



GORMAN MANUFACTURING COMPANY, INC.

D-U-N-S® 80-473-5132

Headquarters
492 Koller St,
San Francisco, CA 94110

Phone 650 555-0000

BIR

Subscriber Number: 716000061
Purchase Date: 12/26/2022
Attention: Sample report

Executive Summary

Company Info

Year Started	1985
CEO	LESLIE SMITH, PRES
Employees	153
Employees Here	120 at this location
Working Capital	\$6,382,766
Do not confuse with	other Gorman companies, this is a fictitious company used by D&B for demonstration purposes
Sales (Financial Statement)	\$35,250,486
Net Worth (Financial Statement)	10,750,973
As of	12/31/2021

D&B Viability Rating

D&B Viability Rating

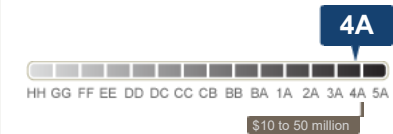


D&B Rating

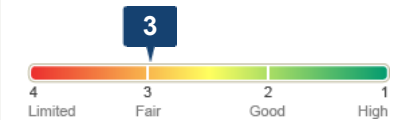
D&B Rating

4A3

Financial Strength

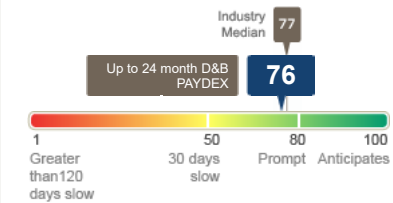


Composite Credit Appraisal

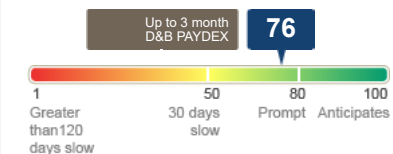


D&B PAYDEX®

Up to 24 month D&B PAYDEX



Up to 3 month D&B PAYDEX



Credit Limit Recommendation

Risk Category



Conservative Credit Limit	\$200,000
Aggressive Credit Limit	\$400,000

Viability Score
1

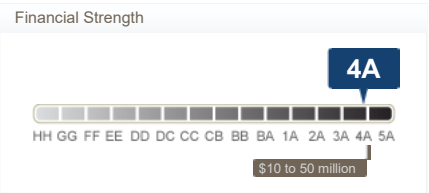
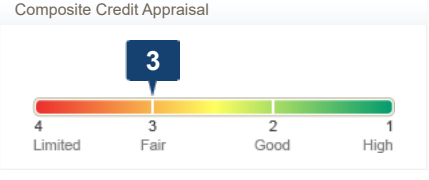
Portfolio Comparison
1

Data Depth Indicator
A

Company Profile
A

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

Business Information

Business Summary		Credit Capacity Summary		
Financing	SECURED	D&B Rating 4A3		
Financial Condition	FAIR			
SIC	2752 Lithographic commercial printing		Financial Strength 	Prior D&B Rating 4A3 Rating Date 07/15/2022
NAICS	323111 Commercial Printing (except Screen and Books)		Composite Credit Appraisal 	Payment Activity (based on 16 experiences) USD Average High Credit \$7,166 Highest Credit 15,000 Total Highest Credit 107,550
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.

1	Viability Score									
	Compared to All US Businesses within D&B Database: <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% 									
	1	Portfolio Comparison								
		Compared to all Businesses within the same MODEL SEGMENT: Model Segment: Available Financial Data <ul style="list-style-type: none"> Level of risk: Low Risk Businesses ranked 1 within this model segment have a probability of becoming no longer viable: 0.1% Percentage of businesses ranked 1 within this model segment: 23% Within this model segment, the average probability of becoming no longer viable: 0.6% 								
A	Data Depth Indicator									
	Data Depth Indicator Details: <ul style="list-style-type: none"> ✓ Rich Firmographics ✓ Extensive Commercial Trading Activity ✓ Comprehensive Financial Attributes 									
A	Company Profile	<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	Established
	Financial Data	Trade Payments	Company Size	Years in Business						
	Available	Available (3+Trade)	Large	Established						
Company Profile Details: <ul style="list-style-type: none"> 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)

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. 1967-1985 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 Assistant 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 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.	Registration ID	testcase102	Filing Date	05/21/1985
Business Type	CORPORATION	Where Filed	SECRETARY OF STATE/CORPORATIONS DIVISION , SACRAMENTO , CA		
Corporation Type	PROFIT				
Incorporated Date	05/21/1985				
State of Incorporation	CALIFORNIA				

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 11/10/2022

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
2752000	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 29 establishments)		
	Fiscal Consolidated Dec 31 2019 USD	Fiscal Consolidated Dec 31 2020 USD	Fiscal Consolidated Dec 31 2021 USD	This Business	Industry Median	Industry Quartile
Curr Assets	\$17,159,208	\$14,873,848	\$17,198,139			
Curr Liabs	10,793,087	13,330,292	10,815,373	Profitability		

	Fiscal Consolidated Dec 31 2019 USD	Fiscal Consolidated Dec 31 2020 USD	Fiscal Consolidated Dec 31 2021 USD		This Business	Industry Median	Industry Quartile
Current Ratio	1.59	1.12	1.59	Return on Sales	9.5	6.5	2
Working Capital	6,366,121	1,543,556	6,382,766	Return on Net Worth	31.3	11.8	2
Other Assets	2,307,502	5,043,659	9,023,696	Short Term Solvency			
Worth	4,110,181	3,017,325	10,750,973	Current Ratio	1.6	1.4	2
Sales	32,698,577	20,599,870	35,250,486	Quick Ratio	1.3	0.9	1
Long Term Liab	4,563,442	3,569,890	4,655,489	Efficiency			
Net Profit (Loss)	3,189,738	1,662,346	3,365,811	Assets Sales	74.4	101.8	2
				Sales / Net Working Capital	5.5	4.4	2
				Utilization			
				Total Liabs / Net Worth	143.9	83.4	3
				As of 12/31/2021			

Most Recent Financial Statement

Fiscal Consolidated statement dated DEC 31 2021:

Assets	USD	Liabilities	USD
Current Assets		Current Liabilities	
Cash	\$8,521,362	Accts Pay	\$3,998,598
Accts Rec	5,006,895	Accruals	1,259,874
Inventory	3,669,882	L.T. Liab-(1yr)	5,556,901
Total Current Assets	17,198,139	Total Current Liabilities	10,815,373
Non Current Assets		Non Current Liabilities	
Fixt & Equip	4,500,009	L.T. Liab-Other	4,655,489
Investments-Other	4,523,687	COMMON STOCK	60,000
Total Assets	26,221,835	ADDIT. PD.-IN CAP	3,000,000
		RETAINED EARNINGS	240,644
		NET WORTH	7,450,329
		Total Liabilities & Net Worth	26,221,835

As of 11/10/2022

From JAN 01 2021 to DEC 31 2021 annual sales \$35,250,486; cost of goods sold \$19,693,328. Gross profit \$15,557,158; operating expenses \$11,589,227. Operating income \$3,967,931; other income \$98,556; net income before taxes \$4,066,487; Federal income tax \$700,676. Net income \$3,365,811.

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 \$561,140 depreciation.

On November 10, 2022, inside sources confirmed the information on this report.

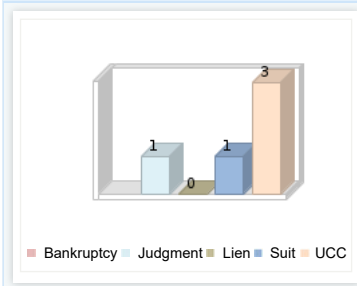
Indicators

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
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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

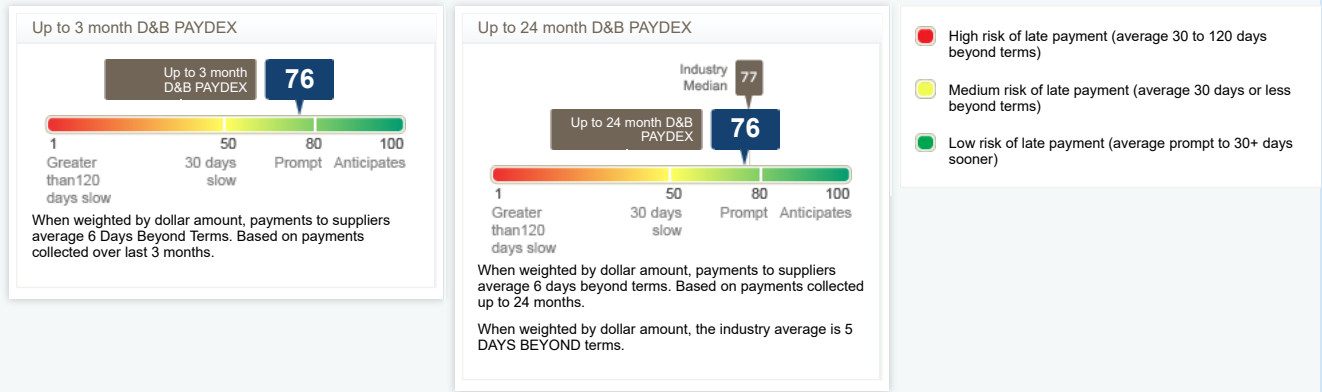
Collateral	Leased Unspecified	Latest Info Received	08/10/2021
Filing No.	21-7374802	Type	Original
Where Filed	SECRETARY OF STATE/UCC DIVISION, MONTGOMERY, AL	Date Filed	06/29/2021
Secured Party	GMW CONTRACTOR EQUIPMENT FINANCE, OMAHA, NE		
Debtor	GORMAN MANUFACTURING		
Filing No.	77777	Latest Info Received	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®

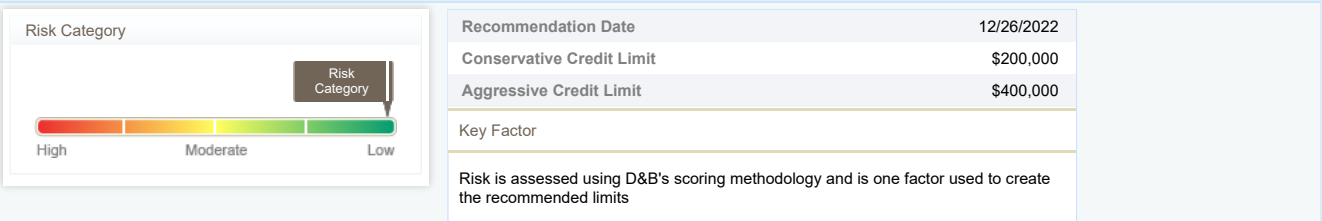
Shows the D&B PAYDEX scores as calculated up to 3 months and up to 24 months of payment experiences.



Payment Trend	unchanged*	Total Payment Experiences for the HQ	16	Highest Now Owing	\$10,000
Payments Within Terms	84%	Total Placed for Collection	0	Highest Past Due	\$500
Average High Credit	\$7,166	Largest High Credit	\$15,000		
Satisfactory Experiences %	88.33%				

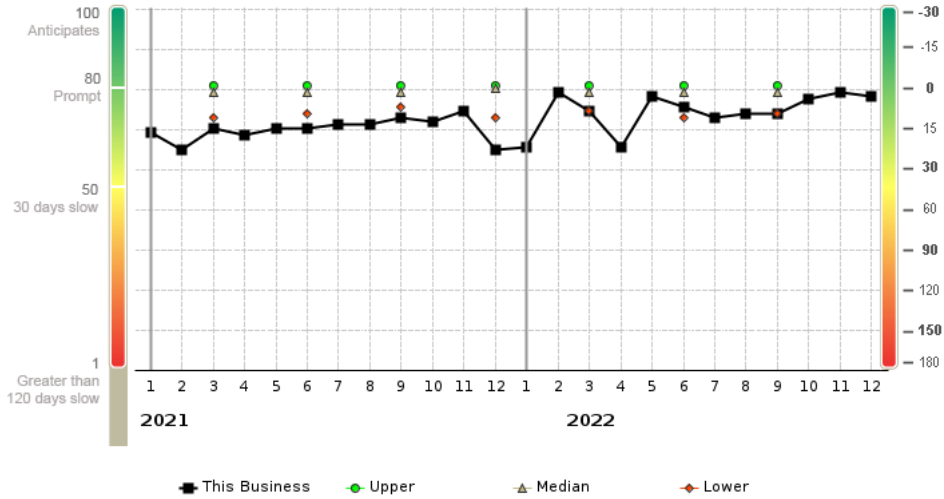
* compared to payments three months ago

Credit Limit Recommendation



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	66	61	67	65	67	67	68	68	70	69	72	61	62	77	72	62	76	73	70	71	71	75	77	76
Industry Quartiles																								
Upper			79			79			79			79			79			79			79			
Median			77			77			77			78			77			77			77			
Lower			70			71			73			70			72			70			71			

Note

- Current PAYDEX® for this Business is 76, or equal to 6 days beyond terms.
- The 24 month high paydex is 77.0, or equal to 5 DAYS BEYOND terms.
- The 24 month low paydex is 61.0, 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	100%	1	15,000
5,000-14,999	88%	12	87,500
1,000-4,999	50%	2	5,000
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 16 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 \$500.

All Industries

Industries	Total Received	Total Amounts	Largest High Credit	Within Terms (%)	Days Slow (%)			
					0-30	31-60	61-90	90+
Ret misc vehicles	5	\$40,000	\$15,000	87	13	0	0	0
Real estate agent/mgr	5	32,500	10,000	85	15	0	0	0
Car body repair/paint	5	35,000	7,500	93	0	7	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)
November 2022	Ppt	\$15,000	\$10,000	\$0	N/A	1
	Ppt	10,000	7,500	0	N/A	1
	Ppt	7,500	7,500	0	N/A	1
	Ppt	7,500	7,500	0	N/A	1

Date Reported	Paying Record	High Credit	Now Owes	Past Due	Selling Terms	Last Sale within(months)
	Ppt	7,500	7,500	0	N/A	1
	Ppt	7,500	7,500	0	N/A	1
	Ppt	7,500	5,000	0	N/A	1
	Ppt	7,500	5,000	0	N/A	1
	Ppt	7,500	7,500	0	N/A	1
	Ppt	5,000	5,000	0	N/A	1
	Ppt-Slow 30	7,500	2,500	100	N/A	1
	Ppt-Slow 30	7,500	0	0	N/A	4-5
	Ppt-Slow 30	2,500	2,500	500	N/A	1
	Ppt-Slow 30	2,500	2,500	500	N/A	1
	Ppt-Slow 60	5,000	2,500	0	N/A	1
	(016)	50	0	0	Cash account	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.

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END OF REPORT