

<b>GORMAN MANUFACTURING COMPANY, INC.</b> D-U-N-S® 80-473-5132      Headquarters      Phone 650 555-0000 492 Koller St, San Francisco, CA 94110		<b>COMPR</b> Purchase Date: 07/12/2020 Last Update Date: 06/16/2020 Attention: edward
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**Executive Summary**

**Company Info**

Year Started	1985
CEO	LESLIE SMITH, PRES
Employees	153
Employees Here	120 at this location
Working Capital	\$6,366,121
Do not confuse with	other Gorman companies, this is a fictitious company used by D&B for demonstration purposes
Sales (Financial Statement)	\$32,698,577
Net Worth (Financial Statement)	4,110,181
As of 12/31/2019	

**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).

Financial Stress Class	3
Financial Stress Score	1,470
Highest Risk	1,001
Lowest Risk	1,875

**Credit Score Class**

The Credit Score class of 5 for this company shows that 53.10% of firms with this classification paid one or more bills severely delinquent.

Credit Score Class	5
Credit Score	430
Highest Risk	101
Lowest Risk	670

**D&B Viability Rating**

D&B Viability Rating: **1 3 A A**

**Viability Score**

**Portfolio Comparison**

**Data Depth Indicator**

**Company Profile**

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

**D&B Rating**

D&B Rating: **3A4**

**Financial Strength**

Composite Credit Appraisal: **4**

**D&B PAYDEX®**

Up to 24 month D&B PAYDEX: **68**

Industry Median: **76**

Up to 3 month D&B PAYDEX: **67**

**Credit Limit Recommendation**

**Risk Category**

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

**Business Information**

Business Summary		Credit Capacity Summary													
Financing	SECURED	<b>D&amp;B Rating</b> <span style="background-color: #0056b3; color: white; padding: 2px 5px; font-weight: bold;">3A4</span>	<table border="1"> <tr> <td>Prior D&amp;B Rating</td> <td>3A4</td> </tr> <tr> <td>Rating Date</td> <td>11/22/2013</td> </tr> <tr> <td>Payment Activity (based on 19 experiences)</td> <td>USD</td> </tr> <tr> <td>Average High Credit</td> <td>\$10,000</td> </tr> <tr> <td>Highest Credit</td> <td>25,000</td> </tr> <tr> <td>Total Highest Credit</td> <td>180,050</td> </tr> </table>	Prior D&B Rating	3A4	Rating Date	11/22/2013	Payment Activity (based on 19 experiences)	USD	Average High Credit	\$10,000	Highest Credit	25,000	Total Highest Credit	180,050
Prior D&B Rating	3A4														
Rating Date	11/22/2013														
Payment Activity (based on 19 experiences)	USD														
Average High Credit	\$10,000														
Highest Credit	25,000														
Total Highest Credit	180,050														
Financial Condition	FAIR														
SIC	2752 Lithographic commercial printing														
NAICS	323111 Commercial Printing (except Screen and Books)														
History Status	CLEAR	<div style="border: 1px solid #ccc; padding: 5px;"> <p>Financial Strength</p> <p>Composite Credit Appraisal</p> </div>													

**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	<b>Viability Score</b>								
	<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>								
	<p><b>3</b></p>								
3	<b>Portfolio Comparison</b>								
	<p><b>Compared to all Businesses within the same MODEL SEGMENT:</b> Model Segment: <b>Available Financial Data</b></p> <ul style="list-style-type: none"> <li>Level of risk: <b>Low Risk</b></li> <li>Businesses ranked 3 within this model segment have a probability of becoming no longer viable: <b>0.2%</b></li> <li>Percentage of businesses ranked 3 within this model segment: <b>15%</b></li> <li>Within this model segment, the average probability of becoming no longer viable: <b>0.6%</b></li> </ul>								
	<p><b>A</b></p>								
A	<b>Data Depth Indicator</b>								
	<p><b>Data Depth Indicator Details:</b></p> <ul style="list-style-type: none"> <li>✓ Rich Firmographics</li> <li>✓ Extensive Commercial Trading Activity</li> <li>✓ Comprehensive Financial Attributes</li> </ul>								
	<table border="1" style="width: 100%; text-align: center;"> <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
Financial Data	Trade Payments	Company Size	Years in Business						
Available	Available (3+Trade)	Large	Established						
A	<b>Company Profile</b>								
	<p><b>Company Profile Details:</b></p> <ul style="list-style-type: none"> <li>Financial Data: <b>Available</b></li> <li>Trade Payments: <b>Available</b> (3+Trade)</li> <li>Business Size: <b>Large</b> (Employees:50+ or Sales: \$500K+)</li> <li>Years in Business: <b>Established</b> (5+)</li> </ul>								

**Business History**

Officers	LESLIE SMITH, PRES; KEVIN J HUNT, SEC-TREAS
Directors	THE OFFICER(S)
As of 06/16/2020	

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 REPORTED BY THE SECRETARY OF STATE OR OTHER OFFICIAL SOURCE AS OF Jul 03 2020:

This data is for informational purposes only, certification can only be obtained through the Sacramento Office of the California Secretary of State.

Registered Name	GORMAN MANUFACTURING COMPANY, INC.	Registration ID	C0806110	Principals	
Business Type	CORPORATION	Status	SUSPENDED		
Corporation Type	PROFIT	Where Filed	BUSINESS PROGRAMS DIVISION , SACRAMENTO , CA		
Incorporated Date	01/03/1977	Registered Agent	DENNIS L GORMAN 1324 E BEAMER, WOODLAND, CA 956950000		
State of Incorporation	CALIFORNIA				
Filing Date	01/03/1977				
				Name	Title
				DENNIS L GORMAN	CHIEF EXECUTIVE OFFICER
				228 HAYS ST, WOODLAND, 956950000, CA	

## 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	N/A
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 06/16/2020

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

### Subsidiaries Global

KENTMORE CLOTHING (MANUFACTURING) PTY LTD;  
(D-U-N-S®:75-468-3795)  
AKA: KENTMORE CLOTHING  
222 Collingwood Rd,  
MELBOURNE, 2611,  
AU

This list is limited to the first 25 branches, subsidiaries, divisions and affiliates, both domestic and international.

## Financial Statements

Three Years Comparative Statement			Key Business Ratios (Based on 36 establishments)				
	Fiscal Consolidated Dec 31 2017 USD	Fiscal Consolidated Dec 31 2018 USD	Fiscal Consolidated Dec 31 2019 USD		This Business	Industry Median	Industry Quartile
Curr Assets	\$11,264,427	\$12,893,374	\$17,159,208				
Curr Liabs	9,895,794	9,168,479	10,793,087	Profitability			
Current Ratio	1.14	1.41	1.59	Return on Sales	9.8	1.5	1

	Fiscal Consolidated Dec 31 2017 USD	Fiscal Consolidated Dec 31 2018 USD	Fiscal Consolidated Dec 31 2019 USD		This Business	Industry Median	Industry Quartile
Working Capital	1,368,633	3,724,895	6,366,121				
Other Assets	2,689,091	2,004,111	2,307,502	Return on Net Worth	77.6	6.6	1
Worth	3,497,845	3,518,947	4,110,181	Short Term Solvency			
Sales	24,662,580	22,589,957	32,698,577	Current Ratio	1.6	1.6	2
Long Term Liab	559,879	2,210,059	4,563,442	Quick Ratio	1.1	1.0	2
Net Profit (Loss)	286,148	1,397,498	3,189,738	Efficiency			
				Assets Sales	59.5	90.6	2
				Sales / Net Working Capital	5.1	6.9	3
				Utilization			
				Total Liabs / Net Worth	373.6	78.0	4
As of 12/31/2019							

**Most Recent Financial Statement**

Fiscal Consolidated statement dated DEC 31 2019:

Assets	USD	Liabilities	USD
<b>Current Assets</b>		<b>Current Liabilities</b>	
Cash	\$4,564,200	Accts Pay	\$5,986,023
Accts Rec	7,360,218	Accruals	1,956,988
Inventory	5,234,790	L.T. Liab-(1yr)	2,850,076
<b>Total Current Assets</b>	<b>17,159,208</b>	<b>Total Current Liabilities</b>	<b>10,793,087</b>
<b>Non Current Assets</b>		<b>Non Current Liabilities</b>	
Fixt & Equip	2,007,502	L.T. Liab-Other	4,563,442
Deposits	300,000	COMMON STOCK	50,000
<b>Total Assets</b>	<b>19,466,710</b>	ADDIT. PD.-IN CAP	785,206
		RETAINED EARNINGS	2,565,432
		NET WORTH	709,543
		<b>Total Liabilities &amp; Net Worth</b>	<b>19,466,710</b>

As of 06/16/2020

From JAN 01 2019 to DEC 31 2019 annual sales \$32,698,577; cost of goods sold \$19,912,578. Gross profit \$12,785,999; operating expenses \$9,987,431. Operating income \$2,798,568; other income \$895,329; net income before taxes \$3,693,897; Federal income tax \$504,159. Net income \$3,189,738.

**Statement Source**

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 \$500,763 depreciation.

On June 16, 2020 the financial information was updated.

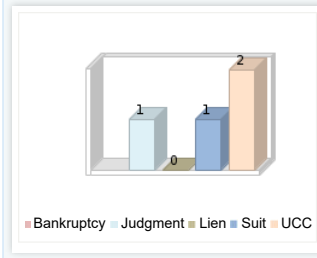
**Indicators**

**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	1	01/01/2014
Lien	0	
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

**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
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**UCC Filings**

Filing No.	77777	Latest Info Received	05/03/2014
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		

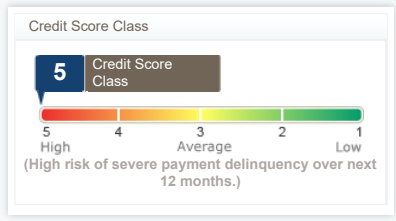
  

Filing No.	55555	Latest Info Received	01/03/2014
Where Filed	SECRETARY OF STATE/UCC DIVISION, HARRISBURG, PA	Type	Original
Secured Party	TEST CASE BUSINESS 1	Date Filed	01/01/2014
Debtor	GORMAN MANUFACTURING COMPANY and OTHERS		

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

**Commercial Credit Score**

**Summary**



**Incidence of Delinquent Payment**

Among Companies with This Class	53.10%
Average Compared to All Businesses	10.20%
Credit Score Percentile	9
Credit Score	430
Number of Payment Experiences	19

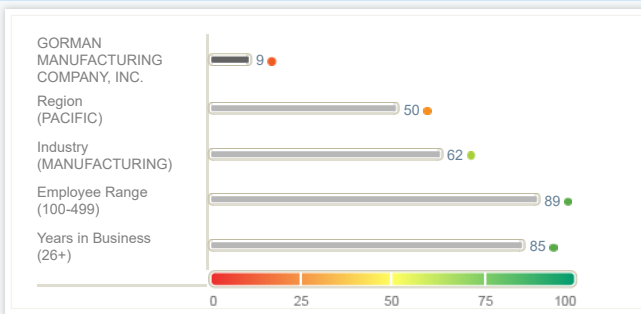
**Key Factors**

- 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
- Increase in proportion of delinquent payments in recent payment experiences
- Total Liabilities to Net Worth influencing the score
- Evidence of open suits 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.

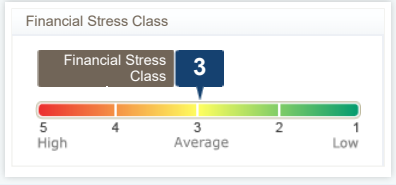
**Credit Score Percentile Norms Comparison**



- 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	1470
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	19

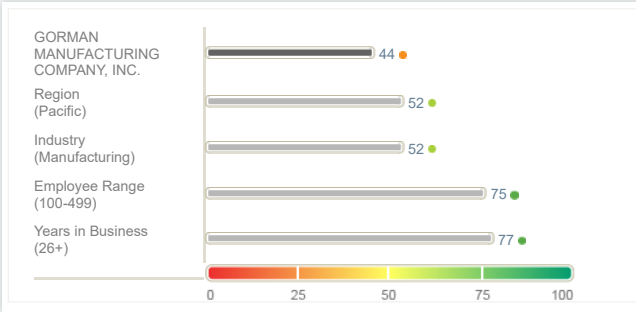
**Key Factors**

- Composite credit appraisal is rated limited.
- High proportion of past due balances to total amount owing.
- 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.

**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**

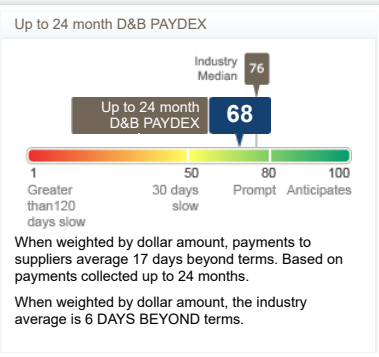
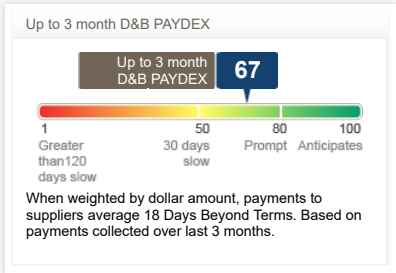


- Higher risk than other companies in the same region.
- Higher risk than other companies in the same industry.
- Higher risk than other companies in the same employee size range.
- Higher risk than other companies with a comparable number of years in business.

**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.



- 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	19	Highest Now Owing	\$15,000
Payments Within Terms	79%	Total Placed for Collection	0	Highest Past Due	\$5,000
Average High Credit	\$10,000	Largest High Credit	\$25,000		

\* compared to payments three months ago

**Credit Limit Recommendation**

Risk Category	Recommendation Date	07/12/2020
	Conservative Credit Limit	\$85,000
	Aggressive Credit Limit	\$200,000

Risk Category

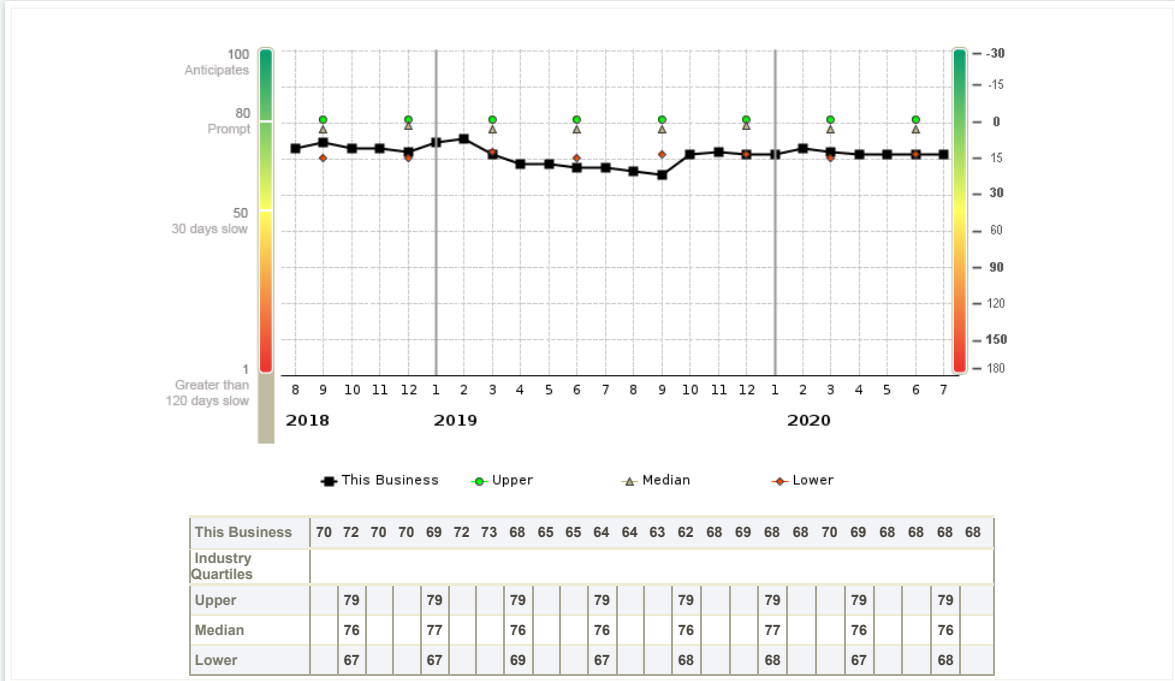
High Moderate Low

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.



Note

- Current PAYDEX® for this Business is 68, or equal to 17 days beyond terms.
- The 24 month high paydex is 73.0, or equal to 11 DAYS BEYOND terms.
- The 24 month low paydex is 62.0, or equal to 21 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	0%	0	\$0
50,000-100,000	0%	0	0
15,000-49,999	49%	6	100,000
5,000-14,999	94%	11	77,500
1,000-4,999	100%	1	2,500
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 19 payment experiences in D&B's file, with 16 experiences reported during the last three month period. The highest Now Owes on file is \$15,000. The highest Past Due on file is \$5,000.

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	\$52,500	\$15,000	72	0	14	14	0
Ret misc vehicles	5	50,000	15,000	75	10	0	15	0
Real estate agent/mgr	5	42,500	15,000	64	18	0	18	0
Nonclassified	3	35,000	25,000	64	36	0	0	0

Other Payment Categories

Category	Total Received	Total Dollar Amounts	Largest High Credit
Cash experiences	1	\$50	\$50
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	Selling Terms	Last Sale within(months)
May 2020	Ppt	\$10,000	\$10,000	\$2,500	N/A	1
	Ppt	10,000	2,500	0	N/A	1
	Ppt	7,500	2,500	0	N/A	1
	Ppt	7,500	5,000	0	N/A	1
	Ppt	7,500	5,000	0	N/A	1
	Ppt	5,000	2,500	0	N/A	1
	Ppt	5,000	5,000	0	N/A	1
	Ppt	5,000	1,000	0	N/A	1
	Ppt	2,500	2,500	0	N/A	1
	Ppt-Slow 30	15,000	5,000	1,000	N/A	1
	Ppt-Slow 30	10,000	5,000	2,500	N/A	1
	Ppt-Slow 60	15,000	7,500	2,500	N/A	1
	Ppt-Slow 90	15,000	7,500	2,500	N/A	1
	Ppt-Slow 90	15,000	5,000	2,500	N/A	1
	Ppt-Slow 90	15,000	2,500	2,500	N/A	1
	(016)	50	0	0	Cash account	4-5
October 2019	Ppt	5,000	1,000	0	N/A	
	Ppt	5,000	1,000	0	N/A	
February 2019	Ppt-Slow 30	25,000	15,000	5,000	N/A	

Lines shown in red are 30 or more days beyond terms  
 Each experience shown is from a separate supplier. Updated trade experiences replace those previously reported.

END OF REPORT