



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: 10/02/2024
Attention: Sample Report

Executive Summary

Company Info

Year Started	1985
CEO	LESLIE SMITH, PRES
Employees	153
Employees Here	120 at this location
Working Capital	\$4,254,423
Do not confuse with	other Gorman companies, this is a fictitious company used by D&B for demonstration purposes
Sales (Financial Statement)	\$50,230,236
Net Worth (Financial Statement)	11,029,847
As of 12/31/2023	

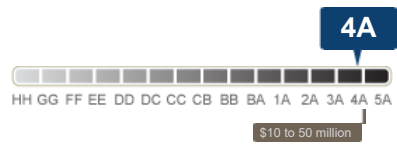
D&B Viability Rating

D&B Viability Rating 1 2 A A

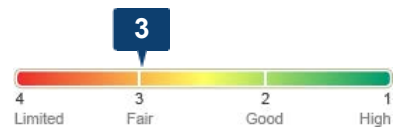
D&B Rating

D&B Rating 4A3

Financial Strength

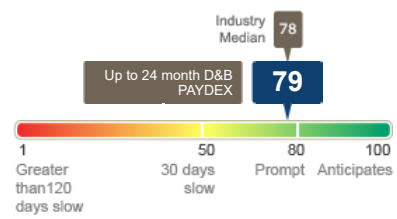


Composite Credit Appraisal

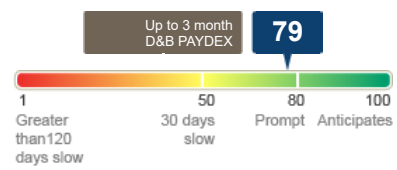


D&B PAYDEX®

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

9 High Risk 5 1 Low Risk

Portfolio Comparison 2

9 High Risk 5 1 Low Risk

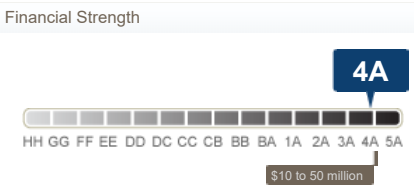

Data Depth Indicator A

G Descriptive A Predictive

Company Profile A

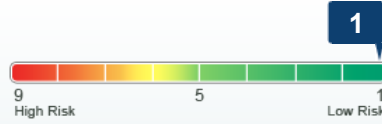
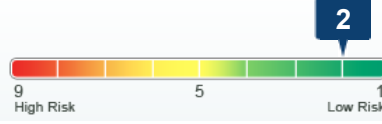

Financial Data	Trade Payments	Company Size	Years in Business
Available	Available (3+Trade)	Large	Established

Business Information

Business Summary		Credit Capacity Summary		
Branch & Division	YES	D&B Rating 4A3		
Financing	SECURED			
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 18 experiences) USD Average High Credit \$6,333 Highest Credit 250,000 Total Highest Credit 345,150
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									
	<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% 									
2	Portfolio Comparison									
	<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 2 within this model segment have a probability of becoming no longer viable: 0.2% Percentage of businesses ranked 2 within this model segment: 14% Within this model segment, the average probability of becoming no longer viable: 0.6% 									
A	Data Depth Indicator									
	<p>Data Depth Indicator Details:</p> <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							
<p>Company Profile Details:</p> <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)
As of 06/04/2024	
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 06/04/2024	
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

Branches Domestic

Gorman Manufacturing Company, Inc.; (D-U-N-S@:11-792-2987) AKA: D&B US FABRICATED COMPANY 120 101 John F Kennedy Pkwy, Short Hills, NJ 07078-2716

This list is limited to the first 25 branches, subsidiaries, divisions and affiliates, both domestic and international.

Financial Statements

Three Years Comparative Statement

	Fiscal Consolidated Dec 31 2021 USD	Fiscal Consolidated Dec 31 2022 USD	Fiscal Consolidated Dec 31 2023 USD
Curr Assets	\$17,198,139	\$19,047,871	\$17,702,734
Curr Liabs	10,815,373	11,779,310	13,448,311
Current Ratio	1.59	1.62	1.32
Working Capital	6,382,766	7,268,561	4,254,423
Other Assets	9,023,696	8,694,437	11,465,147
Worth	10,750,973	10,706,199	11,029,847
Sales	35,250,486	40,569,890	50,230,236
Long Term Liab	4,655,489	5,256,799	4,689,723
Net Profit (Loss)	3,365,811	3,964,196	1,757,514

Key Business Ratios (Based on 20 establishments)

	This Business	Industry Median	Industry Quartile
Profitability			
Return on Sales	3.5	2.1	2
Return on Net Worth	15.9	2.1	1
Short Term Solvency			
Current Ratio	1.3	1.4	3
Quick Ratio	1.2	0.9	2
Efficiency			
Assets Sales	58.1	109.5	1
Sales / Net Working Capital	11.8	4.6	1
Utilization			
Total Liabs / Net Worth	164.4	115.7	3

As of 12/31/2023

Most Recent Financial Statement

Fiscal Consolidated statement dated DEC 31 2023:

Assets	USD	Liabilities	USD
Current Assets		Current Liabilities	
Cash	\$9,563,281	Accts Pay	\$10,005,437
Accts Rec	6,632,592	Accruals	844,129
Inventory	1,003,652	L.T. Liab-(1yr)	2,598,745
Prepaid	503,209	Total Current Liabilities	13,448,311
Total Current Assets	17,702,734		
Non Current Assets		Non Current Liabilities	
Fixt & Equip	4,569,873	L.T. Liab-Other	4,689,723
Investments-Other	6,895,274	COMMON STOCK	40,000
Total Assets	29,167,881	ADDIT. PD.-IN CAP	3,000,000
		RETAINED EARNINGS	7,989,847
		Total Liabilities & Net Worth	29,167,881

As of 06/04/2024

From JAN 01 2023 to DEC 31 2023 annual sales \$50,230,236; cost of goods sold \$36,987,230. Gross profit \$13,013,006; operating expenses \$10,259,829. Operating income \$2,753,177; net income before taxes \$2,753,177; Federal income tax \$995,663. Net income \$1,757,514.

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 \$66,698 depreciation.

On June 4, 2024, inside sources confirmed the information on this report.

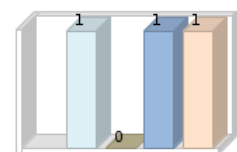
Indicators

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	01/01/2023
Lien	0	
Suit	1	02/01/2023
UCC	1	06/29/2021

Public Filings



■ Bankruptcy ■ Judgment ■ Lien ■ Suit ■ UCC

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	04/07/2023
Status	Unsatisfied	Type	Judgment
against	GORMAN MANUFACTURING COMPANY INC - TEST CASE	Status Attained	01/01/2023
Where Filed	Los Angeles, County Of, Norwalk, CA	FILING NO.	123456
In Favor of	ABC MANUFACTURING - TEST CASE	Date Filed	01/01/2023

Suits

Amount	\$750	Latest Info Received	04/07/2023
Status	Pending	FILING NO.	99999
Where Filed	Supreme Court Of The State Of Tennessee, Knoxville, TN	Status Attained	02/01/2023
Plaintiff	TEST CASE	Date Filed	02/01/2023
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		

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

When weighted by dollar amount, payments to suppliers average 2 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 2 days beyond terms. Based on payments collected up to 24 months.

When weighted by dollar amount, the industry average is 3 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	18	Highest Now Owing	\$10,000
Payments Within Terms	95%	Total Placed for Collection	0	Highest Past Due	\$1,000
Average High Credit	\$6,333	Largest High Credit	\$250,000		
Satisfactory Experiences %	26.79%				

* compared to payments three months ago

Credit Limit Recommendation

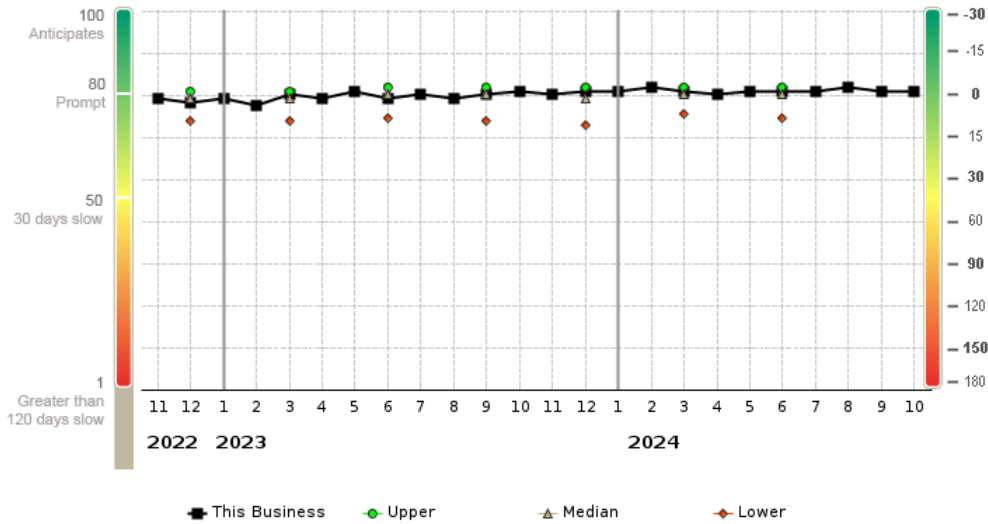
Risk Category

Recommendation Date	10/02/2024
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	77	76	77	75	78	77	79	77	78	77	78	79	78	79	79	80	79	78	79	79	79	80	79	79	
Industry Quartiles																									
Upper		79			79						80					80							80		
Median		77			77						78					77							78		
Lower		71			71						72					71							73		

Note

- Current PAYDEX® for this Business is 79, or equal to 2 days beyond terms.
- The 24 month high paydex is 80.0, or equal to GENERALLY WITHIN terms.
- The 24 month low paydex is 75.0, or equal to 8 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	0%	0	0
5,000-14,999	97%	14	92,500
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 18 payment experiences in D&B's file, with 15 experiences reported during the last three month period. The highest Now Owes on file is \$10,000. The highest Past Due on file is \$1,000.

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	\$37,500	\$10,000	100	0	0	0	0
Car body repair/paint	5	30,000	7,500	92	0	0	8	0
Real estate agent/mgr	5	27,500	7,500	100	0	0	0	0

Other Payment Categories

Category	Total Received	Total Dollar Amounts	Largest High Credit
Cash experiences	3	\$250,150	\$250,000
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 2024	Ppt	\$10,000	\$10,000	\$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	50	N/A	1
	Ppt	7,500	7,500	0	N/A	1
	Ppt	7,500	7,500	0	N/A	1
	Ppt	7,500	7,500	0	N/A	1
	Ppt	7,500	7,500	0	N/A	1
	Ppt	7,500	7,500	0	N/A	1
	Ppt	7,500	7,500	0	N/A	1
	Ppt	5,000	5,000	0	N/A	1
	Ppt	5,000	5,000	1,000	N/A	1
	Ppt	5,000	5,000	0	N/A	1
	Ppt	5,000	5,000	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 90	5,000	2,500	0	N/A	1
August 2023	(016)	250,000	100	0	Cash account	1
	(017)	100	0	0	Cash account	1
November 2022	(018)	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.

(C) 2024 D&B - COPYRIGHT 2024 DUN & BRADSTREET INC. - PROVIDED UNDER CONTRACT FOR THE EXCLUSIVE USE OF SUBSCRIBER 716000061

This report is provided for your internal business use only and may not be reproduced or re-distributed in any manner whether mechanical or electronic without the permission of D&B.

Whilst D&B attempts to ensure that the information provided is accurate and complete by reason of the immense quantity of detailed matter dealt within compiling the information and the fact that some of the data are supplied from sources not controlled by D&B which cannot always be verified, including information provided direct from the subject of enquiry as well as the possibility of negligence and mistake, D&B does not guarantee the correctness or the effective delivery of the information and will not be held responsible for any errors therein or omissions therefrom.

© Dun & Bradstreet Inc., 2024.

END OF REPORT