

GORMAN MANUFACTURING COMPANY, INC.

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

Comprehensive 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

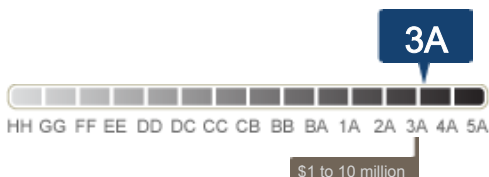
As of 12/31/2015

D&B Rating

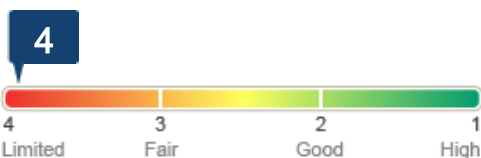
D&B Rating

3A4

Financial Strength

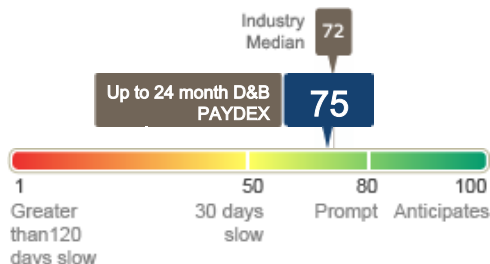


Composite Credit Appraisal

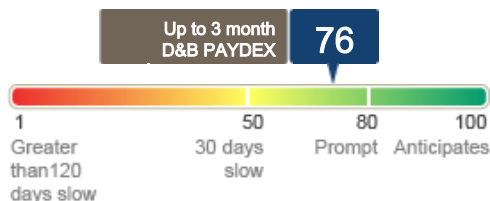


D&B PAYDEX®

Up to 24 month D&B PAYDEX

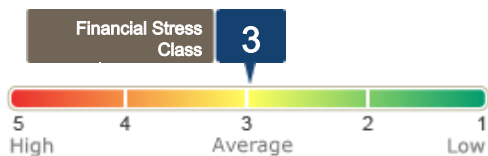


Up to 3 month D&B PAYDEX



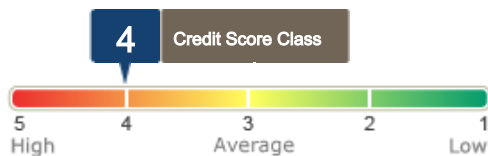
Predictive Analytics

Financial Stress Class



The Financial Stress Class of 3 for this company shows that firms with this class had a failure rate of 0.24% (24 per 10,000).

Credit Score Class



The Credit Score class of 4 for this company shows that 9.40% of firms with this classification paid one or more bills severely delinquent.

Financial Stress Class	3
Financial Stress Score	1,471
Highest Risk	1,001
Lowest Risk	1,875

Credit Score Class	4
Credit Score	469
Highest Risk	101
Lowest Risk	670

Credit Limit Recommendation

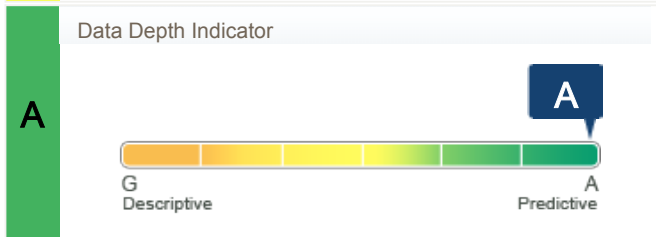
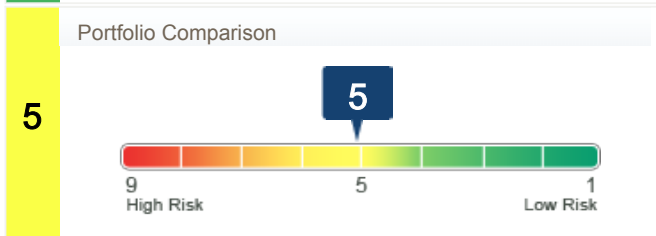
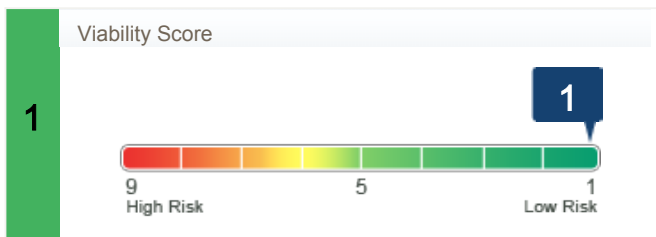
Risk Category



Conservative Credit Limit	\$85,000
Aggressive Credit Limit	\$200,000

D&B Viability Rating

D&B Viability Rating



Company Profile

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

Business Information

Business Summary		Credit Capacity Summary									
Branch & Division	YES	<h2>D&B Rating</h2> <div style="float: right; border: 2px solid blue; padding: 5px; font-weight: bold; font-size: 1.2em;">3A4</div>									
Financing	SECURED										
Financial Condition	FAIR										
SIC	2752 Lithographic commercial printing										
NAICS	323111 Commercial Printing (except Screen and Books)										
History Status	CLEAR										
		<div style="border: 1px solid gray; padding: 5px;"> <p>Financial Strength</p> <p>HH GG FF EE DD DC CC CB BB BA 1A 2A 3A 4A 5A</p> <p style="text-align: center;">\$1 to 10 million</p> </div>	<table border="1"> <tr> <td>Prior D&B Rating</td> <td>3A4</td> </tr> <tr> <td>Rating Date</td> <td>11/22/2013</td> </tr> </table>	Prior D&B Rating	3A4	Rating Date	11/22/2013				
Prior D&B Rating	3A4										
Rating Date	11/22/2013										
		<div style="border: 1px solid gray; padding: 5px;"> <p>Composite Credit Appraisal</p> <p>4 3 2 1</p> <p>Limited Fair Good High</p> </div>	<table border="1"> <tr> <td>Payment Activity (based on 16 experiences)</td> <td>USD</td> </tr> <tr> <td>Average High Credit</td> <td>\$83,750</td> </tr> <tr> <td>Highest Credit</td> <td>250,000</td> </tr> <tr> <td>Total Highest Credit</td> <td>1,340,000</td> </tr> </table>	Payment Activity (based on 16 experiences)	USD	Average High Credit	\$83,750	Highest Credit	250,000	Total Highest Credit	1,340,000
Payment Activity (based on 16 experiences)	USD										
Average High Credit	\$83,750										
Highest Credit	250,000										
Total Highest Credit	1,340,000										

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.

1	<h2>Viability Score</h2> <p>9 High Risk 5 1 Low Risk</p>
<p>Compared to All US Businesses within D&B Database:</p> <ul style="list-style-type: none"> Level of risk: Low Risk Businesses ranked 1 have a probability of becoming no longer viable: 0.2% Percentage of businesses ranked 1: 0.3% Across all US businesses, the average probability of becoming no longer viable: 14% 	
5	<h2>Portfolio Comparison</h2> <p>9 High Risk 5 1 Low Risk</p>
<p>Compared to all Businesses within the same MODEL SEGMENT: Model Segment: Available Financial Data</p> <ul style="list-style-type: none"> 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% 	
A	<h2>Data Depth Indicator</h2>

A

Data Depth Indicator

G Descriptive A Predictive

A

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 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.

Registered Name	Gorman Manufacturing Company, Inc.	Registration ID	testcase102	Filing Date	05/21/1985
Business Type	CORPORATION	Where Filed	SECRETARY OF STATE/CORPORATIONS DIVISION , SACRAMENTO , CA		
Corporation Type	PROFIT				
Incorporated Date	05/21/1985				
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	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		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@: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

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 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
Current Assets		Current Liabilities	
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
Total Current Assets	9,624,779	Total Current Liabilities	6,928,698
Non Current Assets		Non Current Liabilities	
Fixt & Equip	1,128,766	L.T. Liab-Other	2,477,776
Other Assets	212,806	COMMON STOCK	50,000
Total Assets	10,966,351	RETAINED EARNINGS	1,509,877
		Total Liabilities & Net Worth	10,966,351

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.

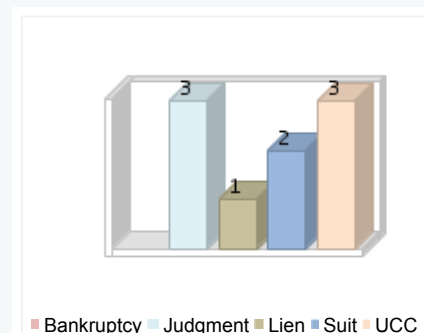
Indicators

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

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		

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

Liens

Amount	\$500	Latest Info Received	04/07/2014
Status	Open	Type	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		

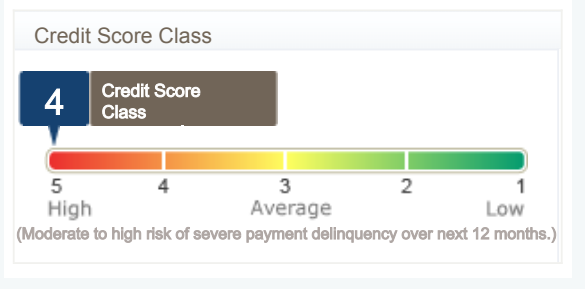
Filing No.	77777	Latest Info Received	05/02/2014
Where Filed	SECRETARY OF STATE/UCC DIVISION, HARRISBURG, PA	Type	Original
Secured Party	VAL MAGEE - TEST, ALLENTOWN, PA	Date Filed	01/01/2014
Debtor	GORMAN MANUFACTURING COMPANY INC - TEST CASE		

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.

Commercial Credit Score

Summary



Incidence of Delinquent Payment

Among Companies with This Class	9.40%
Average Compared to All Businesses	10.20%
Credit Score Percentile	17
Credit Score	469
Number of Payment Experiences	16

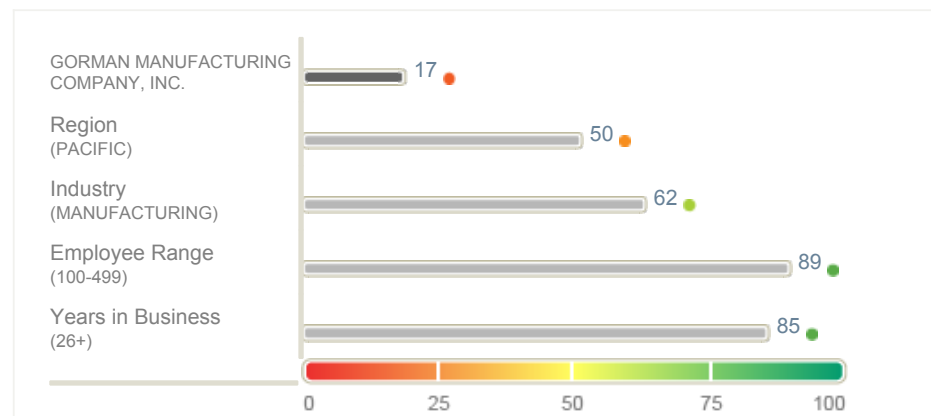
Key Factors

- Increase in proportion of delinquent payments in recent payment experiences
- Proportion of past due balances to total amount owing
- Proportion of slow payments in recent months
- Higher risk industry based on delinquency rates for this industry
- Financial ratios
- Evidence of open suits, liens, and judgments

Notes:

- The Credit Score Class indicates that this firm shares some of the same business and payment characteristics of other companies with this classification. It does not mean the firm will necessarily experience delinquency.
- The Incidence of Delinquent Payment is the percentage of companies with this classification that were reported 91 days past due or more by creditors. The calculation of this value is based on D&B's trade payment database.
- The Credit Score Percentile reflects the relative ranking of a firm among all scorable companies in D&B's file.
- The Credit Score offers a more precise measure of the level of risk than the Class and Percentile. It is especially helpful to customers using a scorecard approach to determining overall business performance.

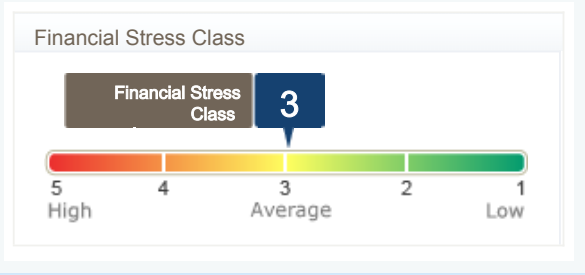
Credit Score Percentile Norms Comparison



- Higher risk than other companies in the same region.
- Higher risk than other companies in the same industry.
- Higher risk than other companies in the same employee size range.
- Higher risk than other companies with a comparable number of years in business.

Financial Stress Score

Summary



Financial Stress Score Percentile

Financial Stress National Percentile	44
Financial Stress Score	1471
Probability of Failure with This Score	0.24%
Failure per 10K	24/10,000
Average Failure Rate within D&B database	0.48%
Failure per 10K	48/10,000
Number of Payment Experiences	16

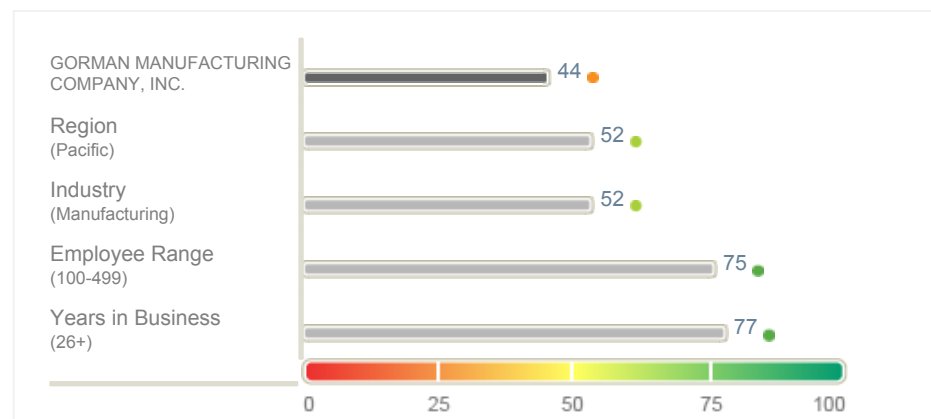
Key Factors

- Composite credit appraisal is rated limited.
- Low proportion of satisfactory payment experiences to total payment experiences.
- High proportion of slow payment experiences to total number of payment experiences.
- UCC Filings reported.
- High proportion of past due balances to total amount owing.

Notes:

- The Financial Stress Class indicates that this firm shares some of the same business and financial characteristics of other companies with this classification. It does not mean the firm will necessarily experience financial stress.
- The probability of failure shows the percentage of firms in a given percentile that discontinue operations with loss to creditors. The average probability of failure is based on businesses in D&B's database and is provided for comparative purposes.
- The Financial Stress National Percentile reflects the relative ranking of a company among all scorable companies in D&B's file.
- The Financial Stress Score offers a more precise measure of the level of risk than the Class and Percentile. It is especially helpful to customers using a scorecard approach to determining overall business performance.

Financial Stress Percentile Comparison



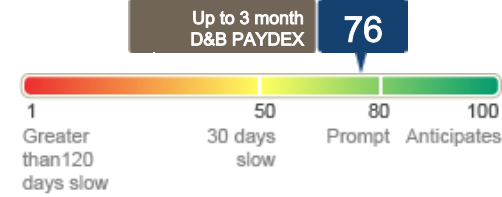
- Higher risk than other companies in the same region.
- Higher risk than other companies in the same industry.
- Higher risk than other companies in the same employee size range.
- Higher risk than other companies with a comparable number of years in business.

Advanced Paydex + CLR

D&B PAYDEX®

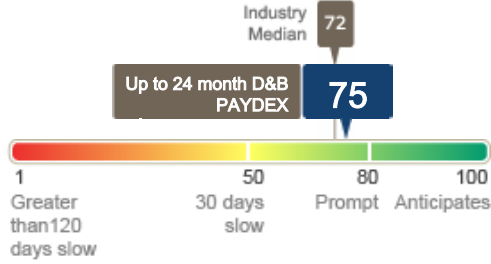
Shows the D&B PAYDEX scores as calculated up to 3 months and up to 24 months of payment experiences.

Up to 3 month D&B PAYDEX



When weighted by dollar amount, payments to suppliers average 6 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 8 days beyond terms. Based on payments collected up to 24 months.

When weighted by dollar amount, the industry average is 12 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	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

Credit Limit Recommendation

Risk Category



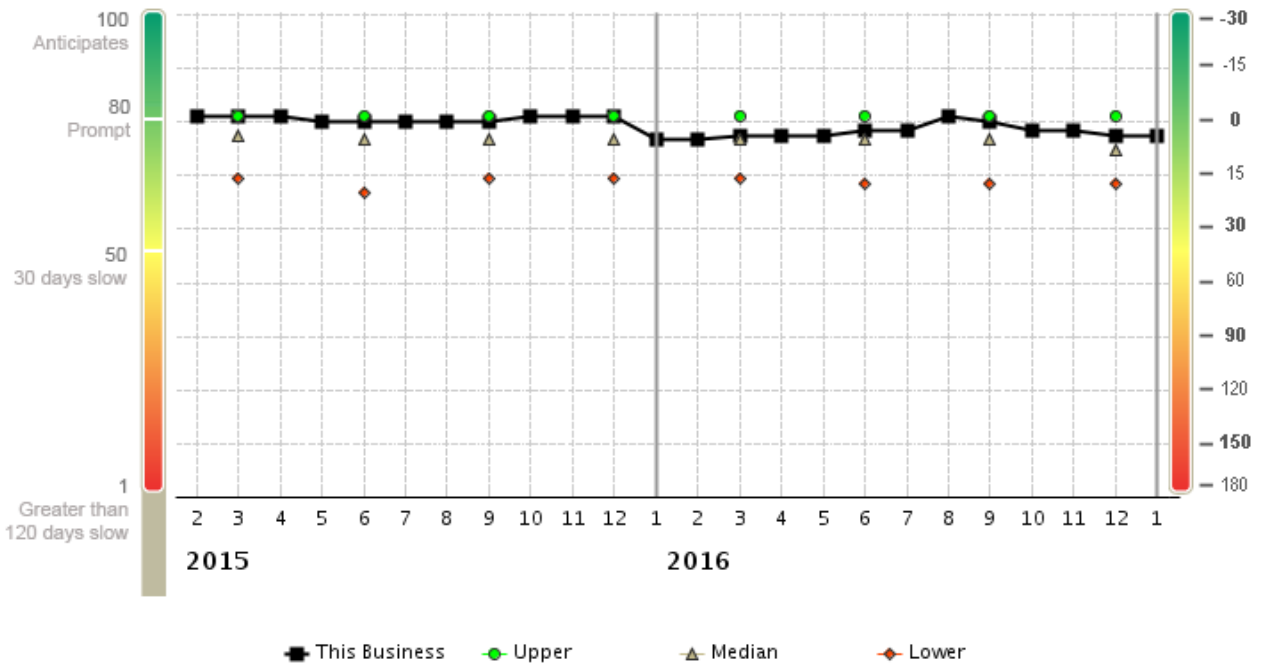
Recommendation Date	01/19/2017
Conservative Credit Limit	\$85,000
Aggressive Credit Limit	\$200,000

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	79	79	79	78	78	78	78	78	79	79	79	74	74	75	75	75	76	76	79	78	76	76	75	75
Industry Quartiles																								
Upper		79			79				79			79			79			79			79			79
Median		75			74				74			74			74			74			74			72
Lower		66			63				66			66			66			65			65			65

Note

- Current PAYDEX® for this Business is 75, or equal to 8 days beyond terms.
- The 24 month high paydex is 79.0, or equal to 2 DAYS BEYOND terms.
- The 24 month low paydex is 74.0, or equal to 9 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	100%	4	\$750,000
50,000-100,000	80%	6	460,000
15,000-49,999	70%	4	110,000
5,000-14,999	50%	2	20,000
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 \$100,000. The highest Past Due on file is \$80,000.

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	\$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/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)
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.