

# D&B Payment Analysis Report

80-473-5132

010602

GORMAN MANUFACTURING COMPANY,

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BUSINESS SUMMARY

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

GORMAN MANUFACTURING COMPANY, INC

DATE PRINTED: June 5, 2001

SIC 27 52 COMMERCIAL PRINTING

SALES:( $\$$ ) 19,683,736

HISTORY: CLEAR

CONTROL DATE: 1965

YEAR STARTED: MAY 21 1965

EMPLOYS: 110

EMPLOYS HERE: 100

492 KOLLER STREET

SAN FRANCISCO, CA 94110

TEL: 650 555-0000

LESLIE SMITH, PRES

Evidence of open Suit(s), Lien(s) and Judgment(s) in the D&B database

PAYDEX - Based on most recent 12 mos. trade 52 = 29 Days Beyond Terms

PAYDEX - Based on most recent 90 Days trade 59 = 23 Days Beyond Terms

Payments Within Terms (not dollar weighted) 23%

## PAYMENT TRENDS

PAYDEX scores below are based on dollar weighted trade in most recent 12 mos.

	PRIOR 4 QTRS				CURRENT 12 MONTHS											
	'99	'99	'00	'00	'00	'00	'00	'00	'00	'00	'01	'01	'01	'01	'01	'01
Firm	55	55	58	57	56	56	55	54	53	53	54	50	51	51	52	52

Industry

Quartiles

Upper 80 79 80 80 79 79 79

Median 75 75 75 75 74 73 73

Lower 67 66 66 66 65 65 63

Industry PAYDEX based on:

KEY TO PAYDEX SCORES:

SIC: 2752

80 = Within terms

1,175 Firms

75 = 8 Days Beyond Terms

50 = 30 Days Beyond Terms

## PUBLIC FILINGS SUMMARY

Currently, there is indication of open suit(s), lien(s), and/or judgment(s) in D&B's Public Records database:

Suit(s) 2 Lien(s) 2 Judgment(s) 1

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

## BANKING

(05-01) Balances average in a low 7 figure amount. At Dec 31 2000, a low 7 figure was outstanding under short-term lines of credit which are secured by accounts receivable and inventory.

## SPECIAL EVENTS

05/18/01 On Mar 26, 2001 the subject experienced a fire due to an earthquake. According to Leslie Smith, president, damages amounted to \$35,000 which were fully covered by their insurance company. The business was closed for two days while employees settled personal matters.

## SUMMARY OF PAYMENT HABITS

DOLLAR RANGE COMPARISONS

SUPPLIERS THAT EXTEND CREDIT OF...	NUMBER OF EXPERIENCES	TOTAL DOLLAR AMOUNT	% OF DOLLAR AMOUNTS PAID WITHIN TERMS
	#	\$	%
OVER \$100,000	19	11,050,000	47
\$50,000 - 99,999	7	465,000	49
\$15,000 - 49,999	31	840,000	71
\$ 5,000 - 14,999	31	230,000	65
\$ 1,000 - 4,999	27	39,000	29
Under \$1,000	16	6,900	44

PAYMENT ANALYSIS BY INDUSTRY

There are 264 payment experiences in D&B's file for the most recent 12 months with 69 experiences reported during the last three month period.

	TOTAL REC'D #	DOLLAR AMOUNT \$	HIGHEST CREDIT \$	WITHIN TERMS -----%	SLOW 1-30	SLOW 31-60	SLOW 61-90	SLOW 91+
	-----% of dollar amount-----							
Total in D&B's File	264	13,811,000	2,000,000					
INDUSTRY								
Nonclassified	11	1,108,500	1,000,000	98	0	2	0	0
Misc business service	6	363,500	250,000	96	0	0	4	0
Management consulting	4	1,095,000	1,000,000	99	1	0	0	0
Whol metal	4	102,500	75,000	0	20	73	7	0
Whol industrial suppl	4	3,550	2,500	1	0	14	85	0
Ret misc merchandise	3	251,500	250,000	100	0	0	0	0
Whol industrial equip	3	121,000	100,000	0	0	0	99	1
Misc business credit	3	23,000	20,000	2	0	87	11	0
Mfg misc metal prdts	3	3,000	1,000	67	0	0	33	0
Whol office equipment	2	2,200,000	2,000,000	9	0	0	46	45
Computer system desgn	2	1,045,000	1,000,000	4	0	0	96	0
Arrange cargo transpt	2	50,000	40,000	80	0	0	20	0
Custom programming	2	32,500	30,000	54	46	0	0	0
Business consulting	2	25,000	20,000	100	0	0	0	0
Whol misc coml equip	2	15,500	15,000	0	3	97	0	0
Mfg mattress/bdspring	2	16,000	15,000	0	0	0	94	6
Whol service paper	2	10,250	10,000	100	0	0	0	0
Misc coml printing	2	15,000	10,000	33	0	0	67	0
Whol plumb/hydraulics	2	10,500	10,000	100	0	0	0	0
Whol computers/softwr	2	15,000	7,500	100	0	0	0	0
Ret liquefied gas	1	1,000,000	1,000,000	0	100	0	0	0
Mfg plastic sheet/flm	1	1,000,000	1,000,000	100	0	0	0	0
Mfg malt beverages	1	500,000	500,000	100	0	0	0	0
Mfg car parts	1	500,000	500,000	0	0	0	100	0
Lcl truck-w/o storage	1	500,000	500,000	100	0	0	0	0
Whol lumber/millwork	1	500,000	500,000	100	0	0	0	0
Mfg alum extrud prdts	1	400,000	400,000	0	0	0	0	100
Lithographic printing	1	400,000	400,000	0	50	0	50	0
Natural gas distrib	1	250,000	250,000	0	100	0	0	0
Mfg switchgear-boards	1	100,000	100,000	0	0	100	0	0
Mfg misc plastic prdt	1	100,000	100,000	0	50	50	0	0
Personal credit	1	75,000	75,000	100	0	0	0	0
Computer rentals	1	75,000	75,000	0	0	100	0	0
Real estate agent/mgr	1	75,000	75,000	100	0	0	0	0
Whol const/mine equip	1	65,000	65,000	0	0	0	0	100
Mfg woodworking mach.	1	50,000	50,000	50	50	0	0	0
Single family homes	1	40,000	40,000	100	0	0	0	0
Whol books/newspapers	1	40,000	40,000	100	0	0	0	0
Misc equipment rental	1	40,000	40,000	100	0	0	0	0
Mfg hydraulic cement	1	40,000	40,000	100	0	0	0	0
Misc repair services	1	40,000	40,000	0	100	0	0	0
Accounting services	1	30,000	30,000	100	0	0	0	0
General warehousing	1	30,000	30,000	100	0	0	0	0
Whol sporting goods	1	30,000	30,000	0	100	0	0	0
Prepackaged software	1	25,000	25,000	100	0	0	0	0
Ret building material	1	20,000	20,000	100	0	0	0	0
Whol drugs/sundries	1	20,000	20,000	0	0	0	100	0
Gravure printing	1	15,000	15,000	100	0	0	0	0
Telephone communictns	1	15,000	15,000	100	0	0	0	0
Mfg plate work	1	10,000	10,000	100	0	0	0	0
Mfg storage batteries	1	10,000	10,000	100	0	0	0	0
Mfg electromedcl prdt	1	10,000	10,000	0	0	0	100	0
Mfg refrig/heat equip	1	10,000	10,000	100	0	0	0	0
Whol motor vehicles	1	10,000	10,000	100	0	0	0	0
Whol groceries	1	10,000	10,000	100	0	0	0	0
State commercial bank	1	7,500	7,500	0	0	0	100	0
Mfg industry furnaces	1	7,500	7,500	100	0	0	0	0
Mechanical contractor	1	7,500	7,500	0	0	0	100	0
Misc services	1	7,500	7,500	0	0	0	100	0
Whol office supplies	1	7,500	7,500	100	0	0	0	0
Whol heating/ac equip	1	5,000	5,000	100	0	0	0	0
Concrete contractor	1	5,000	5,000	0	0	0	100	0
Mfg converted paper	1	5,000	5,000	0	0	0	100	0

Mfg home furniture	1	5,000	5,000	0	100	0	0	0
Mfg blowers/fans	1	5,000	5,000	0	0	0	100	0
Photocopying service	1	2,500	2,500	0	100	0	0	0
Whol transport equip	1	2,500	2,500	0	0	0	0	100
Whol farm/garden mach	1	2,500	2,500	0	0	100	0	0
Ret groceries	1	2,500	2,500	100	0	0	0	0
Advertising reps	1	2,500	2,500	0	100	0	0	0
Whol electrical equip	1	1,000	1,000	50	50	0	0	0
Mfg surgical supplies	1	1,000	1,000	0	0	0	100	0
Dental laboratory	1	1,000	1,000	0	0	0	100	0
Special trade work	1	1,000	1,000	0	100	0	0	0
Advertising agency	1	1,000	1,000	0	0	0	100	0
Mfg blankbook/binder	1	1,000	1,000	0	100	0	0	0
Ret auto supplies	1	1,000	1,000	100	0	0	0	0
Trucking non-local	1	1,000	1,000	0	0	0	100	0
Mfg medical instrmnt	1	1,000	1,000	100	0	0	0	0
Hotel/motel operation	1	1,000	1,000	0	0	0	100	0
Ret mail-order house	1	1,000	1,000	100	0	0	0	0
Whol appliances	1	750	750	0	0	100	0	0
Mfg elect. components	1	500	500	0	0	100	0	0
Whol hardware	1	500	500	100	0	0	0	0
Mfg nonferr castings	1	500	500	100	0	0	0	0
Foreign sea transport	1	500	500	100	0	0	0	0
Whol tires/tubes	1	500	500	0	100	0	0	0
Whol homefurnishings	1	250	250	100	0	0	0	0
College/university	1	100	100	0	0	0	100	0

OTHER PAYMENT CATEGORIES:

Cash Experiences	0	0	0					
Paying Record Unknown	15	795,100	500,000					
Unfavorable Comments	21	385,000	100,000					

Placed For Collection:

with D&B	0	0						
other	96	N/A						

Highest Now Owing	\$1,000,000	Based on all trade
Highest Past Due	\$1,000,000	Based on all trade
Average High Credit	\$100,245	Based on industry trade

Indications of slowness can be the result of disputes over merchandise, skipped invoices, etc.

Accounts are sometimes placed for collection even though the existence or amount of the debt is disputed.