

Reading the D&B Trade+

The following guide will provide an in-depth review of our D&B Trade+ including Company Demographics, Trade Payments, Paydex Score, plus public record sources.

Company Information

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Company Information (data source: Dun and Bradstreet ⁴)	
Gorman Manufacturing Company, Inc.	
Physical Address:	
123 SOMEWHERE STREET San Francisco, CA 94110 USA	D-U-N-S®: 80-473- 0000 Location type: Headquarters Phone: (650) 555-0000
Dun and Bradstreet Company Overview	
Year Started:	1985
Annual Sales:	\$19,272,000
Net Income (financial statement):	(\$92,000)
Net Worth (financial statement):	\$982,000
Financial Statement Date:	12/31/2011
Employee total:	125 (includes executives)
Employees at this location:	110 (includes executives)
Management	
CEO:	George Lazenby, President
Executive(s):	Mary Goodnight
Supplemental Data	
Former D-U-N-S® Number:	03-071- 0000
Line of business:	Commrcd Prtng,Lith
Legal Status:	Corporation
Subsidiary Status:	Not a subsidiary
National/Tax Id:	12-3450000
SIC:	2752 Commercial printing, lithographic
Import/Export status:	Not available or none

1. Company Information

D&B provides the most in-depth and up-to-date company demographics. We've included this section in your report to give you an overview of the business's annual sales, net worth, employee total, company management, type of industry, SIC, legal status and supplemental data, etc.

D&B Payment Habits by Industry

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Dun and Bradstreet Payment Habits By Industry								
ABC CORP UNION CITY, CA D-U-N-S NUMBER: 55-550- 0000								
SUMMARY OF PAYMENT HABITS BY INDUSTRY								
PAYMENT ANALYSIS BY INDUSTRY								
There are 116 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+
Total in D&B's File	116	3,443,950	2,000,000					
INDUSTRY								
Whol electronic parts	9	113,600	65,000	27	73	0	0	0
Short-term busn credit	7	5,450	2,300	91	9	0	0	0
Nonclassified	6	79,000	35,000	95	5	0	0	0
Telephone communictns	5	39,500	30,000	100	0	0	0	0
Public finance	5	72,500	30,000	100	0	0	0	0
Misc business service	5	4,000	2,500	100	0	0	0	0
Whol misc profsn eqpt	4	122,000	100,000	59	41	0	0	0
Misc equipment rental	4	25,050	15,900	100	0	0	0	0
Mfg drug preparations	4	27,500	7,500	41	45	14	0	0
Courier service	3	2,140,000	2,000,000	2	98	0	0	0
Electric services	3	55,000	45,000	100	0	0	0	0
Whol office supplies	3	25,500	25,000	50	50	0	0	0
Whol medical equip	2	180,000	100,000	56	44	0	0	0
Radiotelephone comun	2	40,100	40,000	100	0	0	0	0
Whol computers/softwr	2	35,000	20,000	100	0	0	0	0
Data processing svcs	2	10,000	10,000	100	0	0	0	0
Whol industrial suppl	2	5,500	5,000	55	45	0	0	0
Whol industrial equip	2	7,500	5,000	67	33	0	0	0
Whol chemicals	2	5,050	5,000	99	0	0	1	0
Trucking non-local	2	5,250	5,000	100	0	0	0	0
Executive office	2	2,500	2,500	100	0	0	0	0
Whol petroleum prdts	2	1,500	1,000	67	33	0	0	0
Whol office equipment	2	800	750	100	0	0	0	0
Mfg print circuit brd	1	200,000	200,000	50	50	0	0	0
Mfg computers	1	80,000	80,000	100	0	0	0	0
Paper mill	1	70,000	70,000	100	0	0	0	0
Whol service paper	1	20,000	20,000	100	0	0	0	0

2. D&B Payment Habits by Industry

The D&B Payment Summary reflects payment information in D&B's file for the prior 12 months. It provides you with details on how prompt the target company is about paying vendors, broken up by industry. For each industry, you are shown how many trade lines were received, the total dollar amount for that industry, highest credit amount, and the percent of those lines that are being paid promptly or beyond terms.

D&B Trade+ Report Guide

D&B Paydex Score

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Dun and Bradstreet PAYDEX Score

D&B PAYDEX:
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PAYDEX® Score
A unique, dollar weighted indicator of payment performance based on payment experiences, as reported to D&B by trade references. D&B must have three or more pieces of trade to calculate a PAYDEX Score.

PAYDEX	Payment Practices
100	Anticipate
90	Discount
80	Prompt
70	15 Days Beyond Terms
60	22 Days Beyond Terms
50	30 Days Beyond Terms
40	60 Days Beyond Terms
30	90 Days Beyond Terms
20	120 Days Beyond Terms
1-19	Over 120 Days Beyond Terms
UN	Unavailable

3. D&B Paydex Score

The PAYDEX score, possibly the most popular component of D&B reports, is a unique, dollar weighted indicator of payment performance based on payment experiences, as reported to D&B by trade references. Under the score, we provide you with a score chart to reference. If a company has a score of 80, they are prompt in payment. Anything above 80 is more prompt, and anything below 80 is beyond terms.

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Public Records

Public Record Summary

Judgments: 2	Total Judgments Amount: \$8,420.00
Filed Judgments: 0	Total Filed Judgments Amount: \$0.00
Satisfied Judgments: 2	Total Satisfied Judgments Amount: \$8,420.00
Recent Judgment Date: 11/29/2005	
Liens: 12	Total Liens Amount: \$33,274.00
Filed Liens: 2	Total Filed Liens Amount: \$12,133.00
Release Liens: 10	Total Released Liens Amount: \$21,141.00
Recent Lien Date: 12/16/2009	
Bankruptcies: 1	Total Bankruptcy Amount: \$0.00
Recent Bankruptcy Date: 12/20/1996	

4. Public Records

This section provides you with any records found of judgments, liens, and bankruptcies on the company in question. The top portion of this section begins by summarizing all judgments, all liens, and all bankruptcies.

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Judgments

Case Number: 2070000	Filing Date: 11/29/2005
Cause Of Action: Abstract of Judgment	Reported Date: 2/16/2006
Total Liabilities: \$7,993.00	
Disposition Status: Satisfied	Disposition Date: 2/16/2006
Court: MANHATTAN FEDERAL TAX LIENS	Court Location: NEW YORK NY
Case Number: 00187 0000	Filing Date: 7/26/2004
Cause Of Action: Abstract of Judgment	Reported Date: 8/12/2004
Total Liabilities: \$427.00	
Disposition Status: Satisfied	Disposition Date: 8/12/2004
Court: MANHATTAN FEDERAL TAX LIENS	Court Location: NEW YORK NY

5. Judgments

This portion of the Public Records section provides you with details on all judgments filed against the target company. You are provided with a case number, filing date, cause of action, reported date, total assets, total liabilities, disposition status and date, and the court info.

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Liens

Case Number: 2009120200430000	Filing Date: 12/16/2009
Total Liabilities: \$11,422.00	Reported Date: 12/16/2009
Disposition Status: Filed	Disposition Date: 12/16/2009
Court: MANHATTAN FEDERAL TAX LIENS	Court Location: NEW YORK NY
Case Number: 00260 0000	Filing Date: 9/9/2009
Total Liabilities: \$1,989.00	Reported Date: 1/3/2011
Disposition Status: Released	Disposition Date: 1/3/2011
Court: MANHATTAN FEDERAL TAX LIENS	Court Location: NEW YORK NY
Case Number: 002590000	Filing Date: 8/4/2009
Total Liabilities: \$820.00	Reported Date: 10/7/2009
Disposition Status: Released	Disposition Date: 10/7/2009
Court: MANHATTAN FEDERAL TAX LIENS	Court Location: NEW YORK NY

6. Tax Liens

Tax liens are filed by the city, county, state, or federal government to cover unpaid tax obligations.

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Bankruptcies

Case Number: 9640000	Filing Date: 12/20/1996
Cause Of Action: Chapter 11 Reorganization	Reported Date: 4/1/1999
Total Assets: \$0.00	Total Liabilities: \$0.00
Confirmation Type: Discharged or Dismissed	
Disposition Status: Dismissed	Disposition Date: 4/1/1999
Court: EASTERN DISTRICT OF NY	Court Location: CENTRAL ISLIP NY

7. Bankruptcy

Legal process where the company's assets can be liquidated or where the company files for protection from creditors. Bankruptcy filings in the United States can fall under one of several chapters of the Bankruptcy Code, such as Chapter 7 (which involves liquidation of assets), Chapter 11 (company or individual "reorganizations") and Chapter 13 (debt repayment with lowered debt covenants or payment plans).

8. EDGAR Financial Statements

The EDGAR Financial Statements section consists of four parts: Income Statements, Balance Sheets, Cash Flow Statements, and Financial Ratios. These sections provide you with the last four years of financial information on the target company. This information is included in your report if the target company is publicly traded.

Income Statements (values in 000's) (data source: EDGAR³)

	12/31/2011	12/31/2010	12/31/2009	12/31/2008
Total Revenue	\$1,318,400	\$1,284,600	\$1,233,300	\$1,578,200
Cost of Revenue	\$903,700	\$887,500	\$868,700	\$1,094,400
Gross Profit	\$414,700	\$397,100	\$364,600	\$483,800
Operating Expenses				
Sales, General and Admin.	\$293,900	\$281,200	\$263,000	\$379,000
Non-Recurring Items	(\$700)	(\$500)	\$19,100	\$303,200
Other Operating Items	\$6,300	\$6,700	\$7,100	\$7,700
Operating Income	\$115,200	\$109,700	\$75,400	(\$206,100)
Add'l income/expense items	(\$3,600)	(\$1,200)	(\$5,400)	\$17,300
Earnings Before Interest and Tax	\$42,900	\$38,500	\$7,400	(\$182,300)
Interest Expense	\$0	\$0	\$0	\$63,700
Earnings Before Tax	\$42,900	\$38,500	\$7,400	(\$246,000)
Income Tax	\$24,300	\$30,700	\$126,000	\$16,900
Minority Interest	\$0	\$0	\$0	(\$100)
Equity Earnings	\$8,500	\$8,300	\$4,400	\$6,500
Unconsolidated Subsidiary				
Net Income-Cont. Operations	\$18,600	\$7,800	(\$118,600)	(\$263,000)
Discontinued Operations	\$38,100	\$4,600	(\$7,500)	(\$76,200)
Net Income	\$56,700	\$12,400	(\$126,100)	(\$339,200)
Net Income Applicable to Common Shareholders	\$56,700	\$12,400	(\$126,100)	(\$339,200)

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Cash Flow Statements (values in 000's) (data source: EDGAR³)

	12/31/2011	12/31/2010	12/31/2009	12/31/2008
Net Income	\$56,700	\$12,400	(\$126,100)	(\$339,200)
Cash Flows-Operating Activities				
Depreciation	\$41,100	\$42,800	\$45,800	\$48,700
Net Income Adjustments	(\$27,200)	\$15,700	\$126,800	\$315,100
Changes in Operating Activities				
Accounts Receivable	\$600	(\$18,500)	\$41,500	\$80,800
Inventory	\$5,400	(\$9,800)	\$78,700	(\$8,400)
Other Operating Activities	(\$2,700)	(\$8,000)	\$6,000	\$4,400
Liabilities	(\$12,100)	\$20,300	(\$101,200)	(\$64,200)
Net Cash Flow-Operating	\$61,800	\$54,900	\$71,500	\$37,200
Cash Flows-Investing Activities				
Capital Expenditures	(\$13,500)	(\$12,600)	(\$10,300)	(\$43,500)
Other Investing Activities	\$53,500	(\$2,300)	\$6,400	\$24,800
Net Cash Flows-Investing	\$40,000	(\$14,900)	(\$3,900)	(\$18,700)
Cash Flows-Financing Activities				
Sale and Purchase of Stock	(\$200)	(\$100)	(\$300)	\$300
Net Borrowings	(\$62,900)	\$800	(\$23,600)	(\$38,000)
Net Cash Flows-Financing	(\$63,100)	(\$100)	(\$44,500)	(\$37,700)
Effect of Exchange Rate	(\$700)	(\$300)	\$2,400	(\$5,000)
Net Cash Flow	\$38,000	\$39,600	\$25,500	(\$24,200)

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Balance Sheets (values in 000's) (data source: EDGAR³)

	12/31/2011	12/31/2010	12/31/2009	12/31/2008
Current Assets				
Cash and Cash Equivalents	\$3,389,871	\$2,785,013	\$1,565,658	\$1,216,743
Short Term Investments	\$119,263	\$54,419	\$50,905	\$0
Net Receivables	\$290,688	\$430,453	\$297,308	\$169,207
Inventory	\$122,279	\$146,524	\$69,705	\$84,637
Other Current Assets	\$52,710	\$114,601	\$58,194	\$156,574
Total Current Assets	\$3,974,811	\$3,531,010	\$2,041,770	\$1,627,161
Long Term Assets				
Long Term Investments	\$74,033	\$0	\$0	\$0
Fixed Assets	\$171,721	\$164,155	\$174,516	\$192,262
Other Assets	\$35,074	\$27,353	\$17,696	\$9,873
Deferred Asset Charges	\$26,629	\$37,319	\$59,249	\$50,611
Total Assets	\$4,282,268	\$3,759,837	\$2,293,231	\$1,879,907
Current Liabilities				
Accounts Payable	\$164,364	\$193,540	\$138,185	\$124,358
Short Term Debt/Current Portion of Long Term Debt	\$500,000	\$0	\$0	\$0
Other Current Liabilities	\$351,855	\$502,947	\$351,776	\$261,664
Total Current Liabilities	\$1,016,219	\$696,487	\$489,961	\$386,022
Long Term Debt				
Long Term Debt	\$0	\$500,000	\$500,000	\$500,000
Other Liabilities	\$272,153	\$239,698	\$217,934	\$194,008
Total Liabilities	\$1,288,372	\$1,436,185	\$1,207,895	\$1,080,030
Stock Holders Equity				
Common Stocks	\$322	\$319	\$297	\$293
Capital Surplus	\$1,050,752	\$908,989	\$372,098	\$272,424
Retained Earnings	\$1,942,955	\$1,414,344	\$712,941	\$528,278
Other Equity	(\$133)	\$0	\$0	(\$1,118)
Total Equity	\$2,993,896	\$2,323,652	\$1,085,336	\$799,877

Financial Ratios (data source: EDGAR³)

	12/31/2011	12/31/2010	12/31/2009	12/31/2008
Liquidity Ratios				
Current Ratio	203%	189%	180%	143%
Quick Ratio	130%	112%	105%	70%
Cash Ratio	40%	25%	15%	4%
Inventory Turnover	667%	624%	609%	592%
Profitability Ratios				
Gross Margin	31%	31%	30%	31%
Operating Margin	9%	9%	6%	-13%
Pre-Tax Margin	3%	3%	1%	-16%
Profit Margin	4%	1%	-10%	-21%
Pre-Tax ROE	-69%	-48%	-5%	7,235%
After Tax ROE	-82%	-16%	108%	9,976%

If you have any further questions about
How to read your report, please call
(800) 748-6290