

# GORMAN MANUFACTURING COMPANY, INC.

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

## Business Information Report

Purchase Date: 02/20/2012  
 Last Update Date: 01/11/2013  
 Attention: customerRefText

### Executive Summary

#### Company Info

Year Started	1985	Do not confuse with other Gorman companies, this is a fictitious company used by D&B for demonstration purposes
Control Year	1985	
Employees	125	Sales (Financial Statement) \$19,465,134
Employees Here	110 at this location	
Working Capital	\$1,222,299	Net Worth (Financial Statement) 1,180,200

As of 12/31/2012

#### D&B Rating

D&B Rating

**3A4**

##### Financial Strength

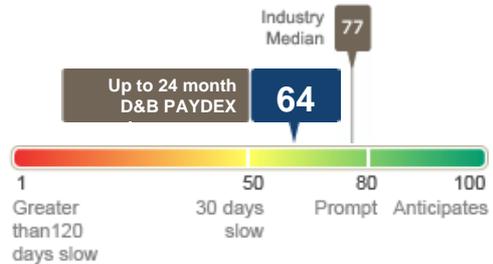


##### Composite Credit Appraisal



#### D&B PAYDEX®

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



##### Up to 3 month D&B PAYDEX



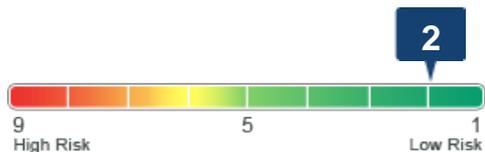
#### D&B Viability Rating

D&B Viability Rating

**2 7 A A**

##### Viability Score

**2**



##### Portfolio Comparison

**7**



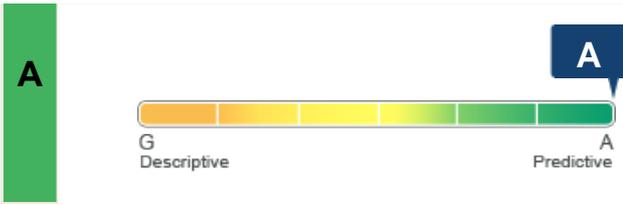
##### Data Depth Indicator

**A**

##### Company Profile



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

### Business Information

<b>Business Summary</b>	
Branch & Division	YES
Financial Condition	FAIR
SIC	2752 Lithographic commercial printing
NAICS	323110 Commercial Lithographic Printing
History Status	CLEAR

<b>Credit Capacity Summary</b>	
<b>D&amp;B Rating</b> <span style="font-size: 24pt; font-weight: bold;">3A4</span>	
<p>Financial Strength</p> <p>HH GG FF EE DD DC CC CB BB BA 1A 2A 3A 4A 5A</p> <p>\$1 to 10 million</p>	<p>Prior D&amp;B Rating</p> <p>3A4</p> <p>Rating Date</p> <p>01/11/2013</p>
<p>Composite Credit Appraisal</p> <p>4 3 2 1</p> <p>Limited Fair Good High</p>	<p>Payment Activity (based on 14 experiences)</p> <p>USD</p> <p>Average High Credit</p> <p>\$11,070</p> <p>Highest Credit</p> <p>95,000</p> <p>Total Highest Credit</p> <p>133,850</p>

### 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.



**Compared to All US Businesses within D&B Database:**

- Level of risk: **Low Risk**
- Businesses ranked 2 have a probability of becoming no longer viable: **2%**
- Percentage of businesses ranked 2: **4%**
- Across all US businesses, the average probability of becoming no longer viable: **14%**



**Compared to all Businesses within the same MODEL SEGMENT:**

Model Segment: **AVAILABLE FINANCIAL DATA**



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- Level of risk: **High to Moderate Risk**
- Businesses ranked 7 within this model segment have a probability of becoming no longer viable: **1%**
- Percentage of businesses ranked 7 within this model segment: **10%**
- Within this model segment, the average probability of becoming no longer viable: **0.6%**

A

### Data Depth Indicator

**Data Depth Indicator Details:**

- ✓ Rich Firmographics
- ✓ Extensive Commercial Trading Activity
- ✓ Comprehensive Financial Attributes

A

### Company Profile

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

<b>Officers</b>	LESLIE SMITH, PRES; KEVIN J HUNT, SEC-TREAS
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<b>Directors</b>	THE OFFICER(S)
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As of 01/11/2013

This is a Corporation formed in the State of California 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 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.

<b>Registered Name</b>	Gorman Manufacturing Company, Inc.	<b>Registration ID</b>	testcase102	<b>Filing Date</b>	05/21/1985
		<b>Where Filed</b>	SECRETARY OF STATE/CORPORATIONS DIVISION , SACRAMENTO ,		
<b>Business Type</b>	CORPORATION				



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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	No	Labor Surplus Area	N/A
Administrative Debt	No	Small Business	N/A
Grantee	Yes	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 01/11/2013

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		NAICS	
Code	Description	Code	Description
27520000	Commercial printing, lithographic	323110	Commercial Lithographic Printing

## 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	GORMAN CATALOG PRINTING INC; (D-U-N-S®:05-963- 3730) 492 KOLLER ST, SAN FRANCISCO, CA 94110
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This list is limited to the first 25 branches, subsidiaries, divisions and affiliates, both domestic and international. Please use the Global Family Linkage Link



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above to view the full listing.

**Financial Statements****Three Years Comparative Statement**

	Fiscal Consolidated Dec 31 2010 USD	Fiscal Consolidated Dec 31 2011 USD	Fiscal Consolidated Dec 31 2012 USD
Curr Assets	\$8,055,594	\$7,772,041	\$8,049,217
Curr Liabs	7,224,999	7,186,230	6,826,918
Current Ratio	1.11	1.08	1.18
Working Capital	830,595	585,811	1,222,299
Other Assets	1,931,322	2,018,110	1,497,853
Worth	1,075,695	982,919	1,180,200
Sales	21,665,429	19,272,410	19,465,134
Long Term Liab	1,686,222	1,621,002	1,539,952
Net Profit (Loss)	(264,636)	(92,776)	197,281

**Key Business Ratios (Based on 10 establishments)**

	This Business	Industry Median	Industry Quartile
<b>Profitability</b>			
Return on Sales	1.0	3.3	4
Return on Net Worth	16.7	11.8	2
<b>Short Term Solvency</b>			
Current Ratio	1.2	1.9	4
Quick Ratio	0.7	1.8	4
<b>Efficiency</b>			
Assets Sales	49.0	50.0	2
Sales / Net Working Capital	15.9	7.7	1
<b>Utilization</b>			
Total Liabs / Net Worth	708.9	97.4	4

As of 12/31/2012

**Most Recent Financial Statement****Fiscal Consolidated statement dated DEC 31 2012:**

Assets	USD	Liabilities	USD
<b>Current Assets</b>		<b>Current Liabilities</b>	
Cash	\$685,988	Accts Pay	\$4,182,119
Accts Rec	4,311,882	Notes Pay	360,888
Inventory	2,813,522	L.T. Liab-(1yr)	1,388,904
Other Curr Assets	237,825	Other Curr Liabs	895,007
<b>Total Current Assets</b>	<b>8,049,217</b>	<b>Total Current Liabilities</b>	<b>6,826,918</b>
<b>Non Current Assets</b>		<b>Non Current Liabilities</b>	
Fixt & Equip	1,202,589	L.T. Liab-Other	1,539,952
Other Assets	295,264	COMMON STOCK	50,000
<b>Total Assets</b>	<b>9,547,070</b>	RETAINED EARNINGS	1,130,200
		<b>Total Liabilities &amp; Net Worth</b>	<b>9,547,070</b>

As of 01/11/2013

From JAN 01 2012 to DEC 31 2012 annual sales \$19,465,134; cost of goods sold \$18,175,285. Gross profit \$1,289,849; operating expenses \$1,047,434. Operating income \$242,415; other expenses \$34,751; net income before taxes \$207,664; Federal income tax \$10,383. Net income \$197,281.

**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 \$66,859 depreciation.

On JAN 11 2013 Kevin J Hunt, sec-treas, submitted the above figures.

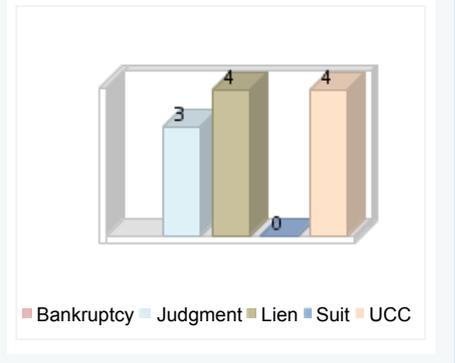


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**Indicators****Public Filings Summary**

The following data includes both open and closed filings found in D&amp;B's database on this company

Record Type	No. of Records	Most Recent Filing Date
Judgment	3	01/01/2008
Lien	4	12/14/2001
Suit	0	
UCC	4	04/18/2006

**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**

<b>Status</b>	Unsatisfied	<b>Latest Info Received</b>	01/02/2008
<b>Against</b>	Gorman Mfg Test Case	<b>Type</b>	Judgment
<b>Where Filed</b>	RECORDER OF DEEDS, NORWALK, CA	<b>Status Attained</b>	01/01/2008
<b>In Favor of</b>	Test Plaintiff	<b>DOCKET NO.</b>	nmjtest03
		<b>Date Filed</b>	01/01/2008
<b>Status</b>	Unsatisfied	<b>Type</b>	Judgment
<b>Against</b>	Gorman Mfg (Test Case)	<b>Status Attained</b>	01/01/2008
<b>Where Filed</b>	RECORDER OF DEEDS, NORWALK, CA	<b>DOCKET NO.</b>	nmjtest05
<b>In Favor of</b>	Test Plaintiff	<b>Date Filed</b>	01/01/2008
		<b>Collected Date</b>	01/01/2008
<b>Status</b>	Unsatisfied	<b>Type</b>	Judgment
<b>Against</b>	Gorman Mfg Test	<b>Status Attained</b>	01/01/2008
<b>Where Filed</b>	RECORDER OF DEEDS, NORWALK, CA	<b>DOCKET NO.</b>	nmjtest01
<b>In Favor of</b>	Test Plaintiff	<b>Date Filed</b>	01/01/2008
		<b>Collected Date</b>	01/02/2008

**Liens**

<b>Status</b>	Open	<b>Latest Info Received</b>	12/14/2001
<b>Where Filed</b>	LOS ANGELES COUNTY RECORDER'S OFFICE, NORWALK, CA	<b>Type</b>	State Tax
<b>Filed By</b>	State of Ca- Test Mtch Code (force thru SO)	<b>Status Attained</b>	12/14/2001
<b>Against</b>	Gorman Manufacturing Company, Inc	<b>Date Filed</b>	12/14/2001
		<b>CASE NO.</b>	IY5678
<b>Amount</b>	\$100	<b>Latest Info Received</b>	12/14/2001
<b>Status</b>	Open	<b>Type</b>	State Tax
<b>Where Filed</b>	LOS ANGELES COUNTY RECORDER'S OFFICE, NORWALK, CA	<b>Status Attained</b>	12/14/2001
<b>Filed By</b>	state of CA-test mtch code (forced thru SO)	<b>Date Filed</b>	12/14/2001
<b>Against</b>	Gorman Manufacturing Company, Inc	<b>CASE NO.</b>	IY1234



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Status	Open	Latest Info Received	12/14/2001
Where Filed	LOS ANGELES COUNTY RECORDER'S OFFICE, NORWALK, CA	Type	State Tax
Filed By	STATE OF CA-TEST MTCH CODE	Status Attained	12/14/2001
Against	GORMAN MANUFACTURING COMPANY, INC AND OTHERS	Date Filed	12/14/2001
		CASE NO.	ian5678

Amount	\$100	Latest Info Received	12/14/2001
Status	Open	Type	State Tax
Where Filed	LOS ANGELES COUNTY RECORDER'S OFFICE, NORWALK, CA	Status Attained	12/14/2001
Filed By	State of CA-test match Code	Date Filed	12/14/2001
Against	Gorman Manufacturing Company, Inc	CASE NO.	IAN1234

A lienholder can file the same lien in more than one filing location. The appearance of multiple liens filed by the same lienholder against a debtor may be indicative of such an occurrence.

### 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		

Collateral	Leased Unspecified	Latest Info Received	08/24/2004
Filing No.	040077623160	Type	Original
Where Filed	SECRETARY OF STATE/UCC DIVISION, AUSTIN, TX	Date Filed	08/06/2004
Secured Party	RAYMOND LEASING CORPORATION, GREENE, NY		
Debtor	GORMAN MANUFACTURING COMPANY, INC and OTHERS		

Filing No.	00000181203112	Latest Info Received	08/18/2008
Where Filed	UCC DIVISION, BALTIMORE, MD	Type	Original
Secured Party	NOREAST CAPITAL CORPORATION, ANNAPOLIS, MD	Date Filed	08/30/2004
Debtor	GORMAN MANUFACTURING		

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.

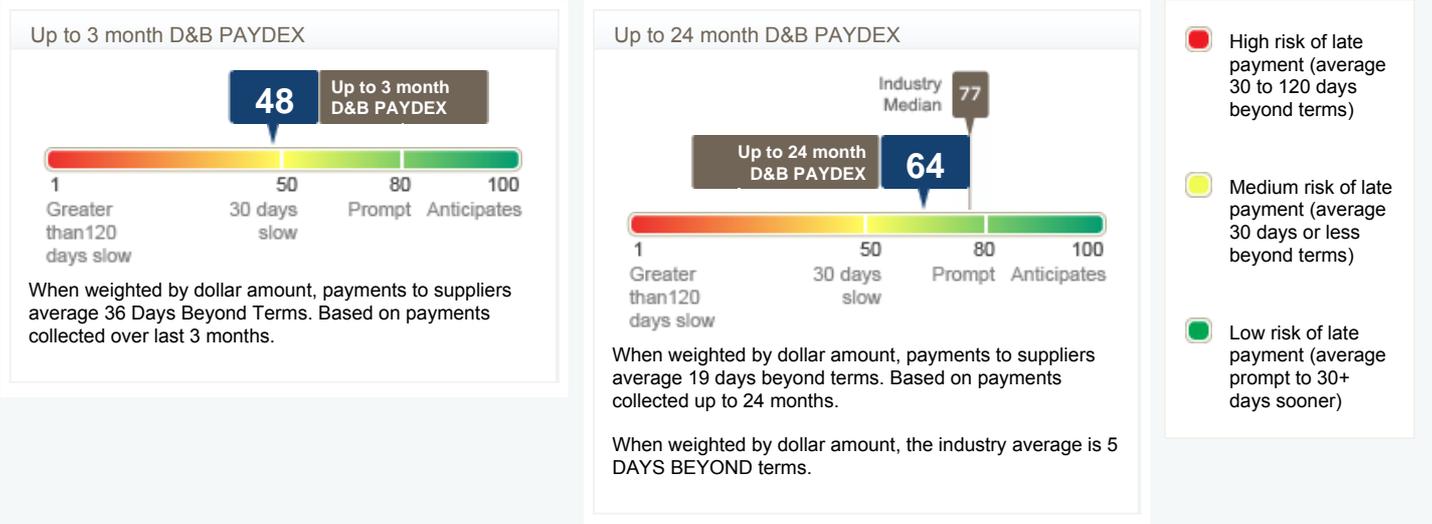
### Paydex

#### D&B PAYDEX®



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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	14	Highest Now Owing	\$75,000
Payments Within Terms	80%	Total Placed for Collection	0	Highest Past Due	\$10,000
Average High Credit	\$11,070	Largest High Credit	\$95,000		

\* compared to payments three months ago

### Payment Summary

The Payment Summary section reflects payment information in D&B's file as of the date of this report.

There are 14 payment experiences in D&B's file, with 3 experiences reported during the last three month period. The highest Now Owes on file is \$75,000. The highest Past Due on file is \$10,000.

#### Top 10 Industries

Industries	Total Received	Total Amounts	Largest High Credit	Within Terms (%)	Days Slow (%)			
					0-30	31-60	61-90	90+
Misc computer service	4	\$600	\$250	96	0	0	4	0
Short-trm busn credit	2	95,750	95,000	50	0	50	0	0
Nonclassified	2	15,000	10,000	83	17	0	0	0
Ret rec. vehicles	2	1,500	1,000	100	0	0	0	0
Mfg home furniture	1	15,000	15,000	100	0	0	0	0
Ret mail-order house	1	5,000	5,000	50	50	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	1	1,000	1,000
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)
February 2013	(001)Unsatisfactory	\$1,000	\$1,000	\$1,000	N/A	
January 2013	Ppt	1,000	0	0	N/A	6-12



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	Ppt	500	0	0	N/A	6-12
September 2012	Ppt	750	0	0	N/A	6-12
August 2012	Ppt	15,000	0	0	N/A	1
	Ppt-Slow 10	5,000	250	0	N/A	
	Ppt-Slow 60	95,000	75,000	5,000	N/A	1
July 2012	Ppt	10,000	10,000	10,000	E.O.M	4-5
	Ppt	250	250	0	N/A	1
	Ppt	250	250	0	N/A	1
	Ppt	50	50	0	N/A	1
	Ppt-Slow	5,000	5,000	5,000	N30	2-3
	Ppt-Slow 90	50	50	50	N/A	1
December 2011	(014)Cash own option	0	0	0	N/A	4-5

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.