

MIRA INFORM REPORT

Report No. :	519073
Report Date :	07.07.2018

IDENTIFICATION DETAILS

Name :	PCS SALES (USA), INC.
Registered Office :	Corporation Service Company, 251 Little Falls Drive, Wilmington, New Castle, Delaware
Country :	United States
Financials (as on) :	2016 [Summarized]
Year of Establishment :	1976
Legal Form :	Corporation
Line of Business :	Subject markets and distributes of potash, nitrogen, and phosphate products of Potash Corp. of Saskatchewan, Inc. in the United States.
No. of Employees :	150

RATING & COMMENTS

(Mira Inform has adopted New Rating mechanism w.e.f. 23rd January 2017)

MIRA's Rating :	A
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Credit Rating	Explanation	Rating Comments
A	Acceptable Risk	Business dealings permissible with moderate risk of default

Status :	Good
Payment Behaviour :	Regular
Litigation :	Clear

NOTES:

Any query related to this report can be made on e-mail: infodept@mirainform.com while quoting report number, name and date.

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ECGC Country Risk Classification List

Country Name	Previous Rating (31.12.2017)	Current Rating (01.04.2018)
United States	A1	A1

Risk Category	ECGC Classification
Insignificant	A1
Low Risk	A2
Moderately Low Risk	B1
Moderate Risk	B2
Moderately High Risk	C1
High Risk	C2
Very High Risk	D

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UNITED STATES - ECONOMIC OVERVIEW

The US has the most technologically powerful economy in the world, with a per capita GDP of \$59,500. US firms are at or near the forefront in technological advances, especially in computers, pharmaceuticals, and medical, aerospace, and military equipment; however, their advantage has narrowed since the end of World War II. Based on a comparison of GDP measured at purchasing power parity conversion rates, the US economy in 2014, having stood as the largest in the world for more than a century, slipped into second place behind China, which has more than tripled the US growth rate for each year of the past four decades.

In the US, private individuals and business firms make most of the decisions, and the federal and state governments buy needed goods and services predominantly in the private marketplace. US business firms enjoy greater flexibility than their counterparts in Western Europe and Japan in decisions to expand capital plant, to lay off surplus workers, and to develop new products. At the same time, businesses face higher barriers to enter their rivals' home markets than foreign firms face entering US markets.

Long-term problems for the US include stagnation of wages for lower-income families, inadequate investment in deteriorating infrastructure, rapidly rising medical and pension costs of an aging population, energy shortages, and sizable current account and budget deficits.

The onrush of technology has been a driving factor in the gradual development of a "two-tier" labor market in which those at the bottom lack the education and the professional/technical skills of those at the top and, more and more, fail to get comparable pay raises, health insurance coverage, and other benefits. But the globalization of trade, and especially the rise of low-wage producers such as China, has put additional downward pressure on wages and upward pressure on the return to capital. Since 1975, practically all the gains in household income have gone to the top 20% of households. Since 1996, dividends and capital gains have grown faster than wages or any other category of after-tax income.

Imported oil accounts for more than 50% of US consumption and oil has a major impact on the overall health of the economy. Crude oil prices doubled between 2001 and 2006, the year home prices peaked; higher gasoline prices ate into consumers' budgets and many individuals fell behind in their mortgage payments. Oil prices climbed another 50% between 2006 and 2008, and bank foreclosures more than doubled in the same period. Besides dampening the housing market, soaring oil prices caused a drop in the value of the dollar and a deterioration in the US merchandise trade deficit, which peaked at \$840 billion in 2008. Because the US economy is energy-intensive, falling oil prices since 2013 have alleviated many of the problems the earlier increases had created.

The sub-prime mortgage crisis, falling home prices, investment bank failures, tight credit, and the global economic downturn pushed the US into a recession by mid-2008. GDP contracted until the third quarter of 2009, the deepest and longest downturn since the Great Depression. To help stabilize financial markets, the US Congress established a \$700 billion Troubled Asset Relief Program (TARP) in October 2008. The government used some of these funds to purchase equity in US banks and industrial corporations, much of which had been returned to the government by early 2011. In January 2009, Congress passed and former President Barack OBAMA signed a bill providing an additional \$787 billion fiscal stimulus to be used over 10 years - two-thirds on additional spending and one-third on tax cuts - to create jobs and to help the economy recover. In 2010 and 2011, the federal budget deficit reached nearly 9% of GDP. In 2012, the Federal Government reduced the growth of spending and the deficit shrank to 7.6% of GDP. US revenues from taxes and other sources are lower, as a percentage of GDP, than those of most other countries.

Wars in Iraq and Afghanistan required major shifts in national resources from civilian to military purposes and contributed to the growth of the budget deficit and public debt. Through FY 2018, the direct costs of the wars will have totaled more than \$1.9 trillion, according to US Government figures.

In March 2010, former President OBAMA signed into law the Patient Protection and Affordable Care Act (ACA), a health insurance reform that was designed to extend coverage to an additional 32 million Americans by 2016,

through private health insurance for the general population and Medicaid for the impoverished. Total spending on healthcare - public plus private - rose from 9.0% of GDP in 1980 to 17.9% in 2010.

In July 2010, the former president signed the DODD-FRANK Wall Street Reform and Consumer Protection Act, a law designed to promote financial stability by protecting consumers from financial abuses, ending taxpayer bailouts of financial firms, dealing with troubled banks that are "too big to fail," and improving accountability and transparency in the financial system - in particular, by requiring certain financial derivatives to be traded in markets that are subject to government regulation and oversight.

In December 2012, the Federal Reserve Board (Fed) announced plans to purchase \$85 billion per month of mortgage-backed and Treasury securities in an effort to hold down long-term interest rates, and to keep short-term rates near zero until unemployment dropped below 6.5% or inflation rose above 2.5%. The Fed ended its purchases during the summer of 2014, after the unemployment rate dropped to 6.2%, inflation stood at 1.7%, and public debt fell below 74% of GDP. In December 2015, the Fed raised its target for the benchmark federal funds rate by 0.25%, the first increase since the recession began. With continued low growth, the Fed opted to raise rates several times since then, and in December 2017, the target rate stood at 1.5%.

In December 2017, Congress passed and President Donald TRUMP signed the Tax Cuts and Jobs Act, which, among its various provisions, reduces the corporate tax rate from 35% to 21%; lowers the individual tax rate for those with the highest incomes from 39.6% to 37%, and by lesser percentages for those at lower income levels; changes many deductions and credits used to calculate taxable income; and eliminates in 2019 the penalty imposed on taxpayers who do not obtain the minimum amount of health insurance required under the ACA. The new taxes took effect on 1 January 2018; the tax cut for corporations are permanent, but those for individuals are scheduled to expire after 2025. The Joint Committee on Taxation (JCT) under the Congressional Budget Office estimates that the new law will reduce tax revenues and increase the federal deficit by about \$1.45 trillion over the 2018-2027 period. This amount would decline if economic growth were to exceed the JCT's estimate.

Source : CIA

STATUTORY INFORMATION

Legal Name: PCS SALES (USA), INC.
Trade Name: PCS SALES
ID: 2568736
Date Created: 1976
Date Incorporated: 12/7/1995
Legal Address: Corporation Service Company, 251 Little Falls Drive,
Wilmington, New Castle., Delaware, United States
Operative Address: 1101 Skokie Boulevard, Northbrook, IL 60062
United States
Telephone: 847-849-4200
Fax: 847-849-4690
Legal Form: Corporation
Email: NA
Registered in: DELAWARE, USA
Website: <https://www.nutrien.com/>
Contact: George David Delaney, President
Staff: 150 Employees
Activity: SIC Code: 5191, Farm Supplies
NAICS Code: 424910, Farm Supplies Merchant Wholesalers

BANKS

The company does not make its banking data public

HISTORY

The company was incorporated in 1995 and is based in Northbrook, Illinois. PCS Sales (USA), Inc. operates as a subsidiary of Potash Corp. of Saskatchewan, Inc.

Key Developments: NA

PRINCIPAL ACTIVITY

PCS Sales (USA), Inc. markets and distributes potash, nitrogen, and phosphate products of Potash Corp. of

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E-mail : mira@mirainform.com
info@mirainform.com
Website : <http://www.mirainform.com>
<http://www.miraglobalcheck.com>
<http://www.miraglobalcollections.com>

Saskatchewan, Inc. in the United States.

Products/Services description:

POTASH
NITROGEN
FARM PRODUCTS

Brands:

No brands registered

Sales are:

Wholesale

Clients:

ASIA VETERINARY SDN, BHD
Quimir S.A. De C.V.
Monomeros Colombo Venezolanos S.A.
Productora De Insumos Agropecuarios, Somex S.A.
PCS NITROGEN TRINIDAD LTD.

Suppliers:

Coca Cola Industrias Ltda
National and International

Operations area:

Trinidad and Tobago, Costa Rica

The company imports from

Malaysia, Mexico, Colombia

The company exports to

The subject employs

150 Employees

Payments:

Regular

LOCATION

Headquarters :

1101 Skokie Boulevard, Northbrook, IL 60062
United States

Comments:

NA

Branches:

Pcs Sales (usa), Inc.
tatesville, NC, United States

Pcs Sales (usa), Inc.
Lake City, FL, United States

Pcs Sales (usa), Inc.
Baltimore, MD, United States

Pcs Sales (usa), Inc.
Greenfield, IN, United States

Main Competitors

NA

Related Companies:

The company does not have related companies

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GROUP STRUCTURE AND SUBSIDIARY COMPANIES

Listed at the stock exchange:	NO
Capital:	NA
Shareholders:	PCS Sales (USA), Inc. operates as a subsidiary of: Potash Corp. of Saskatchewan, Inc. Saskatoon, Saskatchewan, Canada Nutrien Ltd ULTIMATE PARENT William J Doyle, CEO George David Delaney, President Christopher M Burley, Director Annette Pilipiak, Dnb Contact/sr Director Denis Sirois, V Pres-corp Cntrl
Management:	

FINANCIAL INFORMATION

The company does not make its financial statements public. The following information has been provided by private sources:

USD 2016	
Sales	250 000 000
Cash flow	Normal

LEGAL FILINGS

Lawsuits:	Cook Associates, Inc. v. PCS SALES (USA) INC., 271 F. Supp. 2d 1343 (D. Utah 2003) U.S. District Court for the District of Utah - 271 F. Supp. 2d 1343 (D. Utah 2003) March 14, 2003 271 F. Supp. 2d 1343 (2003) COOK ASSOCIATES, INC. dba Cook Slurry Company, a Utah corporation, Plaintiff, v. PCS SALES (USA), INC., a Delaware corporation, Defendant No. 2:01-CV-00389.
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United States District Court, D. Utah, Central Division.
March 14, 2003.
*1344 *1345 *1346 Blake S. Atkin, Esq., Atkin & Hawkins,
Salt Lake City, UT, for Plaintiff.
Paul D. Veasy, Esq., Parsons Behle & Latimer, Salt Lake
City, UT, for Defendant.

UCC: No records found

**OFAC
Sanctions List Search:** The company is not listed in the OFAC list.

SUMMARY

Pcs Sales Usa , Inc is a privately held company in Northbrook, IL and is a Headquarters business.

Categorized under Wholesale Fertilizers. Our records show it was established in 1976 and incorporated in Illinois. Current estimates show this company has an annual revenue of USD 250M and employs a staff of approximately 150.

It mainly imports from Trinidad and Tobago and Costa Rica and exports to Colombia, Malaysia and Mexico.

It is ACTIVE in ILLINOIS, USA; with no negative records.

RISK INFORMATION

DEBTS	Controlled
PAYMENTS	Regular
CASH FLOW	Normal
STATUS	ACTIVE

INTERVIEW

NAME	NA
POSITION	NA
COMMENTS	He confirmed name, address and that the company does not have a general email. He also said that the name of their website

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<http://www.miraglobalcheck.com>
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PCS SALES (USA), INC. - 519073

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changed from postashcorp to nutrien.

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FOREIGN EXCHANGE RATES

Currency	Unit	Indian Rupees
US Dollar	1	INR 68.88
UK Pound	1	INR 91.14
Euro	1	INR 80.63
USD	1	INR 68.77

Note: Above are approximate rates obtained from sources believed to be correct

INFORMATION DETAILS

Analysis Done by :	PRA
Report Prepared by :	NIT

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RATING EXPLANATIONS

Credit Rating	Explanation	Rating Comments
A++	Minimum Risk	Business dealings permissible with minimum risk of default
A+	Low Risk	Business dealings permissible with low risk of default
A	Acceptable Risk	Business dealings permissible with moderate risk of default
B	Medium Risk	Business dealings permissible on a regular monitoring basis
C	Medium High Risk	Business dealings permissible preferably on secured basis
D	High Risk	Business dealing not recommended or on secured terms only
NB	New Business	No recommendation can be done due to business in infancy stage
NT	No Trace	No recommendation can be done as the business is not traceable

NB is stated where there is insufficient information to facilitate rating. However, it is not to be considered as unfavourable.

This score serves as a reference to assess SC's credit risk and to set the amount of credit to be extended. It is calculated from a composite of weighted scores obtained from each of the major sections of this report. The assessed factors are as follows:

- Financial condition covering various ratios
- Company background and operations size
- Promoters / Management background
- Payment record
- Litigation against the subject
- Industry scenario / competitor analysis
- Supplier / Customer / Banker review (wherever available)