

GORMAN MANUFACTURING COMPANY, INC.

D-U-N-S® 80-473-5132

Headquarters

492 Koller St,
San Francisco, CA 94110

Phone

650 555-0000

BIR

Purchase Date: 10/11/2021

Executive Summary**Company Info**

Year Started	1985
CEO	LESLIE SMITH, PRES
Employees	153
Employees Here	120 at this location
Working Capital	\$1,543,556
Do not confuse with	other Gorman companies, this is a fictitious company used by D&B for demonstration purposes
Sales (Financial Statement)	\$20,599,870
Net Worth (Financial Statement)	3,017,325

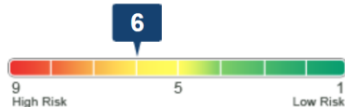
As of 12/31/2020

D&B Viability Rating

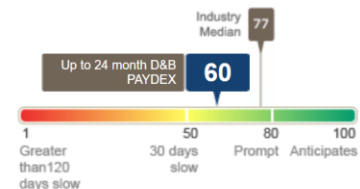
D&B Viability Rating

2 6 A A**D&B Rating**

D&B Rating

3A4**Financial Strength****Composite Credit Appraisal****Viability Score****2****Portfolio Comparison****6****Data Depth Indicator****A****Company Profile****A**

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

D&B PAYDEX™**Up to 24 month D&B PAYDEX****Up to 3 month D&B PAYDEX****Credit Limit Recommendation****Risk Category**

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

Business Information

Business Summary		Credit Capacity Summary	
Financing	SECURED	<div> D&B Rating <div>3A4</div> </div>	
Financial Condition	FAIR		
SIC	2752 Lithographic commercial printing		
NAICS	323111 Commercial Printing (except Screen and Books)		
History Status	CLEAR		
		<div> <div> Financial Strength <div>3A</div> </div> <div> Composite Credit Appraisal <div>4</div> </div> </div>	<div> <div> Prior D&B Rating <div>3A4</div> </div> <div> Rating Date <div>07/28/2021</div> </div> <div> Payment Activity (based on 18 experiences) <div>USD</div> </div> <div> Average High Credit <div>\$6,176</div> </div> <div> Highest Credit <div>15,000</div> </div> <div> Total Highest Credit <div>105,000</div> </div> </div>

2

Viability Score

2

9

High Risk

Business History

Officers	LESLIE SMITH, PRES; KEVIN J HUNT, SEC-TREAS
Directors	THE OFFICER(S)

As of 09/29/2021

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 Oct 02 2021:

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

Government Activity Summary

Activity Summary		Possible candidate for socioeconomic program consideration	
Borrower	Yes	Labor Surplus Area	N/A
Administrative Debt	Yes	Small Business	N/A
Grantee	Yes	Women Owned	N/A
Party Excluded from Federal Programs	Yes	Minority Owned	N/A
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 09/29/2021

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

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 39 establishments)			
	Fiscal Consolidated Dec 31 2018 USD	Fiscal Consolidated Dec 31 2019 USD	Fiscal Consolidated Dec 31 2020 USD		This Business	Industry Median	Industry Quartile
Curr Assets	\$12,893,374	\$17,159,208	\$14,873,848				
Curr Liabs	9,168,479	10,793,087	13,330,292	Profitability			
Current Ratio	1.41	1.59	1.12	Return on Sales	8.1	1.9	2
Working Capital	3,724,895	6,366,121	1,543,556	Return on Net Worth	55.1	3.7	1
Other Assets	2,004,111	2,307,502	5,043,659	Short Term Solvency			
Worth	3,518,947	4,110,181	3,017,325	Current Ratio	1.1	1.9	4
Sales	22,589,957	32,698,577	20,599,870	Quick Ratio	0.8	1.0	3
Long Term Liab	2,210,059	4,563,442	3,569,890	Efficiency			
Net Profit (Loss)	1,397,498	3,189,738	1,662,346	Assets Sales	96.7	94.2	3
				Sales / Net Working Capital	13.3	4.4	1
				Utilization			
				Total Liabs / Net Worth	560.1	69.2	4
				As of 12/31/2020			

Most Recent Financial Statement

Fiscal Consolidated statement dated DEC 31 2020:

Assets	USD	Liabilities	USD
Current Assets		Current Liabilities	
Cash	\$6,623,455	Accts Pay	\$5,869,532
Accts Rec	3,460,420	Accruals	4,569,895
Inventory	4,789,973	L.T. Liab-(1yr)	2,890,865
Total Current Assets	14,873,848	Total Current Liabilities	13,330,292
Non Current Assets		Non Current Liabilities	
Fixt & Equip	1,255,339	L.T. Liab-Other	3,569,890
Investments-Other	3,488,320	COMMON STOCK	50,000
Deposits	300,000	ADDIT. PD.-IN CAP	2,000,000
Total Assets	19,917,507	RETAINED EARNINGS	(891,896)
		NET WORTH	1,859,221
		Total Liabilities & Net Worth	19,917,507

As of 09/29/2021

From JAN 01 2020 to DEC 31 2020 annual sales \$20,599,870; cost of goods sold \$11,558,967. Gross profit \$9,040,903; operating expenses \$7,775,986. Operating income \$1,264,917; other income \$653,321; net income before taxes \$1,918,238; Federal income tax \$255,892. Net income \$1,662,346.

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 \$309,540 depreciation.

On July 28, 2021, the report was updated using available sources.

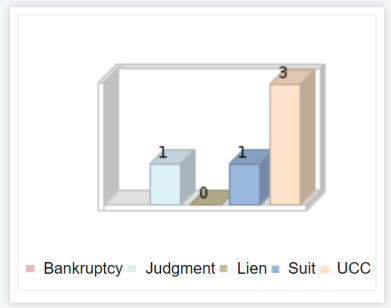
Indicators

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	3	06/29/2021

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		

UCC Filings

Collateral	Leased Unspecified	Latest Info Received	08/10/2021
Filing No.	21-7374802	Type	Original
Where Filed	SECRETARY OF STATE/UCC DIVISION, MONTGOMERY, AL	Date Filed	06/29/2021
Secured Party	GMW CONTRACTOR EQUIPMENT FINANCE, OMAHA, NE		
Debtor	GORMAN MANUFACTURING		

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		

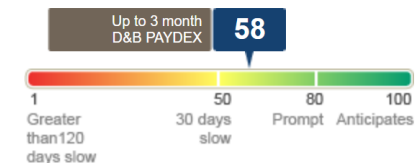
The public record items contained in this report may have been paid, terminated, vacated or released prior to the date this report was printed.

Advanced Paydex + CLR

D&B PAYDEX®

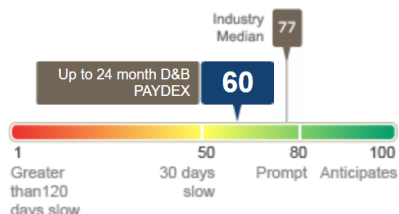
Shows the D&B PAYDEX scores as calculated up to 3 months and up to 24 months of payment experiences.

Up to 3 month D&B PAYDEX



When weighted by dollar amount, payments to suppliers average 24 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 22 days beyond terms. Based on payments collected up to 24 months.

When weighted by dollar amount, the industry average is 5 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	down *	Total Payment Experiences for the HQ	18	Highest Now Owing	\$10,000
Payments Within Terms	52%	Total Placed for Collection	0	Highest Past Due	\$5,000
Average High Credit	\$6,176	Largest High Credit	\$15,000		
Satisfactory Experiences %	54.76%				

* compared to payments three months ago

Credit Limit Recommendation

Risk Category



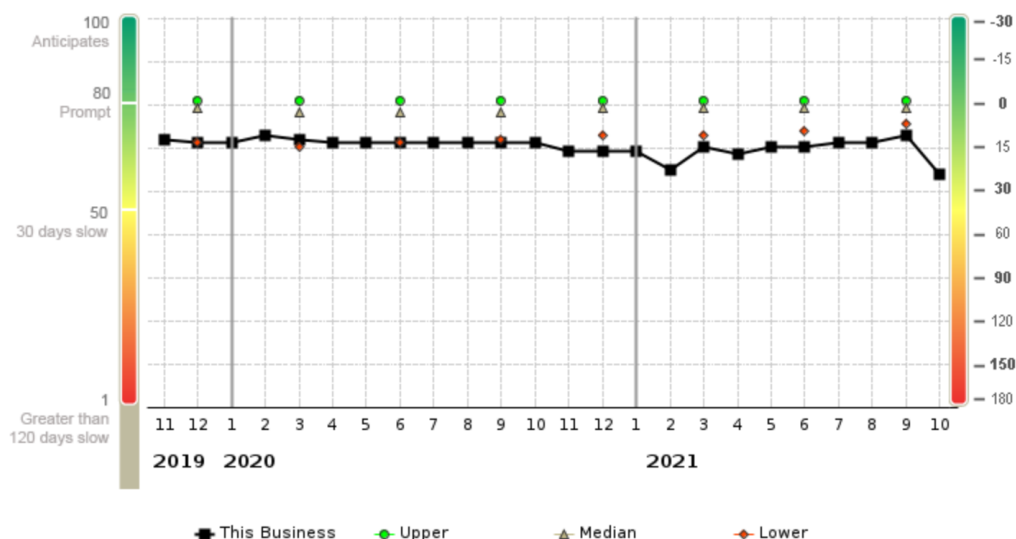
Recommendation Date	10/11/2021
Conservative Credit Limit	\$85,000
Aggressive Credit Limit	\$200,000

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	69	68	68	70	69	68	68	68	68	68	68	66	66	66	61	67	65	67	67	68	68	70	60	
Industry Quartiles																								
Upper		79			79			79			79			79			79			79			79	
Median		77			76			76			76			77			77			77			77	
Lower		68			67			68			69			70			70			71			73	

Note

- Current PAYDEX® for this Business is 60, or equal to 22 days beyond terms.
- The 24 month high paydex is 70.0, or equal to 15 DAYS BEYOND terms.
- The 24 month low paydex is 60.0, or equal to 22 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	50% <div></div>	1	15,000
5,000-14,999	57% <div></div>	11	77,500
1,000-4,999	50% <div></div>	5	12,500
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 18 payment experiences in D&B's file, with 16 experiences reported during the last three month period. The highest Now Owes on file is \$10,000. 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	\$37,500	\$15,000	50	10	3	37	0
Ret misc vehicles	5	27,500	10,000	50	14	18	18	0
Real estate agent/mgr	5	30,000	7,500	50	8	0	42	0
Nonclassified	2	10,000	5,000	100	0	0	0	0

Other Payment Categories			
Category	Total Received	Total Dollar Amounts	Largest High Credit
Cash experiences	1	\$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	Selling Terms	Last Sale within(months)
August 2021	Ppt-Slow 30	\$7,500	\$7,500	\$1,000	N/A	1
	Ppt-Slow 30	7,500	7,500	1,000	N/A	1
	Ppt-Slow 30	5,000	2,500	0	N/A	1
	Ppt-Slow 60	5,000	2,500	500	N/A	1
	Ppt-Slow 60	2,500	1,000	0	N/A	1
	Ppt-Slow 60	2,500	2,500	1,000	N/A	1
	Ppt-Slow 60	2,500	2,500	1,000	N/A	1
	Ppt-Slow 90	15,000	10,000	2,500	N/A	1
	Ppt-Slow 90	10,000	7,500	0	N/A	1
	Ppt-Slow 90	10,000	5,000	0	N/A	1
	Ppt-Slow 90	7,500	5,000	750	N/A	1
	Ppt-Slow 90	7,500	2,500	0	N/A	1
	Ppt-Slow 90	7,500	7,500	5,000	N/A	1
	Ppt-Slow 90	2,500	2,500	1,000	N/A	1
	Ppt-Slow 90	2,500	750	0	N/A	1
	(016)	0	0	0	Cash account	4-5
October 2019	Ppt	5,000	1,000	0	N/A	
	Ppt	5,000	1,000	0	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.