

Risk Assessment

Trade Payments

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GORMAN MANUFACTURING COMPANY, INC.

D-U-N-S: 80-473-5132

ADDRESS: 492 Koller St, San Francisco, CA, 94110, United States

Date: 08/18/2020

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SCORES AND RATINGS

Max. Credit Recommendation	PAYDEX® SCORE	Delinquency Predictor Percentile	Financial Stress Percentile	Supplier Evaluation Risk Rating
US\$ 90,000	68 LOW-MODERATE RISK	13 MODERATE-HIGH RISK	44 MODERATE RISK	2 LOW RISK

MAXIMUM CREDIT RECOMMENDATION

Overall Business Risk



Maximum Credit Recommendation

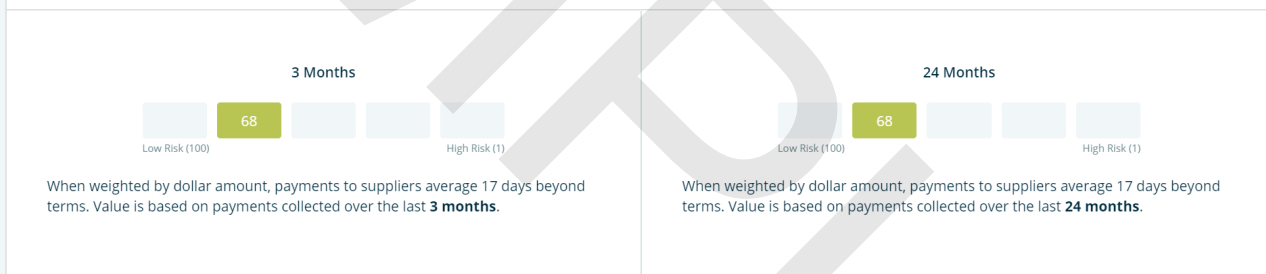


The recommended limit is based on a moderate-high probability of severe delinquency.

Dun & Bradstreet Thinks...

- Overall assessment of this organization over the next 12 months: **SOME PAYMENT BEHAVIOR CONCERNS**
- Based on the predicted risk of business discontinuation: **LIKELIHOOD OF CONTINUED OPERATIONS**
- Based on the predicted risk of severely delinquent payments: **HEIGHTENED POTENTIAL FOR SEVERELY DELINQUENT PAYMENTS**

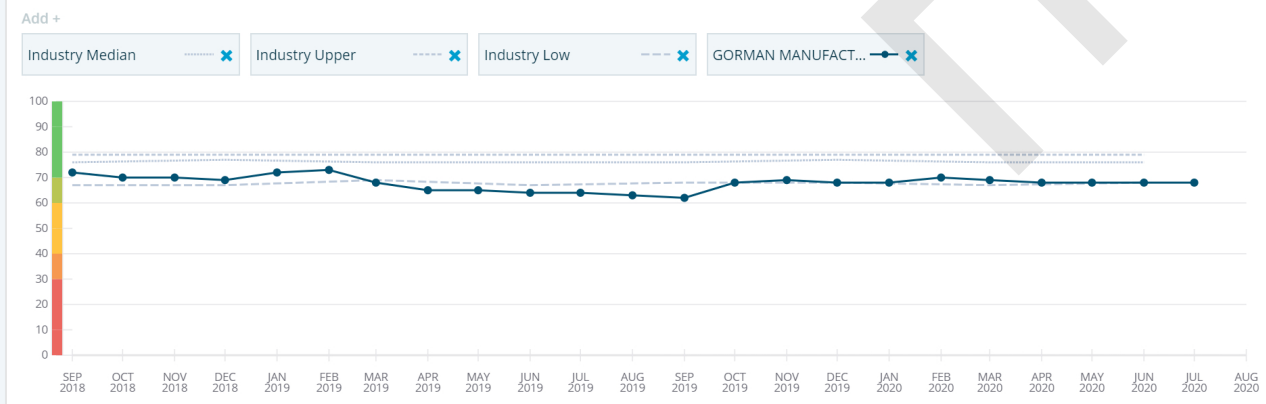
PAYDEX® SUMMARY



PAYDEX®



Business and Industry Trends



DELINQUENCY PREDICTOR SCORE

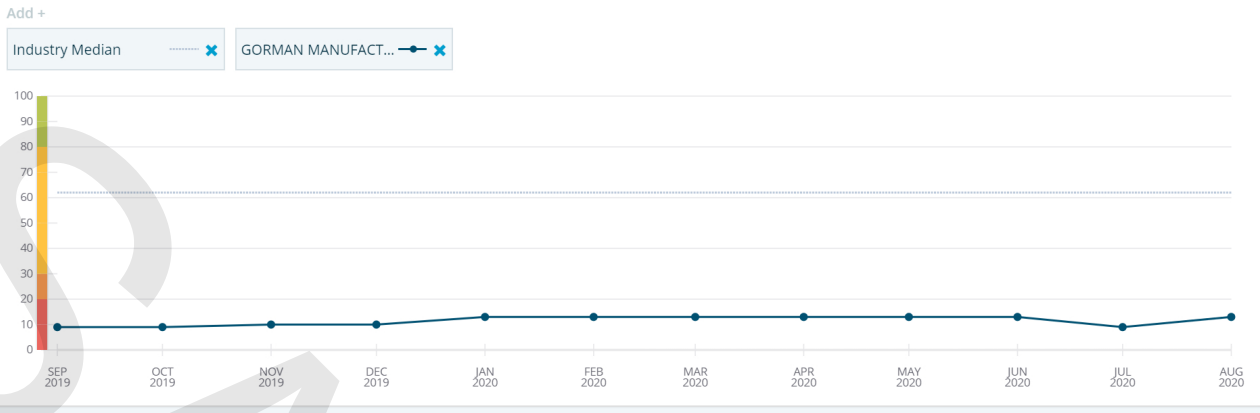


- Proportion of slow payments in recent months
- Proportion of past due balances to total amount owing
- Higher risk industry based on delinquency rates for this industry
- Evidence of open suits and judgments

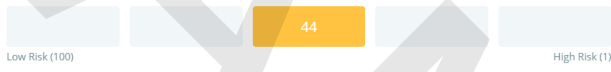
Based on a D&B Delinquency Predictor Percentile of **13**

Level of Risk MODERATE-HIGH	Raw Score 463	Probability of Delinquency 10.69%	Compared to Businesses in D&B 10.2%
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Business and Industry Trends 2752 - Lithographic commercial printing



FINANCIAL STRESS SCORE ▼



- Composite credit appraisal is rated limited
- High proportion of past due balances to total amount owing
- Low proportion of satisfactory payment experiences to total payment experiences
- High proportion of slow payment experiences to total number of payment experiences
- UCC Filings reported

Based on a D&B Financial Stress Percentile of **44**

Level of Risk MODERATE	Raw Score 1470	Probability of Failure 0.27%	Compared to Businesses in D&B 0.48%
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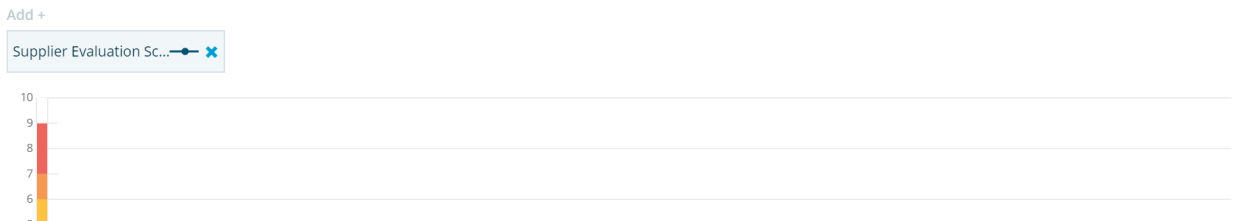
SUPPLIER EVALUATION RISK RATING ▼

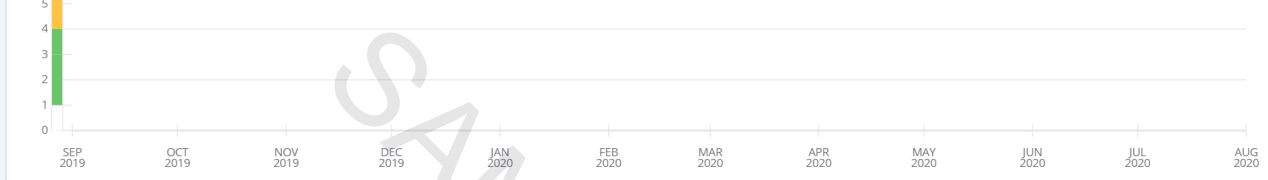


Based on a Supplier Evaluation Risk Rating of **2**

- Factors Affecting Your Score**
- Business belongs to an industry with above average risk of ceasing operations or becoming inactive
 - Total Liabilities to Net Worth influencing the score
 - Proportion of past due balances to total amount owing
 - Proportion of slow payment experiences to total number of payment experiences reported
 - Change in net worth

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D&B RATING ⓘ



Current Rating as of 11-22-2013

Financial Strength

3A: US\$1,000,000 to US\$9,999,999 in Net Worth or Equity

Risk Indicator

4: Higher than Average Risk

Business Information Report Snapshot

English

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TRADE PAYMENTS SUMMARY 📌

Based on 24 months of data ▼

Overall Payment Behavior

17

Days Beyond Terms

Highest Now Owing: US\$ 15,000

% of Trade Within Terms

79%

Total Trade Experiences: 19

Largest High Credit: US\$ 25,000

Average High Credit: US\$ 10,000

Highest Past Due

US\$ 5,000

Total Unfavorable Comments 📌: 0

Largest High Credit: US\$ 0

Total Placed in Collections: 0

Largest High Credit: US\$ 0

TRADE PAYMENTS BY CREDIT EXTENDED ▼

\$ CREDIT EXTENDED	% OF PAYMENTS WITHIN TERMS	# PAYMENT EXPERIENCES	TOTAL & DOLLAR AMOUNT
OVER 100,000	0%	0	\$0
50,000 - 100,000	0%	0	\$0
15,000 - 49,999	50%	5	\$85,000
5,000 - 14,999	89%	13	\$95,000
1,000 - 4,999	0%	0	\$0
UNDER 1,000	0%	0	\$0

TRADE PAYMENTS BY INDUSTRY 📌

[Collapse All](#) | [Expand All](#)

Industry Category	Number of Payment Experiences	Largest High Credit (US\$)	% Within Terms (Expand to View)
▶ 75 - Automotive Repair, Services And Parking	5	15,000	
▶ 55 - Automotive Dealers And Gasoline Service Stations	5	15,000	
▶ 65 - Real Estate	5	15,000	
▶ 99 - Nonclassifiable Establishments	3	25,000	

TRADE LINES 📌

Date of Experience ▼	Payment Status	Selling Terms	High Credit (US\$)	Now Owes (US\$)	Past Due (US\$)	Months Since Last Sale
07/2020	-	Cash Account	50	-	-	Between 6 and 12 Months
06/2020	Prompt	-	10,000	2,500	0	1 Month
06/2020	Prompt	-	10,000	10,000	2,500	1 Month
06/2020	Prompt	-	7,500	5,000	0	1 Month
06/2020	Prompt	-	7,500	7,500	0	1 Month
06/2020	Prompt	-	7,500	5,000	0	1 Month
06/2020	Prompt	-	7,500	5,000	0	1 Month
06/2020	Prompt	-	5,000	2,500	0	1 Month
06/2020	Prompt	-	5,000	5,000	0	1 Month

06/2020	Prompt	-	5,000	2,500	0	1 Month
06/2020	Prompt to Slow	-	10,000	5,000	2,500	1 Month
06/2020	Prompt to Slow	-	10,000	10,000	2,500	1 Month
06/2020	Prompt to Slow	-	15,000	7,500	2,500	1 Month
06/2020	Prompt to Slow	-	15,000	5,000	1,000	1 Month
06/2020	Prompt to Slow	-	15,000	5,000	2,500	1 Month
06/2020	Prompt to Slow	-	15,000	5,000	2,500	1 Month
10/2019	Prompt	-	5,000	1,000	0	-
10/2019	Prompt	-	5,000	1,000	0	-
02/2019	Prompt to Slow	-	25,000	15,000	5,000	-

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LEGAL EVENTS

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.

SUITS	JUDGEMENTS	LIENS	UCC FILINGS
TOTAL 1	TOTAL 1	TOTAL 0	TOTAL 2
LAST FILING DATE 02/01/2014	LAST FILING DATE 01/01/2014	LAST FILING DATE -	LAST FILING DATE 01/01/2014

General: The public record items contained in this report may have been paid, terminated, vacated or released prior to the date this was reported. This information may not be reproduced in whole or in part by any means of reproduction.

UCC Filings: There may be additional UCC Filings in the D&B file on this company which are available by contacting 1-800-234-3867.

Suits, Liens, Judgements: There may be additional suits, liens, or judgements in D&B's file on this company available in the U.S. Public Records Database that are also covered under your contract. If you would like more information on this database, please contact the Customer Resource Center at 1-800-234-3867.

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

EVENTS

Judgment - Court Judgement

Filing Date	2014-01-01
Filing Number	123456
Status	Unsatisfied
Date Status Attained	2014-01-01
Received Date	2014-04-07
Award	700
Debtors	GORMAN MANUFACTURING COMPANY INC - TEST CASE
Creditors	ABC MANUFACTURING - TEST CASE
Court	Los Angeles, County Of, Norwalk, CA

Suit

Filing Date	2014-02-01
Filing Number	99999
Status	Pending
Date Status Attained	2014-02-01
Received Date	2014-04-07
Amount	750
Plaintiffs	TEST CASE
Defendant	GORMAN MANUFACTURING INC - TEST CASE
Court	Supreme Court Of The State Of Tennessee, Knoxville, TN

UCC Filing - Original

Filing Date	2014-01-01
Filing Number	77777
Received Date	2014-05-03
Secured Party	VAL MAGEE - TEST, ALLENTOWN, PA
Debtors	GORMAN MANUFACTURING COMPANY INC - TEST CASE
Filing Office	SECRETARY OF STATE/UCC DIVISION, HARRISBURG, PA

UCC Filing - Original

Filing Date	2014-01-01
Filing Number	55555
Received Date	2014-01-03
Secured Party	TEST CASE BUSINESS 1
Debtors	GORMAN MANUFACTURING COMPANY
Debtors	and OTHERS
Filing Office	SECRETARY OF STATE/UCC DIVISION, HARRISBURG, PA

COMPANY EVENTS**The following information was reported on: 06-16-2020**

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.

SPECIAL EVENTS

There are no special events recorded for this business.

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Events

Source: D&B | Currency: All figures shown in USD unless otherwise stated

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INCOME STATEMENT

	Fiscal Consolidated 12-31-2019 (US\$)
Total Current Assets	
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

BALANCE SHEET

Assets	Fiscal Consolidated 12-31-2019 (US\$)
Cash	4,564,200
Accounts Receivable	7,360,218
Inventory	5,234,790
Total Current Assets	17,159,208
Property, Plant, Fixtures & Equipment	2,007,502
Deposits	300,000
Total Assets	19,466,710
Liabilities	Fiscal Consolidated 12-31-2019 (US\$)
Accounts Payable	5,986,023
Accruals	1,956,988
Current Portion Of Long Term Debt	2,850,076
Total Current Liability	10,793,087
Total Liability	19,466,710

FINANCIAL RATIOS

Solvency	Fiscal Consolidated 12-31-2019	Fiscal Consolidated 12-31-2018	Fiscal Consolidated 12-31-2017
Current Ratio	1.6	1.4	1.1
Quick Ratio	1.1	1.2	0.9
Current Liabilities To Net Worth (%)	262.6	260.5	282.9
Total Liabilities/Net Worth (%)	373.6	323.4	298.9
Current Liabilities To Inventory (%)	206.2	727.8	619.2
Fixed Assets To Net Worth (%)	48.8	56.8	73.3

Efficiency	Fiscal Consolidated 12-31-2019	Fiscal Consolidated 12-31-2018	Fiscal Consolidated 12-31-2017
------------	--------------------------------	--------------------------------	--------------------------------

Accounts Payable To Sales Ratio	18.3	33.3	37.5
Sales To Working Capital Ratio	5.1	6.1	18
Sales To Inventory (%)	6.2	17.9	15.4
Assets/Sales	59.5	65.9	56.6

Profitability	Fiscal Consolidated 12-31-2019	Fiscal Consolidated 12-31-2018	Fiscal Consolidated 12-31-2017
Return On Net Worth (%)	77.6	39.7	8.2
Return On Assets (%)	16.4	9.4	2.1
Return On Sales (%)	9.8	6.2	1.2

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COMPANY OVERVIEW

Ownership

D-U-N-S

80-473-5132

Mailing Address

492 Koller St, San Francisco
CA 94110, US

Annual Sales

US\$ 32,698,577

Business Form

Corporation (US)

Telephone

+1 650-555-0000

Employees

153

Date Incorporated

01/03/1977

Fax

-

Age (Year Started)

35 years (1985)

State of Incorporation

California

Website

-

Named Principal

LESLIE SMITH, PRES

Ownership

-

Line of Business

Lithographic commercial printing

SIC

2752

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FAMILY TREE SUMMARY

Members in the Tree	Subsidiaries of this Company	Branches of this Company
9	3	5

Ownership

FAMILY TREE

