

WHAT IS TRUE ABOUT A CUSTOMER, BEFORE ANYONE MAKES CONTACT.

Two documents about one company: a decision brief that says what to do, and the evidence record that earns the right to say it. Every fact carries its source, its date and how far to trust it — and everything we could not find is listed with the reason it is missing.

A CONSTRUCTED CASE. Every company, person, site, permit, filing, date and figure in this document is invented. It exists so you can see what an Account Dossier looks like before you buy one — the method, the source rules and the honesty rules are real; the company is not. A real dossier looks like this with a real company in it.

PART ONE

The Decision Brief

The thing being bought. What this account is, what makes a conversation useful now, what to monitor, where expansion lives — every sentence citing the evidence it stands on, with the confidence of the weakest link stated.

PART TWO

The Evidence Record

The basis of trust. Every fact as an atom — one claim, one source, one date — with a source tier, a confidence level assigned by written rule, the contradictions shown, and a register of what was not found.

25

atoms of evidence, each with all eight mandatory fields

12

sources, each ranked by who pays if it is wrong

6

recorded gaps — what we could not find, and why

1

contradiction, adjudicated by written rule, loser retained

PART ONE

The Decision Brief

Not valid without the evidence record below it. Every assertion carries the atom IDs it rests on and the confidence level of the weakest one. An unsourced assertion in this document is a defect, not a style choice.

ENTITY	CTF — Corvane Tube & Form, Inc. constructed
DOSSIER TYPE	Prospect · thin spine — penetration layers not built; their absence is recorded, not hidden
PAIRED EVIDENCE RECORD	Part Two of this document, Edition 1 — this brief is not valid without it
EDITION · DATE	Edition 1 · 16 August 2026

VALID FOR USE UNTIL **14 November 2026**

The earliest revalidation date among the atoms this brief leans on. Seat-occupancy atoms (A-15, A-17) must additionally be re-checked before any contact, whatever today's date is. Past 14 November this is a historical record, not a basis for contact — a brief that cannot expire is an opinion that cannot be wrong.

1 · THE MAIN MESSAGE

Corvane Tube & Form is a family-held, two-site fabricator of welded stainless tube assemblies for hygienic processing, whose Ohio plant is doing two things at once: **expanding** — a 22,000 sq ft addition permit filed 11 June — and **visibly failing to staff the inspection capacity** that hygienic work and that expansion both require, with the same certified-weld-inspector role posted three times in ninety days. The person who owns both problems, a Vice President of Operations five months into the seat, is publicly identifiable. The purchasing organisation is not. That combination — a dated operational window, a reachable new owner of it, and an invisible buying function — points at one entry path: **operations first, at the Ohio site, on the inspection problem, this quarter.**

Atoms A-02 · A-04 · A-15 · A-18 · A-19 · A-21 · gap M-2

WEAKEST: INFERRED

2 · THE FOUR DECISIONS

APPROACH — where, why and how to enter

Enter at the Dunlow, OH site through Dana Whitlock, VP Operations — new enough in the seat (appointed 9 March 2026) to be re-examining inherited suppliers and processes, and the visible owner of an expansion whose permit he inherited five weeks into the job. The opening subject is the one his own careers page is broadcasting: weld inspection capacity. Not a purchasing conversation — no purchasing seat is publicly findable, so a procurement-first approach would be aimed at a door we cannot see.

A-15 · A-16 · A-18 · A-19 · A-21

WEAKEST: INFERRED

RELEVANCE — what makes a conversation useful now

The expansion and the inspector shortage are live simultaneously, and they compound: hygienic-process customers buy documented weld traceability — Corvane's own language — and every square foot of new capacity is worthless to them without the inspection throughput to certify what it produces. A conversation that arrives inside that window, about that constraint, is useful on arrival. And the pressure is arriving from below as well: the 2026 revision of the HPW-9 documentation standard takes effect 1 January 2027, which means Corvane's own customers will be demanding more inspection paper at exactly the moment the new floor space opens — a seller who walks in already knowing that is having a different meeting. The announced skid sub-assembly program (A-22) would sharpen this further, but it is unverified and this brief does not lean on it — the conversation stands without it.

A-07 · A-13 · A-18 · A-19 · A-21 · A-24 · A-25

WEAKEST: INFERRED

NURTURE — what should be monitored over time

Five watch items, each with a date attached: the ISO 9001 certificate at Marren expires February 2027 — recertification activity is a contact trigger. The Dunlow permit either progresses to construction or lapses — either outcome changes the account's shape. The third weld-inspector posting either closes or is re-posted a fourth time — a fourth posting upgrades the constraint inference. The purchasing function either surfaces — a posting, a named seat — or stays dark; its first public appearance re-routes the Approach decision. And the HPW-9 revision reaches its effective date, 1 January 2027 — every quarter closer raises the documentation stakes at Corvane's buyers.

A-09 · A-18 · A-21 · A-24 · gaps M-2, M-3

WEAKEST: INFERRED

EXPANSION — where unclaimed revenue or preventable loss exists

Two sites, one likely-centralised family ownership structure, and no evidence of how purchasing splits between them — so this decision is stated at the only honest depth: whichever site the first engagement enters, the other site is a second, distinct opportunity that the entity's structure suggests is reachable through the same family leadership rather than through separate procurement. **This dossier does not size that opportunity.** Corvane's revenue is not public, no filing states it, and a modelled estimate would be another party's inference wearing a confidence interval — the number does not appear because it was not found.

A-02 · A-03 · A-04 · A-17

WEAKEST: INFERRED

3 · ASSUMPTIONS — THE LOAD-BEARING ONES, AND WHAT FOLLOWS IF EACH IS WRONG

ASSUMPTION	WHY WE ARE MAKING IT	IF IT IS WRONG
The permitted addition is production capacity connected to hygienic work	The permit describes an addition to the manufacturing building; the skid-program announcement (unverified) points the same direction	If it is warehousing or office space, Relevance loses its urgency and Approach loses its date. The permit proves a permit — widening a claim past its source is how confident fiction enters a disciplined record
Purchasing authority sits with family leadership at Marren, not independently at each site	Family-held single entity, no purchasing seat visible anywhere, president's surname on the incorporation record	If Dunlow buys independently, the operations-first entry is still right but the <i>second</i> conversation belongs at Dunlow, not Marren — and the Expansion decision inverts
Three postings for one role in ninety days is unfilled demand, not routine turnover	Same title, same site, escalating spacing; hygienic work makes the role hard to leave unfilled	If it is churn, the constraint is real but different — retention, not capacity — and the opening conversation changes shape

4 · WHAT WOULD CHANGE THIS

INDICATOR	WHAT IT WOULD CHANGE
No visible construction start at Dunlow by end of October	Retires the timing urgency in Approach and Relevance; the account reverts to nurture
Whitlock leaves the VP Operations seat	Voids A-15/A-16 and the entry path; the successor's arrival is itself the new entry event
A purchasing or supply-chain leadership posting appears	The invisible function becomes visible; Approach re-routes and assumption 2 gets tested by evidence instead of held

5 · WHAT WE DON'T KNOW THAT BEARS ON THE ABOVE

GAP	REASON IT IS MISSING	WHICH DECISION IT WEAKENS
Any revenue figure	NOT FOUND — private company, no filing. No estimate substituted	Expansion is stated without a size, deliberately
Who buys, and how buying splits across the two sites	NOT FOUND (seat) · NOT ATTEMPTED (penetration layer)	Approach rests on entering through operations instead; assumption 2 carries the load
Construction status behind the permit	NOT FOUND — the filing is public; ground broken is not evidenced	Relevance timing; assumption 1 carries the load

6 · REVALIDATION AT ISSUE

ATOM	CLAIM	LAST-VERIFIED	REVALIDATED FOR THIS ISSUE?
A-15	Whitlock holds VP Operations	15 Aug 2026	Yes
A-17	R. Corvane holds President	15 Aug 2026	Yes
A-20 / A-21	Change events retain commercial relevance	15 Aug 2026	Yes — relevance re-scored, evidence validity unchanged

On the expiry date on the cover: it is computed from the protocol's revalidation intervals. Those intervals are assigned by judgement and have not yet been validated against observed staleness. The date is a working control, not a measurement — and this document says so rather than letting the precision imply otherwise.

Why a dossier compounds — stated here because a first edition cannot show it. The second edition of this document contains a table this one cannot: *what changed since the last edition, and what drove the change* — the seat that turned over, the permit that broke ground, the standard that took effect, each with the date it was noticed. That accumulated change record is the one advantage a competitor cannot buy their way into, because it cannot be back-filled by anyone who starts later. Edition 1 is the instrument. The growing change record is the asset.

PART TWO

The Evidence Record

This record reports evidence. It does not recommend, rank, or estimate any figure it did not find. Where sources conflict, both are shown with the written rule that decided. Where something is absent, it is listed with the reason it is absent. The recommendation is Part One, which is not valid without this record.

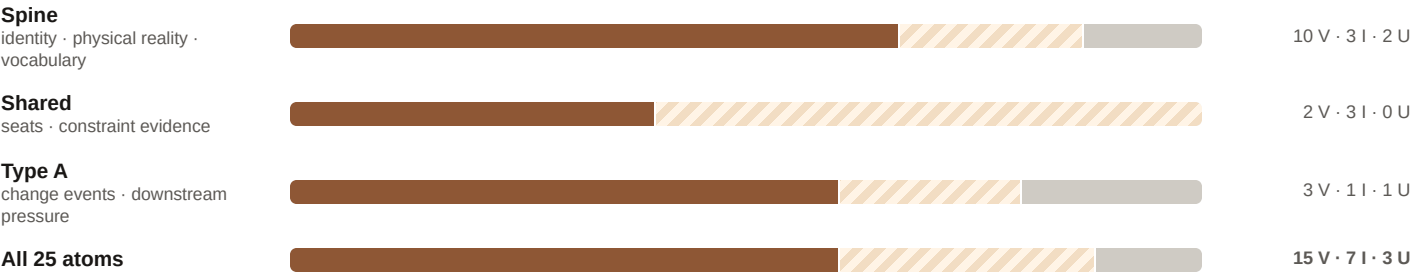
ENTITY · SITES	CTF — Corvane Tube & Form, Inc. · CTF-S1 Marren, PA (HQ + plant) · CTF-S2 Dunlow, OH (plant)
LAYERS PRESENT	Spine (S1, S3, S4) · Shared (X1, X2) · Type A (A1, A2) — Type B omitted; see the missing register
ACCESS CLASSIFICATION	Shared public evidence — no client-private overlay exists on a prospect
BUILT UNDER	Dossier Protocol V1 · source rules V1 · collection workflow V1, in its fixed step order

1 · STATE OF THE EVIDENCE — BEFORE YOU READ ANY OF IT

Three axes, reported apart — never combined into a single score. A composite number is barred from this document by rule: it would average away exactly the differences a buyer needs to see.

Verified
Inferred
Unverified

CONFIDENCE LEVEL, BY LAYER — ASSIGNED BY WRITTEN RULE, NOT BY FEEL



REVALIDATION CLASS	WITHIN INTERVAL	DUE	NEVER VERIFIED
Structural — annual	13	0	0
Cyclical — quarterly	6	0	0
Volatile — before any external use	6 — all re-checked at issue, 15 Aug 2026	0	0

Contradiction status: 23 clean · 2 contradicted-and-adjudicated (the pair in §3) · 0 superseded.

2 · THE ATOMS — EVERY FACT, ONE CLAIM, ONE SOURCE, ONE DATE

Eight mandatory fields on every atom. An atom missing any of them is not rendered as weak evidence — it goes to the missing register as **NOT ADMISSIBLE**, because a rendered claim gets read. Source tiers rank *who pays the cost of the claim being wrong*: T1 regulatory and legal record · T2 third-party audited · T3 the company on itself, at cost · T4 the company on itself, free · T5 third-party unaudited. A tier is a confidence ceiling: T4 and T5 can never make an atom verified on their own.

S1 — ENTITY SPINE · structural · who this legally is, and where

A-01 Corvane Tube & Form, Inc. is an active Pennsylvania corporation, incorporated 12 March 1987.

all sites

T1 · CORPORATE REGISTRY

event 1987-03-12

retrieved 2026-08-13

VERIFIED

A-02 The company is family-held.

all sites

T1 · OFFICER FILINGS

event 2026-01-15

retrieved 2026-08-13

INFERRED

Reasoning recorded: president and secretary share the Corvane surname across every filing found; no institutional investor, PE registration or parent entity appears anywhere. The filings are primary — but "family-held" is a conclusion they support, not a fact they state. So it reads Inferred, from a tier-1 source.

A-03 HQ and original plant at 400 Foundry Road, Marren, PA.

CTF-S1

T1 · REGISTRY + ADDRESS LIST

event 2026-01-15

retrieved 2026-08-13

VERIFIED

A-04 Second plant at 1810 License Run Road, Dunlow, OH — owned by the entity since 2014.

CTF-S2

T1 · COUNTY DEED

event 2014-09-30

retrieved 2026-08-13

VERIFIED

A-05 Two manufacturing sites operate as of retrieval.

all sites T1 · REGISTRY + PROPERTY RECORDS event 2026-08-13 retrieved 2026-08-13 VERIFIED

Contradicted by A-23 and adjudicated in S3. This atom prevailed; the loser is retained below, because deleting it would hide that the check ever happened.

A-06 Headcount is in the 180–220 range across both sites.

all sites T5 + T4 · COUNTY REPORT + CAREERS PAGE events 2025-12-31 / 2026-08-14 retrieved 2026-08-14 INFERRED

Two weak sources agreeing within range — the county report says 195 (2025), the careers page says "over 200" (2026). Neither can verify; together they support a band. The band is recorded. A point figure is not.

S3 — PHYSICAL AND TECHNICAL REALITY · structural · what is made, on what, to what standard

A-07 Products: welded and formed stainless tube assemblies for hygienic processing systems.

all sites T3 · PUBLISHED SPEC SHEETS event 2026-02-01 retrieved 2026-08-14 VERIFIED

Tier 3 supports verified here because a published spec is something the company is bound to — it costs them if it is wrong.

A-08 Processes in-house: CNC rotary-draw bending, orbital TIG welding, passivation.

all sites T3 · CAPABILITY SPEC event 2026-02-01 retrieved 2026-08-14 VERIFIED

A-09 ISO 9001:2015 certified at the Marren site — certificate valid to 12 February 2027.

CTF-S1 T2 · CERTIFICATION BODY REGISTRY event 2024-02-12 retrieved 2026-08-14 VERIFIED

Carries a valid-to date — the expiry is a nurture trigger, not trivia.

A-10 Website states products are "manufactured to ASME BPE."

all sites T4 · WEBSITE CAPABILITY PAGE event 2026-08-14 retrieved 2026-08-14 UNVERIFIED

No registry or audited evidence found. Marketing copy caps at unverified regardless of plausibility — this atom sits directly beside A-09 on purpose: same company, similar claim, different source class, different confidence.

A-11 Exhibited in the hygienic processing pavilion at the 2026 Process Equipment Expo.

all sites T3 · PUBLISHED EXHIBITOR LIST event 2026-04-21 retrieved 2026-08-14 VERIFIED

A-12 Serves dairy and biopharma processing OEMs and integrators.

all sites INFERENCE ACROSS A-07 + A-11 event 2026-04-21 retrieved 2026-08-14 INFERRED

The narrowest-claim rule at work: the exhibit is Verified (A-11); who the exhibit implies they sell to is Inferred (this atom). One fact, two claims, two tags. No customer is named anywhere public.

A-13 Describes itself as "a single accountable source for welded assemblies"; leads its capability page with "documented weld traceability."

all sites T4 · ABOUT + CAPABILITY PAGES event 2026-08-14 retrieved 2026-08-14 VERIFIED AS SAID

Nothing in this layer is ever verified as fact. A quote is verified as having been said — source and date — never as true. It is recorded for use in conversation, in their language, not mined as evidence.

A-14 Careers page language: "we promote from within."

all sites T4 · CAREERS PAGE event 2026-08-14 retrieved 2026-08-14 VERIFIED AS SAID

X1 — DECISION-SEAT OCCUPANCY · volatile · re-checked before any use, always dated

A-15 Dana Whitlock is Vice President of Operations — announced 9 March 2026.

all sites T3 · COMPANY ANNOUNCEMENT event 2026-03-09 retrieved 2026-08-15 last-verified 2026-08-15 VERIFIED

A-16 Whitlock's prior role was plant management at a larger contract fabricator.

all sites T5 · PUBLIC PROFESSIONAL PROFILE event 2026-03-09 retrieved 2026-08-15 INFERRED

Background inferred from an external profile is inferred by rule — whatever the profile says about itself.

A-17 R. Corvane holds the President seat.

CTF-S1 T1 · REGISTRY ANNUAL FILING event 2026-01-15 retrieved 2026-08-15 last-verified 2026-08-15 VERIFIED

X2 — CONSTRAINT EVIDENCE · cyclical · the inference layer: read across sources, reasoning recorded

A-18 The "Weld Inspector (CWI)" role at Dunlow is live as of 15 August and carries posting dates of 19 May, 30 June and 11 August 2026 — three postings in ninety days.

CTF-S2 T3 + T5 · CAREERS PAGE + TWO JOB AGGREGATORS events 2026-05-19 → 08-11 retrieved 2026-08-15 INFERRED

The current posting is Verified on its own; the ninety-day pattern is not — a first build cannot have watched the page for ninety days, so the posting history comes from third-party listings whose independence from each other is not established. Two secondaries that might share a feed are one source wearing two mastheads. So the pattern reads Inferred, and says why. A real engagement's second edition gets to watch the page itself.

A-19 Inspection capacity at the Dunlow site is a live constraint.

CTF-S2 INFERENCE ACROSS A-18 + A-21 + A-07 event 2026-08-11 retrieved 2026-08-15 INFERRED

Three sources that do not reference each other, read together: repeated postings for one role at one site, an expansion permitted at the same site, and a product line that cannot ship without documented inspection. One posting is an observation, not a constraint — the rule requires the pattern, and the pattern is here. This is the layer a search engine cannot produce, because no single page contains it.

A1 — DATED CHANGE EVENTS · volatile relevance, permanent validity · no event date, no atom

A-20 Leadership change: VP Operations seat filled 9 March 2026.

all sites T3 · COMPANY ANNOUNCEMENT event 2026-03-09 retrieved 2026-08-15 VERIFIED

Same event as A-15, recorded here as a change event — because timing decays and the fact does not, and the two are scored separately by rule.

A-21 Building permit filed for a 22,000 sq ft addition to the manufacturing building at 1810 License Run Road — 11 June 2026, permit BP-26-1147.

CTF-S2

T1 · COUNTY PERMIT PORTAL

event 2026-06-11

retrieved 2026-08-15

VERIFIED

The permit proves the permit. Construction underway is not claimed anywhere in this record, because it was not evidenced — the brief's assumption 1 carries that gap out loud instead of papering over it.

A-22 Announced a "hygienic skid sub-assembly program" — 2 July 2026.

all sites

T4 · COMPANY NEWS POST

event 2026-07-02

retrieved 2026-08-15

UNVERIFIED

Where only the company's own marketing attests an event, the event stands at its tier. The brief names this atom and declines to lean on it.

A2 — CUSTOMER-OF-CUSTOMER PRESSURE · cyclical · not standard on a prospect — invoked here because the expansion window makes this account high-value, and the invocation is stated

A-24 The 2026 revision of the Hygienic Process Weld Documentation Standard "HPW-9" tightens weld-documentation and inspector-traceability requirements for hygienic installations — effective 1 January 2027.

all sites

T2 · STANDARDS BODY REVISION BULLETIN

event 2026-05-02

retrieved 2026-08-15

VERIFIED

A-25 That tightening will reach Corvane as customer documentation demands during exactly the period the expansion comes online.

all sites

INFERENCE ACROSS A-24 + A-12 + A-07

event 2026-05-02

retrieved 2026-08-15

INFERRED

Pressure two links down the chain, read before it arrives. Inferred by default and by rule: characterisation of transmitted pressure promotes to verified only on direct evidence — a customer saying it — which does not exist publicly. This is the layer that changes the conversation: Corvane's customers' problem becomes Corvane's problem before Corvane announces it, and a seller who arrives already knowing that is having a different meeting.

RETAINED CONTRADICTED ATOM · the loser is never deleted

A-23 "Three Corvane locations" per a regional manufacturers directory.

all sites

T5 · DIRECTORY

undated listing

retrieved 2026-08-13

UNVERIFIED

Contradicted by A-05, adjudicated in §3, retained by rule.

Type B — the penetration layer — is omitted entirely. This is a prospect dossier: which sites buy independently, what was bought and when, and what their customers demand of them are populated through contact and client data, never from public sources. The omission is recorded once in the missing register — absence stated, not disguised.

3 · THE CONTRADICTION — SHOWN, RULED ON, BOTH KEPT

A-05 Two manufacturing sites operate as of retrieval.

T1 · REGISTRY + PROPERTY RECORDS

event 2026-08-13

VERIFIED

A-23 "Three Corvane locations."

T5 · MANUFACTURERS DIRECTORY

undated

UNVERIFIED

Adjudication: A-05 prevails — higher tier wins, by written rule. The directory's third address traces to a leased warehouse surrendered in 2021 per county records — a true fact that stopped being true, still circulating in an aggregator. Both atoms are retained and the ruling is logged: the loser is never deleted, because deleting it would hide that the check ever happened.

A second apparent contradiction never reached this table: the county report's headcount (195, dated 2025) against the careers page's "over 200" (2026). Those are two truths at different dates — resolved by event date before the adjudication rule was ever invoked, which is what entity, site and date discipline is *for*. Most contradictions die there.

4 · THE MISSING REGISTER — WHAT WE COULD NOT FIND, AND WHY THAT IS A FINDING

This section may not be empty, by rule — an empty register means the build was not audited, and QC returns it. **NOT FOUND** means we looked and it is not publicly available — a finding about the company. **NOT ATTEMPTED** means we did not look — a fact about this build. One is never used for the other.

Any revenue figure **NOT FOUND**
Private, no filing, no disclosure anywhere searched. No estimate substituted — vendor-modelled revenue is another party's inference wearing a confidence interval.

Any purchasing, procurement or supply-chain seat **NOT FOUND**
No posting, no named person, no title anywhere public. This absence shapes the brief's Approach decision.

Construction status behind permit BP-26-1147 **NOT FOUND**
The filing is public; site progress is not evidenced in anything searched.

Full subsidiary and brand map **NOT ATTEMPTED — thin spine**
Deliberate at this depth; completed on conversion.

The entire penetration layer (B1–B3) **NOT ATTEMPTED — layer not built**
Prospect dossier; populated through contact, never from public sources.

A claimed marquee customer name, found in the directory **NOT ADMISSIBLE**
The claim carried no event date and no primary trace. It was found, and it failed the mandatory core — so it is listed here instead of rendered as a weak atom, because a rendered claim gets read.

5 · SOURCES — EACH RANKED BY WHO PAYS IF IT IS WRONG

SOURCE	TIER	RETRIEVED	SUPPORTS
Corporate registry — entity + officer filings	T1	13 Aug	A-01, A-02, A-03, A-05, A-17
County property records	T1	13 Aug	A-04, A-05, §3 ruling
County permit portal — BP-26-1147	T1	15 Aug	A-21
Certification body registry	T2	14 Aug	A-09
Product + capability specifications	T3	14 Aug	A-07, A-08
Careers page — three dated captures	T3/T4	14–15 Aug	A-06, A-14, A-18
Company news posts	T3/T4	15 Aug	A-15, A-20, A-22
Exhibitor list — Process Equipment Expo 2026	T3	14 Aug	A-11
Regional manufacturers directory	T5	13 Aug	A-23, register M-6
County economic development annual report	T5	14 Aug	A-06
Public professional profile	T5	15 Aug	A-16
Standards body revision bulletin — "HPW-9" 2026	T2	15 Aug	A-24, A-25

HOW THIS WAS BUILT — THE ORDER, BECAUSE THE ORDER IS THE METHOD

- 1
- Identity first. No atom is admissible without an entity and site ID, so everything else has somewhere true to attach. If entity resolution fails, the build pauses — every later fact would attach to a guess.
- 2
- Physical reality second. What is made, where, on what — collected before anything volatile, because everything volatile is interpreted against it.
- 3
- Their vocabulary third. Sampled for language, never mined for fact.
- 4
- Seats fourth — deliberately late. Volatile facts collected early are stale by delivery.
- 5
- Constraint inference fifth. Only possible after the layers it reads across exist.
- 6
- Dated events sixth, newest backwards. No event date, no atom.
- 7
- The missing register written as the build closed — each absence logged when it was noticed, not reconstructed afterwards.

▮ **RULE EDGES, DISCLOSED** — this sample is also the protocol's first rehearsal, and three places where the written rules had to be interpreted are flagged in the text exactly where they occur — including one where the honest answer lowered our own confidence tag (A-18). A method that never meets a case it did not anticipate is a method nobody has used. The flags stay in, because the discipline of logging them is the product.

Why this is hard to fake. Any tool can produce a page that says "family-held, expanding, hiring inspectors." What it cannot produce is the machinery around those words: the tier of every source, the confidence of every claim assigned by written rule, the expiry date, the adjudicated contradiction with the loser kept, and a register of what was looked for and not found. That machinery is not decoration — it is the difference between research and a rumour with formatting.

Questions about the dossier, or want one built on a real account? kevin@signaltrapper.com