

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: 08/10/2015
 Last Update Date: 02/03/2015
 Attention: Arun

Executive Summary

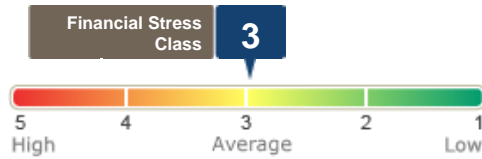
Company Info

Year Started	1985
Employees	125
Employees Here	110 at this location
Working Capital	\$1,926,163
Do not confuse with	other Gorman companies, this is a fictitious company used by D&B for demonstration purposes
Sales (Financial Statement)	\$20,839,372
Net Worth (Financial Statement)	1,490,077

As of 12/31/2014

Predictive Analytics

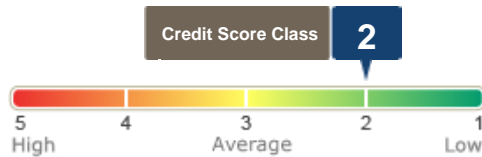
Financial Stress Class



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	1,501
Highest Risk	1,001
Lowest Risk	1,875

Credit Score Class



The Credit Score class of 2 for this company shows that 2.50% of firms with this classification paid one or more bills severely delinquent.

Credit Score Class	2
Credit Score	574
Highest Risk	101
Lowest Risk	670

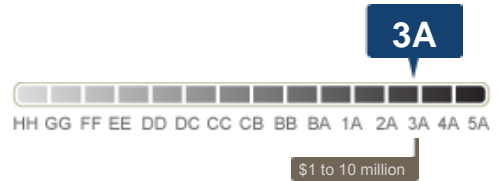
D&B Viability Rating

D&B Viability Rating	1	4	A	A
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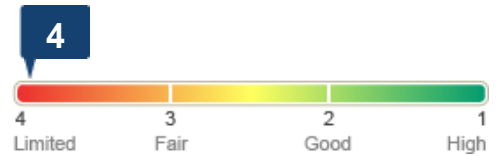
D&B Rating

D&B Rating **3A4**

Financial Strength

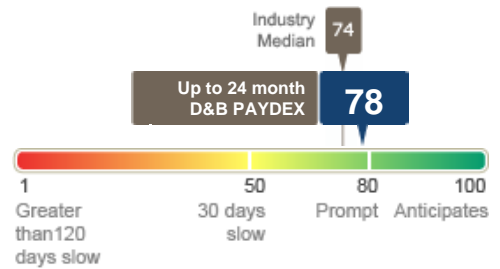


Composite Credit Appraisal

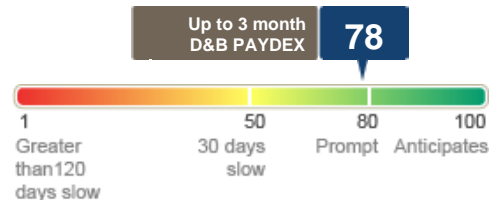


D&B PAYDEX®

Up to 24 month D&B PAYDEX



Up to 3 month D&B PAYDEX



Credit Limit Recommendation

Risk Category

D&B Viability Rating

1 4 A A

Risk Category



Conservative Credit Limit \$200,000

Aggressive Credit Limit \$400,000

1 Viability Score

4 Portfolio Comparison

A Data Depth Indicator

A 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	D&B Rating 3A4	<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> <tr> <td>Payment Activity (based on 22 experiences)</td> <td>USD</td> </tr> <tr> <td>Average High Credit</td> <td>\$238,209</td> </tr> <tr> <td>Highest Credit</td> <td>800,000</td> </tr> <tr> <td>Total Highest Credit</td> <td>5,240,600</td> </tr> </table>	Prior D&B Rating	3A4	Rating Date	11/22/2013	Payment Activity (based on 22 experiences)	USD	Average High Credit	\$238,209	Highest Credit	800,000	Total Highest Credit	5,240,600
Prior D&B Rating	3A4														
Rating Date	11/22/2013														
Payment Activity (based on 22 experiences)	USD														
Average High Credit	\$238,209														
Highest Credit	800,000														
Total Highest Credit	5,240,600														
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 #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	<h2>Viability Score</h2>
<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% 	
4	<h2>Portfolio Comparison</h2>
<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: Low Risk • Businesses ranked 4 within this model segment have a probability of becoming no longer viable: 0.3% • Percentage of businesses ranked 4 within this model segment: 13% • Within this model segment, the average probability of becoming no longer viable: 0.6% 	
A	<h2>Data Depth Indicator</h2>

A

Data Depth Indicator

A

- Data Depth Indicator Details:**
- ✓ Rich Firmographics
 - ✓ Extensive Commercial Trading Activity
 - ✓ Comprehensive Financial Attributes

A	<h2>Company Profile</h2>	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 02/03/2015

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.

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 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.

Industry Data

SIC

Code	Description
27520000	Commercial printing, lithographic

NAICS

Code	Description
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

Subsidiaries Domestic

GORMAN POSTER
 PRINTING INC.;
 (D-U-N-S®:05-806-
 3731)
 492 KOLLER STREET,
 SAN FRANCISCO, CA
 94110

Subsidiaries Global

KENTMORE
 CLOTHING
 (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

Key Business Ratios (Based on 14 establishments)

	Fiscal Consolidated Dec 31 2012	Fiscal Consolidated Dec 31 2013	Fiscal Consolidated Dec 31 2014	This	Industry	Industry

	USD	USD	USD		Business	Median	Quartile
Curr Assets	\$8,049,217	\$9,337,092	\$10,084,060	Profitability			
Curr Liabs	6,826,918	7,897,572	8,157,897	Return on Sales	0.8	3.3	4
Current Ratio	1.18	1.18	1.24	Return on Net Worth	10.6	11.4	3
Working Capital	1,222,299	1,439,520	1,926,163	Short Term Solvency			
Other Assets	1,497,853	1,737,509	1,625,409	Current Ratio	1.2	2.6	4
Worth	1,180,200	1,332,849	1,490,077	Quick Ratio	0.8	2.0	4
Sales	19,465,134	19,659,785	20,839,372	Efficiency			
Long Term Liab	1,539,952	1,844,180	2,061,495	Assets Sales	56.2	57.0	2
Net Profit (Loss)	197,281	152,649	157,228	Sales / Net Working Capital	10.8	6.7	2
				Utilization			
				Total Liabs / Net Worth	685.8	49.1	4
				As of 12/31/2014			

Most Recent Financial Statement

Fiscal Consolidated statement dated DEC 31 2014:

Assets	USD	Liabilities	USD
Current Assets		Current 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
Total Current Assets	10,084,060	Total Current Liabilities	8,157,897
Non Current Assets		Non Current Liabilities	
Fixt & Equip	1,255,503	L.T. Liab-Other	2,061,495
Other Assets	369,906	COMMON STOCK	50,000
Total Assets	11,709,469	RETAINED EARNINGS	1,440,077
		Total Liabilities & Net Worth	11,709,469

As of 02/03/2015

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 Source

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.

Indicators

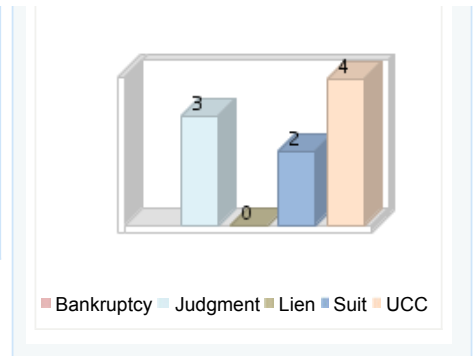
Public Filings Summary

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

Public Filings

Lien	0	
Suit	2	02/01/2014
UCC	4	01/01/2014



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

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		

Collateral	Leased Equipment	Latest Info Received	04/07/2005
Filing No.	009679812	Type	Original
Where Filed	SECRETARY OF STATE/UCC DIVISION, SPRINGFIELD, IL	Date Filed	03/30/2005
Secured Party	RAYMOND LEASING CORPORATION, GREENE, NY		
Debtor	GORMAN MANUFACTURING COMPANY, INC. and OTHERS		

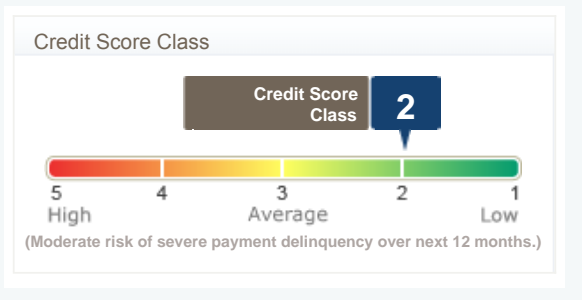
Filing No.	77777	Latest Info Received	05/02/2014
Where Filed	SECRETARY OF STATE/UCC DIVISION, HARRISBURG, PA	Type	Original
Secured Party	VAL MAGEE - TEST, ALLENTOWN, PA	Date Filed	01/01/2014
Debtor	GORMAN MANUFACTURING COMPANY INC - TEST CASE		

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	2.50%
Average Compared to All Businesses	10.20%
Credit Score Percentile	89
Credit Score	574
Number of Payment Experiences	22

Key Factors

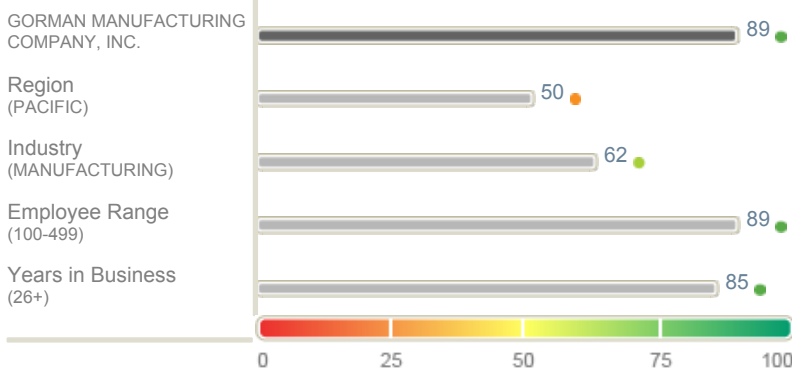
- Higher risk industry based on delinquency rates for this industry
- Financial ratios
- Evidence of open suits and judgments
- Proportion of slow payments in recent months

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

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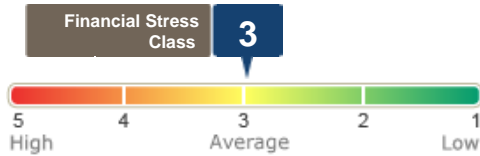


- Lower risk than other companies in the same region.
- Lower risk than other companies in the same industry.
- Similar risk compared to other companies in the same employee size range.
- Lower risk than other companies with a comparable number of years in business.

Financial Stress Score

Summary

Financial Stress Class



Financial Stress Score Percentile

Financial Stress National Percentile	63
Financial Stress Score	1501
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	22

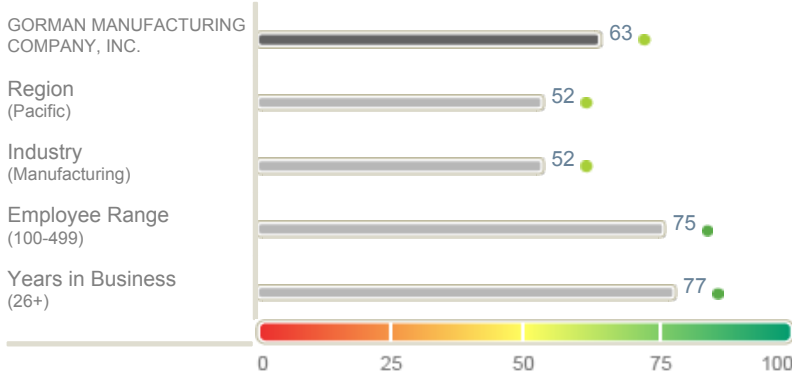
Key Factors

- Composite credit appraisal is rated limited.
- Low proportion of satisfactory payment experiences to total 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



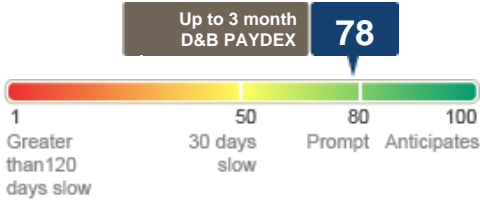
- Lower risk than other companies in the same region.
- Lower risk than other companies in the same industry.
- Higher risk than other companies in the same employee size range.
- Higher risk than other companies with a comparable number of years in business.

Advanced Paydex + CLR

D&B PAYDEX®

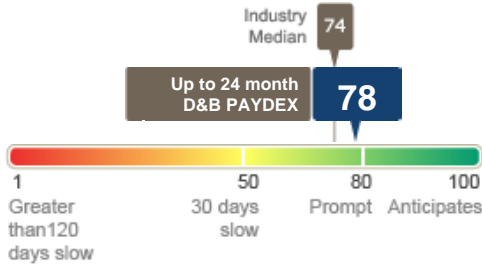
Shows the D&B PAYDEX scores as calculated up to 3 months and up to 24 months of payment experiences.

Up to 3 month D&B PAYDEX



When weighted by dollar amount, payments to suppliers average 3 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 3 days beyond terms. Based on payments collected up to 24 months.

When weighted by dollar amount, the industry average is 9 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	22	Highest Now Owing	\$400,000
Payments Within Terms	82%	Total Placed for Collection	0	Highest Past Due	\$200,000
Average High Credit	\$238,209	Largest High Credit	\$800,000		

* compared to payments three months ago

Credit Limit Recommendation

Risk Category



Recommendation Date	08/10/2015
Conservative Credit Limit	\$200,000
Aggressive Credit Limit	\$400,000

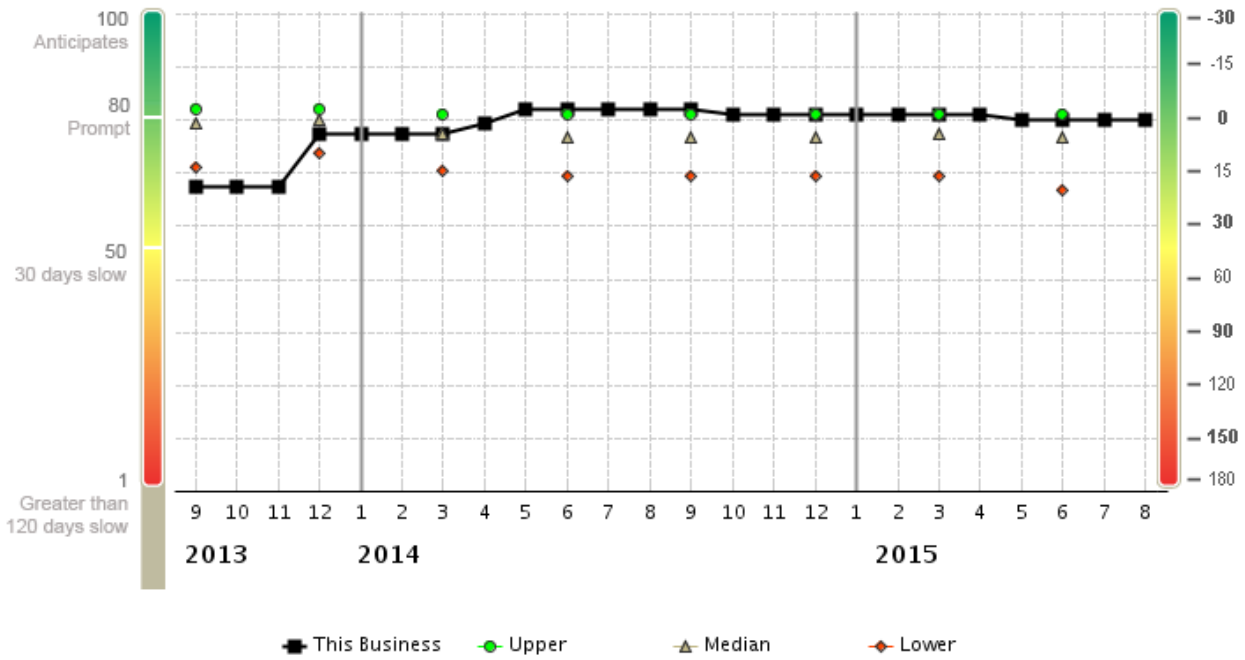
Key Factor

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	64	64	64	75	75	75	75	77	80	80	80	80	80	79	79	79	79	79	79	79	78	78	78	78
Industry Quartiles																								
Upper	80			80			79		79				79				79				79			
Median	77			78			75		74				74				74				75			74
Lower	68			71			67		66				66				66				66			63

Note

- Current PAYDEX[®] for this Business is 78, or equal to 3 days beyond terms.
- The 24 month high paydex is 80.0, or equal to GENERALLY WITHIN terms.
- The 24 month low paydex is 64.0, or equal to 19 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	96%	13	\$5,150,000
50,000-100,000	0%	0	0
15,000-49,999	60%	3	75,000
5,000-14,999	83%	2	15,000
1,000-4,999	0%	0	0
Under 1,000	96%	4	600

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 22 payment experiences in D&B's file, with 15 experiences reported during the last three month period. The highest Now Owes on file is \$400,000. The highest Past Due on file is \$200,000.

All Industries



Industries	Total Received	Total Amounts	Largest High Credit	Within Terms (%)	Days Slow (%)			
					0-30	31-60	61-90	90+
Real estate agent/mgr	5	\$1,965,000	\$800,000	97	3	0	0	0
Ret misc vehicles	5	1,650,000	800,000	94	3	3	0	0
Car body repair/paint	5	1,595,000	700,000	95	5	0	0	0
Misc computer service	4	600	250	96	0	0	4	0
Mfg home furniture	1	15,000	15,000	100	0	0	0	0
Adjust/collect svcs	1	10,000	10,000	100	0	0	0	0
Flooring contractor	1	5,000	5,000	50	50	0	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	Selling Terms	Last Sale within(months)
July 2015	Ppt	\$800,000	\$100,000	\$0	N/A	1
	Ppt	800,000	100,000	0	N/A	1
	Ppt	750,000	200,000	200,000	N/A	2-3
	Ppt	700,000	300,000	0	N/A	1
	Ppt	500,000	400,000	0	N/A	1
	Ppt	400,000	7,500	0	N/A	1
	Ppt	300,000	20,000	0	N/A	1
	Ppt	250,000	50,000	0	N/A	1
	Ppt	250,000	100,000	0	N/A	1
	Ppt-Slow 30	100,000	7,500	0	N/A	1
	Ppt-Slow 30	100,000	30,000	0	N/A	1
	Ppt-Slow 30	100,000	50,000	0	N/A	1
	Ppt-Slow 30	45,000	15,000	15,000	N/A	2-3
	Ppt-Slow 60	100,000	15,000	0	N/A	1
	Ppt-Slow 90	15,000	7,500	0	N/A	1
April 2014	Ppt	250	250	0	N/A	1
	Ppt	250	250	0	N/A	1
	Ppt	50	50	0	N/A	1
	Ppt-Slow 90	50	50	50	N/A	1
March 2014	Ppt	10,000	10,000	10,000	E.O.M	4-5
	Ppt-Slow	5,000	5,000	5,000	N30	2-3
February 2014	Ppt	15,000	0	0	N/A	1

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.