



GORMAN MANUFACTURING COMPANY, INC.

D-U-N-S® 80-473-5132

Headquarters
5335 Gate Parkway,
Jacksonville, FL 32256

Phone 650 555-0000

COMPR

Subscriber Number: 716000061
Purchase Date: 03/25/2025
Attention: sample report

Executive Summary

Company Info	
Year Started	1985
CEO	LESLIE SMITH, PRES
Employees	165
Employees Here	120 at this location
Working Capital	\$6,688,253
Do not confuse with	other Gorman companies, this is a fictitious company used by D&B for demonstration purposes
Sales (Financial Statement)	\$49,500,339
Net Worth (Financial Statement)	12,950,494

As of 12/31/2024

D&B Rating

D&B Rating

4A3

Financial Strength



Composite Credit Appraisal



Predictive Analytics

Financial Stress Class



Financial Stress Class	2
Financial Stress Score	1,558
Highest Risk	1,001
Lowest Risk	1,875

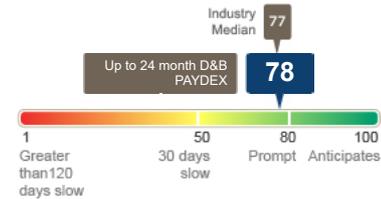
Credit Score Class



Credit Score Class	2
Credit Score	576
Highest Risk	101
Lowest Risk	670

D&B PAYDEX®

Up to 24 month D&B PAYDEX



Up to 3 month D&B PAYDEX



Credit Limit Recommendation

Risk Category



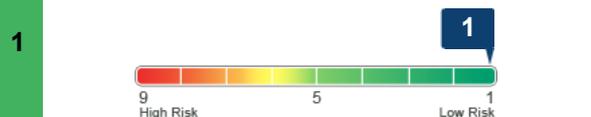
Conservative Credit Limit	\$200,000
Aggressive Credit Limit	\$400,000

D&B Viability Rating

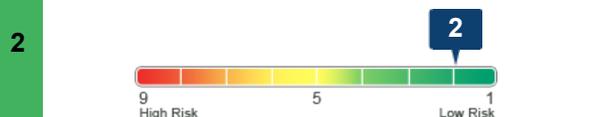
D&B Viability Rating

1 2 A A

Viability Score



Portfolio Comparison



A Data Depth Indicator

A Company Profile

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 Financial Strength: 4A Composite Credit Appraisal: 3 Prior D&B Rating: 4A3 Rating Date: 07/15/2022 Payment Activity (based on 19 experiences): USD Average High Credit: \$5,187 Highest Credit: 250,000 Total Highest Credit: 333,150
Financing: SECURED	
Financial Condition: FAIR	
SIC: 2752 Lithographic commercial printing	
NAICS: 323111 Commercial Printing (except Screen and Books)	
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	1
	<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	2
	<p>Compared to all Businesses within the same MODEL SEGMENT:</p> <p>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	A
	<p>Data Depth Indicator Details:</p> <ul style="list-style-type: none"> ✓ 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

(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 02/06/2025

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 1956. Graduated from the University of Florida, Gainesville, FL, in June 1967 with a BS degree in Business Management. 1967-1985 General Manager for Raymor Printing Co, Jacksonville, FL. 1985 formed subject with Kevin J Hunt. 1985 to present active as Principal in Gorman Affiliate Ltd, Center Valley, PA.

KEVIN J HUNT born 1955. Graduated from Northwestern University, Evanston, IL in June 1966. 1966-1985 was Assistant General Manager for Raymor Printing Co, Jacksonville, FL. 1985 formed subject with Leslie Smith. 1985 to present active as Principal in Gorman Affiliate Ltd, Center Valley, PA.

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 , FL		
Corporation Type	PROFIT				
Incorporated Date	05/21/1985				
State of Incorporation	FLORIDA				

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 02/06/2025

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: 165 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
3501 Corporate Pkwy,
Center Valley, PA 18034-8232

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 16 establishments)			
	Fiscal Consolidated Dec 31 2022 USD	Fiscal Consolidated Dec 31 2023 USD	Fiscal Consolidated Dec 31 2024 USD		This Business	Industry Median	Industry Quartile
Curr Assets	\$19,047,871	\$17,702,734	\$20,102,223	Profitability			
Curr Liabs	11,779,310	13,448,311	13,413,970	Return on Sales	5.4	0.8	2
Current Ratio	1.62	1.32	1.5	Return on Net Worth	20.7	3.9	1
Working Capital	7,268,561	4,254,423	6,688,253	Short Term Solvency			
Other Assets	8,694,437	11,465,147	11,812,250	Current Ratio	1.5	1.5	2
Worth	10,706,199	11,029,847	12,950,494	Quick Ratio	1.2	0.9	2
Sales	40,569,890	50,230,236	49,500,339	Efficiency			
Long Term Liab	5,256,799	4,689,723	5,550,009	Assets Sales	64.5	106.2	1
Net Profit (Loss)	3,964,196	1,757,514	2,679,779	Sales / Net Working Capital	7.4	4.8	2
				Utilization			
				Total Liabs / Net Worth	146.4	85.2	3
				As of 12/31/2024			

Most Recent Financial Statement

Fiscal Consolidated statement dated DEC 31 2024:

Assets	USD	Liabilities	USD
Current Assets		Current Liabilities	
Cash	\$7,655,922	Accts Pay	\$9,555,320
Accts Rec	8,998,976	Accruals	598,777
Inventory	3,000,337	L.T. Liab-(1yr)	3,259,873
Prepaid	446,988	Total Current Liabilities	13,413,970
Total Current Assets	20,102,223		
Non Current Assets		Non Current Liabilities	
Fixt & Equip	3,692,378	L.T. Liab-Other	5,550,009
Investments-Other	8,119,872	COMMON STOCK	40,000
Total Assets	31,914,473	ADDIT. PD.-IN CAP	5,000,000
		RETAINED EARNINGS	7,910,494
		Total Liabilities & Net Worth	31,914,473

As of 02/06/2025

From JAN 01 2024 to DEC 31 2024 annual sales \$49,500,339; cost of goods sold \$36,589,278. Gross profit \$12,911,061; operating expenses \$10,125,687. Operating income \$2,785,374; net income before taxes \$2,785,374; Federal income tax \$105,595. Net income \$2,679,779.

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 \$89,997 depreciation.

On February 6, 2025, inside sources confirmed the information on this report. .

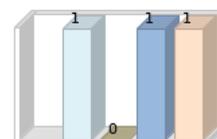
Indicators

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



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.

Commercial Credit Score

Summary



Incidence of Delinquent Payment

Among Companies with This Class	2.44%
Average Compared to All Businesses	8.96%
Credit Score Percentile	89
Credit Score	576
Number of Payment Experiences	19

Key Factors

- Higher risk industry based on delinquency rates for this industry
- Total Liabilities to Net Worth influencing the score
- Evidence of open suits and judgments
- Proportion of slow payments in recent months

Notes:

- The Credit Score Class indicates that this firm shares some of the same business and payment characteristics of other companies with this classification. It does not mean the firm will necessarily experience delinquency.
- The Incidence of Delinquent Payment is the percentage of companies with this classification that were reported 91 days past due or more by creditors. The calculation of this value is based on D&B's trade payment database.
- The Credit Score Percentile reflects the relative ranking of a firm among all scorable companies in D&B's file.
- The Credit Score offers a more precise measure of the level of risk than the Class and Percentile. It is especially helpful to customers using a scorecard approach to determining overall business performance.

Credit Score Percentile Norms Comparison



- Lower risk than other companies in the same region.
- Lower risk than other companies in the same industry.
- Lower risk than other companies in the same employee size range.
- Lower risk than other companies with a comparable number of years in business.

Financial Stress Score

Summary



Financial Stress Score Percentile

Financial Stress National Percentile	92
Financial Stress Score	1558
Probability of Failure with This Score	0.1%
Failure per 10K	10/10,000
Average Failure Rate within D&B database	0.52%
Failure per 10K	52/10,000
Number of Payment Experiences	19

Key Factors

- High proportion of past due balances to total amount owing.
- UCC Filings reported.
- Composite credit appraisal is rated fair.

Notes:

- The Financial Stress Class indicates that this firm shares some of the same business and financial characteristics of other companies with this classification. It does not mean the firm will necessarily experience financial stress.
- The probability of failure shows the percentage of firms in a given percentile that discontinue operations with loss to creditors. The average probability of failure is based on businesses in D&B's database and is provided for comparative purposes.
- The Financial Stress National Percentile reflects the relative ranking of a company among all scorable companies in D&B's file.
- The Financial Stress Score offers a more precise measure of the level of risk than the Class and Percentile. It is especially helpful to customers using a scorecard approach to determining overall business performance.

Financial Stress Percentile Comparison



- Lower risk than other companies in the same region.
- Lower risk than other companies in the same industry.
- Lower risk than other companies in the same employee size range.
- Lower risk than other companies with a comparable number of years in business.

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.



- 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	\$10,000
Payments Within Terms	92%	Total Placed for Collection	0	Highest Past Due	\$1,000
Average High Credit	\$5,187	Largest High Credit	\$250,000		
Satisfactory Experiences %	23.78%				

* compared to payments three months ago

Credit Limit Recommendation

Risk Category	Recommendation Date	03/25/2025
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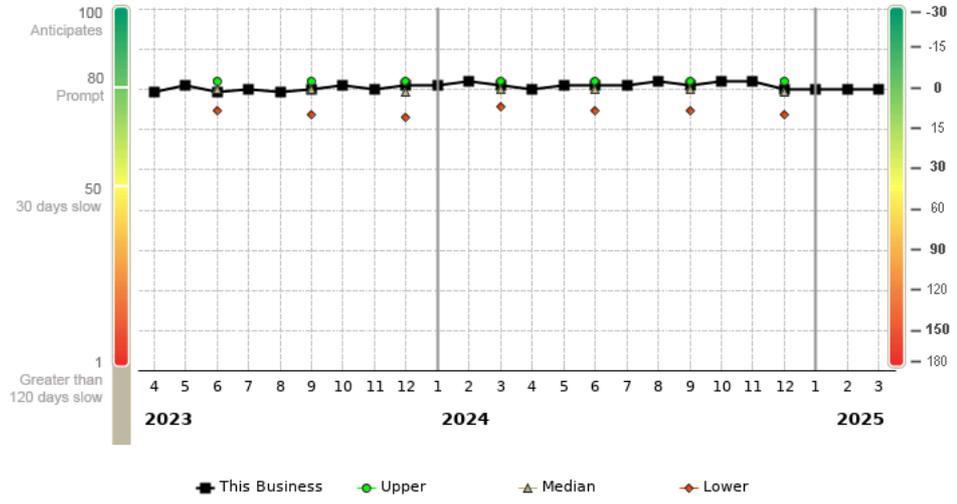


Risk Category

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	79	77	78	77	78	79	78	79	79	80	79	78	79	79	79	80	79	80	80	78	78	78	78
Industry Quartiles																								
Upper				80				80												80				80
Median				78				78												78				77
Lower				72				71												72				71

Note

- Current PAYDEX[®] for this Business is 78, or equal to 3 days beyond terms.
- The 24 month high paydex is 80.0, or equal to GENERALLY WITHIN terms.
- The 24 month low paydex is 77.0, or equal to 5 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%	11	72,500
1,000-4,999	87%	4	10,000
Under 1,000	100%	1	500

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 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	\$32,500	\$10,000	100	0	0	0	0
Real estate agent/mgr	5	25,000	7,500	100	0	0	0	0
Car body repair/paint	5	25,000	7,500	85	0	10	5	0
Mfg computer storage	1	500	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

Category	Total Received	Total Dollar Amounts	Largest High Credit
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)
February 2025	Ppt	\$10,000	\$10,000	\$250	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	100	N/A	1
	Ppt	5,000	2,500	50	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	2,500	2,500	0	N/A	1
	Ppt	2,500	2,500	0	N/A	1
	Ppt-Slow 60	5,000	2,500	100	N/A	1
	Ppt-Slow 90	2,500	2,500	1,000	N/A	1
November 2024	(016)	50	0	0	Cash account	1
October 2023	Ppt	500	500	0	N/A	1
August 2023	(018)	250,000	100	0	Cash account	1
	(019)	100	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.

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END OF REPORT