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Business Information Report

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Report Printed: FEB 04 2011

In Date

BUSINESS SUMMARY

GORMAN MANUFACTURING COMPANY, INC.
**492 Koller Street
San Francisco, CA 94110**

Do not confuse with other Gorman companies, this is a fictitious company used by D&B for demonstration purposes.

This is a **headquarters** location.
Branch(es) or division(s) exist.

Telephone: 650 555-0000

Chief executive: LESLIE SMITH, PRES

Year started: 1985

Employs: 130 (110 here)

Financial statement date: DEC 31 2010

Sales F: \$21,665,429

Net worth F: \$1,075,695

History: CLEAR

Financial condition: FAIR

SIC: 2752

Line of business: Lithographic commercial printing

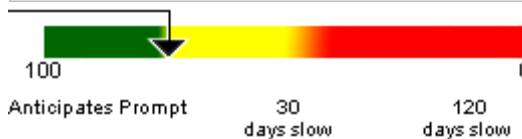
D-U-N-S Number: 80-473-5132

D&B Rating: **3A4**
Financial strength: 3A is **\$1 to 10 million**.

Composite credit appraisal: 4 is **limited**.

D&B PAYDEX®:
D&B PAYDEX: 73

When weighted by dollar amount, payments to suppliers average 11 days beyond terms.



Based on up to 24 months of trade.

SUMMARY ANALYSIS

D&B Rating: **3A4**
Financial strength: 3A indicates **\$1 to 10 million**.

Composite credit appraisal: 4 is **limited**.

This credit rating was assigned because of D&B's assessment of the company's financial ratios and its cash flow. For more information, see the D&B Rating Key.

Below is an overview of the company's rating history since 03/20/08:

D&B Rating	Date Applied
3A4	03/20/08

The Summary Analysis section reflects information in D&B's file as of January 31, 2011.

CUSTOMER SERVICE



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PM Local Time.

HISTORY

The following information was reported **01/20/2011**:

Officer(s): LESLIE SMITH, PRES
KEVIN J HUNT, SEC-TREAS

DIRECTOR(S): THE OFFICER(S)

This is a Corporation formed in the State of California 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.

CORPORATE FAMILY

Click below to buy a Business Information Report on that family member.

Subsidiaries (US):

Gorman Catalog Printing Inc	San Francisco, CA	DUNS # 05-963-3730
Gorman Poster Printing Inc	San Francisco, CA	DUNS # 05-806-3731

Branches (US):

Gorman Manufacturing Company, Inc.	Los Angeles, CA	DUNS # 03-873-2116
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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: Gorman Manufacturing Company, Inc.

Business type: CORPORATION

Common stock

Corporation type:	PROFIT	Authorized shares:	200
Date incorporated:	MAY 21 1985	Par value:	
State of incorporation:	CALIFORNIA		
Filing date:	MAY 21 1985		
Registration ID:	testcase102		
Where filed:	SECRETARY OF STATE/CORPORATIONS DIVISION, SACRAMENTO, CA		

OPERATIONS

01/20/2011

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: 130 which includes officer(s). 110 employed here.

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

Location: Central business section on well traveled street.

Branches: This business has multiple branches, detailed branch/division information is available in D&B's linkage of family tree products.

Subsidiaries: This business has 2 subsidiaries listed below.

The extent of ownership where known, is shown in parenthesis following company name:

Gorman Poster Printing Inc, San Francisco, CA (100%) chartered 2003. Operates as a poster printing company.

Gorman Catalog Printing Inc, San Francisco, CA (100%) chartered 2003. Operates as a catalog printing company.

SIC & NAICS

SIC:
Based on information in our file, D&B has assigned this company an extended 8-digit SIC. D&B's use of 8-digit SICs enables us to be more specific to a company's operations than if we use the standard 4-digit code.

The 4-digit SIC numbers link to the description on the Occupational Safety & Health Administration (OSHA) Web site. Links open in a new browser window.

27520000 Commercial printing, lithographic

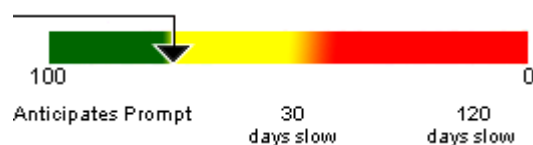
NAICS:
323110 Commercial Lithographic Printing

D&B PAYDEX

The D&B PAYDEX is a unique, dollar weighted indicator of payment performance based on up to 27 payment experiences as reported to D&B by trade references.

D&B PAYDEX: 73

When weighted by dollar amount, payments to suppliers average 11 days beyond terms.



Based on up to 24 months of trade.

When dollar amounts are not considered, then approximately 75% of the company's payments are within terms.

PAYMENT SUMMARY

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

Below is an overview of the company's dollar-weighted payments, segmented by its suppliers' primary industries:

	Total Rcv'd (#)	Total Dollar Amt's (\$)	Largest High Credit (\$)	Within Terms (%)	Days Slow <31 31-60 61-90 90> (%)			
Top industries:								
Misc business credit	2	105,000	100,000	52	-	48	-	-
Nonclassified	2	100,250	100,000	100	-	-	-	-
Trucking non-local	2	50,000	40,000	90	10	-	-	-
Truck rental/leasing	2	20,000	10,000	100	-	-	-	-
Whol farm supplies	1	100,000	100,000	100	-	-	-	-
Mfg wood home furn	1	50,000	50,000	100	-	-	-	-
Mfg computers	1	35,000	35,000	50	50	-	-	-
Whol metal	1	25,000	25,000	100	-	-	-	-
Whol chemicals	1	25,000	25,000	50	50	-	-	-
Whol electrical equip	1	25,000	25,000	100	-	-	-	-
OTHER INDUSTRIES	8	59,350	20,000	57	13	30	-	-
Other payment categories:								
Cash experiences	3	50	50					
Payment record unknown	0	0	0					
Unfavorable comments	2	6,000	5,000					
Placed for collections:								
With D&B	0	0						
Other	0	N/A						
Total in D&B's file	27	600,650	100,000					

The highest **Now Owes** on file is \$80,000

The highest **Past Due** on file is \$40,000

The aggregate dollar amount of the 27 payment experiences in D&B's file equals 33.3% of this company's average monthly sales. In Dun & Bradstreet's opinion, payment experiences exceeding 10% of a company's average monthly sales can be considered representative of payment performance.

PAYMENT DETAILS

Detailed Payment History

Date Reported (mm/yy)	Paying Record	High Credit (\$)	Now Owes (\$)	Past Due (\$)	Selling Terms	Last Sale Within (months)
12/10	(001) Unsatisfactory.	1,000	1,000	1,000		
	(002) Cash own option.	0	0	0		4-5 mos
	(003) Cash own option.	0	0	0		4-5 mos
08/10	Ppt	7,500	0	0		1 mo
	Ppt-Slow 60	100,000	80,000	40,000		1 mo
07/10	Ppt	250	0	0		6-12 mos
06/10	(007)	50			Cash account	
11/09	Ppt	100,000	75,000	0		1 mo
	Ppt	25,000	10,000	0		1 mo
	Ppt-Slow 10	25,000	0	0		1 mo
	Ppt-Slow 30	100	50	50		
	Ppt-Slow 60	15,000	7,500	2,500		1 mo
10/09	Ppt-Slow 30	35,000	15,000	7,500		1 mo
09/09	Ppt	100,000	50,000	0		1 mo
	Ppt-Slow 60	20,000	15,000	7,500		1 mo
08/09	Ppt	50,000	15,000	250		1 mo
	Ppt	10,000	5,000	0		1 mo
	Slow 30	7,500	5,000	2,500		1 mo
07/09	Ppt	25,000	15,000			1 mo
	Ppt-Slow 30		750	250		
	(021)	5,000	5,000	5,000		
	Bad debt.					
04/09	Ppt	10,000	7,500	0		1 mo
03/09	Ppt	40,000	7,500	0		
02/09	Ppt	7,500	5,000	0		1 mo
	Ppt-Slow 30	10,000	5,000	2,500		1 mo
	Ppt-Slow 60	1,000	250	250		1 mo
01/09	Ppt	5,000	250	0		1 mo

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.

FINANCE

01/10/2011

Three-year statement comparative:

	Fiscal Consolidated Dec 31 2008	Fiscal Consolidated Dec 31 2009	Fiscal Consolidated Dec 31 2010
Current Assets	9,707,835	8,096,249	8,055,594
Current Liabs	8,235,440	6,772,839	7,224,999
Current Ratio	1.18	1.2	1.11
Working Capital	1,472,395	1,323,410	830,595

Other Assets	2,238,621	2,108,974	1,931,322
Net Worth	1,812,635	1,340,331	1,075,695
Sales	28,646,009	23,480,920	21,665,429
Long Term Liab	1,898,381	2,092,053	1,686,222
Net Profit (Loss)	(214,000)	(472,304)	(264,636)

Fiscal Consolidated statement dated DEC 31 2010:

Assets		Liabilities	
Cash	725,334	Accts Pay	4,260,555
Accts Rec	3,956,227	Notes Pay	402,533
Inventory	2,988,366	L.T. Liab-(1yr)	1,593,366
Other Curr Assets	385,667	Other Curr Liabs	968,545
Curr Assets	\$8,055,594	Curr Liabs	\$7,224,999
Fixt & Equip	1,325,877	L.T. Liab-Other	1,686,222
Other Assets	605,445	COMMON STOCK	50,000
		RETAINED EARNINGS	1,025,695
Total Assets	\$9,986,916	Total	\$9,986,916

From JAN 01 2010 to DEC 31 2010 annual sales \$21,665,429; cost of goods sold \$18,978,510. Gross profit \$2,686,919; operating expenses \$2,904,369. Operating income \$(217,450); other income \$74,723; other expenses \$100,509; net income before taxes \$(243,236); Federal income tax \$21,400. (net loss) \$264,636.

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 \$129,743 depreciation.

On JAN 01 2011 Leslie Smith, president, referred to the above figures.

KEY BUSINESS RATIOS

Statement date: DEC 31 2010
Based on this number of establishments: 45

Firm		Industry Median	
Return of Sales:	(1.2)	Return of Sales:	0.9
Current Ratio:	1.1	Current Ratio:	1.5
Assets / Sales:	46.1	Assets / Sales:	62.2
Total Liability / Net Worth:	828.4	Total Liability / Net Worth:	122.0

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.

JUDGMENTS

Status: Unsatisfied
DOCKET NO.: nmjtest03
Judgment type: Judgment

Against: Gorman Mfg Test Case
In favor of: Test Plaintiff
Where filed: RECORDER OF DEEDS, NORWALK, CA

Date status attained: 01/01/2008
Date entered: 01/01/2008
Latest Info Received: 01/02/2008
 On 01/20/11, Leslie Smith, President, Gorman Mfg Test Case, declined comment on the judgment. On 01/20/11, Leslie Smith, President, Gorman Mfg Test Case, stated the judgement was closed.

Status: **Unsatisfied**
DOCKET NO.: nmjtest05
Judgment type: Judgment
Against: Gorman Mfg (Test Case)
In favor of: Test Plaintiff
Where filed: RECORDER OF DEEDS, NORWALK, CA

Date status attained: 01/01/2008
Date entered: 01/01/2008
Latest Info Collected: 01/01/2008

Status: **Unsatisfied**
DOCKET NO.: nmjtest01
Judgment type: Judgment
Against: Gorman Mfg Test
In favor of: Test Plaintiff
Where filed: RECORDER OF DEEDS, NORWALK, CA

Date status attained: 01/01/2008
Date entered: 01/01/2008
Latest Info Collected: 01/02/2008

LIENS

A lienholder can file the same lien in more than one filing location. The appearance of multiple liens filed by the same lienholder against a debtor may be indicative of such an occurrence.

Status: **Open**
CASE NO.: IY5678
Type: State Tax
Filed by: State of Ca- Test Mtch Code (force thru SO)
Against: Gorman Manufacturing Company, Inc
Where filed: LOS ANGELES COUNTY RECORDER'S OFFICE, NORWALK, CA

Date status attained: 12/14/2001
Date filed: 12/14/2001
Latest Info Received: 12/14/2001

Amount: **\$100**
Status: **Open**
CASE NO.: IY1234
Type: State Tax
Filed by: state of CA-test mtch code (forced thru SO)
Against: Gorman Manufacturing Company, Inc
Where filed: LOS ANGELES COUNTY RECORDER'S OFFICE, NORWALK, CA

Date status attained: 12/14/2001
Date filed: 12/14/2001
Latest Info Received: 12/14/2001

Status: **Open**
CASE NO.: ian5678
Type: State Tax
Filed by: STATE OF CA-TEST MTCH CODE
Against: GORMAN MANUFACTURING COMPANY, INC AND OTHERS

Where filed: LOS ANGELES COUNTY RECORDER'S OFFICE, NORWALK, CA
Date status attained: 12/14/2001
Date filed: 12/14/2001
Latest Info Received: 12/14/2001

Amount: \$100
Status: Open
CASE NO.: IAN1234
Type: State Tax
Filed by: State of CA-test match Code
Against: Gorman Manufacturing Company, Inc
Where filed: LOS ANGELES COUNTY RECORDER'S OFFICE, NORWALK, CA
Date status attained: 12/14/2001
Date filed: 12/14/2001
Latest Info Received: 12/14/2001

UCC FILINGS

Collateral: Leased Equipment
Type: Original
Sec. party: RAYMOND LEASING CORPORATION, GREENE, NY
Debtor: GORMAN MANUFACTURING COMPANY, INC
Filing number: 306-121640
Filed with: SECRETARY OF STATE/UCC DIVISION, NASHVILLE, TN
Date filed: 04/18/2006
Latest Info Received: 05/12/2006
On 12/29/10, Leslie Smith, President, GORMAN MANUFACTURING COMPANY, INC, stated that the financing statement was terminated.

Collateral: Leased Equipment
Type: Original
Sec. party: RAYMOND LEASING CORPORATION, GREENE, NY
Debtor: GORMAN MANUFACTURING COMPANY, INC. and OTHERS
Filing number: 009679812
Filed with: SECRETARY OF STATE/UCC DIVISION, SPRINGFIELD, IL
Date filed: 03/30/2005
Latest Info Received: 04/07/2005

Collateral: Leased Unspecified
Type: Original
Sec. party: RAYMOND LEASING CORPORATION, GREENE, NY
Debtor: GORMAN MANUFACTURING COMPANY, INC and OTHERS
Filing number: 040077623160
Filed with: SECRETARY OF STATE/UCC DIVISION, AUSTIN, TX
Date filed: 08/06/2004
Latest Info Received: 08/24/2004

Type: Original
Sec. party: NOREAST CAPITAL CORPORATION, ANNAPOLIS, MD
Debtor: GORMAN MANUFACTURING
Filing number: 00000181203112
Filed with: UCC DIVISION, BALTIMORE, MD
Date filed: 08/30/2004
Latest Info Received: 08/18/2008

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

GOVERNMENT ACTIVITY

Activity summary

Borrower (Dir/Guar):	NO
Administrative debt:	NO
Contractor:	YES
Grantee:	YES
Party excluded from federal program(s):	NO

Possible candidate for socio-economic program consideration

Labor surplus area:	N/A
Small Business:	N/A
8(A) firm:	N/A

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