

# GORMAN MANUFACTURING COMPANY, INC.

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

# Payment Profile Report

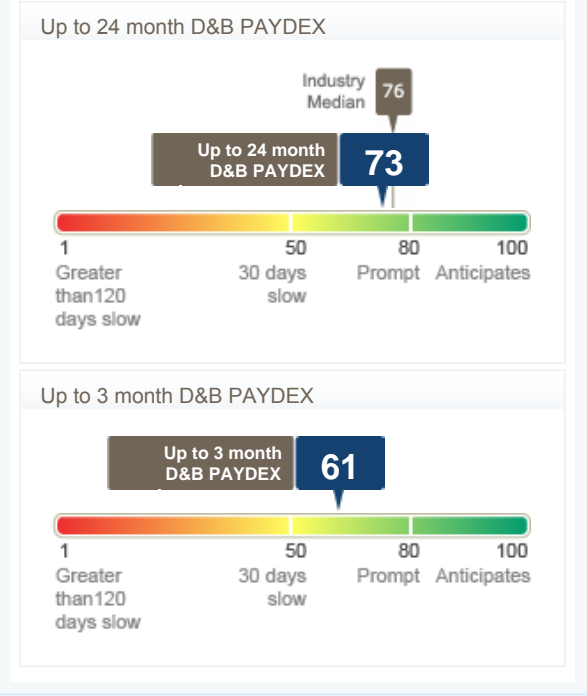
Purchase Date: 11/02/2010  
 Last Update Date: 06/21/2010

## Executive Summary

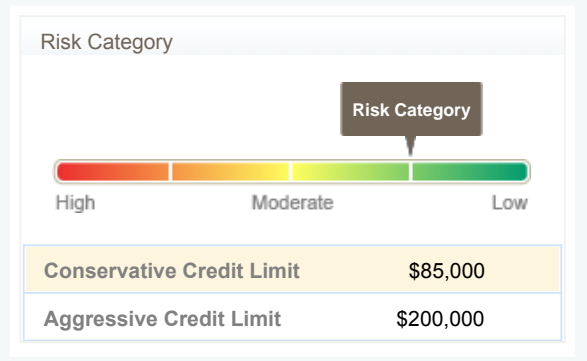
Company Info	
Year Started	1985
CEO	LESLIE SMITH, PRES
Employees	144
Employees Here	110 at this location
Working Capital	\$1,323,410
Do not confuse with	other Gorman companies, this is a fictitious company used by D&B for demonstration purposes
Sales (Financial Statement)	\$23,480,920
Net Worth (Financial Statement)	1,340,331

As of 12/31/2009

## D&B PAYDEX®



## Credit Limit Recommendation



## Indicators

### Public Filings Summary

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

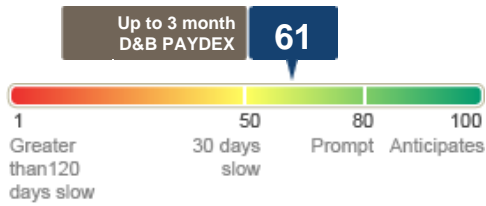
Record Type	No. of Records
Bankruptcy	0
Judgment	3
Lien	4
Suit	0
UCC	4

## Advanced Paydex

## D&B PAYDEX®

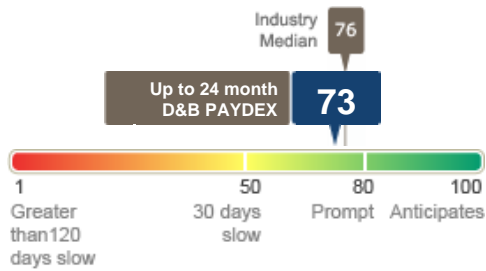
Shows the D&B PAYDEX scores as calculated up to 3 months and up to 24 months of payment experiences.

### Up to 3 month D&B PAYDEX



When weighted by dollar amount, payments to suppliers average 22 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 11 days beyond terms. Based on payments collected up to 24 months.

When weighted by dollar amount, the industry average is 6 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	37
Payments Within Terms	77%	Total Placed for Collection	0
Average High Credit	\$22,831	Largest High Credit	\$100,000
Highest Now Owning	\$80,000	Highest Past Due	\$40,000

\* compared to payments three months ago

## Credit Limit Recommendation

### Risk Category



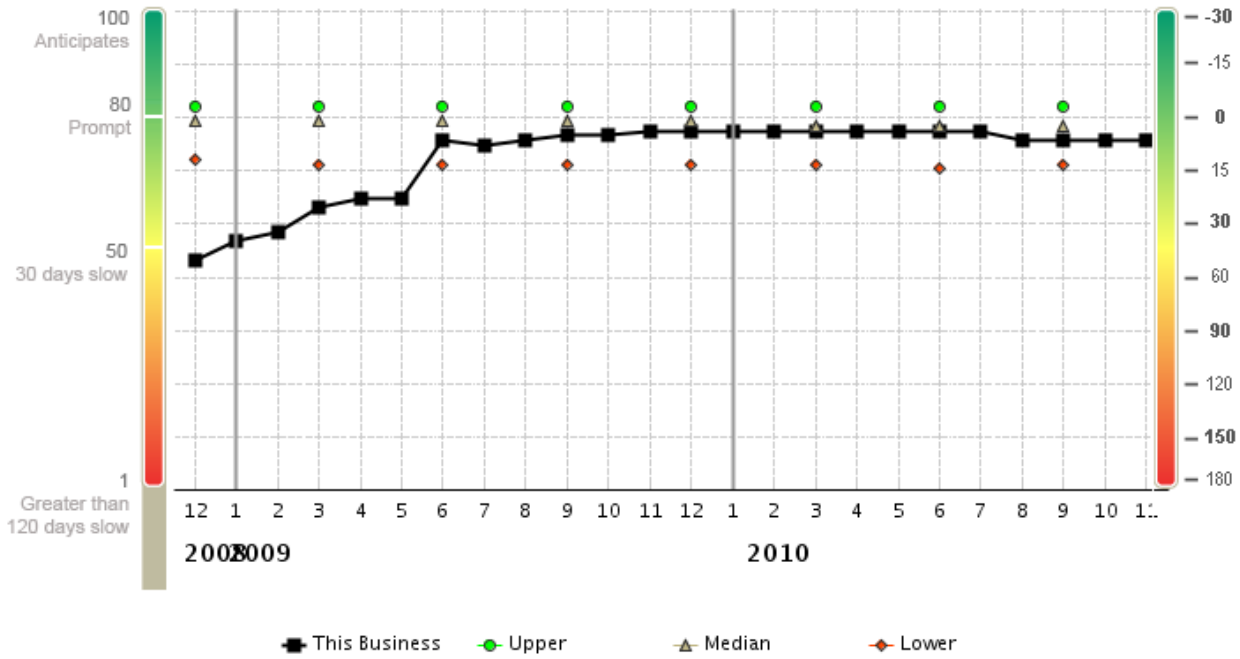
Recommendation Date	11/02/2010
Conservative Credit Limit	\$85,000
Aggressive Credit Limit	\$200,000

### 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.



<b>This Business</b>	48	52	54	59	61	61	73	72	73	74	74	75	75	75	75	75	75	75	75	73	73	73	73	
<b>Industry Quartiles</b>																								
<b>Upper</b>	80		80		80		80		80		80		80		80		80		80		80		80	
<b>Median</b>	77		77		77		77		77		77		77		76		76		76		76		76	
<b>Lower</b>	69		68		68		68		68		68		68		68		68		67		68		68	

Note

- Current PAYDEX® for this Business is 73, or equal to 11 days beyond terms.
- The 24 month high paydex is 75.0, or equal to 8 DAYS BEYOND terms.
- The 24 month low paydex is 48.0, or equal to 36 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	83%	3	\$300,000
50,000-100,000	100%	1	50,000
15,000-49,999	72%	9	220,000
5,000-14,999	69%	10	85,000
1,000-4,999	71%	3	6,000
Under 1,000	61%	3	1,100

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 37 payment experiences in D&B's file, with 3 experiences reported during the last three month period.

All Industries								
Industries	Total Received	Total Amounts	Largest High Credit	Within Terms (%)	Days Slow (%)			
					0-30	31-60	61-90	90+
Nonclassified	3	\$102,750	\$100,000	99	1	0	0	0
Misc business								

The highest Now Owes on file is \$80,000. The highest Past Due on file is \$40,000.

credit	2	105,000	100,000	52	0	48	0	0
Trucking non-local	2	50,000	40,000	90	10	0	0	0
Truck rental/leasing	2	20,000	10,000	100	0	0	0	0
Whol farm supplies	1	100,000	100,000	100	0	0	0	0
Mfg wood home furn	1	50,000	50,000	100	0	0	0	0
Mfg computers	1	35,000	35,000	50	50	0	0	0
Whol chemicals	1	25,000	25,000	50	50	0	0	0
Whol electrical equip	1	25,000	25,000	100	0	0	0	0
Whol metal	1	25,000	25,000	100	0	0	0	0
Mfg prepared flour	1	20,000	20,000	100	0	0	0	0
Mfg medical instrmnt	1	20,000	20,000	50	0	50	0	0
Arrange cargo transpt	1	15,000	15,000	0	100	0	0	0
Mfg electric test prd	1	15,000	15,000	50	0	50	0	0
Mfg fluid milk	1	10,000	10,000	100	0	0	0	0
Mfg aluminum die cast	1	10,000	10,000	0	100	0	0	0
Mfg soap/detergents	1	7,500	7,500	0	100	0	0	0
Whol industrial equip	1	7,500	7,500	100	0	0	0	0
Data processing svcs	1	7,500	7,500	50	50	0	0	0
Radiotelephone commun	1	7,500	7,500	100	0	0	0	0
Mfg photograph equip	1	2,500	2,500	100	0	0	0	0
Whol service paper	1	1,000	1,000	50	0	50	0	0
Newspaper-print/publ	1	100	100	50	50	0	0	0
Misc equipment rental	1	750	0	50	50	0	0	0

Other Payment Categories

Category	Total Received	Total Dollar Amounts	Largest High Credit
Cash experiences	6	\$1,050	\$500
Payment record unknown	0	0	0
Unfavorable comments	2	6,000	5,000
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)
September 2010	(001)Unsatisfactory	\$1,000	\$1,000	\$1,000	N/A	
August 2010	Ppt	7,500	0	0	N/A	1
	Ppt-Slow 60	100,000	80,000	40,000	N/A	1
July 2010	Ppt	250	0	0	N/A	6-12
June 2010	(005)	50	0	0	Cash account	
November 2009	Ppt	100,000	75,000	0	N/A	1
	Ppt	25,000	10,000	0	N/A	1
	Ppt-Slow 10	25,000	0	0	N/A	1
	Ppt-Slow 30	100	50	50	N/A	
	Ppt-Slow 60	15,000	7,500	2,500	N/A	1
	(011)Cash own option	500	0	0	N/A	6-12
	(012)Cash own option	500	0	0	N/A	6-12
	(013)Cash own option	0	0	0	N/A	2-3
	(014)Cash own option	0	0	0	N/A	2-3
	(015)Cash own option	0	0	0	N/A	2-3
October 2009	Ppt-Slow 30	35,000	15,000	7,500	N/A	1
September 2009	Ppt	100,000	50,000	0	N/A	1
	Ppt-Slow 60	20,000	15,000	7,500	N/A	1
August 2009	Ppt	50,000	15,000	250	N/A	1
	Ppt	10,000	5,000	0	N/A	1
	Slow 30	7,500	5,000	2,500	N/A	1
July 2009	Ppt	25,000	15,000	0	N/A	1
	Ppt-Slow 30	0	750	250	N/A	
	(024)Bad debt	5,000	5,000	5,000	N/A	
April 2009	Ppt	10,000	7,500	0	N/A	1
March 2009	Ppt	40,000	7,500	0	N/A	
February 2009	Ppt	7,500	5,000	0	N/A	1
	Ppt-Slow 30	10,000	5,000	2,500	N/A	1
	Ppt-Slow 60	1,000	250	250	N/A	1
January 2009	Ppt	5,000	250	0	N/A	1
December 2008	Ppt	20,000	15,000	0	N/A	
	Ppt	10,000	0	0	N/A	1
	Ppt-Slow 10	2,500	500	0	N/A	
	Ppt-Slow 30	7,500	5,000	250	N/A	1
	Slow 5	15,000	5,000	0	N/A	1
	Slow 5	10,000	7,500	2,500	N/A	
October 2008	Ppt	2,500	0	0	N/A	1

Lines shown in red are 30 or more days beyond terms

Payment experiences reflect how bills are met in relation to the terms granted. In some instances payment beyond terms can be the result of disputes over merchandise, skipped invoices etc.

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