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Business Information Report

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ATTN: **Sample Report**Report Printed: JUN 27 2012
In Date

BUSINESS SUMMARY

GORMAN MANUFACTURING COMPANY, INC.
492 Koller Street
San Francisco, CA 94110

Do not confuse with other Gorman companies, this is a fictitious company used by D&B for demonstration purposes.

This is a **headquarters** location.
 Branch(es) or division(s) exist.

Telephone: 650 555-0000

Chief executive: LESLIE SMITH, PRES

Year started: 1985

Employs: 125 (110 here)

Financial statement date: DEC 31 2011

Sales F: \$19,272,410

Net worth F: \$982,919

History: CLEAR

Financial condition: FAIR

SIC: 2752

Line of business: Lithographic commercial printing

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

D&B Rating: **2A4**

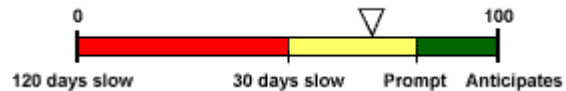
Financial strength: 2A is **\$750,000 to 1 million.**

Composite credit appraisal: 4 is **limited.**

D&B PAYDEX®:

D&B PAYDEX: 71

When weighted by dollar amount, payments to suppliers average 14 days beyond terms.



Based on up to 24 months of trade.

SUMMARY ANALYSIS

D&B Rating: **2A4**

Financial strength: 2A indicates **\$750,000 to 1 million.**

Composite credit appraisal: 4 is **limited.**

The Rating was changed on January 10, 2012 to reflect a change in the company's worth. This credit rating was assigned because of D&B's assessment of the company's financial ratios and its cash flow. For more information, see the D&B Rating Key.

Below is an overview of the company's rating history since 03/20/08:

D&B Rating	Date Applied
2A4	01/10/12
3A4	03/20/08

The Summary Analysis section reflects information in D&B's file as of June 25, 2012.

CUSTOMER SERVICE

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HISTORY

The following information was reported **01/23/2012**:

Officer(s): LESLIE SMITH, PRES
 KEVIN J HUNT, SEC-TREAS

DIRECTOR(S): THE OFFICER(S)

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.

CORPORATE FAMILY

Click below to buy a Business Information Report on that family member.

Subsidiaries (US):

Gorman Catalog Printing Inc	San Francisco, CA	DUNS # 05-963-3730
Gorman Poster Printing Inc	San Francisco, CA	DUNS # 05-806-3731

Branches (US):

Gorman Manufacturing Company, Inc.	Los Angeles, CA	DUNS # 03-873-2116
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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.

Business type:	CORPORATION	Common stock	
Corporation type:	PROFIT	Authorized shares:	200
Date incorporated:	MAY 21 1985	Par value:	
State of incorporation:	CALIFORNIA		
Filing date:	MAY 21 1985		
Registration ID:	testcase102		

Where filed: SECRETARY OF STATE/CORPORATIONS DIVISION, SACRAMENTO, CA

OPERATIONS

01/23/2012

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.**Branches:** This business has multiple branches, detailed branch/division information is available in D&B's linkage of family tree products.**Subsidiaries:** This business has 2 subsidiaries listed below.

The extent of ownership where known, is shown in parenthesis following company name:

Gorman Poster Printing Inc, San Francisco, CA (100%) chartered 2003. Operates as a poster printing company.

Gorman Catalog Printing Inc, San Francisco, CA (100%) chartered 2003. Operates as a catalog printing company.

SIC & NAICS**SIC:**

Based on information in our file, D&B has assigned this company an extended 8-digit SIC. D&B's use of 8-digit SICs enables us to be more specific to a company's operations than if we use the standard 4-digit code.

The 4-digit SIC numbers link to the description on the Occupational Safety & Health Administration (OSHA) Web site. Links open in a new browser window.

27520000 Commercial printing, lithographic

NAICS:

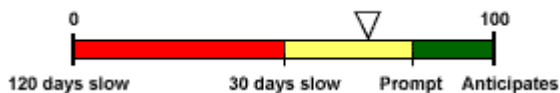
323111 Commercial Printing (except Screen and Books)

D&B PAYDEX

The D&B PAYDEX is a unique, dollar weighted indicator of payment performance based on up to 4 payment experiences as reported to D&B by trade references.

D&B PAYDEX: 71

When weighted by dollar amount, payments to suppliers average 14 days beyond terms.



Based on up to 24 months of trade.

When dollar amounts are not considered, then approximately 67% of the company's payments are within terms.

PAYMENT SUMMARY

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

Below is an overview of the company's dollar-weighted payments, segmented by its suppliers' primary industries:

	Total Rcv'd	Total Dollar Amt's	Largest High Credit	Within Terms	Days Slow <31 31-60 61-90 90>

	(#)	(\$)	(\$)	(%)	(%)	(%)	(%)
Top industries:							
Radiotelephone commun	1	7,500	7,500	100	-	-	-
Short-trm busn credit	1	750	750	100	-	-	-
Other payment categories:							
Cash experiences	1	0	0				
Payment record unknown	0	0	0				
Unfavorable comments	1	1,000	1,000				
Placed for collections:							
With D&B	0	0					
Other	0	N/A					
Total in D&B's file	4	9,250	7,500				

The highest **Now Owes** on file is \$1,000

The highest **Past Due** on file is \$1,000

D&B receives over 600 million payment experiences each year. We enter these new and updated experiences into D&B Reports as this information is received.

PAYMENT DETAILS

Detailed Payment History

Date Reported (mm/yy)	Paying Record	High Credit (\$)	Now Owes (\$)	Past Due (\$)	Selling Terms	Last Sale Within (months)
05/12	Ppt (002)	750 1,000	0 1,000	0 1,000		6-12 mos
12/11	Unsatisfactory. (003)	0	0	0		4-5 mos
08/10	Cash own option. Ppt	7,500	0	0		1 mo

Each experience shown is from a separate supplier. Updated trade experiences replace those previously reported.

FINANCE

01/09/2012

Three-year statement comparative:

	Fiscal Consolidated Dec 31 2009	Fiscal Consolidated Dec 31 2010	Fiscal Consolidated Dec 31 2011
Current Assets	8,096,249	8,055,594	7,772,041
Current Liabs	6,772,839	7,224,999	7,186,230
Current Ratio	1.2	1.11	1.08
Working Capital	1,323,410	830,595	585,811
Other Assets	2,108,974	1,931,322	2,018,110
Net Worth	1,340,331	1,075,695	982,919
Sales	23,480,920	21,665,429	19,272,410
Long Term Liab	2,092,053	1,686,222	1,621,002
Net Profit (Loss)	(472,304)	(264,636)	(92,776)

Fiscal Consolidated statement dated DEC 31 2011:

Assets		Liabilities	
Cash	653,322	Accts Pay	4,402,231

Accts Rec	4,106,554	Notes Pay	379,882
Inventory	2,785,665	L.T. Liab-(1yr)	1,462,004
Other Curr Assets	226,500	Other Curr Liabs	942,113
Curr Assets	\$7,772,041	Curr Liabs	\$7,186,230
Fixt & Equip	1,265,884	L.T. Liab-Other	1,621,002
Other Assets	752,226	COMMON STOCK	50,000
		RETAINED EARNINGS	932,919
Total Assets	\$9,790,151	Total	\$9,790,151

From JAN 01 2011 to DEC 31 2011 annual sales \$19,272,410; cost of goods sold \$17,995,332. Gross profit \$1,277,078; operating expenses \$1,068,811. Operating income \$208,267; other income \$68,066; other expenses \$347,509; net income before taxes \$(71,176); Federal income tax \$21,600. (net loss) \$92,776.

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 \$59,993 depreciation.

On JAN 09 2012 Leslie Smith, president, referred to the above figures as still representative.

KEY BUSINESS RATIOS

Statement date: DEC 31 2011

Based on this number of establishments: 32

Firm

Return of Sales: (0.5)
 Current Ratio: 1.1
 Assets / Sales: 50.8
 Total Liability / Net Worth: 896.0

Industry Median

Return of Sales: 3.2
 Current Ratio: 1.8
 Assets / Sales: 54.3
 Total Liability / Net Worth: 87.8

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.

JUDGMENTS

Status: **Unsatisfied**
DOCKET NO.: nmjtest03
Judgment type: Judgment
Against: Gorman Mfg Test Case
In favor of: Test Plaintiff
Where filed: RECORDER OF DEEDS, NORWALK, CA

Date status attained: 01/01/2008
Date entered: 01/01/2008
Latest Info Received: 01/02/2008
 On 01/20/11, Leslie Smith, President, Gorman Mfg Test Case, declined comment on the judgment. On 01/20/11, Leslie Smith, President, Gorman Mfg Test Case, stated the judgement was closed.

Status: **Unsatisfied**
DOCKET NO.: nmjtest05
Judgment type: Judgment
Against: Gorman Mfg (Test Case)
In favor of: Test Plaintiff
Where filed: RECORDER OF DEEDS, NORWALK, CA

Date status attained: 01/01/2008
Date entered: 01/01/2008
Latest Info Collected: 01/01/2008

Status: **Unsatisfied**
DOCKET NO.: nmjtest01

Judgment type: Judgment
Against: Gorman Mfg Test
In favor of: Test Plaintiff
Where filed: RECORDER OF DEEDS, NORWALK, CA

Date status attained: 01/01/2008
Date entered: 01/01/2008
Latest Info Collected: 01/02/2008

LIENS

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.

Status: Open
CASE NO.: IY5678
Type: State Tax
Filed by: State of Ca- Test Mtch Code (force thru SO)
Against: Gorman Manufacturing Company, Inc
Where filed: LOS ANGELES COUNTY RECORDER'S OFFICE, NORWALK, CA

Date status attained: 12/14/2001
Date filed: 12/14/2001
Latest Info Received: 12/14/2001

Amount: \$100
Status: Open
CASE NO.: IY1234
Type: State Tax
Filed by: state of CA-test mtch code (forced thru SO)
Against: Gorman Manufacturing Company, Inc
Where filed: LOS ANGELES COUNTY RECORDER'S OFFICE, NORWALK, CA

Date status attained: 12/14/2001
Date filed: 12/14/2001
Latest Info Received: 12/14/2001

Status: Open
CASE NO.: ian5678
Type: State Tax
Filed by: STATE OF CA-TEST MTCH CODE
Against: GORMAN MANUFACTURING COMPANY, INC AND OTHERS
Where filed: LOS ANGELES COUNTY RECORDER'S OFFICE, NORWALK, CA

Date status attained: 12/14/2001
Date filed: 12/14/2001
Latest Info Received: 12/14/2001

Amount: \$100
Status: Open
CASE NO.: IAN1234
Type: State Tax
Filed by: State of CA-test match Code
Against: Gorman Manufacturing Company, Inc
Where filed: LOS ANGELES COUNTY RECORDER'S OFFICE, NORWALK, CA

Date status attained: 12/14/2001
Date filed: 12/14/2001
Latest Info Received: 12/14/2001

UCC FILINGS

Collateral: Leased Equipment
Type: Original
Sec. party: RAYMOND LEASING CORPORATION, GREENE, NY
Debtor: GORMAN MANUFACTURING COMPANY, INC
Filing number: 306-121640
Filed with: SECRETARY OF STATE/UCC DIVISION, NASHVILLE, TN

Date filed: 04/18/2006
Latest Info Received: 05/12/2006
 On 12/29/10, Leslie Smith, President, GORMAN MANUFACTURING COMPANY, INC, stated that the financing statement was terminated.

Collateral: Leased Equipment
Type: Original
Sec. party: RAYMOND LEASING CORPORATION, GREENE, NY
Debtor: GORMAN MANUFACTURING COMPANY, INC. and OTHERS
Filing number: 009679812
Filed with: SECRETARY OF STATE/UCC DIVISION, SPRINGFIELD, IL

Date filed: 03/30/2005
Latest Info Received: 04/07/2005

Collateral: Leased Unspecified
Type: Original
Sec. party: RAYMOND LEASING CORPORATION, GREENE, NY
Debtor: GORMAN MANUFACTURING COMPANY, INC and OTHERS
Filing number: 040077623160
Filed with: SECRETARY OF STATE/UCC DIVISION, AUSTIN, TX

Date filed: 08/06/2004
Latest Info Received: 08/24/2004

Type: Original
Sec. party: NOREAST CAPITAL CORPORATION, ANNAPOLIS, MD
Debtor: GORMAN MANUFACTURING
Filing number: 00000181203112
Filed with: UCC DIVISION, BALTIMORE, MD

Date filed: 08/30/2004
Latest Info Received: 08/18/2008

The public record items contained in this report may have been paid, terminated, vacated or released prior to the date this report was printed.

GOVERNMENT ACTIVITY

Activity summary

Borrower (Dir/Guar):	NO
Administrative debt:	NO
Contractor:	YES
Grantee:	YES
Party excluded from federal program(s):	NO

Possible candidate for socio-economic program consideration

Labor surplus area:	N/A
Small Business:	N/A
8(A) firm:	N/A

The details provided in the Government Activity section are as reported to Dun & Bradstreet by the federal government and other sources.