, and addresses. More than one officer may be returned. Additionally, not all the officers may be listed.

# **DECISIONING DETAIL**

## BUSINESS DELINQUENCY SCORE™

473

### REASON CODES

- · Years Firm Has Been in Business in Database Suggests Lower Risk
- Evidence of Lien(s) or Judgment(s)
- · Length of Time Since Oldest Financial Account Opened Suggests Higher Risk
- · 45 Percent Revolving Trade Utilization

The Business Delinquency Score™ predicts the likelihood of severe delinquency (91 days or greater), charge-off, or bankruptcy within the next 12 months. The score is built using both financial services and trade payment data, providing a higher degree of predictability.

Score range is 101-662, with a lower score indicating higher risk. A 0 indicates a bankruptcy on file. Up to four reason codes may be returned indicating the top factors influencing the score.

## **BUSINESS FAILURE SCORE SUMMARY REPORT**

## **BUSINESS FAILURE SCORE DETAIL**

### BUSINESS FAILURE SCORE™

1346

(Score Range 1000-1610, with 1000 indicating the highest risk of failure. "0" indicates bankruptcy on file)

The Business Failure Score™ predicts the likelihood of business failure through either formal or informal bankruptcy within the next 12 months.

### **REASON CODES**

· Length of Time Since Oldest Financial Account Opened Suggests

### BUSINESS FAILURE RISK CLASS™

(Class of 1 indicates lowest risk of failure, Class of 5 indicates highest risk of failure)

The Business Failure Risk Class™ is a high-level representation of the Equifax Business Failure Risk Scoring System. Businesses are grouped into five risk classes ranging from 1 to 5. It is based on the Business Failure Risk Score

Business Failure Risk Class™

# **BUSINESS FAILURE NATIONAL PERCENTILE**

15

(Percentile of 1 represents the highest risk of failure, 100 represents the lowest risk)

# National Percentile - based on Business Failure Risk Score

National Percentile is a rank ordering of the Business Failure Risk Score™ universe. It indicates where a company ranks compared to other businesses in the Equifax Commercial database.

# **BUSINESS FAILURE SCORE INCIDENCE SUMMARY**

The Business Failure Score Incidence Summary provides the failure rate over the past 12 months based on historical data from the Equifax Commercial database.

# **FAILURE RATE WITHIN BUSINESS FAILURE RISK CLASS**

**FAILURE RATE - NATIONAL AVERAGE** 

2.5%

(Corresponds to a Business Failure Risk Class of 2)

# 2.7%

## Failure Rate within Failure Risk Class

This percentage indicates that  $\underline{250}$  out of  $\underline{10,000}$  businesses in this Business Failure Risk Class™ are expected to fail.

### Failure Rate - National Average

This percentage indicates that **270** out of **10,000** businesses are expected to fail.



# **Decisioning Detail**

Displays the definition, the numeric value, and reason codes for each score appended to the business folder. Currently, the following decisioning tools are available with the Business Credit Industry Report Plus™.

# **Delinquency Scores**

All delinquency scores predict the likelihood of severe delinquency (91 days or greater), charge-off, or bankruptcy within the next 12 months. A score of 0 indicates a bankruptcy on file. All scores return up to four reason codes indicating the top factors influencing the score.

- Business Delinquency Score<sup>™</sup>: Predicts the likelihood of severe delinquency, charge-off, or bankruptcy on any account; built using financial services and trade payment data, providing a higher degree of predictability; score ranges from 101–662.
   \*This score includes the option to blend principal (consumer) credit information with the commercial data sources.
- Business Delinquency Financial Score™: Predicts
  the likelihood of severe, charge-off, or bankruptcy
  on financial services accounts; built using financial
  services and trade payment data, providing a higher
  degree of predictability; score ranges from 101–715.
   \*This score includes the option to blend principal
  (consumer) credit information with the commercial
  data sources.
- Business Delinquency Risk Class<sup>™</sup>: Predicts the likelihood of severe delinquency (91 days or greater), charge-off, or bankruptcy on any account; built using financial services and trade payment data, providing a higher degree of predictability; returns a risk classification of 1–5 for at-a-glance view of risk level.
- Business Delinquency Financial Risk Class<sup>™</sup>: Predicts
  the likelihood of severe delinquency, charge-off, or
  bankruptcy on any financial services account; built
  using financial services and trade payment data,
  providing a higher degree of predictability; returns
  a risk classification of 1–5 for at-a-glance view of risk
  level.

### **Failure Scores**

All failure scores predict the likelihood of a business failure through either formal or informal bankruptcy within a 12-month period. A score of 0 indicates a bankruptcy on file. All scores return up to four reason codes indicating the top factors influencing the score.

 Business Failure Score<sup>™</sup>: Built using financial and trade payment data, providing a higher degree of predictability; score ranges from 1000–1610; automatically delivers a Business Failure Summary Report that includes the score, the Business Failure Risk Class<sup>™</sup>, the Business Failure National Percentile, the Failure Rate within Risk Class, and the National Failure Rate.

### Other

- Suggested Credit Limit™, Suppliers: A suggested credit amount to extend to a particular prospect or customer; this guideline is based upon the credit amount historically has been extended to those with similar firmographics and risk profiles from other suppliers.
- Suggested Credit Limit<sup>™</sup>, Card: A suggested credit amount to extend to a particular prospect or customer; this guideline is based upon the credit amount historically has been extended to those with similar firmographics and risk profiles from other commercial card lenders.
- Suggested Credit Limit<sup>™</sup>, Loan: A suggested credit amount to extend to a particular prospect or customer; this guideline is based upon the credit amount historically has been extended to those with similar firmographics and risk profiles from other commercial loan lenders.
  - \*Suggested Credit Limit<sup>™</sup> is only a guideline and should not be used as the sole primary factor in making a credit decision. Equifax is not responsible for any liability or losses based on the recommendation.

ADDITIONAL INFORMATION	ON				
ALTERNATE COMPANY NAMES AND DBAS	ALTERNATE BUSINESS ADDRESSES	ALTERNATE TELEPHONE NUMBERS	ALTERNATE TAX IDS/ <u>SSNS</u>	ALTERNATE SIC/NAICS	DATE REPORTED
TOM JONES PAPER AND SUPPLY	321 PEACHTREE ST ATLANTA, GA 30303	(404) 222-2121		2653, CORRUGAGED AND SOLID FIBER BOXES	01/30/2010
THE TOM JONES MANUFACTURING COMPANY	PO BOX 4565 DECATUR, GA 30035-4565	(404) 222-1000			12/01/2009
OWNER/GUARANTOR IN	FORMATION				
Principal (P) and Guarantor or Both (B)	(G) Additional Names	Addresses Telephone		SSNs/Tax IDs	
THOMAS JONES (01/30/2010) Account 7 (G)		891 OAK S ATLANTA 0 (01/30/201	GA 30318	XXXXXXXX (01/30/2010)	
BUSINESS & CREDIT GR	ANTOR COMMENTS			DATE REPORTED	
OWNER Thomas Jones. Dispo	ute with landlord over water dan	nage in warehouse.		04/14/2009	
INQUIRIES					
08/25/2009- Non-Financial 09/05/2008- Non-Financial	07/25/2010- Non-Financi 07/25/2010- Financial		9- Non-Financial 7- Financial	01/28/2009- Financia	l
RELATED FILES					
Inquiry Information: Tom Jones	s, Atlanta, GA, SSN 658798546				
Company Name	Company Ci	ity	Company State	EFX ID	
Savannah Paper C	Company Savannah		GA	500000	001
☐ The Paper Place	Atlanta		GA	5000004	177
☐ Tom Jones Cardbo	pard Co. Atlanta		GA	500000	346

**CONTACT US** 

**EQUIFAX INC.** P.O. Box 740249 Atlanta, GA 30374-0249 sbfe@equifax.com 1-800-727-8495

Your report confirmation number is 0045732761. Please refer to this number in your communication.



Provides alternate company information for the inquired and headquarters sites including DBA names, addresses, phone numbers, and SIC/NAICS; also returns owner/guarantor information, comments from business owners or credit grantors, and inquiries for the most recent 36 months.

# **26** Related Files

Returns a list of businesses potentially associated with the business owner or principal submitted upon inquiry; if requested, the full credit report along with any ancillary products included with the original inquiry will be returned for a related file.

# 27 Contact Us

Provides address, phone number, and email address where your customer can initiate a dispute.