



Business Information Report

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ATTN: **Sample Report**

Report Printed: FEB 16 2016
In Date

BUSINESS SUMMARY

GORMAN MANUFACTURING COMPANY, INC.
492 Koller St
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
Manager: LESLIE SMITH, PRES
Year started: 1985
Employs: 125 (110 here)
Financial statement date: DEC 31 2014
Sales F: \$20,839,372
Net worth F: \$1,490,077
History: CLEAR
Financing: SECURED
Financial condition: FAIR
SIC: 2752

Line of business: Lithographic commercial printing

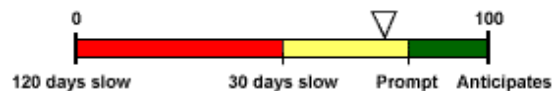
D-U-N-S Number: 80-473-5132

D&B Rating: **3A4**
Financial strength: 3A is **\$1 to 10 million**.
Composite credit appraisal: 4 is **limited**.
D&B Viability Rating: **15AA**

D&B PAYDEX®:

D&B PAYDEX: 74

When weighted by dollar amount, payments to suppliers average 9 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 11/22/13:

D&B Rating	Date Applied
3A4	11/22/13

The Summary Analysis section reflects information in D&B's file as of February 15, 2016.

VIABILITY RATING ANALYSIS

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.

D&B VIABILITY RATING:15AA

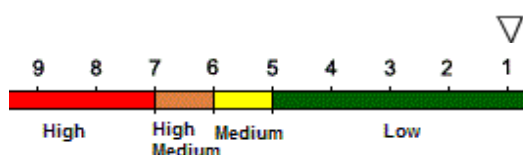
D&B VIABILITY RATING COMPONENTS:

VIABILITY SCORE:

Viability Score is the first of four components within the D&B Viability Rating. It is a high-level risk indicator that assesses the probability that a company will no longer be in business within the next 12 months, compared to all US businesses within the D&B database. A business is no longer viable when it goes out of business, becomes dormant/inactive or files for bankruptcy. The ranking ranges from 1 to 9 where 9 reflects the highest probability of becoming no longer viable and 1 reflects the lowest probability.

NOTE: The Viability Score is best used when ranking all businesses within your portfolio based on the probability of becoming no longer viable.

Viability Score: 1



Compared to ALL US Business within D&B Database:

- **Level of risk:** Low Risk
- **Business ranked 1 have a probability of becoming no longer viable:** 0.2%
- **Percentage of business ranked 1:** 0.3%
- **Across all US business, the average probability of becoming no longer viable:** 14%

PORTFOLIO COMPARISON:

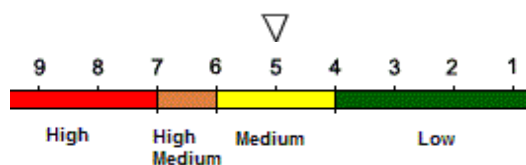
Portfolio Comparison is the second of four components within the D&B Viability Rating. Portfolio Comparison is a more detailed risk indicator that assesses the viability of a company compared to similar businesses within the same model segment which are determined by the amount and type of data available. A business is no longer viable when it goes out of business, becomes dormant/inactive or files for bankruptcy. Every business within the D&B database falls into 1 of the following 4 profile segments:

1. Available Financial Data.
2. Established Trade Payments.
3. Limited trade Payments.
4. Firmographics and Business Activity.

The Portfolio Comparison ranking ranges from 1 to 9 where 9 reflects the highest probability of becoming no longer viable and 1 reflects the lowest probability.

NOTE: The Portfolio Comparison is best used when analyzing the individual risk level of a company compared to businesses within the same profile segment.

Portfolio Comparison: 5



Compared to all Business within the same MODEL SEGMENT:

- **Model Segment:** Available Financial Data
- **Level of risk:** Moderate Risk
- **Business ranked 5 within this model segment have a probability of becoming no longer viable:** 0.5%
- **Percentage of business ranked 5 within this model segment:** 11%
- **Within this model segment, the average probability of becoming no longer viable:** 0.6%

DATA DEPTH INDICATOR:

Data Depth Indicator is the third of four components within the D&B Viability Rating. The Depth of Data Indicator

presents the level of data that is used to generate the Viability Score and Portfolio Comparison. Data depth assists in the assessment of whether a company will no longer be viable and includes the following:

1. Financial Attributes.
2. Commercial Trading Activity.
3. Firmographics.

The level of data is represented by a letter on a scale of A - G where A reflects the greatest level of predictive data to make a highly reliable assessment of company viability, and G reflects a minimal level of data which can be considered descriptive. The more comprehensive the data, the more precise the overall D&B Viability Rating becomes. If a company has been placed in the Special Category, a letter ranging from H-M will be assigned to identify the specific reason.

Data Depth: A

Data Depth Indicator Details:

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

COMPANY PROFILE:

Company Profile is the fourth of four components within the D&B Viability Rating. The Company Profile describes a company based on a combination of 4 categories:

1. Financial Data.
2. Trade Payments.
3. Company Size.
4. Years in Business.

A company is characterized by a letter which ranges from A - X; with each letter representing a combination of the 4 categories that make up the company's profile. For example, A describes a company with a comprehensive level data, which has been in business 5+ years, with 50+ employees or \$500K+ in Sales, while X reflects a company with a minimal data, in business < 5 years, with < 10 employees or < \$10K in Sales. Y and Z reflect a Branch and Subsidiary, respectively.

Company Profile: A

Company Profile Details:

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

CUSTOMER SERVICE

If you have questions about this report, please contact your local D&B office

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HISTORY

The following information was reported **02/03/2015:**

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

DIRECTOR(S): THE OFFICER(S)

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.

CORPORATE FAMILY

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

Subsidiaries (International):

KENTMORE CLOTHING (MANUFACTURING) COLLINGWOOD, AUSTRALIA DUNS # [75-468-3795](#)
PTY LTD

Branches (US):

Gorman Manufacturing Company, Inc. Los Angeles, CA DUNS # [03-873-2116](#)

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

02/03/2015

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.

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 multiple subsidiaries, detailed subsidiary information is available in D&Bs linkage or family tree products.

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:

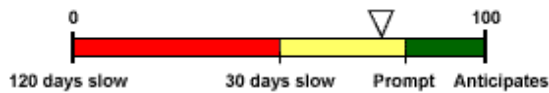
323111 Commercial Printing (except Screen and Books)

D&B PAYDEX

The D&B PAYDEX is a unique, dollar weighted indicator of payment performance based on up to 23 payment experiences as reported to D&B by trade references.

3-Month D&B PAYDEX: 74

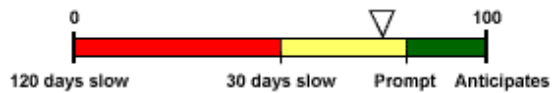
When weighted by dollar amount, payments to suppliers average 9 days beyond terms.



Based on trade collected over last 3 months.

D&B PAYDEX: 74

When weighted by dollar amount, payments to suppliers average 9 days beyond terms.



Based on up to 24 months of trade.

When dollar amounts are not considered, then approximately 76% 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 (\$)	Largest High Credit (\$)	Within Terms (%)	Days Slow <31 31-60 61-90 90> (%)			
Top industries:								
Car body repair/paint	5	1,030,000	400,000	99	-	1	-	-
Real estate agent/mgr	5	622,500	400,000	67	-	-	33	-
Ret misc vehicles	5	520,000	250,000	98	-	-	2	-
Misc computer service	4	600	250	96	-	-	4	-
Whol plumb/hydrionics	1	25,000	25,000	-	-	100	-	-
Mfg home furniture	1	15,000	15,000	100	-	-	-	-
Adjust/collect svcs	1	10,000	10,000	100	-	-	-	-
Flooring contractor	1	5,000	5,000	50	50	-	-	-
Other payment categories:								
Cash experiences	0	0	0					
Payment record unknown	0	0	0					
Unfavorable comments	0	0	0					
Placed for collections:								
With D&B	0	0						
Other	0	N/A						
Total in D&B's file	23	2,228,100	400,000					

The highest **Now Owes** on file is \$250,000

The highest **Past Due** on file is \$10,000

The aggregate dollar amount of the 23 payment experiences in D&B's file equals 128.3% 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)
01/16	Ppt	400,000	200,000	0		1 mo
	Ppt	400,000	250,000	0		1 mo
	Ppt	250,000	100,000	0		1 mo
	Ppt	200,000	100,000	0		1 mo
	Ppt	100,000	70,000	0		1 mo
	Ppt	100,000	35,000	0		1 mo
	Ppt	80,000	30,000	0		1 mo
	Ppt	70,000	15,000	0		1 mo
	Ppt	60,000	20,000	0		1 mo
	Ppt	55,000	10,000	0		1 mo
	Ppt-Slow 60	25,000	10,000	0		1 mo
	Ppt-Slow 90	400,000	75,000	0		1 mo
	Ppt-Slow 90	20,000	15,000	0		1 mo
	Ppt-Slow 90	7,500	5,000	5,000		2-3 mos
	Slow 60	25,000	0	0		4-5 mos
	Slow 60-90	5,000	5,000	5,000		
	04/14	Ppt	250	250	0	
Ppt		250	250	0		1 mo
Ppt		50	50	0		1 mo
Ppt-Slow 90		50	50	50		1 mo
03/14	Ppt	10,000	10,000	10,000	E.O.M	4-5 mos
	Ppt-Slow	5,000	5,000	5,000	N30	2-3 mos
02/14	Ppt	15,000	0	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

02/03/2015

Three-year statement comparative:

	Fiscal Consolidated Dec 31 2012	Fiscal Consolidated Dec 31 2013	Fiscal Consolidated Dec 31 2014
Current Assets	8,049,217	9,337,092	10,084,060
Current Liabs	6,826,918	7,897,572	8,157,897
Current Ratio	1.18	1.18	1.24
Working Capital	1,222,299	1,439,520	1,926,163
Other Assets	1,497,853	1,737,509	1,625,409
Net Worth	1,180,200	1,332,849	1,490,077

Sales	19,465,134	19,659,785	20,839,372
Long Term Liab	1,539,952	1,844,180	2,061,495
Net Profit (Loss)	197,281	152,649	157,228

Fiscal Consolidated statement dated DEC 31 2014:

Assets		Liabilities	
Cash	859,406	Accts Pay	5,045,308
Accts Rec	5,401,926	Notes Pay	357,279
Inventory	3,524,781	L.T. Liab-(1yr)	1,675,574
Other Curr Assets	297,947	Other Curr Liabs	1,079,736
Curr Assets	\$10,084,060	Curr Liabs	\$8,157,897
Fixt & Equip	1,255,503	L.T. Liab-Other	2,061,495
Other Assets	369,906	COMMON STOCK	50,000
		RETAINED EARNINGS	1,440,077
Total Assets	\$11,709,469	Total	\$11,709,469

From JAN 01 2014 to DEC 31 2014 annual sales \$20,839,372; cost of goods sold \$18,909,567. Gross profit \$1,929,805; operating expenses \$1,790,022. Operating income \$139,783; other income \$31,276; net income before taxes \$171,059; Federal income tax \$13,831. Net income \$157,228.

Statement received by mail JAN 30 2015. 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 \$85,312 depreciation.

As of February 3, 2015 attempts to contact management were unsuccessful. Outside sources confirmed operations and location.

KEY BUSINESS RATIOS

Statement date: DEC 31 2014
Based on this number of establishments: 19

Firm		Industry Median	
Return of Sales:	0.8	Return of Sales:	3.7
Current Ratio:	1.2	Current Ratio:	1.9
Assets / Sales:	56.2	Assets / Sales:	57.3
Total Liability / Net Worth:	685.8	Total Liability / Net Worth:	66.8

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

Judgment award: \$700
Status: Unsatisfied
FILING NO.: 123456
Judgment type: Judgment
Against: GORMAN MANUFACTURING COMPANY INC - TEST CASE
In favor of: ABC MANUFACTURING - TEST CASE
Where filed: Los Angeles, County Of, Norwalk, CA

Date status attained: 01/01/2014
Date entered: 01/01/2014
Latest Info Received: 04/07/2014

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

SUITS

Suit amount: **\$750**
Status: **Pending**
FILING NO.: 99999
Plaintiff: TEST CASE
Defendant: GORMAN MANUFACTURING INC - TEST CASE
Where filed: Supreme Court Of The State Of Tennessee, Knoxville, TN

Date status attained: 02/01/2014
Date filed: 02/01/2014
Latest Info Received: 04/07/2014

Status: **Pending**
FILING NO.: CV123456
Plaintiff: Angel Mason-test
Defendant: GORMAN MANUFACTURING INC
Where filed: knox county general sessions, Knoxville, TN

Date status attained: 01/01/2010
Date filed: 01/01/2010
Latest Info Received: 07/12/2010

If it is indicated that there are defendants other than the report subject, the lawsuit may be an action to clear title to property and does not necessarily imply a claim for money against the subject.

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.

Type: Original
Sec. party: VAL MAGEE - TEST, ALLENTOWN, PA
Debtor: GORMAN MANUFACTURING COMPANY INC - TEST CASE
Filing number: 77777
Filed with: SECRETARY OF STATE/UCC DIVISION, HARRISBURG, PA

Date filed: 01/01/2014
Latest Info Received: 05/02/2014

Type: Original
Sec. party: TEST CASE BUSINESS 1
Debtor: GORMAN MANUFACTURING COMPANY and OTHERS
Filing number: 55555
Filed with: SECRETARY OF STATE/UCC DIVISION, HARRISBURG, PA

Date filed: 01/01/2014
Latest Info Received: 01/03/2014

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:	NO
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.
