

## MIRA INFORM REPORT

Report No. :	522524
Report Date :	30.07.2018

### IDENTIFICATION DETAILS

Name :	TOTAL SPECIALTIES USA, INC.
Registered Office :	Corporation Trust Center 1209 Orange St, Wilmington, Delaware
Country :	United States
Financials (as on) :	2017 (Summarized)
Year of Establishment :	1868
Legal Form :	Corporation
Line of Business :	<ul style="list-style-type: none"> <li>• Lubricating Oils and Greases</li> <li>• Manufacturing of Petroleum Lubricating Oil and Grease</li> </ul>
No. of Employees :	114

### RATING & COMMENTS

(Mira Inform has adopted New Rating mechanism w.e.f. 23<sup>rd</sup> 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](mailto: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

**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	TOTAL SPECIALTIES USA, INC.
Trade Name	TOTAL
ID	ID
ID Details	2248500
Creation Date	1868
Incorporation Date	12/6/1990
Legal Address	CORPORATION TRUST CENTER 1209 ORANGE ST, Wilmington, Delaware, USA
Operative Address	TOTAL Plaza TOTAL Specialties USA 1201 Louisiana Street, Ste. 1800 Houston, TX 77002, USA ( The address given in the order is a branch location)
Telephone	+1 713.969.4600
Fax	+1 713.969.4689
Legal Form	CORPORATION
E-Mail	NA
Registered In	DELAWARE
Website	www.totalspecialties.com
Contact	Jean-Luc Courtin - Director and Vice President, Finance
Staff	114
Activity	SIC Code: 2992, Lubricating Oils and Greases NAICS Code: 324191, Petroleum Lubricating Oil and Grease Manufacturing

## **BANKS**

Name of Bank	Reported Amount
Bank of America	
Description	-

## **HISTORY**

History	TOTAL Specialties USA, Inc. was formerly known as Total Lubricants USA, Inc. The company was founded in 1868.
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Key Developments

Atlas Oil and TOTAL Specialties USA Announce New Lubricants Partnership

Apr 10 18

Atlas Oil Company is now a TOTAL Specialties USA, Inc. authorized lubricants distributor, cementing Atlas' vision of a single-source service model of premium lubricants and bulk fuel supply for its customers. Atlas' lubricants distribution will fall under their oilfield services division in select markets with a focus on onshore drilling rigs, frac trucks, and gas compression units with supply capabilities to match customers' consistent oil, grease, and hydraulic fluid needs. The company plans to expand their lubricants services nationwide and into their commercial fueling, retail, and emergency service divisions throughout 2018.

TOTAL Specialties USA Inc. Unveils the New Rubia Optima Lubricants Range for Heavy Duty Engines  
Dec 1 16

The Lubricants business of TOTAL Specialties USA Inc. announced the launch of the new RUBIA OPTIMA range. This range, designed for heavy-duty engines, complies with the new categories defined by the American Petroleum Institute (API) which will take effect as early as December 2016. This new RUBIA OPTIMA range is the direct result of the TOTAL Group's continued commitment and investment in research and development. Recognized for the advanced performance and technology of its lubricants, The TOTAL Group capitalizes on this innovative approach to ensure its products meet demands. The RUBIA OPTIMA range provides better engine protection and an unparalleled level of performance. It will help limit carbon dioxide emissions while improving the engine's fuel consumption and improve oxidation resistance, allowing the longest oil drain intervals authorized by the manufacturers. Introducing the new RUBIA OPTIMA range which fully meets the new CK-4 and FA-4 specifications: RUBIA OPTIMA 1100 15W-40 and RUBIA OPTIMA 1100 FE 10W-30 both meet the CK-4 specification, and the 1100 FE 10W-30 lowers viscosity and offers fuel economy benefits; RUBIA OPTIMA 2100 XFE 10W-30, which meets the FA-4 specification, enables extra fuel economy by reducing High Temperature High Shear (HTHS) viscosity. It has limited backward compatibility because of its lower HTHS viscosity. In the official Cummins ISB engine test, RUBIA OPTIMA 2100 XFE 10W-30 formed a protective film between the moving surfaces of the



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 Website : <http://www.mirainform.com>  
<http://www.miraglobalcheck.com>  
<http://www.miraglobalcollections.com>

Parent Company	<p>tappet and cam that reduced wear by up to 56%. The Volvo T13 test measures the aging of oil among others by the variation in viscosity. The viscosity increase of RUBIA OPTIMA 1100 15W-40 is 83% lower than the test limits.</p> <p>Total specialties USA Inc operates as a subsidiary of: Total SA</p> <p>Tour Coupole - 2 place Jean Millier 92078 Paris la Défense cedex, France</p>
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**PRINCIPAL ACTIVITY**

General Description	<p>TOTAL Specialties USA, Inc. manufactures, distributes, and markets additives, solvents, aviation fuels, marine fuels, special fluids, and lubricants for various businesses in the United States.</p>
Service/Product Description	<p>The company provides a range of specification additives for diesel and heating oils used by refiners, traders, and cargo treatment companies; and fuel performance additives that are used by fuel marketers to improve the fuel combustion, reduce emissions and noise, maintain the injection system, eliminate foaming, and improve water separation. It also offers a range of lubricants, including quartz performance engine oils; classic engine oils; fuel economy and heavy duty lubricants for trucking, agriculture, and industry; coolants, transmission oils, and other fluids; industrial lubricants for the metalworking industry; food grade lubricants; and glass lubricants. In addition, the company produces ultra-low aromatic special fluids and hydrocarbon solvents for various specialized applications ranging from paints to drilling muds, printing inks, cosmetics, and crop protection. Further, it offers jet fuels to various locations; and marine fuels to various ports in the United States.</p>
Sales	Wholesale
Operations Area	National and International
Imports From	France
Export To	Mexico, Colombia, India, Ecuador, Paraguay
Employees	114 employees
Payments With Suppliers	Regular
Brands	
Brand	Comments
Total	-

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KLEENMOLD -  
Rubia -

**Clients**

Name of Client	Country	Comments
Total Mexico S.A. De C.V.	Mexico	-
Fabrica De Envases De Vidrio Del Potosi S.A. De C.V.	Colombia	-
LUBRICANTES INTERNACIONALES SA LUBRISA	Ecuador	-
FABRICA PYADE VIDRIOS SA	Paraguay	-
CRISTAR SAS	Colombia	-
PIRAMAL GLASS LIMITED	India	-

Comments -

**Suppliers**

Supplier Name	Country	Comments
Total Lubricants	France	-

Comments -

**LOCATION**

Headquarters TOTAL Plaza TOTAL Specialties USA 1201 Louisiana Street, Ste. 1800 Houston, TX 77002, USA  
Branches New Jersey Branch: 5 N STILES ST LINDEN, NJ, 07036-4208 United States  
North Carolina Branch: 709 AIRPORT RD ROCKINGHAM, NC, 28379-7499 United States

**GROUP STRUCTURE AND SUBDIARY COMPANIES**

Listed at the stock exchange No  
Capital NA  
Shareholders (%) Total specialties USA Inc operates as a subsidiary of:  
Total SA  
Tour Coupole - 2 place Jean Millier 92078 Paris la

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Management	Défense cedex, France Jean-Luc Courtin - Director and Vice President, Finance
Subsidiary Companies	Barry Martin - Vice President, Operations Elna International Corp. 5 North Stiles Street Linden, NJ 07036 United States
Related Companies	Total Lubricants USA Southwest United States Elf Aquitaine, Inc. 444 Madison Avenue Floor 20 New York, NY 10022 United States
	Total Delaware Inc 1201 Louisiana Street Suite 1800 Houston, TX 77002 United States
	Total E&P USA, Inc. 1201 Louisiana Street TOTAL Plaza Suite 1800 Houston, TX 77002 United States
	SunPower Corporation 77 Rio Robles San Jose, CA 95134 United States

## **FINANCIAL INFORMATION**

General Description	The company does not make its financial statements public. The following information has been provided by private sources:
Year/Currency	2017 USD
Sales	45.500.000
Money Flow	Normal
Import Fob Dollar Year	Amount

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There are not Import Fob Dollar informed

Export Fob Dollar  
Year

Amount

There are not Export Fob Dollar informed

## **LEGAL FILINGS**

Lawsuits

County of Santa Cruz, et al v. Chevron Corporation, et al Plaintiff - Appellee,: COUNTY OF SANTA CRUZ, individually and on behalf of The People of the State of California, CITY OF SANTA CRUZ, a municipal corporation, individually and on behalf of The People of the State of California and CITY OF RICHMOND, individually and on behalf of The People of the State of California

Defendant - Appellant,: CHEVRON CORPORATION, CHEVRON USA INC., ROYAL DUTCH SHELL PLC, BP PLC, SHELL OIL PRODUCTS COMPANY LLC, BP AMERICA, INC., EXXON MOBIL CORPORATION, CONOCOPHILLIPS, CONOCOPHILLIPS COMPANY, ANADARKO PETROLEUM CORPORATION, APACHE CORPORATION, DEVON ENERGY CORPORATION, DEVON ENERGY PRODUCTION COMPANY, LP, TOTAL E&P USA, INC., TOTAL SPECIALTIES USA, INC., ENCANNA CORPORATION, CITGO PETROLEUM CORPORATION, HESS CORPORATION, MARATHON OIL COMPANY, MARATHON OIL CORPORATION, REPSOL ENERGY NORTH AMERICA CORPORATION, REPSOL TRADING USA CORPORATION, PHILLIPS 66 COMPANY, OCCIDENTAL PETROLEUM CORPORATION, OCCIDENTAL CHEMICAL CORPORATION, ENI OIL & GAS, INC. and MARATHON PETROLEUM CORPORATION

Case Number: 18-16376

Filed: July 24, 2018

Court: U.S. Court of Appeals, Ninth Circuit

Nature of Suit: Tort Product Liability

County of San Mateo, et al v. Chevron Corporation, et al Plaintiff - Respondent,: COUNTY OF SAN MATEO, individually and on behalf of the People of the State of California, CITY OF IMPERIAL BEACH, individually and on behalf of the People of the State of California

and COUNTY OF MARIN, individually and on behalf of the People of the State of California  
Defendant - Petitioner,: CHEVRON CORPORATION, CHEVRON U.S.A. INC., EXXONMOBIL CORPORATION, BP PLC, BP AMERICA, INC., CONOCOPHILLIPS, CONOCOPHILLIPS COMPANY, ROYAL DUTCH SHELL PLC, SHELL OIL PRODUCTS COMPANY LLC, CITGO PETROLEUM CORPORATION, ANADARKO PETROLEUM CORPORATION, ARCH COAL INC, APACHE CORP, PEABODY ENERGY CORPORATION, TOTAL E&P USA, INC., TOTAL SPECIALTIES USA, INC., RIO TINTO ENERGY AMERICA, INC., RIO TINTO MINERALS, INC., RIO TINTO SERVICES, INC., PHILLIPS 66 COMPANY, DEVON ENERGY CORP., DEVON ENERGY PRODUCTION COMPANY, LP, ENCANA CORPORATION, ENI OIL & GAS, INC., HESS CORP., MARATHON OIL COMPANY, MARATHON OIL CORPORATION, REPSOL ENERGY NORTH AMERICA CORP., REPSOL TRADING USA CORP., OCCIDENTAL PETROLEUM CORPORATION, OCCIDENTAL CHEMICAL CORPORATION and MARATHON PETROLEUM CORP.

Case Number: 18-80049

Filed: April 20, 2018

Court: U.S. Court of Appeals, Ninth Circuit

Nature of Suit: Other

County of Marin v. Chevron Corporation, et al  
Plaintiff - Appellee,: COUNTY OF MARIN, individually and on behalf of the People of the State of California  
Defendant - Appellant,: CHEVRON CORPORATION, CHEVRON U.S.A. INC., EXXONMOBIL CORPORATION, BP PLC, BP AMERICA, INC., ROYAL DUTCH SHELL PLC, SHELL OIL PRODUCTS COMPANY LLC, CITGO PETROLEUM CORPORATION, CONOCOPHILLIPS, CONOCOPHILLIPS COMPANY, PHILLIPS 66 COMPANY, PEABODY ENERGY CORPORATION, TOTAL E&P USA, INC., TOTAL SPECIALTIES USA, INC., ARCH COAL INC, ENI OIL & GAS, INC., RIO TINTO ENERGY AMERICA, INC., RIO TINTO MINERALS, INC., RIO TINTO SERVICES, INC., ANADARKO PETROLEUM CORPORATION, OCCIDENTAL PETROLEUM CORPORATION, OCCIDENTAL CHEMICAL CORPORATION, REPSOL ENERGY NORTH AMERICA CORP., REPSOL TRADING USA CORP., MARATHON OIL COMPANY,

MARATHON OIL CORPORATION, MARATHON PETROLEUM CORP., HESS CORP., DEVON ENERGY CORP., DEVON ENERGY PRODUCTION COMPANY, LP, ENCANA CORPORATION and APACHE CORP

Case Number: 18-15503

Filed: March 27, 2018

Court: U.S. Court of Appeals, Ninth Circuit

Nature of Suit: Tort Product Liability

County of San Mateo v. Chevron Corporation, et al  
Plaintiff - Appellee,: COUNTY OF SAN MATEO, individually and on behalf of the People of the State of California

Defendant - Appellant,: CHEVRON CORPORATION, CHEVRON U.S.A. INC., EXXONMOBIL CORPORATION, BP PLC, BP AMERICA, INC., ROYAL DUTCH SHELL PLC, SHELL OIL PRODUCTS COMPANY LLC, CITGO PETROLEUM CORPORATION, CONOCOPHILLIPS, CONOCOPHILLIPS COMPANY, PHILLIPS 66 COMPANY, PEABODY ENERGY CORPORATION, TOTAL E&P USA, INC., TOTAL SPECIALTIES USA, INC., ARCH COAL INC, ENI OIL & GAS, INC., RIO TINTO ENERGY AMERICA, INC., RIO TINTO MINERALS, INC., RIO TINTO SERVICES, INC., ANADARKO PETROLEUM CORPORATION, OCCIDENTAL PETROLEUM CORPORATION, OCCIDENTAL CHEMICAL CORPORATION, REPSOL ENERGY NORTH AMERICA CORP., REPSOL TRADING USA CORP., MARATHON OIL COMPANY, MARATHON OIL CORPORATION, MARATHON PETROLEUM CORP., HESS CORP., DEVON ENERGY CORP., DEVON ENERGY PRODUCTION COMPANY, LP, ENCANA CORPORATION and APACHE CORP

Case Number: 18-15499

Filed: March 27, 2018

Court: U.S. Court of Appeals, Ninth Circuit

Nature of Suit: Tort Product Liability

City of Santa Cruz v. Chevron Corp. et al

Plaintiff: City of Santa Cruz

Defendant: Chevron Corp., Chevron U.S.A., Inc., ExxonMobil Corp, BP P.L.C., BP America, Inc., Royal Dutch Shell PLC, Shell Oil Products Company LLC, Citgo Petroleum Corporation, ConocoPhillips, ConocoPhillips Company, Phillips 66, Total E&P USA Inc., Total Specialties USA Inc., ENI SpA, ENI Oil &

Trademarks

Gas Inc., Anadarko Petroleum Corp., Occidental Petroleum Corporation, Occidental Chemical Corporation, Repsol SA, Repsol Energy North America Corp., Repsol Trading USA Corp., Marathon Oil Company, Marathon Oil Corporation, Marathon Petroleum Corp., Hess Corp., Devon Energy Corp., Devon Energy Production Company, LP, Encana Corp. and Apache Corp.

Case Number: 5:2018cv00458

Filed: January 19, 2018

Court: California Northern District Court

Office: San Francisco Office

County: Santa Cruz

Presiding Judge: Vince Chhabria

Nature of Suit: Tort Product Liability

Cause of Action: 28:1441

Jury Demanded By: Plaintiff

ALBANY

LUBRICATING-GREASE

Owned by: TOTAL SPECIALTIES USA, INC.

Serial Number: 71004550

KEYCUT

Lubricating Oils, and Particularly Cutting Oils

Owned by: TOTAL SPECIALTIES USA, INC.

Serial Number: 71434121

KLEENMOLD

CHEMICAL COMPOSITION INTENDED FOR USE AS A LUBRICANT FOR THE MOLDS OF GLASSWARE-MAKING MACHINES

Owned by: TOTAL SPECIALTIES USA, INC.

Serial Number: 71594591

DAM-CHEX

GLASS-MOLD PARTING AGENT, CONSISTING ESSENTIALLY OF ORGANIC POLYSULPHIDE POLYMERS, ADAPTED TO FORM A PARTING FILM BETWEEN...

Owned by: TOTAL SPECIALTIES USA, INC.

Serial Number: 71675729

GLASOL

NON-CARBONIZING LUBRICATING OIL FOR GLASS WORKING MACHINERY

Owned by: TOTAL SPECIALTIES USA, INC.

Serial Number: 71686859

GLASSCUT



**MIRA INFORM PRIVATE LIMITED**  
605, Palmspring, Near D'Mart, Link Road,  
Malad (West), Mumbai - 400 064. INDIA  
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Fax : 91-22-40448045 / 40448046  
E-mail : mira@mirainform.com  
info@mirainform.com  
Website : <http://www.mirainform.com>  
<http://www.miraglobalcheck.com>  
<http://www.miraglobalcollections.com>

Patents Registered

CONCENTRATED EMULSIFIABLE OIL SERVING AS  
A LUBRICANT AND COOLANT FOR GLASS  
WORKING MACHINERY

Owned by: TOTAL SPECIALTIES USA, INC.

Serial Number: 71686860

No records found.

Renewals

No records found.

UCC (Uniform Commercial Code)

No records found.

OFAC Sanctions List Search

The company is not listed in the OFAC list.

## **SUMMARY**

Summary

Founded in 1868, Total Specialties USA Inc is an organization in the Lubricating Oil Industry headquartered in Houston, TX. The company has 114 regular employees and generates an estimated \$45.73 million USD in annual revenue. It operates nationally and internationally, mainly exporting to Mexico, India and Colombia. It is ACTIVE in business with no negative records.

## **RISK INFORMATION**

Debts

Controlled

Payments

Regular

Cash Flow

Normal

State

Active

## **INTERVIEW**

First Name

NA

Position

NA

Comments

We called 713-969-4600 several times and received no answer.

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**FOREIGN EXCHANGE RATES**

Currency	Unit	Indian Rupees
US Dollar	1	INR 68.70
UK Pound	1	INR 89.99
Euro	1	INR 79.98
USD	1	INR 68.79

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

**INFORMATION DETAILS**

<b>Analysis Done by :</b>	PRA
<b>Report Prepared by :</b>	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)