

GORMAN MANUFACTURING COMPANY, INC.

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

COMPR

Purchase Date: 12/06/2016
 Attention: Arun

Executive Summary

| Company Info | | D&B Rating | |
|---------------------|---|--|------------|
| Year Started | 1985 | D&B Rating | 3A4 |
| CEO | LESLIE SMITH, PRES | Financial Strength | |
| Employees | 153 | | |
| Employees Here | 120 at this location | <p>HH GG FF EE DD CC BB BA 1A 2A 3A 4A 5A</p> <p>\$1 to 10 million</p> | |
| Working Capital | \$1,543,556 | Composite Credit Appraisal | |
| 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 | |

Predictive Analytics

Financial Stress Class

The Financial Stress Class of 4 for this company shows that firms with this class had a failure rate of 0.84% (84 per 10,000).

| | |
|------------------------|-------|
| Financial Stress Class | 4 |
| Financial Stress Score | 1,425 |
| Highest Risk | 1,001 |
| Lowest Risk | 1,875 |

Credit Score Class

Composite Credit Appraisal

D&B PAYDEX®

Up to 24 month D&B PAYDEX

Up to 24 month D&B PAYDEX: 60

Industry Median: 77

1 Greater than 120 days slow | 50 30 days slow | 80 Prompt | 100 Anticipates

Credit Score Class

The Credit Score class of 3 for this company shows that 5.80% of firms with this classification paid one or more bills severely delinquent.

| | |
|--------------------|-----|
| Credit Score Class | 3 |
| Credit Score | 489 |
| Highest Risk | 101 |
| Lowest Risk | 670 |

Up to 3 month D&B PAYDEX

Up to 3 month D&B PAYDEX: 58

1 Greater than 120 days slow | 50 30 days slow | 80 Prompt | 100 Anticipates

D&B Viability Rating

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

Viability Score

Viability Score: 2

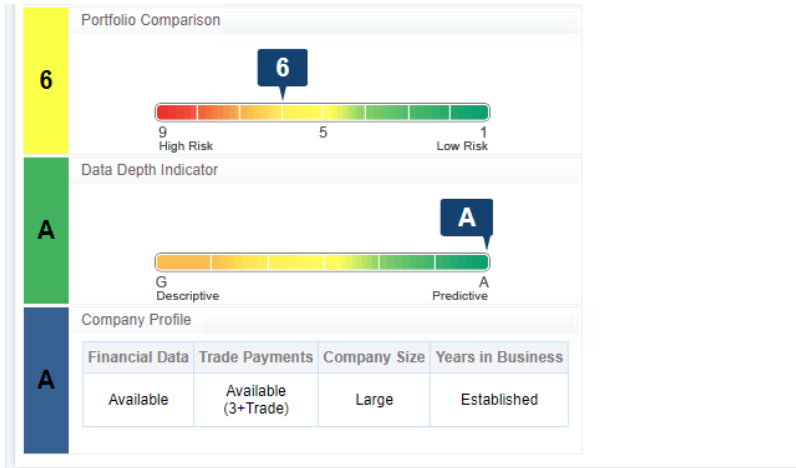
9 High Risk | 5 | 1 Low Risk

Credit Limit Recommendation

Risk Category

Risk Category: Moderate

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

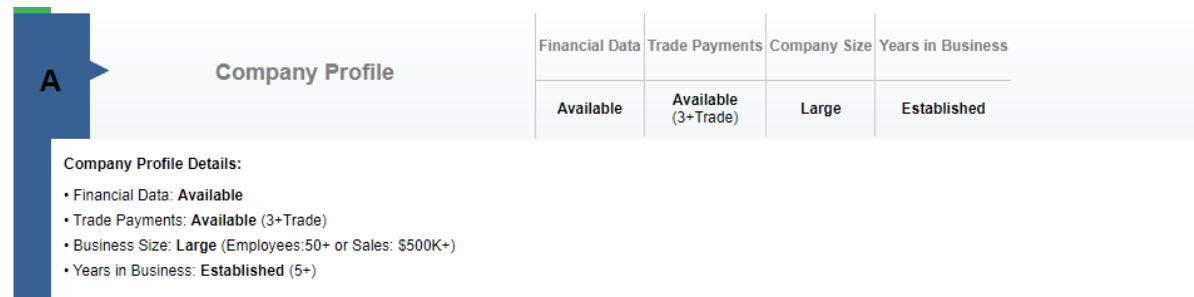
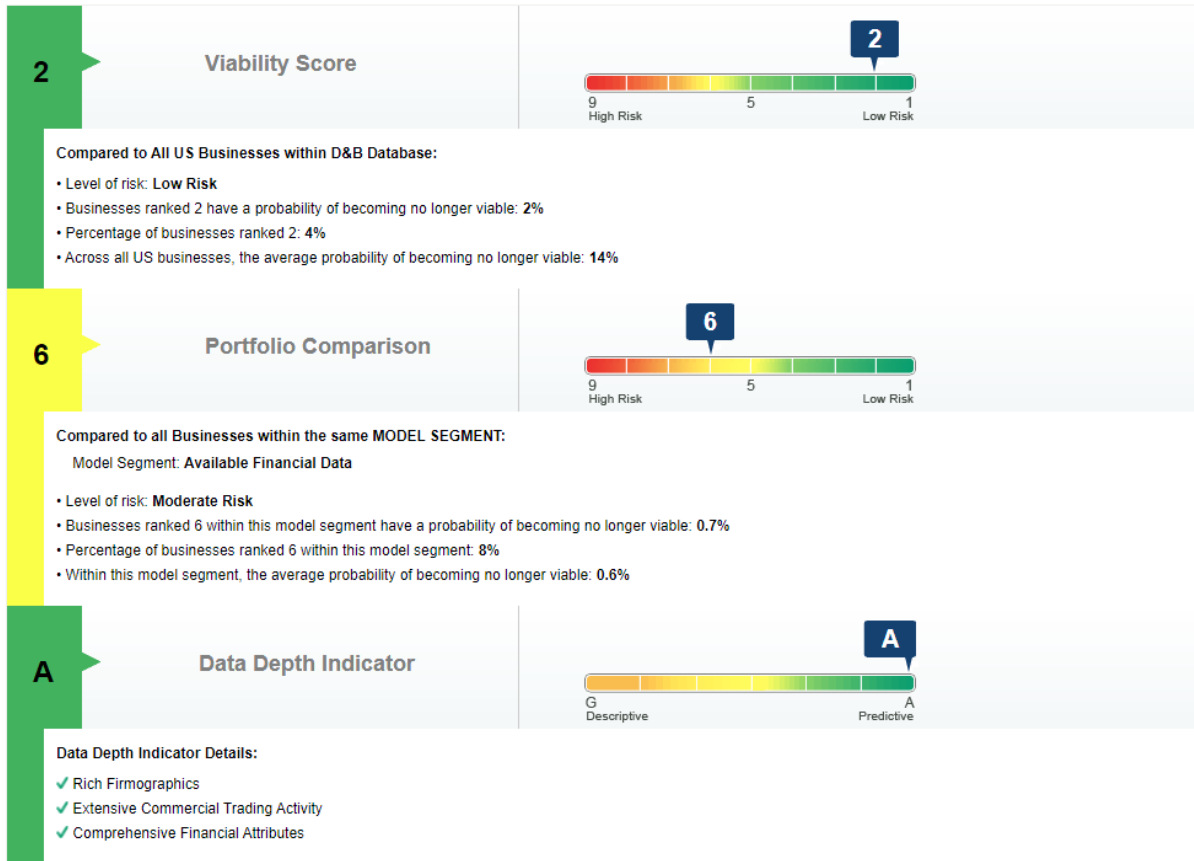


Business Information

| Business Summary | | Credit Capacity Summary | |
|---------------------|---|---|--|
| Financing | SECURED | <p>3A4</p> <p>D&B Rating</p> <div style="display: flex; justify-content: space-between;"> <div style="width: 60%;"> <p>Financial Strength</p> <p>HH GG FF EE DD DC CC BB BA 1A 2A 3A 4A 5A</p> <p>\$1 to 10 million</p> <p>Composite Credit Appraisal</p> <p>4 Limited 3 Fair 2 Good 1 High</p> </div> <div style="width: 35%;"> <p>Prior D&B Rating 3A4</p> <p>Rating Date 07/28/2021</p> <p>Payment Activity (based on 18 experiences) USD</p> <p>Average High Credit \$6,176</p> <p>Highest Credit 15,000</p> <p>Total Highest Credit 105,000</p> </div> </div> | |
| Financial Condition | FAIR | | |
| SIC | 2752 Lithographic commercial printing | | |
| NAICS | 323111 Commercial Printing (except Screen and Books) | | |
| History Status | CLEAR | | |

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.



Business History

| | |
|--|--|
| Officers | LESLIE SMITH, PRES; KEVIN J HUNT, SEC-TREAS |
| Directors | THE OFFICER(S) |
| As of 09/29/2021 | |
| <p>The California Secretary of State's business registrations file showed that Gorman Manufacturing Company, Inc. was registered as a Corporation on May 21, 1985.</p> <p>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.</p> <p>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.</p> <p>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.</p> <p>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.</p> | |

Business Registration

CORPORATE AND BUSINESS REGISTRATIONS REPORTED BY THE SECRETARY OF STATE OR OTHER OFFICIAL SOURCE AS OF Oct 09 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 | |
| Business Type | CORPORATION | Status | SUSPENDED | Name | Title |
| Corporation Type | PROFIT | Where Filed | BUSINESS PROGRAMS DIVISION , SACRAMENTO , CA | 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

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 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.

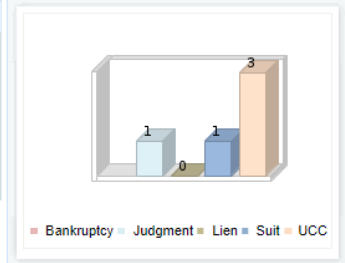
Indicators

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 | | |

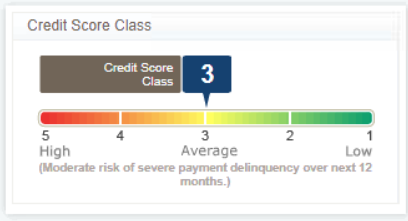
| | | | |
|---------------|---|----------------------|------------|
| Filing No. | 77777 | Latest Info Received | 05/03/2014 |
| Where Filed | SECRETARY OF STATE/UCC DIVISION, HARRISBURG, PA | Type | Original |
| Secured Party | VAL MAGEE - TEST, ALLENTOWN, PA | Date Filed | 01/01/2014 |
| Debtor | GORMAN 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.

Commercial Credit Score

Summary



Incidence of Delinquent Payment

| | |
|------------------------------------|--------|
| Among Companies with This Class | 5.80% |
| Average Compared to All Businesses | 10.20% |
| Credit Score Percentile | 39 |
| Credit Score | 489 |
| Number of Payment Experiences | 18 |

Key Factors

- Proportion of slow payments in recent months
- Proportion of past due balances to total amount owing
- Higher risk industry based on delinquency rates for this industry
- 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 | 26 |
| Financial Stress Score | 1425 |
| Probability of Failure with This Score | 0.84% |
| Failure per 10K | 84/10,000 |
| Average Failure Rate within D&B database | 0.48% |
| Failure per 10K | 48/10,000 |
| Number of Payment Experiences | 18 |

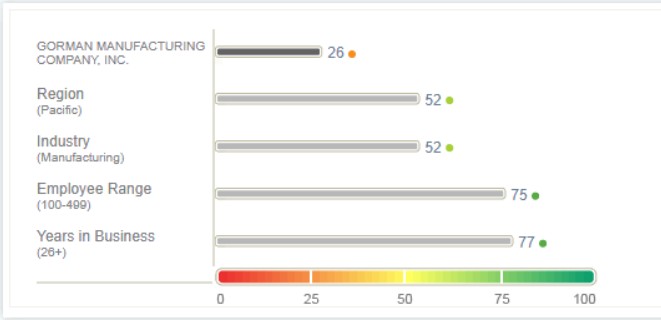
Key Factors

- Low proportion of satisfactory payment experiences to total payment experiences.
- Composite credit appraisal is rated limited.
- High proportion of past due balances to total amount owing.
- High proportion of slow payment experiences to total number of payment experiences.
- Negative change in net worth.
- 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

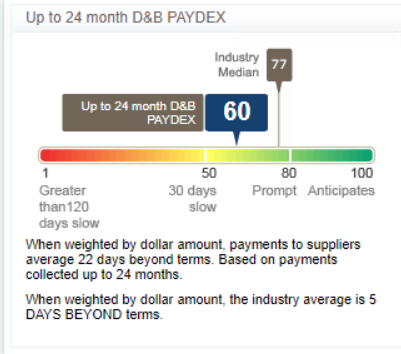
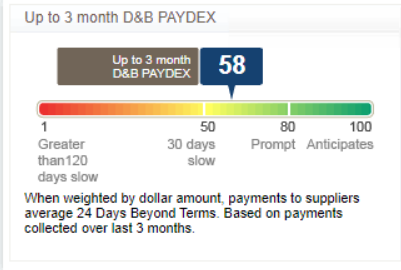


- Higher risk than other companies in the same region.
- Higher risk than other companies in the same industry.
- Higher risk than other companies in the same employee size range.
- Higher risk than other companies with a comparable number of years in business.

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.

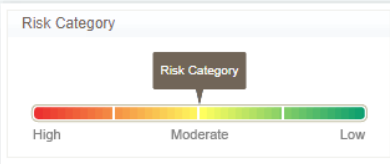


- High risk of late payment (average 30 to 120 days beyond terms)
- Medium risk of late payment (average 30 days or less beyond terms)
- Low risk of late payment (average prompt to 30+ days sooner)

| | | | | | |
|----------------------------|---------|--------------------------------------|----------|-------------------|----------|
| Payment Trend | 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

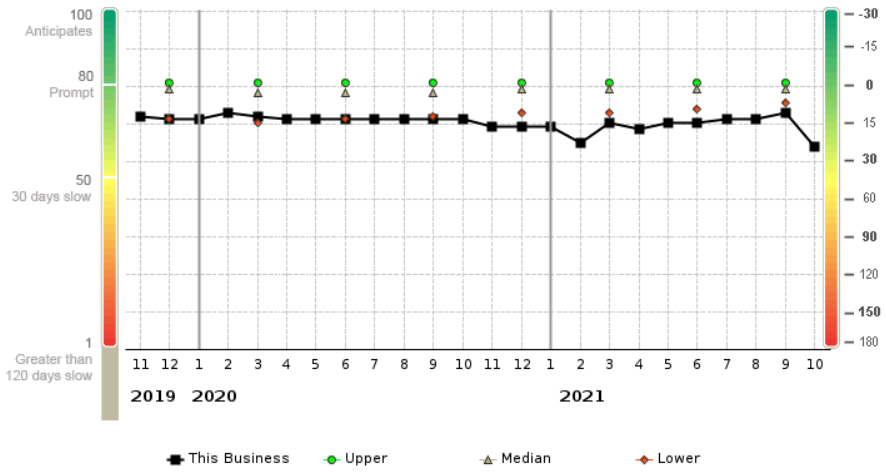
Credit Limit Recommendation



| | |
|--|------------|
| Recommendation Date | 10/14/2021 |
| 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 | | 79 | | 79 | | 79 | | |
| Median | | 77 | | 76 | | 76 | | 76 | | 77 | | 77 | | 77 | | 77 | | 77 | | 77 | | 77 | | |
| Lower | | 68 | | 67 | | 68 | | 69 | | 70 | | 70 | | 70 | | 71 | | 71 | | 73 | | 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% | 1 | 15,000 |
| 5,000-14,999 | 57% | 11 | 77,500 |
| 1,000-4,999 | 50% | 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.