

GORMAN MANUFACTURING COMPANY, INC.

D-U-N-S® 80-473-5132 Headquarters Phone 650 555-0000
 492 Koller St.
 San Francisco, CA 94110

BIR

Purchase Date: 07/17/2017
 Last Update Date: 03/06/2017
 Attention: manageo

Executive Summary

Company Info

Year Started	1985
CEO	LESLIE SMITH, PRES
Employees	153
Employees Here	120 at this location
Working Capital	\$2,286,332
Do not confuse with	other Gorman companies, this is a fictitious company used by D&B for demonstration purposes
Sales (Financial Statement)	\$24,662,580
Net Worth (Financial Statement)	2,065,239

As of 12/31/2016

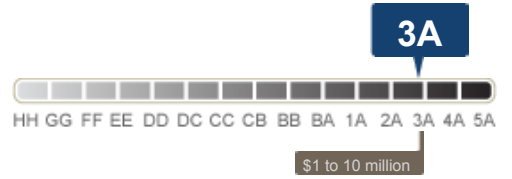
D&B Viability Rating

D&B Viability Rating	2	7	A	A
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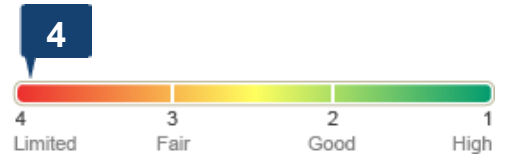
D&B Rating

D&B Rating **3A4**

Financial Strength



Composite Credit Appraisal



2 Viability Score

7 Portfolio Comparison

A Data Depth Indicator

A Company Profile

Financial Data	Trade Payments	Company Size	Years in Business
Available	Available (3+Trade)	Large	Established

Up to 24 month D&B PAYDEX

Up to 3 month D&B PAYDEX

Credit Limit Recommendation

Risk Category

Conservative Credit Limit	\$10,000
Aggressive Credit Limit	\$30,000

Business Information

Business Summary	
Branch & Division	YES
Financing	SECURED
Financial Condition	FAIR
SIC	2752 Lithographic commercial printing
NAICS	323111 Commercial Printing (except Screen and Books)
History Status	CLEAR

Credit Capacity Summary

D&B Rating **3A4**

Financial Strength

Composite Credit Appraisal

Prior D&B Rating	3A4
Rating Date	11/22/2013
Payment Activity (based on 16 experiences)	USD
Average High Credit	\$140,937
Highest Credit	1,000,000
Total Highest Credit	2,255,000

D&B Viability Rating

The D&B Viability Rating uses D&B's proprietary analytics to compare the most predictive business risk indicators and deliver a highly reliable assessment of the probability that a company will no longer be in business within the next 12 months.

2

Viability Score

Compared to All US Businesses within D&B Database:

- Level of risk: **Low Risk**
- Businesses ranked 2 have a probability of becoming no longer viable: **2%**
- Percentage of businesses ranked 2: **4%**
- Across all US businesses, the average probability of becoming no longer viable: **14%**

7

Portfolio Comparison

Compared to all Businesses within the same MODEL SEGMENT:

Model Segment: **Available Financial Data**

- Level of risk: **High to Moderate Risk**
- Businesses ranked 7 within this model segment have a probability of becoming no longer viable: **1%**
- Percentage of businesses ranked 7 within this model segment: **10%**
- Within this model segment, the average probability of becoming no longer viable: **0.6%**

A

Data Depth Indicator

Data Depth Indicator Details:

- ✓ Rich Firmographics
- ✓ Extensive Commercial Trading Activity
- ✓ Comprehensive Financial Attributes

A

Company Profile

Financial Data	Trade Payments	Company Size	Years in Business
Available	Available (3+Trade)	Large	Established

Company Profile Details:

- Financial Data: **Available**
- Trade Payments: **Available** (3+Trade)
- Business Size: **Large** (Employees:50+ or Sales: \$500K+)
- Years in Business: **Established** (5+)

Business History

Officers LESLIE SMITH, PRES;
KEVIN J HUNT, SEC-TREAS

Directors THE OFFICER(S)

As of 03/06/2017

The California Secretary of State's business registrations file showed that Gorman Manufacturing Company, Inc. was registered as a Corporation on May 21, 1985.

Business started 1985 by Leslie Smith and Kevin J Hunt. 60% of capital stock is owned by Leslie Smith. 40% of capital stock is owned by Kevin J Hunt.

LESLIE SMITH born 1946. Graduated from the University of California, Los Angeles, CA, in June 1967 with a BS degree in Business Management. 1967-85 General Manager for Raymor Printing Co, San Francisco, CA. 1985 formed subject with Kevin J Hunt. 1985 to present active as Principal in Gorman Affiliate Ltd, San Francisco, CA.

KEVIN J HUNT born 1945. Graduated from Northwestern University, Evanston, IL in June 1966. 1966-1985 was General Manager for Raymor Printing Co, San Francisco, CA. 1985 formed subject with Leslie Smith. 1985 to present active as Principal in Gorman Affiliate Ltd, San Francisco, CA.

AFFILIATE:

The following is related through common principals, management and/or ownership. Gorman Affiliate Ltd, San Francisco, CA, started 1985. Operates as commercial printer. Intercompany relations: None reported by management.

Business Registration

CORPORATE AND BUSINESS REGISTRATIONS PROVIDED BY MANAGEMENT OR OTHER SOURCE

The Corporate Details provided below may have been submitted by the management of the subject business and may not have been verified with the government agency which records such data.

Registered Name	Status	ACTIVE	Filing Date	04/01/2014
GORMAN MANUFACTURING COMPANY INC	Where Filed	BUSINESS PROGRAMS DIVISION, SACRAMENTO, CA	Registered Agent	C FESTA 123 MAIN STREET, SAN FRANCISCO, CA 94110
Business Type	CORPORATION			
State of Incorporation	CALIFORNIA			

Government Activity Summary

Activity Summary		Possible candidate for socioeconomic program consideration	
Borrower	No	Labor Surplus Area	N/A
Administrative Debt	No	Small Business	N/A
Grantee	No	Women Owned	N/A
Party Excluded from Federal Programs	No	Minority Owned	Yes
Public Company	N/A		
Contractor	No		
Importer/Exporter	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

As of 03/06/2017

Description: Engaged in commercial lithographic printing (100%).
 Terms are Net 30 days. Has 240 account(s). Sells to commercial concerns. Territory : United States.
 Nonseasonal.

Employees: 153 which includes officer(s). 120 employed here.

Facilities: Occupies premises in a one story cinder block building.

Location: Central business section on well traveled street.

Industry Data

SIC		NAICS	
Code	Description	Code	Description
27520000	Commercial printing, lithographic	323111	Commercial Printing (except Screen and Books)

Family Tree

Branches Domestic

GORMAN
 MANUFACTURING
 COMPANY, INC.;
 (D-U-N-
 S@:36-228-1243)
 1073 S BOYLE AVE,
 LOS ANGELES, CA
 90023-1246

Subsidiaries Global

KENTMORE
 CLOTHING
 (MANUFACTURING)
 PTY LTD;
 (D-U-N-
 S@:75-468-3795)
 AKA: KENTMORE
 GOODFIT
 55 MARLAND RD,
 COLLINGWOOD, 2611,
 AU

This list is limited to the first 25 branches, subsidiaries, divisions and affiliates, both domestic and international. Please use the Global Family Linkage Link above to view the full listing.

Financial Statements

Three Years Comparative Statement

	Fiscal Consolidated Dec 31 2014 USD	Fiscal Consolidated Dec 31 2015 USD	Fiscal Consolidated Dec 31 2016 USD
Curr Assets	\$10,084,060	\$9,624,779	\$11,284,644
Curr Liabs	8,157,897	6,928,698	8,998,312
Current Ratio	1.24	1.39	1.25
Working Capital	1,926,163	2,696,081	2,286,332

Key Business Ratios (Based on 46 establishments)

	This Business	Industry Median	Industry Quartile
Profitability			
Return on Sales	0.8	2.8	4
Return on Net Worth	9.2	10.4	3

Other Assets	1,625,409	1,341,572	1,101,197	Current Ratio	1.3	2.3	3
Worth	1,490,077	1,559,877	2,065,239	Quick Ratio	1.1	1.8	3
Sales	20,839,372	19,945,238	24,662,580	Efficiency			
Long Term Liab	2,061,495	2,477,776	1,322,290	Assets Sales	50.2	51.0	2
Net Profit (Loss)	157,228	179,974	189,127	Sales / Net Working Capital	10.8	7.7	2
				Utilization			
				Total Liabs / Net Worth	499.7	75.3	4

As of 12/31/2016

Most Recent Financial Statement

Fiscal Consolidated statement dated DEC 31 2016:

Assets	USD	Liabilities	USD
Current Assets		Current Liabilities	
Cash	\$532,763	Accts Pay	\$6,275,432
Accts Rec	8,927,402	Accruals	5,656
Inventory	1,573,335	L.T. Liab-(1yr)	2,656,435
Other Curr Assets	251,144	Other Curr Liabs	60,789
Total Current Assets	11,284,644	Total Current Liabilities	8,998,312
Non Current Assets		Non Current Liabilities	
Fixt & Equip	1,025,657	L.T. Liab-Other	1,322,290
Deposits	5,635	COMMON STOCK	50,000
Other Assets	69,905	ADDIT. PD.-IN CAP	650,230
Total Assets	12,385,841	NET WORTH	1,365,009
		Total Liabilities & Net Worth	12,385,841

As of 03/06/2017

From JAN 01 2016 to DEC 31 2016 annual sales \$24,662,580; cost of goods sold \$19,965,222. Gross profit \$4,697,358; operating expenses \$3,695,832. Operating income \$1,001,526; other expenses \$641,590; net income before taxes \$359,936; Federal income tax \$170,809. Net income \$189,127.

Statement Source

Statement received by mail APR 01 2016. Prepared from statement(s) by Accountant: Johnson, Jordan & Jones CPAs.

Accountant's Opinion

A review of the accountant's opinion indicates the financial statements meet generally accepted accounting principles and that the audit contains no qualifications.

Fixed assets shown net less \$92,569 depreciation.

On March 6, 2017, the financial information was updated for subject company.

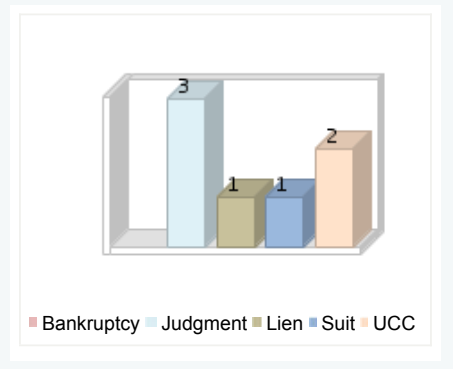
Indicators

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	3	01/01/2014
Lien	1	01/01/2014
Suit	1	02/01/2014
UCC	2	01/01/2014

Public Filings



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

Judgments

Award	\$700	Latest Info Received	04/07/2014
Status	Unsatisfied	Type	Judgment
against	GORMAN MANUFACTURING COMPANY INC - TEST CASE	Status Attained	01/01/2014
Where Filed	Los Angeles, County Of, Norwalk, CA	FILING NO.	123456
In Favor of	ABC MANUFACTURING - TEST CASE	Date Filed	01/01/2014

Status	Unsatisfied	Type	Judgment
against	Gorman Mfg (Test Case)	Status Attained	01/01/2008
Where Filed	RECORDER OF DEEDS, NORWALK, CA	DOCKET NO.	nmjtest05
In Favor of	Test Plaintiff	Date Filed	01/01/2008
		Collected Date	01/01/2008

Status	Unsatisfied	Type	Judgment
against	Gorman Mfg Test	Status Attained	01/01/2008
Where Filed	RECORDER OF DEEDS, NORWALK, CA	DOCKET NO.	nmjtest01
In Favor of	Test Plaintiff	Date Filed	01/01/2008
		Collected Date	01/02/2008

Suits

Amount	\$750	Latest Info Received	04/07/2014
Status	Pending	FILING NO.	99999
Where Filed	Supreme Court Of The State Of Tennessee, Knoxville, TN	Status Attained	02/01/2014
Plaintiff	TEST CASE	Date Filed	02/01/2014
Defendant	GORMAN MANUFACTURING INC - TEST CASE		

Liens

Amount	\$500	Latest Info Received	04/07/2014
Status	Open	Type	State Tax
Where Filed	California Secretary Of State, Sacramento, CA	Status Attained	01/01/2014
Filed By	BOARD OF EQUALIZATION - TEST CASE, SAN FRANCISCO, CA	Date Filed	01/01/2014
against	GORMAN MANUFACTURING COMPANY INC - TEST CASE	FILING NO.	14011411111

UCC Filings

Filing No.	77777	Latest Info Received	05/02/2014
Where Filed	SECRETARY OF STATE/UCC DIVISION, HARRISBURG, PA	Type	Original
Secured Party	VAL MAGEE - TEST, ALLENTOWN, PA	Date Filed	01/01/2014
Debtor	GORMAN MANUFACTURING COMPANY INC - TEST CASE		

Filing No.	55555	Latest Info Received	01/03/2014
Where Filed	SECRETARY OF STATE/UCC DIVISION, HARRISBURG, PA	Type	Original
Secured Party	TEST CASE BUSINESS 1	Date Filed	01/01/2014
Debtor	GORMAN MANUFACTURING COMPANY and OTHERS		

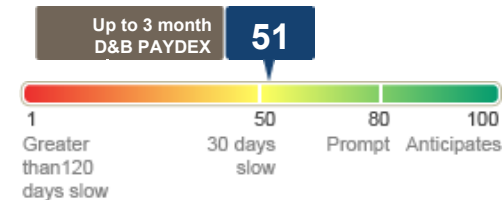
The public record items contained in this report may have been paid, terminated, vacated or released prior to the date this report was printed. Additional UCC and SLJ filings for this company can be found by conducting a more detailed search in our Public Records Database.

Advanced Paydex + CLR

D&B PAYDEX®

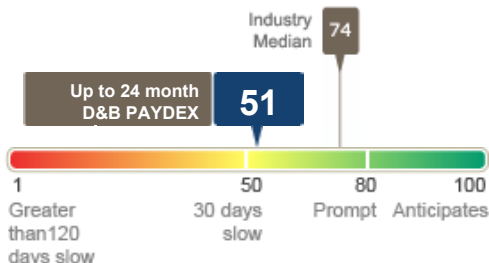
Shows the D&B PAYDEX scores as calculated up to 3 months and up to 24 months of payment experiences.

Up to 3 month D&B PAYDEX



When weighted by dollar amount, payments to suppliers average 29 Days Beyond 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 29 days beyond terms. Based on payments collected up to 24 months.

When weighted by dollar amount, the industry average is 9 DAYS BEYOND terms.

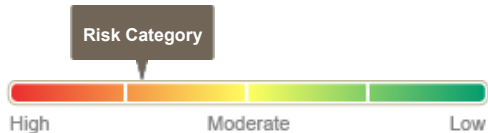
- High risk of late payment (average 30 to 120 days beyond terms)
- Medium risk of late payment (average 30 days or less beyond terms)
- Low risk of late payment (average prompt to 30+ days sooner)

Payment Trend	down *	Total Payment Experiences for the HQ	16	Highest Now Owing	\$35,000
Payments Within Terms	45%	Total Placed for Collection	0	Highest Past Due	\$35,000
Average High Credit	\$140,937	Largest High Credit	\$1,000,000		

* compared to payments three months ago

Credit Limit Recommendation

Risk Category



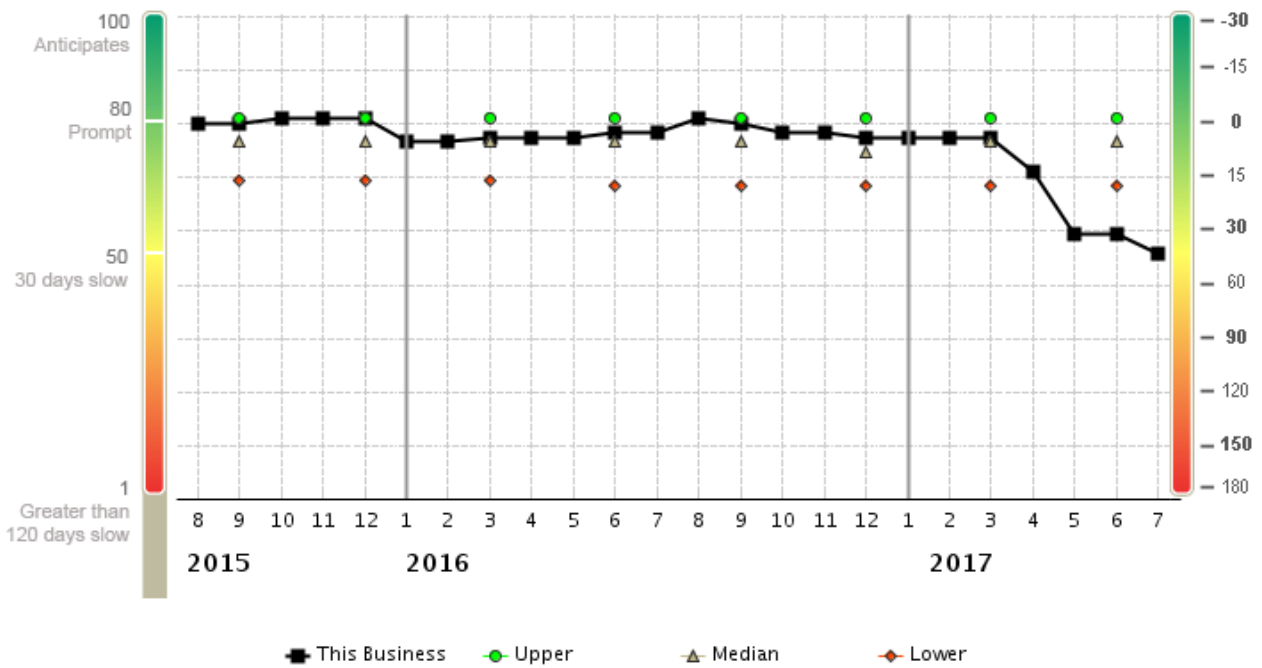
Recommendation Date	07/17/2017
Conservative Credit Limit	\$10,000
Aggressive Credit Limit	\$30,000

Key Factor

Risk is assessed using D&B's scoring methodology and is one factor used to create the recommended limits

PAYDEX Yearly Trend

Shows PAYDEX scores of this Business compared to the Primary Industry from each of the last four quarters. The Primary Industry is Lithographic commercial printing, based on SIC code 2752.



This Business	78	78	79	79	79	74	74	75	75	75	76	76	79	78	76	76	75	75	75	75	68	55	55	51	
Industry Quartiles																									
Upper		79			79			79			79			79			79			79				79	
Median		74			74			74			74			74			72			74				74	
Lower		66			66			66			65			65			65			65				65	

Note

- Current PAYDEX® for this Business is 51, or equal to 29 days beyond terms.
- The 24 month high paydex is 79.0, or equal to 2 DAYS BEYOND terms.
- The 24 month low paydex is 51.0, or equal to 29 DAYS BEYOND terms.
- Industry upper quartile represents the performance of the payers in the 75th percentile.
- Industry lower quartile represents the performance of the payers in the 25th percentile.

Payment Habits

Credit Extended	% of Payments Within Terms	No. of Payment Experiences	Total Amount USD
Over \$100,000	26%	5	\$1,700,000
50,000-100,000	50%	6	430,000
15,000-49,999	50%	4	120,000
5,000-14,999	0%	1	5,000
1,000-4,999	0%	0	0
Under 1,000	0%	0	0

Based on up to 24 months of payments

Payment Summary

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

There are 16 payment experiences in D&B's file, with 15 experiences reported during the last three month period. The highest Now Owes on file is \$35,000. The highest Past Due on file is \$35,000.

All Industries



Industries	Total Received	Total Amounts	Largest High Credit	Within Terms (%)	Days Slow (%)			
					0-30	31-60	61-90	90+
Car body repair/paint	5	\$1,585,000	\$1,000,000	25	6	37	32	0
Ret misc vehicles	5	375,000	200,000	53	1	39	7	0
Real estate agent/mgr	5	270,000	90,000	50	20	0	30	0
Whol plumb/hydraulics	1	25,000	25,000	0	0	100	0	0

Other Payment Categories

Category	Total Received	Total Dollar Amounts	Largest High Credit
Cash experiences	0	\$0	\$0
Payment record unknown	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	Last Sale within(months)
May 2017	Ppt	\$200,000	\$35,000	\$35,000	2-3
	Ppt	25,000	2,500	2,500	1
	Ppt-Slow 30	200,000	25,000	25,000	1
	Ppt-Slow 30	60,000	15,000	5,000	1
	Ppt-Slow 30	50,000	7,500	5,000	1
	Ppt-Slow 60	200,000	15,000	15,000	1
	Ppt-Slow 60	100,000	15,000	15,000	1
	Ppt-Slow 60	95,000	30,000	25,000	1
	Ppt-Slow 60	85,000	10,000	5,000	1
	Ppt-Slow 90	90,000	20,000	20,000	1
	Ppt-Slow 90	50,000	30,000	25,000	1
	Ppt-Slow 90	40,000	15,000	15,000	2-3
	Ppt-Slow 90	30,000	20,000	20,000	1
		Slow 60-90	1,000,000	10,000	10,000
	Slow 30-90	5,000	2,500	2,500	1
July 2016	Slow 60	25,000	0	0	6-12

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.