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Date Received	Case Number	Version
	11-4692-EL-AGG	August 2004

The Public Utilities Commission of Ohio

CERTIFICATION APPLICATION FOR AGGREGATORS/POWER BROKERS

Please type or print all required information. Identify all attachments with an exhibit label and title (Example: Exhibit A-13 - Company History). All attachments should bear the legal name of the Applicant. Applicants should file completed applications and all related correspondence with the Public Utilities Commission of Ohio, Docketing Division, 13th Floor, 180 East Broad Street, Columbus, Ohio 43215-3793.

This PDF form is designed so that you may directly input information onto the form. You may also download the form by saving it to your local disk.

RECEIVED-DOCKETING DIV
2011 AUG 11 AM 11:11
PUCO

A. APPLICANT INFORMATION

A-1 Applicant's legal name, address, telephone number and web site address

Legal Name: OMA Service Corporation

Address: 33 North High Street, 6th Floor, Columbus, Ohio 43215

Telephone No.: (614) 224-5111 Web site Address: www.ohiomfg.com

A-2 List name, address, telephone number and web site address under which Applicant will do business in Ohio:

Legal Name: OMA Service Corporation

Address: 33 North High Street, 6th Floor, Columbus, Ohio 43215

Web site Address: www.ohiomfg.com Telephone No.: (614) 224-5111

A-3 List all names under which the applicant does business in North America:

The Ohio Manufacturers' Association
OMA Energy Group
OMA Service Corporation
OMA Educational & Industrial Development Institute

A-4 Contact person for regulatory or emergency matters:

Name: Kevin Schmidt

Title: Director, Public Policy Services

This is to certify that the images appearing are an accurate and complete reproduction of a case file document delivered in the regular course of business.
Technician ____ Date Processed AUG 11 2011

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Business Address	33 North High Street, 6th Floor, Columbus, Ohio 43215
Telephone #	(614) 224-5111 Fax # (614) 224-1012
Email Address (if any)	kschmidt@ohiomfg.com

A-5 Contact person for Commission Staff use in investigating customer complaints:

Name	Kevin Schmidt
Title	Director, Public Policy Services
Business Address	33 North High Street, 6th Floor, Columbus, Ohio 43215
Telephone #	(614) 224-5111 Fax # (614) 224-1012
Email Address (if any)	kschmidt@ohiomfg.com

A-6 Applicant's address and toll-free number for customer service and complaints

Customer service address	33 North High Street, 6th Floor, Columbus, Ohio 43215
Toll-Free Telephone #	1-800-662-4463 Fax # (614) 224-1012
Email Address (if any)	oma@ohiomfg.com

A-7 Applicant's federal employer identification number # 31-0986716

A-8 Applicant's form of ownership: (Check one)

- ☐ Sole Proprietorship
- ☐ Partnership
- ☐ Limited Liability Partnership (LLP)
- ☐ Limited Liability Company (LLC)
- ☒ Corporation
- ☐ Other _____

A-9 **(Check all that apply)** Identify each electric distribution utility certified territory in which the applicant intends to provide service, including identification of each customer class that the applicant intends to serve, for example: residential, small commercial, mercantile commercial, and industrial. (A mercantile customer, as defined in (A)(19) of Section 4928.01 of the Ohio Revised Code, is a commercial customer who consumes more than 700,000 kWh/year or is part of a national account in one or more states.)

☒ **First Energy**	☐ Residential	☒ Commercial	☒ Mercantile	☒ Industrial
☒ **Ohio Edison**	☐ Residential	☒ Commercial	☒ Mercantile	☒ Industrial
☒ **Toledo Edison**	☐ Residential	☒ Commercial	☒ Mercantile	☒ Industrial
☒ **Cleveland Electric Illuminating**	☐ Residential	☒ Commercial	☒ Mercantile	☒ Industrial
☒ **Cincinnati Gas & Electric**	☐ Residential	☒ Commercial	☒ Mercantile	☒ Industrial
☒ **Monongahela Power**	☐ Residential	☒ Commercial	☒ Mercantile	☒ Industrial
☒ **American Electric Power**	☐ Residential	☒ Commercial	☒ Mercantile	☒ Industrial
☒ **Ohio Power**	☐ Residential	☒ Commercial	☒ Mercantile	☒ Industrial
☒ **Columbus Southern Power**	☐ Residential	☒ Commercial	☒ Mercantile	☒ Industrial
☒ **Dayton Power and Light**	☐ Residential	☒ Commercial	☒ Mercantile	☒ Industrial

A-10 Provide the approximate start date that the applicant proposes to begin delivering services

September 2011

PROVIDE THE FOLLOWING AS SEPARATE ATTACHMENTS AND LABEL AS INDICATED:

A-11 **Exhibit A-11 "Principal Officers, Directors & Partners"** provide the names, titles, addresses and telephone numbers of the applicant's principal officers, directors, partners, or other similar officials.

A-12 **Exhibit A-12 "Corporate Structure,"** provide a description of the applicant's corporate structure, including a graphical depiction of such structure, and a list of all affiliate and subsidiary companies that supply retail or wholesale electricity or natural gas to customers and companies that aggregate customers in North America.

A-13 **Exhibit A-13 "Company History,"** provide a concise description of the applicant's company history and principal business interests.

A-14 **Exhibit A-14 "Articles of Incorporation and Bylaws,"** if applicable, provide the articles of incorporation filed with the state or jurisdiction in which the applicant is incorporated and any amendments thereto.

A-15 **Exhibit A-15 "Secretary of State,"** provide evidence that the applicant has registered with the Ohio Secretary of the State.

B. APPLICANT MANAGERIAL CAPABILITY AND EXPERIENCE

PROVIDE THE FOLLOWING AS SEPARATE ATTACHMENTS AND LABEL AS INDICATED

B-1 **Exhibit B-1 "Jurisdictions of Operation,"** provide a list of all jurisdictions in which the applicant or any affiliated interest of the applicant is, at the date of filing the application, certified, licensed, registered, or otherwise authorized to provide retail or wholesale electric services including aggregation services.

B-2 **Exhibit B-2 "Experience & Plans,"** provide a description of the applicant's experience and plan for contracting with customers, providing contracted services, providing billing statements, and responding to customer inquiries and complaints in accordance with Commission rules adopted pursuant to Section 4928.10 of the Revised Code.

B-3 **Exhibit B-3 "Summary of Experience,"** provide a concise summary of the applicant's experience in providing aggregation service(s) including contracting with customers to combine electric load and representing customers in the purchase of retail electric services. (e.g. number and types of customers served, utility service areas, amount of load, etc.).

B-4 **Exhibit B-4 "Disclosure of Liabilities and Investigations,"** provide a description of all existing, pending or past rulings, judgments, contingent liabilities, revocation of authority, regulatory investigations, or any other matter that could adversely impact the applicant's financial or operational status or ability to provide the services it is seeking to be certified to provide.

B-5 Disclose whether the applicant, predecessor of the applicant, or any principal officer of the applicant has been convicted or held liable for fraud or for violation of any consumer protection or antitrust laws within the past five years.

☒ No ☐ Yes

If yes, provide a separate attachment labeled as **Exhibit B-5 "Disclosure of Consumer Protection Violations"** detailing such violation(s) and providing all relevant documents.

B-6 Disclose whether the applicant or a predecessor of the applicant has had any certification, license, or application to provide retail or wholesale electric service denied, curtailed, suspended, revoked, or cancelled within the past two years.

☒ No ☐ Yes

If yes, provide a separate attachment labeled as **Exhibit B-6 "Disclosure of Certification Denial, Curtailment, Suspension, or Revocation"** detailing such action(s) and providing all relevant documents.

C. APPLICANT FINANCIAL CAPABILITY AND EXPERIENCE

PROVIDE THE FOLLOWING AS SEPARATE ATTACHMENTS AND LABEL AS INDICATED

C-1 **Exhibit C-1 "Annual Reports,"** provide the two most recent Annual Reports to Shareholders. If applicant does not have annual reports, the applicant should provide similar information in Exhibit C-1 or indicate that Exhibit C-1 is not applicable and why.

C-2 **Exhibit C-2 "SEC Filings,"** provide the most recent 10-K/8-K Filings with the SEC. If applicant does not have such filings, it may submit those of its parent company. If the applicant does not have such filings, then the applicant may indicate in Exhibit C-2 that the applicant is not required to file with the SEC and why.

C-3 **Exhibit C-3 "Financial Statements,"** provide copies of the applicant's two most recent years of audited financial statements (balance sheet, income statement, and cash flow statement). If audited financial statements are not available, provide officer certified financial statements. If the applicant has not been in business long enough to satisfy this requirement, it shall file audited or officer certified financial statements covering the life of the business.

C-4 **Exhibit C-4 "Financial Arrangements,"** provide copies of the applicant's financial arrangements to conduct CRES as a business activity (e.g., guarantees, bank commitments, contractual arrangements, credit agreements, etc.,).

C-5 **Exhibit C-5 "Forecasted Financial Statements,"** provide two years of forecasted financial statements (balance sheet, income statement, and cash flow statement) for the applicant's CRES operation, along with a list of assumptions, and the name, address, e-mail address, and telephone number of the preparer.

C-6 **Exhibit C-6 "Credit Rating,"** provide a statement disclosing the applicant's credit rating as reported by two of the following organizations: Duff & Phelps, Dun and Bradstreet Information Services, Fitch IBCA, Moody's Investors Service, Standard & Poors, or a similar organization. In instances where an applicant does not have its own credit ratings, it may substitute the credit ratings of a parent or affiliate organization, provided the applicant submits a statement signed by a principal officer of the applicant's parent or affiliate organization that guarantees the obligations of the applicant.

C-7 **Exhibit C-7 "Credit Report,"** provide a copy of the applicant's credit report from Experion, Dun and Bradstreet or a similar organization.

C-8 **Exhibit C-8 "Bankruptcy Information,"** provide a list and description of any reorganizations, protection from creditors or any other form of bankruptcy filings made by the applicant, a parent or affiliate organization that guarantees the obligations of the applicant or any officer of the applicant in the current year or within the two most recent years preceding the application.

C-9 **Exhibit C-9 "Merger Information,"** provide a statement describing any dissolution or merger or acquisition of the applicant within the five most recent years preceding the application.

Eric D Butler PRESIDENT
Signature of Applicant & Title

Sworn and subscribed before me this 10th day of August, 2011
Year

Signature of official administering oath

LISA G. McALISTER Attorney
Print Name and Title

My commission expires on N/A

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AFFIDAVIT

State of Ohio :

Columbus ss.
(Town)

County of Franklin :

Eric L. Burkland, Affiant, being duly sworn/affirmed according to law, deposes and says that:

He/She is the President (Office of Affiant of OMA Service Corporation (Name of Applicant);

That he/she is authorized to and does make this affidavit for said Applicant,

1. The Applicant herein, attests under penalty of false statement that all statements made in the application for certification are true and complete and that it will amend its application while the application is pending if any substantial changes occur regarding the information provided in the application.

2. The Applicant herein, attests it will timely file an annual report with the Public Utilities Commission of Ohio of its intrastate gross receipts, gross earnings, and sales of kilowatt-hours of electricity pursuant to Division (A) of Section 4905.10, Division (A) of Section 4911.18, and Division (F) of Section 4928.06 of the Revised Code.

3. The Applicant herein, attests that it will timely pay any assessments made pursuant to Sections 4905.10, 4911.18, or Division F of Section 4928.06 of the Revised Code.

4. The Applicant herein, attests that it will comply with all Public Utilities Commission of Ohio rules or orders as adopted pursuant to Chapter 4928 of the Revised Code.

5. The Applicant herein, attests that it will cooperate fully with the Public Utilities Commission of Ohio, and its Staff on any utility matter including the investigation of any consumer complaint regarding any service offered or provided by the Applicant.

6. The Applicant herein, attests that it will fully comply with Section 4928.09 of the Revised Code regarding consent to the jurisdiction of Ohio Courts and the service of process.

7. The Applicant herein, attests that it will comply with all state and/or federal rules and regulations concerning consumer protection, the environment, and advertising/promotions.

8. The Applicant herein, attests that it will use its best efforts to verify that any entity with whom it has a contractual relationship to purchase power is in compliance with all applicable licensing requirements of the Federal Energy Regulatory Commission and the Public Utilities Commission of Ohio.

9. The Applicant herein, attests that it will cooperate fully with the Public Utilities Commission of Ohio, the electric distribution companies, the regional transmission entities, and other electric suppliers in the event of an emergency condition that may jeopardize the safety and reliability of the electric service in accordance with the emergency plans and other procedures as may be determined appropriate by the Commission.

10. If applicable to the service(s) the Applicant will provide, the Applicant herein, attests that it will adhere to the reliability standards of (1) the North American Electric Reliability Council (NERC), (2) the appropriate regional reliability council(s), and (3) the Public Utilities Commission of Ohio. (Only applicable if pertains to the services the Applicant is offering)

11. The Applicant herein, attests that it will inform the Commission of any material change to the information supplied in the application within 30 days of such material change, including any change in contact person for regulatory purposes or contact person for Staff use in investigating customer complaints.

That the facts above set forth are true and correct to the best of his/her knowledge, information, and belief and that he/she expects said Applicant to be able to prove the same at any hearing hereof.

PRESIDENT

Signature of Applicant & Title

Sworn and subscribed before me this 10th day of August, 2011
Year

Signature of official administering oath

Lisa O. McAlister, Attorney
Print Name and Title

My commission expires on N/A

4732173v1

EXHIBIT A-11
OMA Service Corporation

Principal Officers, Directors & Partners

The current OMA Service Corporation Officers serving a two-year term from June 2010 through June 2012 are as follows:

CHAIRMAN
Jeffrey Hollister
President
Vanguard Paints & Finishes, Inc.
Marietta

TREASURER
Vacant

PRESIDENT
Eric Burkland
The Ohio Manufacturers' Association
Columbus

SECRETARY
Lisa Schaaf
The Ohio Manufacturers' Association
Columbus

EXHIBIT A-12
OMA Service Corporation

Corporate Structure

The OMA Service Corporation (OMASC) is an Ohio corporation, and a wholly owned subsidiary of The Ohio Manufacturers' Association (OMA). It houses the OMA's for-profit activities, including OMA Workers' Compensation Services (a third party administrator of workers' compensation services for OMA members).

The parent company, OMA, is a not-for-profit 501(c)(6) trade association that was formed in 1910 for the purpose of serving the interests of Ohio manufacturers by presenting manufacturers' positions and the effect upon manufacturers of proposed laws, rules, and regulations before the Ohio legislature and state agencies.

The OMA Education and Industrial Development Institute is a separate legal entity related to the OMA and OMASC by virtue of common management. It was created to house the educational activities of the organization. It is essentially dormant at this time.

The OMA Energy Group is a separate legal entity, supported by administrative fees paid by participating OMA members. It intervenes in selected cases before the Public Utilities Commission of Ohio, and advises the OMA regarding energy policy matters. It is wholly owned by its parent company, The Ohio Manufacturers' Association.

EXHIBIT A-13
OMA Service Corporation

Company History

The Ohio Manufacturers' Association was created in 1910 as a 501(c)(6) not for profit association, and has operated continuously for more than 100 years. OMA members are manufacturers with Ohio operations who pay annual dues. Associate members of the OMA are non-manufacturing entities with an interest in the mission of the organization; they also pay annual dues. The OMA is governed by a volunteer board of directors. Directors are owners and senior executives of large, medium and small manufacturers with Ohio operations. They serve three year terms. At present, the OMA has a staff of 12 full-time employees, and currently is managed on a day to day basis by its president, Eric L. Burkland. For more history and photos, please see http://www.ohiomfg.com/about/100-years/.

The OMA Service Corporation was founded in 1980, and its Articles of Incorporation were certified by the Ohio Secretary on March 14, 1980. The fundamental purpose of the OMASC is to provide programming benefit to benefit the OMA membership. The OMA, though the OMASC, assists member companies in collaboratively achieving procurement values of price, quality and reliability, while offering a variety of products to its members. More specifically, the OMA Service Corporation houses the OMA's for-profit activities, including the OMA Workers' Compensation Services (a third party administrator of workers' compensation services for OMA members).

EXHIBIT A-14
OMA Service Corporation

Articles of Incorporation and Bylaws

Please see attached Exhibit 1. OMA Service Corporation does not have corporate bylaws or regulations.

E725-1877

ANTHONY J. CELEBREZZE, JR.
Secretary of State

Certificate

551396

It is Hereby Certified that the Secretary of State of Ohio has custody of the Records of Incorporation and Miscellaneous Filings; that said records show the filing and recording of: ARF of THE OMA SERVICE CORPORATION

United States of America
STATE OF OHIO
Office of the Secretary of State

Recorded on Roll E725 at Frame 1878 of the Records of Incorporation and Miscellaneous Filings.

Witness my hand and the seal of the Secretary of State, at the City of Columbus, Ohio, this 14TH day of MARCH, A. D. 19 80

ANTHONY J. CELEBREZZE, JR.
Secretary of State

EXHIBIT
1

E0725-1878

APPROVED
3-14-90
$75.00

ARTICLES OF INCORPORATION

OF

THE OMA SERVICE CORPORATION

The undersigned, desiring to form a corporation for profit under Chapter 1701 of the Ohio Revised Code, does hereby certify:

FIRST: The name of the corporation shall be The OMA Service Corporation.

SECOND: The place in Ohio where the principal office of the corporation is to be located is the City of Columbus, County of Franklin, Ohio.

THIRD: The purpose for which the corporation is formed is to conduct the business of a general service corporation for The Ohio Manufacturers' Association and to engage in any lawful act or activity for which corporations may be formed under Sections 1701.01 to 1701.98, inclusive, of the Ohio Revised Code.

FOURTH: The authorized number of shares of the corporation shall be 500, all of which shall be common shares, each without par value.

FIFTH: The amount of stated capital with which the corporation will begin business shall be $500.00.

SIXTH: The Directors of the corporation shall have the power to cause the corporation from time to time and at any time to purchase, hold, sell, transfer or otherwise deal with (A) shares of any class or series issued by

it, (B) any security or other obligation of the corporation which may confer upon the holder thereof the right to convert the same into shares of any class or series authorized by the Articles of the corporation, and (C) any security or other obligation which may confer upon the holder thereof the right to purchase shares of any class or series authorized by the Articles of the corporation. The corporation shall have the right to repurchase, if and when any shareholder desires to sell, or on the happening of any event is required to sell, shares of any class or series issued by the corporation. The authority granted in this Article Sixth of these Articles shall not limit the plenary authority of the Directors to purchase, hold, sell, transfer or otherwise deal with shares of any class or series, securities, or other obligations issued by the corporation or authorized by its Articles.

SEVENTH: A Director or officer of the corporation shall not be disqualified by his office from dealing or contracting with the corporation as vendor, purchaser, employee, agent or otherwise. No contract or transaction shall be void or voidable with respect to the corporation for the reason that it is between the corporation and one or more of its Directors or officers, or between the corporation and any other person in which one or more of its Directors or officers are directors, trustees, or officers, or have a financial or personal interest, or for the reason that one or more interested Directors or officers participated in or

voted at the meeting of the Directors or a committee thereof which authorized such contract or transaction, if in any such case (A) the material facts as to the relationship or interest of such Director, officer or other person and as to the contract or transaction are disclosed or are known to the Directors or the committee, or such members thereof as shall be present at any meeting at which action upon any such contract or transaction shall be taken, and the Directors or committee, in good faith reasonably justified by such facts, authorized the contract or transaction by the affirmative vote of a majority of the disinterested Directors, even though the disinterested Directors constitute less than a quorum; or (B) the material facts as to the relationship or interest of such Director, officer or other person and as to the contract or transaction are disclosed or known to the shareholders entitled to vote thereon and the contract or transaction is specifically approved at a meeting of the shareholders held for such purpose by the affirmative vote of the holders of shares entitling them to exercise a majority of the voting power of the corporation held by persons not interested in the contract or transaction; or (C) the contract or transaction is fair as to the corporation as of the time it is authorized or approved by the Directors, a committee thereof, or the shareholders. Common or interested Directors may be counted in determining the presence of a quorum at any meeting of the Directors, or of a committee thereof, which authorizes the contract or transaction.

EIGHTH: The Board of Directors of the corporation may adopt an amendment to the Articles in respect of any unissued or treasury shares of any class and thereby fix or change: the division of such shares into series and the designation and authorized number of shares of each series; the dividend rate; the dates of payment of dividends and the dates from which they are cumulative; liquidation price; redemption rights and price; sinking fund requirements; conversion rights; and restrictions on the issuance of shares of any class or series.

NINTH: No shareholder of the corporation shall have, as a matter of right, the pre-emptive right to purchase or subscribe for shares of any class, now or hereafter authorized, or to purchase or subscribe for securities or other obligations convertible into or exchangeable for such shares or which by warrants or otherwise entitle the holders thereof to subscribe for or purchase any such shares.

IN WITNESS WHEREOF, I have hereunto signed my name this 14th day of March, 1980.

F. Daniel Balmert

ORIGINAL APPOINTMENT OF AGENT 725-1682

The undersigned, being the sole incorporator of The OMA Service Corporation, hereby appoints THOMAS R. JOHNSON, a natural person resident in the county in which the corporation has its principal office, the statutory agent upon whom any process, notice or demand required or permitted by statute to be served upon the corporation may be served. His complete address is:

Thomas R. Johnson
2940 Leeds Road
Columbus, Franklin County, Ohio 43221

Daniel Balmert
Incorporator

CORRESPONDENCE

RETURN ADDRESS

B Correspondence

Envelope

E0725-1883

OTHER:

Yours, Sater Seymour &
Please
Att. Dan Palmert
52 E. Gay
COL. OH. 43215

EXHIBIT A-15
OMA Service Corporation

Secretary of State

Please see attached Exhibit 2.

Corporation Details

Corporation Details		
Entity Number	551396	
Business Name	THE OMA SERVICE CORPORATION	
Filing Type	CORPORATION FOR PROFIT	
Status	Active	
Original Filing Date	03/14/1980	
Expiry Date		
Location: COLUMBUS	County: FRANKLIN	State: OHIO

Agent / Registrant Information

ERIC BURKLAND
33 N HIGH STREET
COLUMBUS,OH 43215
Effective Date: 09/16/1998
Contact Status: Active

Incorporator Information

F DANIEL BALMERT

Share Information

Type	Par Value	Total
NO PAR COMMON	0.00	500

Filings

Filing Type	Date of Filing	Document Number/Image
DOMESTIC ARTICLES/FOR PROFIT	03/14/1980	E725_1876
DOMESTIC AGENT SUBSEQUENT APPOINTMENT	*08/11/1989*	*G691_1340*
DOMESTIC CONTINUED EXISTENCE LETTER	09/09/1993	000000145839
DOMESTIC CONTINUED EXISTENCE	11/08/1993	000000145840
AGENT NAME/ADDRESS TAX UPDATE	01/08/1999	AGNTUPDT
AGENT NAME/ADDRESS TAX UPDATE	02/01/1999	AGNTUPDT
AGENT NAME/ADDRESS TAX UPDATE	04/07/1999	AGNTUPDT

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EXHIBIT
tabbies
2

G691-1340

Department of State

The State of Ohio

Sherrod Brown
Secretary of State

551376

Certificate

It is hereby certified that the Secretary of State of Ohio has custody of the Records of Incorporation and Miscellaneous Filings, that said records show the filing and recording of: AGS

of:

THE OYA SERVICE CORPORATION

United States of America
State of Ohio
Office of the Secretary of State

Recorded on Roll 691 at Frame 1342 of the Records of Incorporation and Miscellaneous Filings

Witness my hand and the seal of the Secretary of State, at the City of Columbus, Ohio, this 11TH **day of** NOV, **A.D. 19**93.

Sherrod Brown
Sherrod Brown
Secretary of State

Prescribed by
SHERROD BROWN
Secretary of State
Form AGS

Charter No. [illegible]
Approved [illegible]
Date [illegible]
Fee $3.00

G0691-1342

SUBSEQUENT APPOINTMENT OF AGENT

The OMA Service Corporation hereby appoints
(Name of Corporation)

Eric L. Burkland
(Name of New Agent)

33 North High Street (6th Floor)
(Street Address)

Columbus
(City, Village or Township)

Franklin County, Ohio 43215
(Zip Code)

to succeed Thomas R. Johnson as agent upon whom any process,
(Name of Former Agent)

notice or demand required or permitted by statute to be served upon the corporation may be served.

Date: August 8, 1989

Name and Title of Person Signing:

Eugene P. Whetzel Eugene P. Whetzel

(Chairman of the Board, President, Vice-President, Secretary or Assistant Secretary)
(Strike out inapplicable title)

INSTRUCTIONS

1) The statutory agent for a corporation may be (a) a natural person who is a resident of Ohio, or (b) an Ohio corporation or a foreign profit corporation licensed in Ohio which has a business address in this state and is explicitly authorized by its articles of incorporation to act as a statutory agent. R.C. 1701.07(A), 1702.06(A).

2) A subsequent appointment of agent must be signed by the chairman of the board, the president, a vice-president, the secretary or an assistant secretary. R.C. 1701.07(L)

3) The agent's complete street address must be given; a post office box is not acceptable. R.C. 1701.07(C), 1702.06(C)

4) The filing fee for a subsequent appointment of agent is $3.00. R.C. 1701.07(M), 1702.06(L)

B. APPLICANT MANAGERIAL CAPABILITY AND EXPERIENCE

OMA Service Corporation

Exhibit B-1 "Jurisdictions of Operation"

OMASC is not currently certified, licensed, registered or otherwise authorized to provide retail or wholesale electric services in any other jurisdictions.

Exhibit B-2 "Experience & Plans"

The mission of the OMA is to protect and grow Ohio manufacturing—a mission accomplished through the representation of manufacturers' interests before the Ohio General Assembly and state agencies, the judiciary community and statewide media, with the sole focus of improving business conditions for manufacturers in Ohio.

The OMA has extensive experience in the area of managing and marketing group purchasing programs and services on behalf of its members. The OMA operates a workers' compensation TPA on a fee basis for approximately 800 member manufacturers. It offers a group buying health care insurance program and is a certified Ohio health care alliance. It also operates a group buying and shipping program for members. Throughout its history, the OMA has operated numerous cost-saving programs on behalf of members as a means to help manufacturers be more competitive.

Responding to inquiries and complaints is dependent on the nature of the inquiry. All types of calls will be accepted by the OMA on behalf of the OMASC. The general contact information for member communications is: phone: (800) 662-4463; e-mail oma@ohiomfg.com. In addition, Kevin Schmidt, Director, Public Policy Services will be the primary contact for responding to customer inquiries and complaints relating to the OMASC's energy aggregation activities. Calls concerning billing, technical issues, or electric service will be directed to the relevant competitive retail electric service provider or electric distribution utility.

On a more general note, the OMA and OMASC take any member complaint very seriously. The complaints we receive, while very seldom, are communicated to all the relevant staff and managers, including the president, in order to reach a consensus about the best way to respond and/or action to take. Under the OMA's decision making model, what is best for members always comes first.

Exhibit B-3 "Summary of Experience"

With respect to expertise in energy, the OMA has a long and deep history of defending manufacturers' interests in energy policy. Most recently, OMA played a major role in representing manufacturers in Senate Bill 221. Its experience ultimately resulted in the formation of the OMA Energy Group, a wholly owned subsidiary of the OMA, whose mission is to protect and grow Ohio manufacturing through energy policy.

The OMA Energy Group achieves its mission by intervening in PUCO cases and advocating for energy policy in the state. The OMA also actively promotes the energy efficiency programs of the state's EDUs. For more information about the OMA's focus in energy, see http://www.ohiomfg.com/communities/energy/

More specifically, the OMASC intends to aggregate its members for the purpose of securing a favorable electricity generation rate. It has surveyed its members and found substantial interest and sufficient electricity load to proceed with an aggregation/pooling program. In 2000, the OMASC engaged in similar activities to create an electricity purchasing program with the E Group (hired in 2001 to provide the experience needed on technical issues in order to aggregate manufacturers for electricity purchasing). In fact, the OMASC previously received PUCO certification as an aggregator/broker on January 5, 2001 (see attached certificate). Because the OMASC electricity purchasing program subsequently ended, the OMASC did not renew its certificate, which was cancelled in 2005. Therefore, the PUCO previously concluded that the OMASC satisfied the prerequisites to certification as an aggregator.

Exhibit B-4 "Disclosure of Liabilities and Investigations"

The OMASC has no existing, pending or past rulings, judgments, contingent liabilities, revocation of authority, regulatory investigations, or any other matter that could adversely impact the applicant's financial or operational status or ability to provide service it is seeking to be certified to provide.

FILE

PUBLIC UTILITIES COMMISSION OF OHIO

Certified as a Competitive Retail Electric Service Provider

Certificate Number:
01-049 (1)

Issued Pursuant to Case Number(s):

00-2354-EL-AGG

A certificate as a Competitive Retail Electric Service Provider is hereby granted to, **OMA Service Corporation** whose office or principal place of business is located at **33 North High Street, 6th Floor, Columbus OH 43215** to provide **aggregation** services within the State of Ohio **effective January 04, 2001.**

The certification of competitive retail electric suppliers is governed by Section 4901:1-24-(01-13) of the Ohio Administrative Code, Section 4901:1-21-(01–15) of the Ohio Administrative Code, and Section 4928.08 of the Ohio Revised Code.

This Certificate is revocable if all of the conditions set forth in the aforementioned case(s) are not met.

Subject to all rules and regulations of the Commission, now existing or hereafter promulgated.

Witness the seal of the Commission affixed at Columbus, Ohio.

Dated: January 5th, 2001

By Order of

PUBLIC UTILITIES COMMISSION OF OHIO

Gary E. Vigorito, Secretary
Daisy L. Crockron, Acting Secretary
Ronald D. Rose, Acting Secretary

Certificate Expires: January 04, 2003

C. APPLICANT FINANCIAL CAPABILITY AND EXPERIENCE

OMA Service Corporation

Exhibit C-1 "Annual Reports"

The OMASC is a privately-held company and is not required to prepare annual reports.

Exhibit C-2 "SEC Filings"

The OMASC is a wholly owned subsidiary of the OMA. Neither the OMA nor the OMASC are publicly owned, and therefore are not required to make filings with the Securities and Exchange Commission.

Exhibit C-3 "Financial Statements"

Copies of The Ohio Manufacturers' Association and Subsidiaries' Consolidated Financial Statements are attached hereto as Exhibit 3. These financial statements have been reviewed by our accounting firm, GBQ, but the OMA Board has opted for audited financial statements only every three (3) years.

Exhibit C-4 "Financial Arrangements"

The OMASC has no guarantees, bank commitments, financial contract arrangements, or credit agreements to conduct CRES as a business activity. The funding necessary for the OMASC to conduct energy aggregation activities will be provided by the parent company (OMA), or via agreement with a competitive retail electric service provider. The statement verifying that the OMA will guarantee the obligations of the OMASC in its role as an energy aggregator is contained in Exhibit 4.

Exhibit C-5 "Forecasted Financial Statements"

A copy of two years of OMASC's forecasted financial statements are attached hereto as Exhibit 5. The forecasts were prepared by Angie Leach, Managing Director, Financial and Administrative Services, The Ohio Manufacturers' Association, 33 North High Street, Columbus, Ohio 43215; and, reviewed by management staff.

Exhibit C-6 "Credit Rating"

The credit rating information of the OMA (the parent company of OMASC) can be found in the Dun & Bradstreet Information Report attached as Exhibit 6. The statement verifying that the OMA will guarantee the obligations of the OMASC in its role as an energy aggregator is contained in Exhibit 4.

Exhibit C-7 "Credit Report"

A Dun & Bradstreet Information Report for the OMA (the parent company of OMASC) is attached as Exhibit 6.

Exhibit C-8 "Bankruptcy Information"

No reorganization, protection from creditors or any other form of bankruptcy has ever been filed by the OMA or the OMASC.

Exhibit C-9 "Merger Information"

Neither the OMA nor the OMASC have been involved in any mergers, dissolutions or acquisitions in the past five years.

Suite 700
Columbus, OH 43215

GBQ
Partners

To the Board of Directors
The Ohio Manufacturers' Association
and Subsidiaries
Columbus, Ohio

Independent Accountants' Review Report

We have reviewed the accompanying consolidated statements of financial position of The Ohio Manufacturers' Association and Subsidiaries as of December 31, 2010 and 2009, and the related consolidated statements of activities and changes in net assets and cash flows for the years then ended. A review includes primarily applying analytical procedures to management's financial data and making inquiries of the Organization's personnel. A review is substantially less in scope than an audit, the objective of which is the expression of an opinion regarding the consolidated financial statements as a whole. Accordingly, we do not express such an opinion.

Management is responsible for the preparation and fair presentation of the consolidated financial statements in accordance with accounting principles generally accepted in the United States of America and for designing, implementing and maintaining internal control relevant to the preparation and fair presentation of the consolidated financial statements.

Our responsibility is to conduct the review in accordance with *Statements on Standards for Accounting and Review Services* issued by the American Institute of Certified Public Accountants. Those standards require us to perform procedures to obtain limited assurance that there are no material modifications that should be made to the consolidated financial statements. We believe that the results of our procedures provide a reasonable basis for our report.

Based on our reviews, we are not aware of any material modifications that should be made to the accompanying consolidated financial statements in order for them to be in conformity with accounting principles generally accepted in the United States of America.

GBQ Partners LLC

Columbus, Ohio
June 10, 2011

EXHIBIT
3

THE OHIO MANUFACTURERS' ASSOCIATION AND SUBSIDIARIES

Consolidated Statements of Financial Position

December 31, 2010 and 2009

ASSETS

	2010	2009
Current Assets		
Cash and cash equivalents	$ 2,197,470	$ 1,283,543
Membership dues receivable, net of allowance of $29,398 and $63,475 for 2010 and 2009, respectively	181,360	208,879
Workers' compensation service fees receivable	610,146	640,393
Other accounts receivable	6,886	7,177
Prepaid expenses	149,354	116,813
Total current assets	3,145,216	2,256,805
Property and Equipment, net	71,873	126,831
TOTAL ASSETS	$ 3,217,089	$ 2,383,636

LIABILITIES AND NET ASSETS

Current Liabilities		
Current portion of capital lease obligation	$ -	$ 11,786
Accounts payable - trade	142,180	101,462
Accrued liabilities	17,700	16,850
Deferred revenue	751,939	838,093
Total current liabilities	911,819	968,191
Long-Term Liabilities		
Post-retirement benefits	74,643	65,354
Deferred revenue	352,547	386,207
Total long-term liabilities	427,190	451,561
Net Assets		
Unrestricted - general operating	1,849,995	940,220
Temporarily restricted:		
Issue Advocacy	10,066	10,185
Amicus Advocacy	6,056	6,056
Pathways to Excellence	7,423	7,423
Energy Leadership	4,540	-
Total net assets	1,878,080	963,884
TOTAL LIABILITIES AND NET ASSETS	$ 3,217,089	$ 2,383,636

The accompanying notes are an integral part of the consolidated financial statements.
See Independent Accountants' Review Report.

THE OHIO MANUFACTURERS' ASSOCIATION AND SUBSIDIARIES

Consolidated Statements of Activities and Changes in Net Assets

For the Years Ended December 31, 2010 and 2009

	2010	2009
Changes in Unrestricted Net Assets:		
Revenues:		
Membership dues	$ 1,775,955	$ 1,747,283
Workers' compensation service fees	1,008,848	1,280,261
Contributions	1,000,000	-
Seminars and events	134,443	19,252
Other	156,583	29,801
Investment income	6,756	5,362
Satisfaction of donor restrictions	30,579	142,274
Total revenues	4,113,164	3,224,233
Expenses:		
Salaries and wages	1,154,955	1,083,096
Workers' compensation service costs	510,013	495,770
Professional fees and contract services	478,910	280,843
Employee fringe benefits	199,373	179,438
Office rent	135,414	152,430
Bad debts	129,153	188,746
Data processing	93,722	78,541
Payroll taxes	81,558	77,598
Meetings and events	64,803	36,657
Depreciation and amortization	63,641	94,206
Printing	48,640	7,315
Travel and auto	47,933	46,915
General and administrative	38,841	38,959
Office supplies	33,626	31,575
Design	25,463	27,595
Telephone	22,081	24,160
Postage	21,122	19,461
Insurance	20,085	21,294
Seminars	3,477	13,597
Energy Leadership	30,460	-
Issue Advocacy	119	130,774
Tax Reform	-	11,500
Total expenses	3,203,389	3,040,470
Increase in unrestricted net assets	909,775	183,763
Changes in Temporarily Restricted Net Assets:		
Contributions:		
Energy Leadership	35,000	-
Pathways to Excellence	-	970
Issue Advocacy	-	110,202
Amicus Advocacy	-	5,558
Tax Reform	-	1,500
Satisfaction of donor restrictions:		
Issue Advocacy	(119)	(130,774)
Energy Leadership	(30,460)	-
Tax Reform	-	(11,500)
Increase (Decrease) in Temporarily Restricted Net Assets	4,421	(24,044)
Increase in Net Assets	914,196	159,719
Net Assets at Beginning of Year	963,884	804,165
Net Assets at End of Year	$ 1,878,080	$ 963,884

The accompanying notes are an integral part of the consolidated financial statements.
See Independent Accountants' Review Report.

THE OHIO MANUFACTURERS' ASSOCIATION AND SUBSIDIARIES

Consolidated Statements of Cash Flows

For the Years Ended December 31, 2010 and 2009

	2010	2009
Cash Flows from Operating Activities:		
Increase in net assets	$ 914,196	$ 159,719
Adjustments to reconcile increase in net assets to net cash and cash equivalents provided by operating activities:		
Depreciation and amortization	63,641	94,206
Bad debt expense	129,153	188,746
(Increase) decrease in operating assets:		
Receivables	(71,096)	(274,449)
Prepaid expenses	(32,541)	15,542
Increase (decrease) in operating liabilities:		
Accounts payable and accrued liabilities	41,568	(33,801)
Deferred revenue	(119,814)	86,066
Post-retirement benefits	9,289	(8,484)
Total adjustments	20,200	67,826
Net cash and cash equivalents provided by operating activities	934,396	227,545
Cash Flows from Investing Activities:		
Acquisition of property and equipment	(8,683)	(40,837)
Cash Flows from Financing Activities:		
Payments on capital lease obligation	(11,786)	(11,476)
Net increase in cash and cash equivalents	913,927	175,232
Cash and Cash Equivalents at Beginning of Year	1,283,543	1,108,311
Cash and Cash Equivalents at End of Year	$ 2,197,470	$ 1,283,543
Supplemental Disclosure of Cash Flow Information:		
Cash and cash equivalents paid for during the year:		
Interest	$ 703	$ 2,161

The accompanying notes are an integral part of the consolidated financial statements.
See Independent Accountants' Review Report.

Chairman of the Board
JEFFREY L. HOLLISTER
President, Vanguard Paints & Finishes, Inc.

President
ERIC L. BURKLAND

The Ohio Manufacturers' ASSOCIATION

August 10, 2011

To Whom It May Concern:

RE: **Exhibit 4 – Financial Arrangements**

The Ohio Manufacturers' Association guarantees the financial and performance obligations of its wholly owned subsidiary, The OMA Service Corporation in its role as an approved Electric Supply Aggregator as defined by actions taken by the Public Utilities Commission of Ohio (PUCO).

Sincerely,

Eric L. Burkland
President

EXHIBIT
4

33 N. High St., 6th floor
Columbus, Ohio 43215-3005

Phone: 614-224-5111 • Toll free: 800-662-4463
Fax: 614-224-1012

oma@ohiomfg.com
WWW.OHIOMFG.COM

THE OHIO MANUFACTURERS' ASSOCIATION AND SUBSIDIARY
BUDGET 2011 and FORECAST 2012
STATEMENT OF ACTIVITIES

		2011 BUDGET	2012 FORECAST
Revenues:			
	Membership Dues	$ 1,835,700	$ 1,700,200
	Workers' Compensation Services	1,037,834	948,000
	Investment Income	7,700	5,000
	Other Net Service Product Fees	171,000	195,000
	Miscellaneous Income	-	-
	Total Revenues	$ 3,052,234	$ 2,848,200
Expenses:			
	Salaries and Wages	$ 1,164,600	$ 1,199,538
	Employee Group Benefits	190,200	190,000
	Payroll Taxes	82,530	85,006
	Workers' Compensation Services	503,500	510,500
	Office Rent	137,900	137,900
	Office Supplies	45,620	45,000
	Telephone	21,660	22,000
	Postage	20,588	22,000
	Printing	22,500	38,000
	Design	28,000	39,000
	Professional & Consulting	240,700	230,000
	Traveling & Automobile Expense	36,975	37,000
	OMA Educational Meeting Expense	17,650	18,000
	Association Expense	51,991	52,000
	Insurance & Taxes	21,000	21,000
	Depreciation	59,105	55,000
	Data Processing	80,150	85,000
	General and Administrative	21,350	21,000
	Miscellaneous Expense	-	-
	Total Expenses	$ 2,746,019	$ 2,807,944
	Net Income Before Taxes	$ 306,214	$ 40,255
	Refund (Provision) Income Taxes	$ -	$ -
	Excess (Deficit) of Revenues/Expenses	$ 306,214	$ 40,255

EXHIBIT
5

Decide with Confidence

OHIO MANUFACTURERS' ASSOCIATION, THE

D-U-N-S® 07-165-5575 | Single | Phone 614 224-5111 | Fax 614-224-1012
33 N High St Ste 600,
Columbus, OH 43215

Supplier Analysis Report

Purchase Date: 08/10/2011
Last Update Date: 06/24/2010

Executive Summary

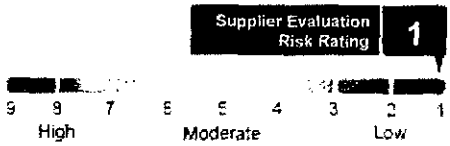
Company Info

[illegible]	1928
[illegible]	ERIC L BURKLAND, PRES
[illegible]	13
[illegible]	$1,288,614
[illegible]	OMA SERVICE CORPORATION, THE; OMA EDUCATIONAL AND INDUSTRIAL DEVELOPMENT INSTITUTE , THE
Sales (Financial Statement)	$3,224,233
Net Worth (Financial Statement)	963,884

As of 12/31/2009

Supplier Evaluation Risk Rating

Risk Rating

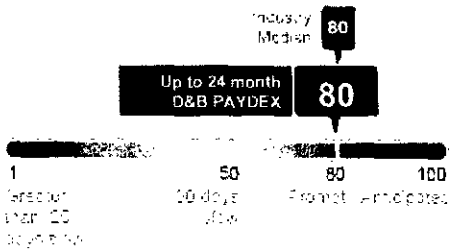


D&B Rating

D&B Rating **ER6**

D&B PAYDEX®

Up to 24 month D&B PAYDEX



Up to 3 month D&B PAYDEX

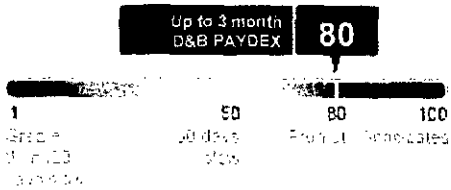
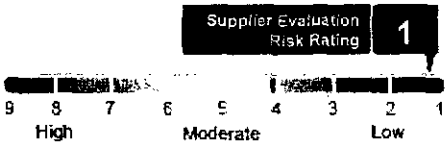


EXHIBIT
6

Supplier Risk Data

Supplier Evaluation Risk Rating



Probability of Failure

The Probability of Failure is the proportion of suppliers with this score that are projected to discontinue operations with loss to creditors.

[illegible] x number per 10,000	0.02%
[illegible]	0.48%

x number per 10,000

Supplier Risk Score Analysis

Key Financial Commentary

The business has a Supplier Evaluation Risk (SER) Rating that shows:

- Low proportion of satisfactory payment experiences to total payment experiences.

UNSPSC

UNSPSC (United Nations Standard Product and Services Code) is a globally accepted commodity (Product and Services) classification system. OHIO MANUFACTURERS' ASSOCIATION, THE offers the following product(s) and service(s):

Code	Description	Code	Description
94101500	Business associations	94101501	Agricultural industry associations
80100000	Management advisory services	94101502	Regulatory associations
84120000	Banking and investment		

Business Information

Business Summary

Financial Condition	GOOD
SIC	8611 Business associations
NAICS	813910 Business Associations
History Status	INCOMPLETE

Credit Capacity Summary

D&B Rating **ER6**

Prior D&B Rating	ER6
Rating Date	08/12/2006

Payment Activity (based on 20 experiences)	USD
Average High Credit	$2,715
Highest Credit	10,000
Total Highest Credit	36,650

Business History

Officers	ERIC L BURKLAND, PRES; LISA SCHAAF, COO
Directors	THE OFFICER(S)

As of 06/24/2010

The Ohio Secretary of State's business registrations file showed that The Ohio Manufacturers' Association was registered as a non-profit corporation on January 27, 1928.

Business started 1928.

ERIC L BURKLAND born 1950. 1980-present active here.

Decide with Confidence

LISA SCHAAF born 1957. 1994-present active here.

Government Activity Summary

Activity Summary

Borrower	No
Administrative Debt	No
Grantee	No
Party Excluded from Federal Programs	No
Public Company	N/A
Congressional District	12, 07, 15
Contractor	No
Importer/Exporter	N/A

Possible candidate for socioeconomic program consideration

[illegible]	N/A	[illegible]	No
[illegible]	YES (2011)	[illegible]	No
[illegible]	N/A	[illegible]	No
[illegible]	N/A	[illegible]	No
[illegible]	No	[illegible]	No
[illegible]		[illegible]	No
[illegible]	N/A	[illegible]	N/A

The details provided in the Government Activity section are as reported to Dun & Bradstreet by the federal government and other sources.

Operations Data

06/24/2010

Description:	Operates as a business association, specialized as trade association (100%).
	Has 2 account(s). Terms are cash, check or credit card and net 30 days. Sells to manufacturers, general public, non profit organizations and government. Territory : Local.
	Nonseasonal.
Employees:	13 which includes officer(s).
Facilities:	Rents 7,694 sq. ft. on 6th floor of a multi story steel building.
Location:	Central business section on main street.

Industry Data

SIC		NAICS	
Code	Description	Code	Description
86110100	Trade associations	813910	Business Associations

Financial Statements

Key Business Ratios (Based on 74 establishments)

	This Business	Industry Median	Industry Quartile
Profitability			
Return on Sales	5.7	2.6	2
Return on Net Worth	19.1	8.2	1
Short Term Solvency			
Current Ratio	2.3	4.8	3
Quick Ratio	2.2	4.4	3

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Efficiency			
Assets Sales	73.9	121.1	1
Sales / Net Working Capital	2.5	2.5	2
Utilization			
Total Liabs / Net Worth	147.3	41.0	4

As of 12/31/2009

Three Years Comparative Statement

	Fiscal Consolidated Dec 31 2007 USD	Fiscal Consolidated Dec 31 2008 USD	Fiscal Consolidated Dec 31 2009 USD
Curr Assets	$2,290,192	$1,969,292	$2,256,805
Curr Liabs	1,159,149	1,290,351	968,191
Current Ratio	1.98	1.53	2.33
Working Capital	1,131,043	678,941	1,288,614
Other Assets	228,061	180,200	126,831
Worth	770,240	762,041	963,884
Sales	3,303,906	2,796,523	3,224,233
Long Term Liab	588,864	97,100	451,561
Net Profit (Loss)	3,368,415	(9,009)	183,763

Most Recent Financial Statement

Fiscal Consolidated statement dated DEC 31 2009:

Assets	USD	Liabilities	USD
Current Assets		**Current Liabilities**	
Cash	$1,283,543	Accts Pay	$101,462
Accts Rec	856,449	Accruals	16,850
Other Curr Assets	116,813	Other Curr Liabs	849,879
Total Current Assets	**2,256,805**	**Total Current Liabilities**	**968,191**
Non Current Assets		**Non Current Liabilities**	
Fixt & Equip	126,831	L.T. Liab-Other	65,354
Total Assets	**2,383,636**	Def. Credits/Income	386,207
		RETAINED EARNINGS	940,220
		OTHER EQUITY	23,664
		Total Liabilities & Net Worth	**2,383,636**

As of 06/24/2010

From JAN 01 2009 to DEC 31 2009 annual sales $3,224,233. Operating expenses $3,040,470. Operating income $183,763. Net Income $183,763.

Statement Source
Prepared from statement(s) by Accountant: GBQ Partners LLP, Columbus, OH (reviewed). Prepared from books without audit.

On June 17, 2010, Angie Leach, Controller, confirmed company name, address, principals, annual sales and operational information using Dun &

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Bradstreet's Internet-based update method (eUpdate) at www.dnb.com.

Indicators

Public Filings Summary

The following data includes both open and closed filings found in D&B's database on this company

Record Type	No. of Records	Most Recent Filing Date
Judgment	0	
Lien	0	
Suit	0	
UCC	2	03/07/2009

The following Public Filing data is for information purposes only and is not the official record. Certified copies can only be obtained from the official source.

Full Filings

UCC Filings

Collateral	Business machinery/equipment	Type	Original
Filing No.	OH00133183985	Date Filed	03/07/2009
Latest Info Received	03/17/2009		
Where Filed	SECRETARY OF STATE/UCC DIVISION, COLUMBUS, OH		
Secured Party	IKON FINANCIAL SVCS, MACON, GA		
Debtor	OHIO MANUFACTURERS ASSOCIATION		

Collateral	Leased Business machinery/equipment including proceeds and products	Type	Original
		Date Filed	10/12/2005
Filing No.	OH00094266074		
Latest Info Received	10/27/2005		
Where Filed	SECRETARY OF STATE/UCC DIVISION, COLUMBUS, OH		
Secured Party	IOS CAPITAL, MACON, GA		
Debtor	OHIO MANUFACTURERS ASSOCIATION		

The public record items contained in this report may have been paid, terminated, vacated or released prior to the date this report was printed.

Additional UCC and SLJ filings for this company can be found by conducting a more detailed search in our Public Records Database.

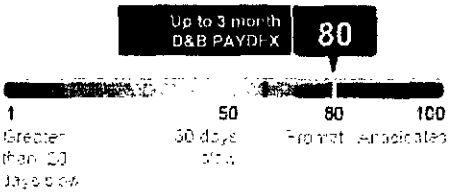
Paydex

D&B PAYDEX®

Decide with Confidence

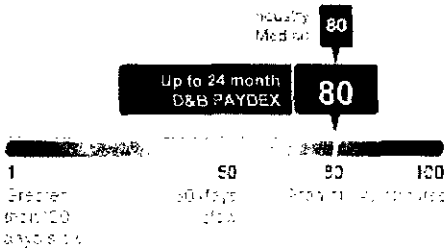
Shows the D&B PAYDEX scores as calculated up to 3 months and up to 24 months of payment experiences.

Up to 3 month D&B PAYDEX



When weighted by dollar amount, payments to suppliers average Within terms. Based on payments collected over last 3 months.

Up to 24 month D&B PAYDEX



When weighted by dollar amount, payments to suppliers average generally within terms. Based on payments collected up to 24 months.

When weighted by dollar amount, the industry average is GENERALLY WITHIN terms.

- High risk of late payment (average 30 to 120 days beyond terms)
- Medium risk of late payment (average *30 days or less* beyond terms)
- Low risk of late payment (average prompt to 30+ days sooner)

Payment Trend	unchanged *	Total Payment Experiences for the HQ	20
Payments Within Terms	95%	Total Placed for Collection	0
Average High Credit	$2,715	Largest High Credit	$10,000
Highest Now Owing	$2,500	Highest Past Due	$0

* compared to payments three months ago

Payment Summary

The Payment Summary section reflects payment information in D&B's file as of the date of this report.

There are 20 payment experiences in D&B's file, with 12 experiences reported during the last three month period.
The highest Now Owes on file is $2,500. The highest Past Due on file is $0.

Top 10 Industries

Industries	Total *Received*	Total *Amounts*	Largest *High Credit*	Within *Terms (%)*	Days Slow (%) 0-30	31-60	61-90	90+
Telephone communications	4	$1,550	$1,000	97	3	0	0	0
Public finance	2	10,000	5,000	100	0	0	0	0
Wholesale office equipment	2	6,000	5,000	100	0	0	0	0
Office equipment rental	1	10,000	10,000	100	0	0	0	0
Not classified	1	5,000	5,000	100	0	0	0	0
Miscellaneous services	1	1,000	1,000	100	0	0	0	0
Wholesale supplies	1	1,000	1,000	100	0	0	0	0
Leasing - association	1	500	500	100	0	0	0	0

Decide with Confidence

[illegible]	1	250	250	100	0	0	0	0
[illegible]	1	0	0	0	0	0	0	0

Other Payment Categories

Category	Total Received	Total Dollar Amounts	Largest High Credit
Cash Experiences	5	$1,350	$1,000
Payment record [illegible]	0	0	0
Unfavorable comments	0	0	0
Placed for Collection	0	0	0

Detailed Payment History

Date Reported	Paying Record	High Credit	Now Owes	Past Due	Selling Terms	Last Sale within(months)
July 2011	Ppt	$5,000	$0	$0	N/A	6-12
	Ppt	5,000	2,500	0	Lease Agreemnt	1
	Ppt	1,000	500	0	N/A	1
June 2011	Ppt	1,000	1,000	0	N/A	1
	Ppt	1,000	0	0	N/A	6-12
	Ppt	500	0	0	N/A	1
	Ppt	0	0	0	N/A	1
	Ppt	0	0	0	N/A	1
	Slow 30	50	0	0	N/A	2-3
	(010)	0	0	0	Sales COD	1
May 2011	Ppt	1,000	0	0	N/A	6-12
	Ppt	250	250	0	N/A	1
April 2011	Ppt	500	0	0	N/A	1
February 2011	Ppt	10,000	100	0	Lease Agreemnt	
October 2010	(015)	250	0	0	Cash account	2-3
June 2010	Ppt	5,000	0	0	N/A	1
	Ppt	5,000	0	0	N/A	1
May 2010	(018)	50	0	0	Cash account	1
	(019)	50	0	0	Cash account	1
March 2010	(020)	1,000	0	0	Cash account	1

Lines shown in red are 30 or more days beyond terms

Payment experiences reflect how bills are met in relation to the terms granted. In some instances payment beyond terms can be the result of disputes over merchandise, skipped invoices etc.

Each experience shown is from a separate supplier. Updated trade experiences replace those previously reported.