



**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: 02/01/2021  
Last Update Date: 06/16/2020  
Attention: sample report

**Executive Summary**

Company Info	
Year Started	1985
CEO	LESLIE SMITH, PRES
Employees	153
Employees Here	120 at this location
Working Capital	\$6,366,121
Do not confuse with	other Gorman companies, this is a fictitious company used by D&B for demonstration purposes
Sales (Financial Statement)	\$32,698,577
Net Worth (Financial Statement)	4,110,181
As of 12/31/2019	

D&B Viability Rating	
D&B Viability Rating	<b>1 3 A A</b>

**1** Viability Score

**3** Portfolio Comparison

**A** Data Depth Indicator

**A** Company Profile

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

**D&B Rating**

D&B Rating **3A4**

Financial Strength

Composite Credit Appraisal

**D&B PAYDEX®**

Up to 24 month D&B PAYDEX

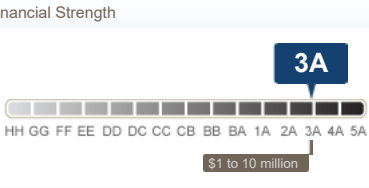
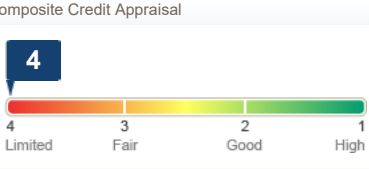
Up to 3 month D&B PAYDEX

**Credit Limit Recommendation**

Risk Category

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

**Business Information**

Business Summary		Credit Capacity Summary		
Financing	SECURED	<b>D&amp;B Rating</b> <span style="background-color: #0056b3; color: white; padding: 2px 5px; font-weight: bold;">3A4</span>		
Financial Condition	FAIR			
SIC	2752 Lithographic commercial printing		<b>Financial Strength</b> 	<b>Prior D&amp;B Rating</b> 3A4 <b>Rating Date</b> 11/22/2013
NAICS	323111 Commercial Printing (except Screen and Books)		<b>Composite Credit Appraisal</b> 	<b>Payment Activity</b> (based on 19 experiences) USD <b>Average High Credit</b> \$9,861 <b>Highest Credit</b> 25,000 <b>Total Highest Credit</b> 177,550
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	<b>Viability Score</b>									
	<b>Compared to All US Businesses within D&amp;B Database:</b> <ul style="list-style-type: none"> <li>Level of risk: <b>Low Risk</b></li> <li>Businesses ranked 1 have a probability of becoming no longer viable: <b>0.2%</b></li> <li>Percentage of businesses ranked 1: <b>0.3%</b></li> <li>Across all US businesses, the average probability of becoming no longer viable: <b>14%</b></li> </ul>									
3	<b>Portfolio Comparison</b>									
	<b>Compared to all Businesses within the same MODEL SEGMENT:</b> Model Segment: <b>Available Financial Data</b> <ul style="list-style-type: none"> <li>Level of risk: <b>Low Risk</b></li> <li>Businesses ranked 3 within this model segment have a probability of becoming no longer viable: <b>0.2%</b></li> <li>Percentage of businesses ranked 3 within this model segment: <b>15%</b></li> <li>Within this model segment, the average probability of becoming no longer viable: <b>0.6%</b></li> </ul>									
A	<b>Data Depth Indicator</b>									
	<b>Data Depth Indicator Details:</b> <ul style="list-style-type: none"> <li>✓ Rich Firmographics</li> <li>✓ Extensive Commercial Trading Activity</li> <li>✓ Comprehensive Financial Attributes</li> </ul>									
A	<b>Company Profile</b>	<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							
<b>Company Profile Details:</b> <ul style="list-style-type: none"> <li>Financial Data: <b>Available</b></li> <li>Trade Payments: <b>Available</b> (3+Trade)</li> <li>Business Size: <b>Large</b> (Employees:50+ or Sales: \$500K+)</li> <li>Years in Business: <b>Established</b> (5+)</li> </ul>										

### 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. 1967-85 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 Jan 22 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 06/16/2020

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
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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 14 establishments)		
Fiscal Consolidated Dec 31 2017 USD	Fiscal Consolidated Dec 31 2018 USD	Fiscal Consolidated Dec 31 2019 USD	This Business	Industry Median	Industry Quartile

	Fiscal Consolidated Dec 31 2017 USD	Fiscal Consolidated Dec 31 2018 USD	Fiscal Consolidated Dec 31 2019 USD		This Business	Industry Median	Industry Quartile
Curr Assets	\$11,264,427	\$12,893,374	\$17,159,208				
Curr Liabs	9,895,794	9,168,479	10,793,087	Profitability			
Current Ratio	1.14	1.41	1.59	Return on Sales	9.8	6.4	2
Working Capital	1,368,633	3,724,895	6,366,121	Return on Net Worth	77.6	20.8	1
Other Assets	2,689,091	2,004,111	2,307,502	Short Term Solvency			
Worth	3,497,845	3,518,947	4,110,181	Current Ratio	1.6	2.3	3
Sales	24,662,580	22,589,957	32,698,577	Quick Ratio	1.1	1.7	3
Long Term Liab	559,879	2,210,059	4,563,442	Efficiency			
Net Profit (Loss)	286,148	1,397,498	3,189,738	Assets Sales	59.5	58.9	3
				Sales / Net Working Capital	5.1	6.9	3
				Utilization			
				Total Liabs / Net Worth	373.6	66.8	4
				As of 12/31/2019			

## Most Recent Financial Statement

Fiscal Consolidated statement dated DEC 31 2019:

Assets	USD	Liabilities	USD
<b>Current Assets</b>		<b>Current Liabilities</b>	
Cash	\$4,564,200	Accts Pay	\$5,986,023
Accts Rec	7,360,218	Accruals	1,956,988
Inventory	5,234,790	L.T. Liab-(1yr)	2,850,076
<b>Total Current Assets</b>	<b>17,159,208</b>	<b>Total Current Liabilities</b>	<b>10,793,087</b>
<b>Non Current Assets</b>		<b>Non Current Liabilities</b>	
Fixt & Equip	2,007,502	L.T. Liab-Other	4,563,442
Deposits	300,000	COMMON STOCK	50,000
<b>Total Assets</b>	<b>19,466,710</b>	ADDIT. PD.-IN CAP	785,206
		RETAINED EARNINGS	2,565,432
		NET WORTH	709,543
		<b>Total Liabilities &amp; Net Worth</b>	<b>19,466,710</b>

As of 06/16/2020

From JAN 01 2019 to DEC 31 2019 annual sales \$32,698,577; cost of goods sold \$19,912,578. Gross profit \$12,785,999; operating expenses \$9,987,431. Operating income \$2,798,568; other income \$895,329; net income before taxes \$3,693,897; Federal income tax \$504,159. Net income \$3,189,738.

### 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 \$500,763 depreciation.

On June 16, 2020 the financial information was updated.

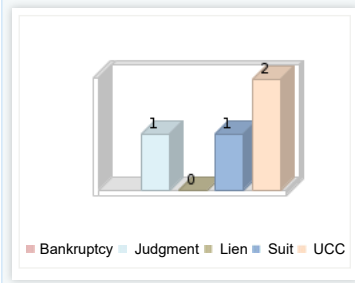
## Indicators

### 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	2	01/01/2014

### 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

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**

Up to 3 month D&B PAYDEX: **65**

When weighted by dollar amount, payments to suppliers average 19 Days Beyond Terms. Based on payments collected over last 3 months.

**Up to 24 month D&B PAYDEX**

Up to 24 month D&B PAYDEX: **66**

Industry Median: **77**

When weighted by dollar amount, payments to suppliers average 19 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	unchanged *	Total Payment Experiences for the HQ	19	Highest Now Owing	\$20,000
Payments Within Terms	77%	Total Placed for Collection	0	Highest Past Due	\$10,000
Average High Credit	\$9,861	Largest High Credit	\$25,000		

\* compared to payments three months ago

#### Credit Limit Recommendation

Risk Category

Risk Category: **Moderate**

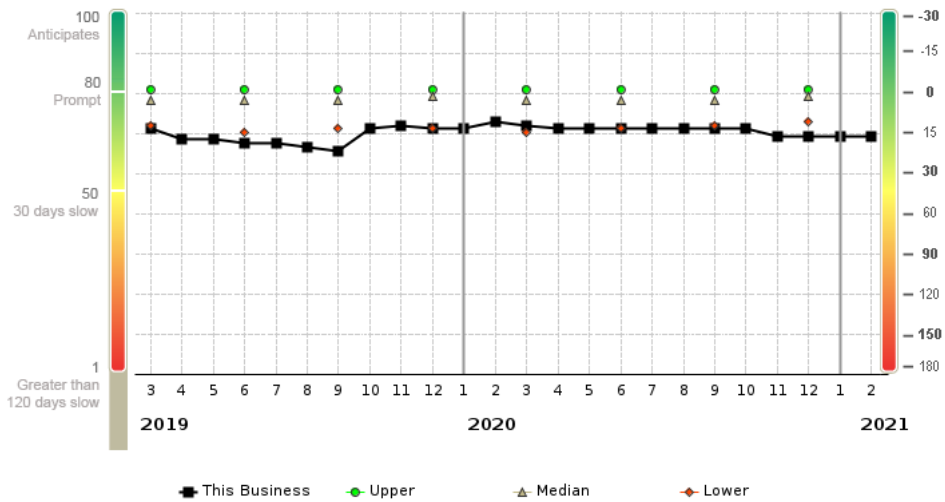
Recommendation Date	02/01/2021
Conservative Credit Limit	\$85,000
Aggressive Credit Limit	\$200,000
Key Factor	

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.

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This Business	68	65	65	64	64	63	62	68	69	68	68	70	69	68	68	68	68	68	68	66	66	66	66
Industry Quartiles																							
Upper	79			79			79				79				79				79				79
Median	76			76			76				77				76				76				77
Lower	69			67			68				68				68				69				70

Note

- Current PAYDEX® for this Business is 66, or equal to 19 days beyond terms.
- The 24 month high paydex is 70.0, or equal to 15 DAYS BEYOND terms.
- The 24 month low paydex is 62.0, or equal to 21 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%	6	105,000
5,000-14,999	93%	11	70,000
1,000-4,999	100%	1	2,500
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 19 payment experiences in D&B's file, with 16 experiences reported during the last three month period. The highest Now Owes on file is \$20,000. The highest Past Due on file is \$10,000.

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	\$45,000	\$20,000	67	11	0	22	0
Car body repair/paint	5	47,500	15,000	68	0	16	16	0
Ret misc vehicles	5	50,000	15,000	70	0	0	30	0
Nonclassified	3	35,000	25,000	64	36	0	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)
December 2020	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

Date Reported	Paying Record	High Credit	Now Owes	Past Due	Selling Terms	Last Sale within(months)
	Ppt	7,500	5,000	0	N/A	1
	Ppt	5,000	2,500	0	N/A	1
	Ppt	5,000	2,500	0	N/A	1
	Ppt	5,000	5,000	0	N/A	1
	Ppt	5,000	5,000	0	N/A	1
	Ppt	2,500	2,500	0	N/A	1
	Ppt-Slow 30	10,000	10,000	2,500	N/A	1
	Ppt-Slow 60	15,000	5,000	1,000	N/A	1
	Ppt-Slow 90	20,000	20,000	10,000	N/A	1
	Ppt-Slow 90	15,000	15,000	2,500	N/A	1
	Ppt-Slow 90	15,000	2,500	1,000	N/A	1
	Ppt-Slow 90	15,000	15,000	5,000	N/A	1
	(016)	50	0	0	Cash account	6-12
October 2019	Ppt	5,000	1,000	0	N/A	
	Ppt	5,000	1,000	0	N/A	
February 2019	Ppt-Slow 30	25,000	15,000	5,000	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.

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**END OF REPORT**