

# GORMAN MANUFACTURING COMPANY, INC.

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

## Business Information Report

Purchase Date: 01/19/2017  
 Last Update Date: 04/01/2016  
 Attention: Garrison Rausch

### Executive Summary

#### Company Info

Year Started	1985	Working Capital	\$2,696,081
Control Year	1985	Do not confuse with	other Gorman companies, this is a fictitious company used by D&B for demonstration purposes
CEO	LESLIE SMITH, PRES		
Employees	125		
Employees Here	110 at this location	Sales (Financial Statement)	\$19,945,238
		Net Worth (Financial Statement)	1,559,877

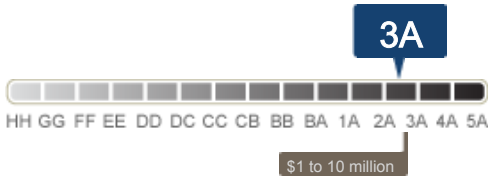
As of 12/31/2015

#### D&B Rating

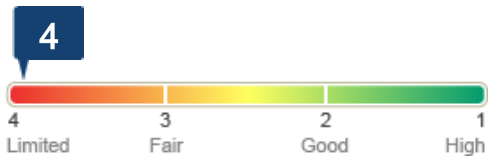
D&B Rating

**3A4**

##### Financial Strength

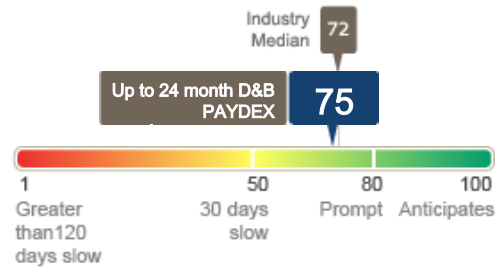


##### Composite Credit Appraisal

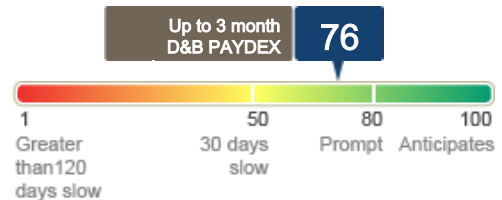


#### D&B PAYDEX®

##### Up to 24 month D&B PAYDEX



##### Up to 3 month D&B PAYDEX



#### D&B Viability Rating

D&B Viability Rating

**1 5 A A**

1	<p>Viability Score</p>	5	<p>Portfolio Comparison</p>								
A	<p>Data Depth Indicator</p>	A	<p>Company Profile</p> <table border="1"> <thead> <tr> <th>Financial Data</th> <th>Trade Payments</th> <th>Company Size</th> <th>Years in Business</th> </tr> </thead> <tbody> <tr> <td>Available</td> <td>Available (3+Trade)</td> <td>Large</td> <td>Established</td> </tr> </tbody> </table>	Financial Data	Trade Payments	Company Size	Years in Business	Available	Available (3+Trade)	Large	Established
Financial Data	Trade Payments	Company Size	Years in Business								
Available	Available (3+Trade)	Large	Established								

### Business Information

<p><b>Business Summary</b></p> <p>Branch &amp; Division: YES</p> <p>Financing: SECURED</p> <p>Financial Condition: FAIR</p> <p>SIC: 2752 Lithographic commercial printing</p> <p>NAICS: 323111 Commercial Printing (except Screen and Books)</p> <p>History Status: CLEAR</p>	<p><b>Credit Capacity Summary</b></p> <p>D&amp;B Rating: <b>3A4</b></p> <div style="border: 1px solid #ccc; padding: 5px;"> <p>Financial Strength</p> </div> <p>Composite Credit Appraisal</p>	<p>Prior D&amp;B Rating: 3A4</p> <p>Rating Date: 11/22/2013</p> <hr/> <p>Payment Activity (based on 16 experiences): USD</p> <p>Average High Credit: \$83,750</p> <p>Highest Credit: 250,000</p> <p>Total Highest Credit: 1,340,000</p>
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### 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.

1	<p>Viability Score</p>
<p><b>Compared to All US Businesses within D&amp;B Database:</b></p> <ul style="list-style-type: none"> <li>• Level of risk: <b>Low Risk</b></li> <li>• Businesses ranked 1 have a probability of becoming no longer viable: <b>0.2%</b></li> <li>• Percentage of businesses ranked 1: <b>0.3%</b></li> <li>• Across all US businesses, the average probability of becoming no longer viable: <b>14%</b></li> </ul>	

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## Portfolio Comparison

**Compared to all Businesses within the same MODEL SEGMENT:**

Model Segment: **Available Financial Data**

- Level of risk: **Moderate Risk**
- Businesses ranked 5 within this model segment have a probability of becoming no longer viable: **0.5%**
- Percentage of businesses ranked 5 within this model segment: **11%**
- Within this model segment, the average probability of becoming no longer viable: **0.6%**

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## Data Depth Indicator

**Data Depth Indicator Details:**

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

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## 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 04/01/2016

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.

<b>Registered Name</b>	Gorman Manufacturing Company, Inc.	<b>Registration ID</b>	testcase102	<b>Filing Date</b>	05/21/1985
<b>Business Type</b>	CORPORATION	<b>Where Filed</b>	SECRETARY OF STATE/CORPORATIONS DIVISION , SACRAMENTO , CA		
<b>Corporation Type</b>	PROFIT				
<b>Incorporated Date</b>	05/21/1985				
<b>State of Incorporation</b>	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	Yes		
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 04/01/2016

**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:** 125 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.

## Industry Data

### SIC

Code	Description
27220000	Commercial printing, lithographic

### NAICS

Code	Description
323111	Commercial Printing (except Screen and Books)

## Family Tree

### Branches Domestic

GORMAN MANUFACTURING COMPANY, INC.; (D-U-N- S@:03-873-2116) 1073 S BOYLE AVE, LOS ANGELES, CA 90023-1246	GORMAN MANUFACTURING COMPANY, INC.; (D-U-N- S@:36-228-1243) 1073 S BOYLE AVE, LOS ANGELES, CA 90023-1246
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### Subsidiaries Global

KENTMORE CLOTHING (MANUFACTURING) PTY LTD; (D-U-N- S@:75-468-3795) AKA: KENTMORE GOODFIT 55 MARLAND RD, COLLINGWOOD, 2611, AU
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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 2013 USD	Fiscal Consolidated Dec 31 2014 USD	Fiscal Consolidated Dec 31 2015 USD
Curr Assets	\$9,337,092	\$10,084,060	\$9,624,779
Curr Liabs	7,897,572	8,157,897	6,928,698
Current Ratio	1.18	1.24	1.39
Working Capital	1,439,520	1,926,163	2,696,081
Other Assets	1,737,509	1,625,409	1,341,572
Worth	1,332,849	1,490,077	1,559,877
Sales	19,659,785	20,839,372	19,945,238
Long Term Liab	1,844,180	2,061,495	2,477,776
Net Profit (Loss)	152,649	157,228	179,974

### Key Business Ratios (Based on 13 establishments)

	This Business	Industry Median	Industry Quartile
Profitability			
Return on Sales	0.9	1.9	3
Return on Net Worth	11.5	7.4	2
Short Term Solvency			
Current Ratio	1.4	1.7	3
Quick Ratio	1.0	0.9	2
Efficiency			
Assets Sales	55.0	70.0	2
Sales / Net Working Capital	7.4	6.6	2
Utilization			
Total Liabs / Net Worth	603.0	117.0	4

As of 12/31/2015

### Most Recent Financial Statement

#### Fiscal Consolidated statement dated DEC 31 2015:

Assets	USD	Liabilities	USD
<b>Current Assets</b>		<b>Current Liabilities</b>	
Cash	\$758,398	Accts Pay	\$4,987,500
Accts Rec	6,322,401	Notes Pay	340,279
Inventory	2,438,988	L.T. Liab-(1yr)	1,035,021
Other Curr Assets	104,992	Other Curr Liabs	565,898
<b>Total Current Assets</b>	<b>9,624,779</b>	<b>Total Current Liabilities</b>	<b>6,928,698</b>
<b>Non Current Assets</b>		<b>Non Current Liabilities</b>	
Fixt & Equip	1,128,766	L.T. Liab-Other	2,477,776
Other Assets	212,806	COMMON STOCK	50,000
<b>Total Assets</b>	<b>10,966,351</b>	RETAINED EARNINGS	1,509,877
		<b>Total Liabilities &amp; Net Worth</b>	<b>10,966,351</b>

As of 04/01/2016

From JAN 01 2015 to DEC 31 2015 annual sales \$19,945,238; cost of goods sold \$16,994,986. Gross profit \$2,950,252; operating expenses \$2,755,269. Operating income \$194,983; net income before taxes \$194,983; Federal income tax \$15,009. Net income \$179,974.

#### 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 \$92,114 depreciation.

On April 1, 2016, the financial information was updated for subject company.

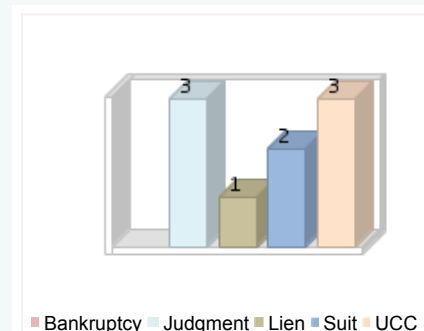
## Indicators

### 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	2	02/01/2014
UCC	3	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

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

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

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

### Suits

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

<b>Status</b>	Pending	<b>Latest Info Received</b>	07/12/2010
<b>Where Filed</b>	knox county general sessions, Knoxville, TN	<b>FILING NO.</b>	CV123456
<b>Plaintiff</b>	Angel Mason-test	<b>Status Attained</b>	01/01/2010
<b>Defendant</b>	GORMAN MANUFACTURING INC	<b>Date Filed</b>	01/01/2010

### Liens

<b>Amount</b>	\$500	<b>Latest Info Received</b>	04/07/2014
<b>Status</b>	Open	<b>Type</b>	State Tax

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

Collateral	Leased Equipment	Latest Info Received	05/12/2006
Filing No.	306-121640	Type	Original
Where Filed	SECRETARY OF STATE/UCC DIVISION, NASHVILLE, TN	Date Filed	04/18/2006
Secured Party	RAYMOND LEASING CORPORATION, GREENE, NY		
Debtor	GORMAN MANUFACTURING COMPANY, INC		

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		

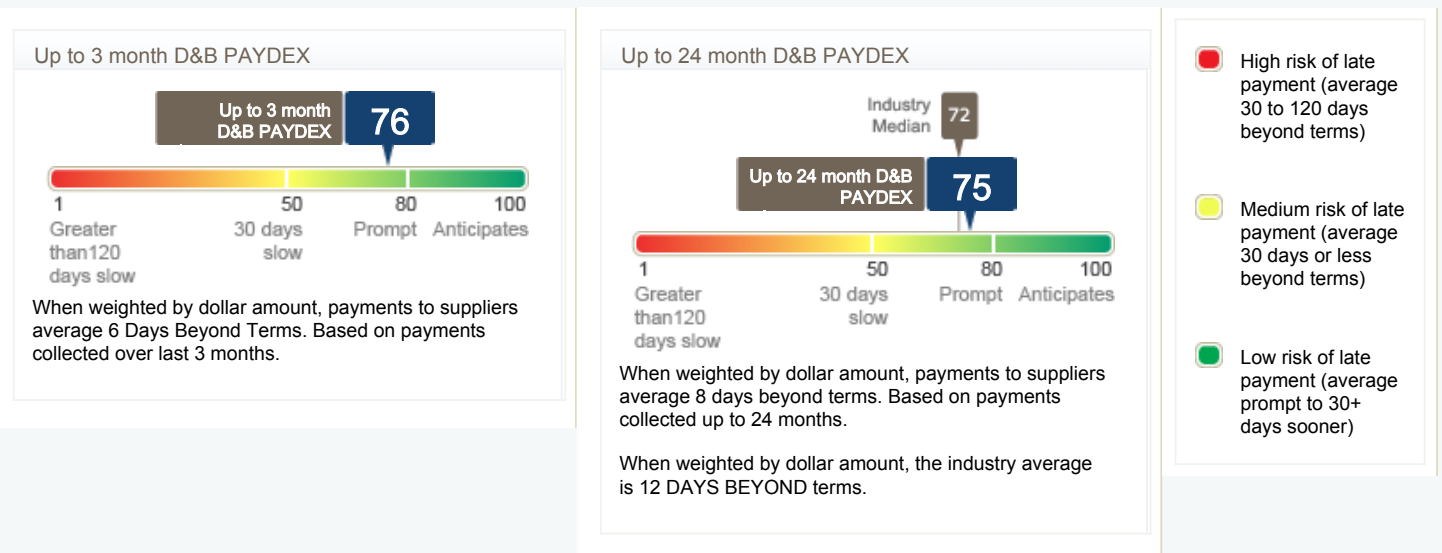
Filing No.	55555	Latest Info Received	01/03/2014
Where Filed	SECRETARY OF STATE/UCC DIVISION, HARRISBURG, PA	Type	Original
Secured Party	TEST CASE BUSINESS 1	Date Filed	01/01/2014
Debtor	GORMAN MANUFACTURING COMPANY and OTHERS		

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.

### Paydex

#### D&B PAYDEX®

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



Payment Trend	unchanged *	Total Payment Experiences for the HQ	16	Highest Now Owing	\$100,000
Payments Within Terms	74%	Total Placed for Collection	0	Highest Past Due	\$80,000
Average High Credit	\$83,750	Largest High Credit	\$250,000		

\* 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.



The highest Now Owes on file is \$100,000. The highest Past Due on file is \$80,000.

Top 10 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	\$645,000	\$250,000	93	0	0	7	0
Ret misc vehicles	5	380,000	200,000	97	1	0	2	0
Real estate agent/mgr	5	290,000	95,000	84	0	0	16	0
Whol plumb/hydronics	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)
December 2016	Ppt	\$250,000	\$100,000	\$10,000	1
	Ppt	200,000	100,000	15,000	1
	Ppt	200,000	100,000	5,000	1
	Ppt	100,000	100,000	20,000	1
	Ppt	85,000	85,000	5,000	1
	Ppt	75,000	40,000	7,500	1
	Ppt	70,000	40,000	15,000	1
	Ppt	50,000	40,000	2,500	1
	Ppt	40,000	25,000	10,000	1
	Ppt	30,000	25,000	5,000	1
	Ppt-Slow 30	10,000	7,500	7,500	1
	Ppt-Slow 90	95,000	80,000	80,000	4-5
	Ppt-Slow 90	85,000	85,000	75,000	1
	Ppt-Slow 90	15,000	750	250	1
Ppt-Slow 90	10,000	5,000	750	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.