

# GORMAN MANUFACTURING COMPANY, INC.

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

# Comprehensive Report

Purchase Date: 02/20/2012  
 Last Update Date: 01/11/2013  
 Attention: customerRefText

## Executive Summary

### Company Info

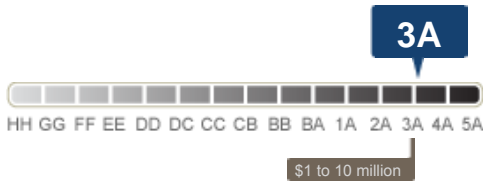
<b>Year Started</b>	1985	<b>Do not confuse with</b>	other Gorman companies, this is a fictitious company used by D&B for demonstration purposes
<b>Control Year</b>	1985	<b>Sales (Financial Statement)</b>	\$19,465,134
<b>Employees</b>	125	<b>Net Worth (Financial Statement)</b>	1,180,200
<b>Employees Here</b>	110 at this location	As of 12/31/2012	
<b>Working Capital</b>	\$1,222,299		

### D&B Rating

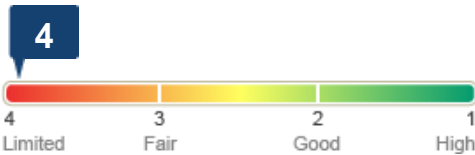
D&B Rating

**3A4**

#### Financial Strength

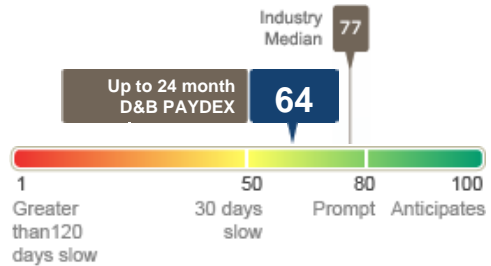


#### Composite Credit Appraisal

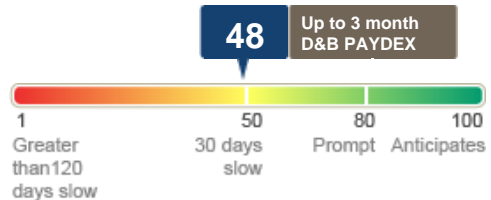


### D&B PAYDEX®

#### Up to 24 month D&B PAYDEX

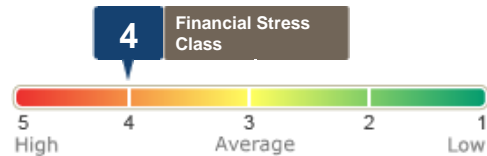


#### Up to 3 month D&B PAYDEX



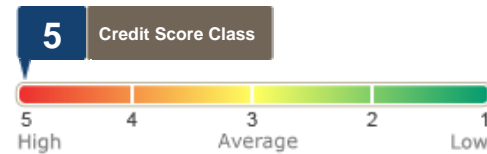
## Predictive Analytics

### Financial Stress Class



The Financial Stress Class of 4 for this company shows that firms with this class had a failure rate of 0.84% (84 per 10,000).

### Credit Score Class



The Credit Score class of 5 for this company shows that 53.10% of firms with this classification paid one or more bills severely delinquent.

<b>Financial Stress Class</b>	4
<b>Financial Stress Score</b>	1,397
<b>Highest Risk</b>	1,001
<b>Lowest Risk</b>	1,875

<b>Credit Score Class</b>	5
<b>Credit Score</b>	285
<b>Highest Risk</b>	101
<b>Lowest Risk</b>	670

**Credit Limit Recommendation**

Risk Category

Risk Category



High

Moderate

Low

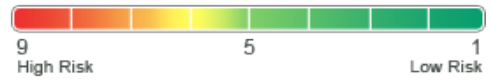
**D&B Viability Rating**

D&B Viability Rating



2

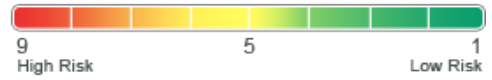
Viability Score



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Portfolio Comparison



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Data Depth Indicator



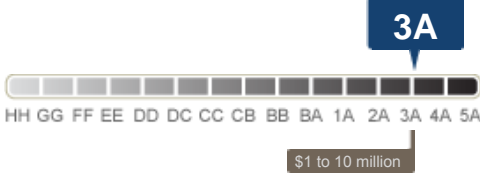
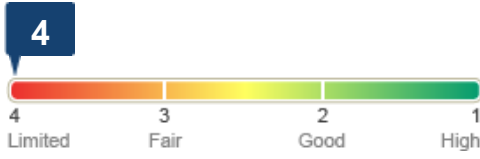
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Company Profile

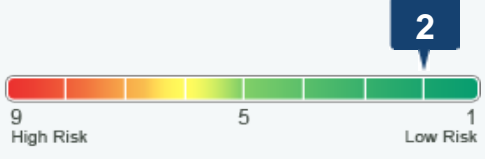
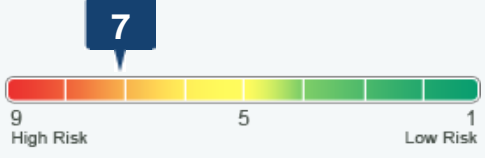
Financial Data	Trade Payments	Company Size	Years in Business
Available	Available (3+Trade)	Large	Established

**Business Information**

Business Summary		Credit Capacity Summary		
Branch & Division	YES	D&B Rating	<b>3A4</b>	
Financial Condition	FAIR			
SIC	2752 Lithographic commercial printing	Financial Strength 	Prior D&B Rating	3A4
NAICS	323110 Commercial Lithographic Printing		Rating Date	01/11/2013
History Status	CLEAR	Composite Credit Appraisal 	Payment Activity (based on 14 experiences)	USD
			Average High Credit	\$11,070
			Highest Credit	95,000
			Total Highest Credit	133,850

### D&B Viability Rating

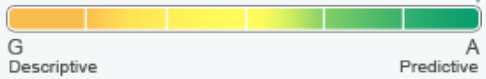
The D&B Viability Rating uses D&B's proprietary analytics to compare the most predictive business risk indicators and deliver a highly reliable assessment of the probability that a company will no longer be in business within the next 12 months.

<b>2</b>	<b>Viability Score</b>	
	<b>Compared to All US Businesses within D&amp;B Database:</b> <ul style="list-style-type: none"> <li>• Level of risk: <b>Low Risk</b></li> <li>• Businesses ranked 2 have a probability of becoming no longer viable: <b>2%</b></li> <li>• Percentage of businesses ranked 2: <b>4%</b></li> <li>• Across all US businesses, the average probability of becoming no longer viable: <b>14%</b></li> </ul>	
<b>7</b>	<b>Portfolio Comparison</b>	
	<b>Compared to all Businesses within the same MODEL SEGMENT:</b> Model Segment: <b>AVAILABLE FINANCIAL DATA</b> <ul style="list-style-type: none"> <li>• Level of risk: <b>High to Moderate Risk</b></li> <li>• Businesses ranked 7 within this model segment have a probability of becoming no longer viable: <b>1%</b></li> <li>• Percentage of businesses ranked 7 within this model segment: <b>10%</b></li> <li>• Within this model segment, the average probability of becoming no longer viable: <b>0.6%</b></li> </ul>	
<b>A</b>	<b>Data Depth Indicator</b>	

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## Data Depth Indicator

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**Data Depth Indicator Details:**

- ✓ Rich Firmographics
- ✓ Extensive Commercial Trading Activity
- ✓ Comprehensive Financial Attributes

<span style="font-size: 2em; font-weight: bold; color: #0056b3;">A</span>	<h2 style="margin: 0;">Company Profile</h2>	Financial Data	Trade Payments	Company Size	Years in Business
		Available	Available (3+Trade)	Large	Established

**Company Profile Details:**

- Financial Data: **Available**
- Trade Payments: **Available** (3+Trade)
- Business Size: **Large** (Employees:50+ or Sales: \$500K+)
- Years in Business: **Established** (5+)

### Business History

<b>Officers</b>	LESLIE SMITH, PRES; KEVIN J HUNT, SEC-TREAS
<b>Directors</b>	THE OFFICER(S)
As of 01/11/2013	
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.	
<b>AFFILIATE:</b>	
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.

<b>Registered Name</b>	Gorman Manufacturing Company, Inc.	<b>Registration ID</b>	testcase102	<b>Filing Date</b>	05/21/1985
<b>Business Type</b>	CORPORATION	<b>Where Filed</b>	SECRETARY OF STATE/CORPORATIONS DIVISION, SACRAMENTO, CA		
<b>Corporation Type</b>	PROFIT				
<b>Incorporated Date</b>	05/21/1985				
<b>State of Incorporation</b>	CALIFORNIA				

## Government Activity Summary

Activity Summary		Possible candidate for socioeconomic program consideration	
Borrower	No	Labor Surplus Area	N/A
Administrative Debt	No	Small Business	N/A
Grantee	Yes	Women Owned	N/A
Party Excluded from Federal Programs	No	Minority Owned	Yes
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 01/11/2013

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.

## Industry Data

SIC		NAICS	
Code	Description	Code	Description
27520000	Commercial printing, lithographic	323110	Commercial Lithographic Printing

## Family Tree

### Branches Domestic

GORMAN  
 MANUFACTURING  
 COMPANY, INC.;  
 (D-U-N-S@:03-873-  
 2116)  
 1073 S BOYLE AVE,  
 LOS ANGELES, CA  
 90023-1246

### Subsidiaries Domestic

GORMAN POSTER PRINTING INC; (D-U-N-S@:05-806- 3731) 492 KOLLER STREET, SAN FRANCISCO, CA 94110	GORMAN CATALOG PRINTING INC; (D-U-N-S@:05-963- 3730) 492 KOLLER ST, SAN FRANCISCO, CA 94110
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This list is limited to the first 25 branches, subsidiaries, divisions and affiliates, both domestic and international. Please use the Global Family Linkage Link above to view the full listing.

## Financial Statements

Three Years Comparative Statement				Key Business Ratios (Based on 10 establishments)			
	Fiscal Consolidated Dec 31 2010 USD	Fiscal Consolidated Dec 31 2011 USD	Fiscal Consolidated Dec 31 2012 USD		This Business	Industry Median	Industry Quartile
Curr Assets	\$8,055,594	\$7,772,041	\$8,049,217	Profitability			
Curr Liabs	7,224,999	7,186,230	6,826,918	Return on Sales	1.0	3.3	4
Current Ratio	1.11	1.08	1.18	Return on Net Worth	16.7	11.8	2
Working Capital	830,595	585,811	1,222,299	Short Term Solvency			
Other Assets	1,931,322	2,018,110	1,497,853	Current Ratio	1.2	1.9	4
Worth	1,075,695	982,919	1,180,200	Quick Ratio	0.7	1.8	4
Sales	21,665,429	19,272,410	19,465,134	Efficiency			
Long Term Liab	1,686,222	1,621,002	1,539,952	Assets Sales	49.0	50.0	2
Net Profit (Loss)	(264,636)	(92,776)	197,281	Sales / Net Working Capital	15.9	7.7	1
				Utilization			
				Total Liabs / Net Worth	708.9	97.4	4

As of 12/31/2012

### Most Recent Financial Statement

Fiscal Consolidated statement dated DEC 31 2012:

Assets	USD	Liabilities	USD
<b>Current Assets</b>		<b>Current Liabilities</b>	
Cash	\$685,988	Accts Pay	\$4,182,119
Accts Rec	4,311,882	Notes Pay	360,888
Inventory	2,813,522	L.T. Liab-(1yr)	1,388,904
Other Curr Assets	237,825	Other Curr Liabs	895,007
<b>Total Current Assets</b>	<b>8,049,217</b>	<b>Total Current Liabilities</b>	<b>6,826,918</b>
<b>Non Current Assets</b>		<b>Non Current Liabilities</b>	
Fixt & Equip	1,202,589	L.T. Liab-Other	1,539,952
Other Assets	295,264	COMMON STOCK	50,000
<b>Total Assets</b>	<b>9,547,070</b>	RETAINED EARNINGS	1,130,200
		<b>Total Liabilities &amp; Net Worth</b>	<b>9,547,070</b>

As of 01/11/2013

From JAN 01 2012 to DEC 31 2012 annual sales \$19,465,134; cost of goods sold \$18,175,285. Gross profit \$1,289,849; operating expenses \$1,047,434. Operating income \$242,415; other expenses \$34,751; net income before taxes \$207,664; Federal income tax \$10,383. Net income \$197,281.

#### 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 \$66,859 depreciation.

On JAN 11 2013 Kevin J Hunt, sec-treas, submitted the above figures.

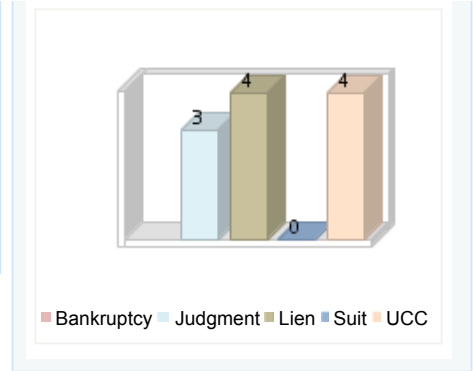
### Indicators

#### Public Filings Summary

#### Public Filings

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	3	01/01/2008
Lien	4	12/14/2001
Suit	0	
UCC	4	04/18/2006



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

<b>Status</b>	Unsatisfied	<b>Latest Info Received</b>	01/02/2008
<b>Against</b>	Gorman Mfg Test Case	<b>Type</b>	Judgment
<b>Where Filed</b>	RECORDER OF DEEDS, NORWALK, CA	<b>Status Attained</b>	01/01/2008
<b>In Favor of</b>	Test Plaintiff	<b>DOCKET NO.</b>	nmjtest03
		<b>Date Filed</b>	01/01/2008

<b>Status</b>	Unsatisfied	<b>Type</b>	Judgment
<b>Against</b>	Gorman Mfg (Test Case)	<b>Status Attained</b>	01/01/2008
<b>Where Filed</b>	RECORDER OF DEEDS, NORWALK, CA	<b>DOCKET NO.</b>	nmjtest05
<b>In Favor of</b>	Test Plaintiff	<b>Date Filed</b>	01/01/2008
		<b>Collected Date</b>	01/01/2008

<b>Status</b>	Unsatisfied	<b>Type</b>	Judgment
<b>Against</b>	Gorman Mfg Test	<b>Status Attained</b>	01/01/2008
<b>Where Filed</b>	RECORDER OF DEEDS, NORWALK, CA	<b>DOCKET NO.</b>	nmjtest01
<b>In Favor of</b>	Test Plaintiff	<b>Date Filed</b>	01/01/2008
		<b>Collected Date</b>	01/02/2008

### Liens

<b>Status</b>	Open	<b>Latest Info Received</b>	12/14/2001
<b>Where Filed</b>	LOS ANGELES COUNTY RECORDER'S OFFICE, NORWALK, CA	<b>Type</b>	State Tax
<b>Filed By</b>	State of Ca- Test Mtch Code (force thru SO)	<b>Status Attained</b>	12/14/2001
<b>Against</b>	Gorman Manufacturing Company, Inc	<b>Date Filed</b>	12/14/2001
		<b>CASE NO.</b>	IY5678

<b>Amount</b>	\$100	<b>Latest Info Received</b>	12/14/2001
<b>Status</b>	Open	<b>Type</b>	State Tax
<b>Where Filed</b>	LOS ANGELES COUNTY RECORDER'S OFFICE, NORWALK, CA	<b>Status Attained</b>	12/14/2001
<b>Filed By</b>	state of CA-test mtch code (forced thru SO)	<b>Date Filed</b>	12/14/2001
<b>Against</b>	Gorman Manufacturing Company, Inc	<b>CASE NO.</b>	IY1234

<b>Status</b>	Open	<b>Latest Info Received</b>	12/14/2001
<b>Where Filed</b>	LOS ANGELES COUNTY RECORDER'S OFFICE, NORWALK, CA	<b>Type</b>	State Tax
<b>Filed By</b>	STATE OF CA-TEST MTCH CODE	<b>Status Attained</b>	12/14/2001
<b>Against</b>	GORMAN MANUFACTURING COMPANY, INC		

AND OTHERS		Date Filed	12/14/2001
		CASE NO.	ian5678
Amount	\$100	Latest Info Received	12/14/2001
Status	Open	Type	State Tax
Where Filed	LOS ANGELES COUNTY RECORDER'S OFFICE, NORWALK, CA	Status Attained	12/14/2001
Filed By	State of CA-test match Code	Date Filed	12/14/2001
Against	Gorman Manufacturing Company, Inc	CASE NO.	IAN1234

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.

### UCC Filings

Collateral	Leased Equipment	Latest Info Received	05/12/2006
Filing No.	306-121640	Type	Original
Where Filed	SECRETARY OF STATE/UCC DIVISION, NASHVILLE, TN	Date Filed	04/18/2006
Secured Party	RAYMOND LEASING CORPORATION, GREENE, NY		
Debtor	GORMAN MANUFACTURING COMPANY, INC		
Collateral	Leased Equipment	Latest Info Received	04/07/2005
Filing No.	009679812	Type	Original
Where Filed	SECRETARY OF STATE/UCC DIVISION, SPRINGFIELD, IL	Date Filed	03/30/2005
Secured Party	RAYMOND LEASING CORPORATION, GREENE, NY		
Debtor	GORMAN MANUFACTURING COMPANY, INC. and OTHERS		
Collateral	Leased Unspecified	Latest Info Received	08/24/2004
Filing No.	040077623160	Type	Original
Where Filed	SECRETARY OF STATE/UCC DIVISION, AUSTIN, TX	Date Filed	08/06/2004
Secured Party	RAYMOND LEASING CORPORATION, GREENE, NY		
Debtor	GORMAN MANUFACTURING COMPANY, INC and OTHERS		
Filing No.	00000181203112	Latest Info Received	08/18/2008
Where Filed	UCC DIVISION, BALTIMORE, MD	Type	Original
Secured Party	NOREAST CAPITAL CORPORATION, ANNAPOLIS, MD	Date Filed	08/30/2004
Debtor	GORMAN MANUFACTURING		

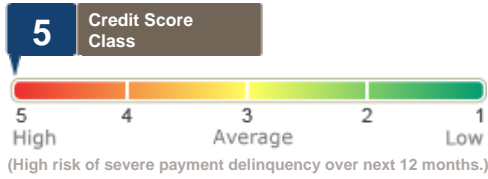
The public record items contained in this report may have been paid, terminated, vacated or released prior to the date this report was printed. Additional UCC and SLJ filings for this company can be found by conducting a more detailed search in our Public Records Database.

### Commercial Credit Score



### Summary

#### Credit Score Class



### Incidence of Delinquent Payment

Among Companies with This Class	53.10%
Average Compared to All Businesses	10.20%
Credit Score Percentile	4
Credit Score	285
Number of Payment Experiences	14

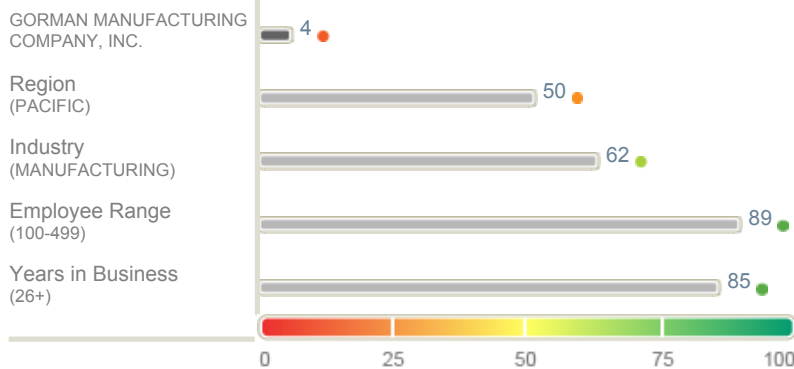
### Key Factors

- Recent amount past due
- Proportion of slow payment experiences to total number of payment experiences reported
- Vendor payment commentary
- Payment information indicates negative payment comments
- Trend in payment of accounts
- Limited time in business.

#### 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 an inquiry weighted sample.
- The Percentile ranks this firm relative to other businesses. For example, a firm in the 80th percentile has a lower risk of paying in a severely delinquent manner than 79% of all scorable companies in D&B's files.
- 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.

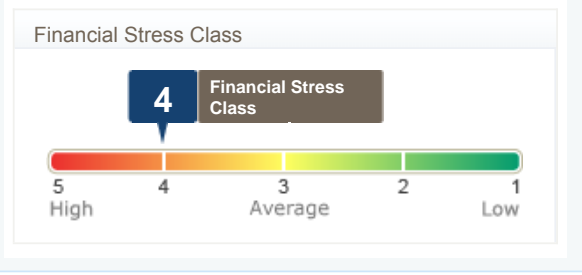
### Credit Score Percentile Norms Comparison



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

### Financial Stress Score

**Summary**



**Financial Stress Score Percentile**

Financial Stress National Percentile	9
Financial Stress Score	1397
Probability of Failure with This Score	0.84%
Failure per 10K	84/10,000
Average Failure Rate within D&B database	0.48%
Failure per 10K	48/10,000
Number of Payment Experiences	14

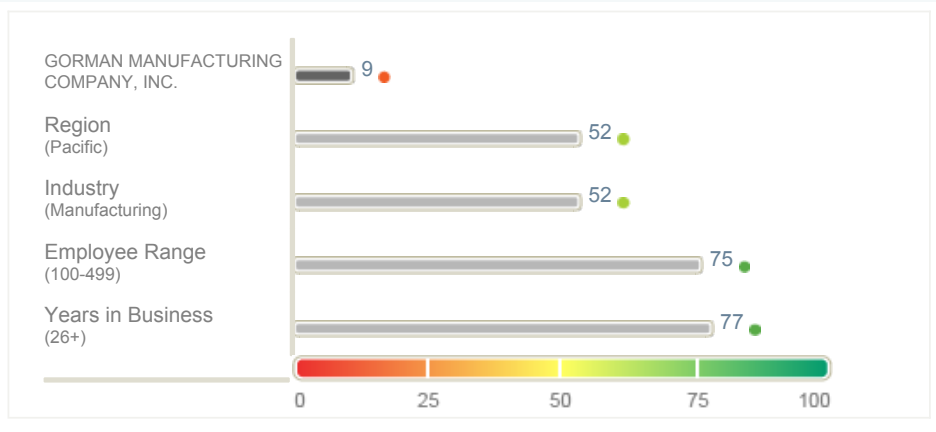
**Key Factors**

- Composite credit appraisal is rated limited.
- Financial ratios indicate higher risk.
- High proportion of slow payment experiences to total number of payment experiences.
- Low proportion of satisfactory payment experiences to total payment experiences.
- UCC Filings reported.
- Unstable Paydex over last 12 months.

**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**

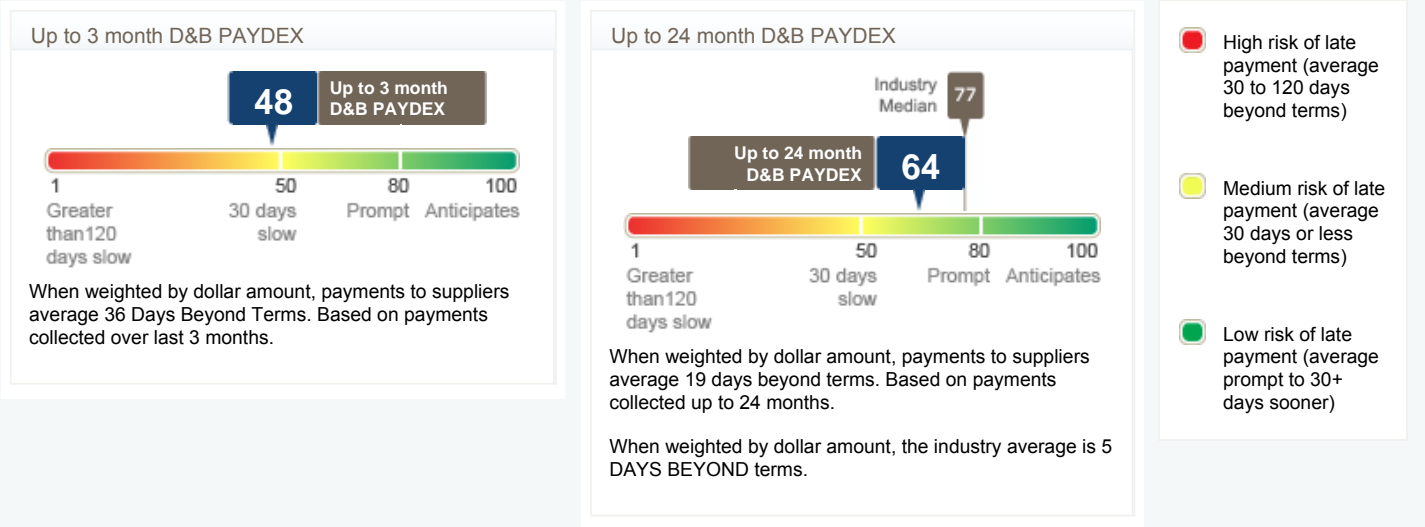


- Higher risk than other companies in the same region.
- Higher risk than other companies in the same industry.
- Higher risk than other companies in the same employee size range.
- Higher risk than other companies with a comparable number of years in business.

**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.



Payment Trend	unchanged *	Total Payment Experiences for the HQ	14	Highest Now Owing	\$75,000
Payments Within Terms	80%	Total Placed for Collection	0	Highest Past Due	\$10,000
Average High Credit	\$11,070	Largest High Credit	\$95,000		

\* compared to payments three months ago

### Credit Limit Recommendation

#### Risk Category

**Risk Category**

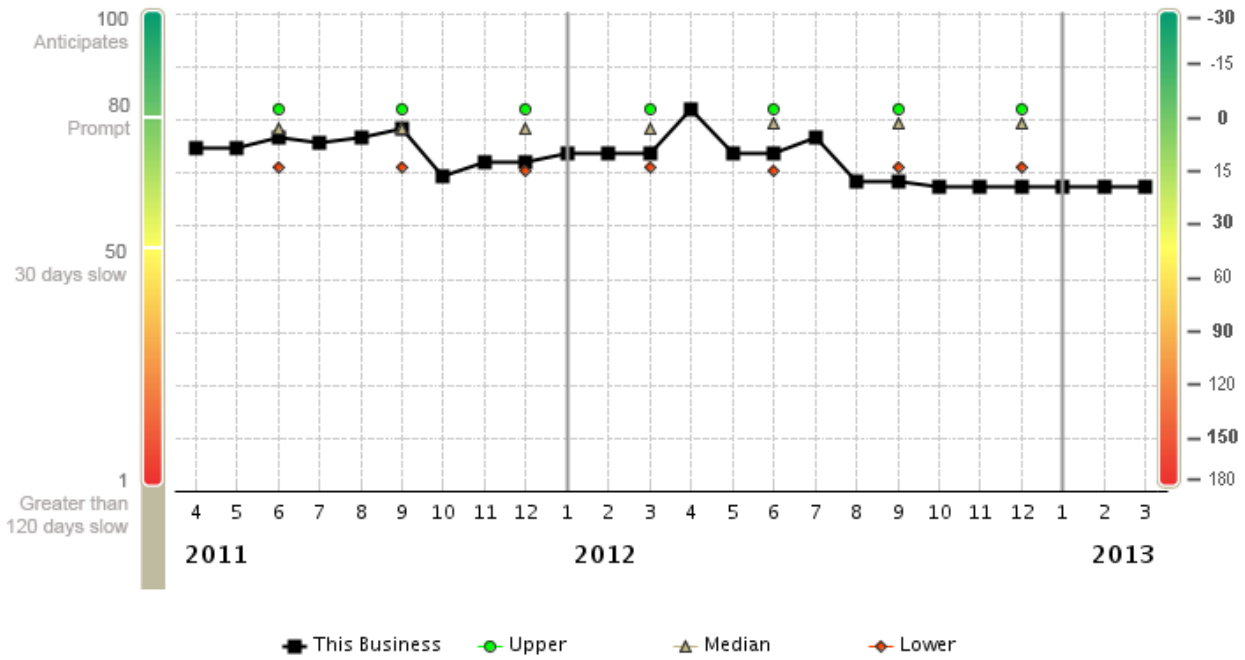
High Moderate Low

Recommendation Date	03/26/2013
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	72	72	74	73	74	76	66	69	69	71	71	71	80	71	71	74	65	65	64	64	64	64	64	64
Industry Quartiles																								
Upper			80			80			80			80			80			80			80			
Median			76			76			76			76			77			77			77			
Lower			68			68			67			68			67			68			68			

Note

- Current PAYDEX® for this Business is 64, or equal to 19 days beyond terms.
- The 24 month high paydex is 80.0, or equal to GENERALLY WITHIN terms.
- The 24 month low paydex is 64.0, or equal to 19 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	50%	1	95,000
15,000-49,999	100%	1	15,000
5,000-14,999	75%	3	20,000
1,000-4,999	100%	1	1,000
Under 1,000	99%	6	1,850

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 14 payment experiences in D&B's file, with 3 experiences reported during the last three month period. The highest Now Owes on file is \$75,000. The highest Past Due on file is \$10,000.

All Industries

Industries	Total Received	Total Amounts	Largest High Credit	Within Terms (%)	Days Slow (%)			
					0-30	31-60	61-90	90+
Misc computer service	4	\$600	\$250	96	0	0	4	0
Short-trm busn credit	2	95,750	95,000	50	0	50	0	0
Nonclassified	2	15,000	10,000	83	17	0	0	0
Ret rec. vehicles	2	1,500	1,000	100	0	0	0	0
Mfg home furniture	1	15,000	15,000	100	0	0	0	0
Ret mail-order house	1	5,000	5,000	50	50	0	0	0

## Other Payment Categories

Category	Total Received	Total Dollar Amounts	Largest High Credit
Cash experiences	1	\$0	\$0
Payment record unknown	0	0	0
Unfavorable comments	1	1,000	1,000
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)
February 2013	(001)Unsatisfactory	\$1,000	\$1,000	\$1,000	N/A	
January 2013	Ppt	1,000	0	0	N/A	6-12
	Ppt	500	0	0	N/A	6-12
September 2012	Ppt	750	0	0	N/A	6-12
August 2012	Ppt	15,000	0	0	N/A	1
	Ppt-Slow 10	5,000	250	0	N/A	
	Ppt-Slow 60	95,000	75,000	5,000	N/A	1
July 2012	Ppt	10,000	10,000	10,000	E.O.M	4-5
	Ppt	250	250	0	N/A	1
	Ppt	250	250	0	N/A	1
	Ppt	50	50	0	N/A	1
	Ppt-Slow	5,000	5,000	5,000	N30	2-3
	Ppt-Slow 90	50	50	50	N/A	1
December 2011	(014)Cash own option	0	0	0	N/A	4-5

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.