

MIRA INFORM REPORT

Report No. :	539203
Report Date :	14.11.2018

IDENTIFICATION DETAILS

Name :	WATER QUALITY ASSOCIATION
Registered Office :	77 West Wacker DR STE 3500, Chicago, 60602, IL, USA
Country :	United States
Financials (as on) :	2017 [Summarized]
Date of Incorporation :	30.10.1973
Legal Form :	Corporation
Line of Business :	Subject is a trade association that represents residential, commercial, industrial, and small community water treatment industry.
No. of Employees :	50

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 (30.06.2018)	Current Rating (30.09.2018)
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 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.

The Federal Reserve Board (Fed) announced plans in December 2012 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	WATER QUALITY ASSOCIATION
Trade Name	WATER QUALITY ASSOCIATION
ID	ID
ID Details	50334589
Creation Date	1973
Incorporation Date	10/30/1973
Legal Address	77 West Wacker DR STE 3500, Chicago, 60602, IL, USA
Operative Address	4151 Naperville Road Lisle, IL 60532-3696 United States
Telephone	630-505-0160
Fax	630-505-9637
Legal Form	Corporation
E-Mail	wbleed@wqa.org
Registered In	ILLINOIS
Website	www.wqa.org
Contact	Pauli Undesser, MWS, CAE- Executive Director
Staff	50
Activity	NAICS Code: 813910, Business Associations

BANKS

Name of Bank	Reported Amount
BANK OF AMERICA	
WINTRUST BANK	

HISTORY

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History	Water Quality Association was founded in 1973 and is based in Lisle, Illinois. The Water Quality Association was created from the merger of two trade associations, Water Conditioning Association International (representing water treatment equipment dealers) and the Water Conditioning Foundation (representing water treatment equipment manufacturers and suppliers).
Key Developments	It has more than 2,500 members consisting of both manufacturers as well as dealers/distributors of equipment. Water Quality Association Announces Executive Appointments Jan 26 17 The Water Quality Association (WQA) announced that it has named Vaneet Gupta as its new country manager in India, a position responsible for representing WQA in India and serving as the main client and member contact for WQA in the Indian market. WQA has also named Kyle Whalen as the new Manager, USA Business Development. Whalen has served as Account Representative at WQA for the past four years. Gupta responsibilities will include developing new business, conducting audits and serving as the main contact for businesses that want to work with WQA. Gupta will be based in northern India.
Parent Company	NA

PRINCIPAL ACTIVITY

General Description	Water Quality Association is a trade association that represents residential, commercial, industrial, and small community water treatment industry.
Service/Product Description	The association provides all the relevant information about the water industry to its members.
Sales	Wholesale
Operations Area	National
Employees	50 employees
Payments with Suppliers	Regular
Brands	

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Brand Comments

There are no informed brands

Clients
Name of Client Country Comments

There are no informed clients

Comments -

Suppliers
Supplier Name Country Comments

There are no informed suppliers

Comments -

LOCATION

Headquarters 4151 Naperville Road Lisle, IL 60532-3696 United States

Branches No branches found.

GROUP STRUCTURE AND SUBDIARY COMPANIES

Listed at the stock exchange NO

Capital NA

Shareholders (%) The company does not disclose information on shareholders. We were not able to confirm major holders.

Management Pauli Undesser, MWS, CAE- Executive Director
Tom Bruursema, MS - Associate Executive Director of Member & Public Engagement
Wesley Bleed - Marketing & Communications Director
Kelli Fleischmann - Product Certification Director
Scott Freeman, CPA, MBA - Chief Financial Officer
David Loveday - Global Government Affairs Director

Subsidiary Companies No subsidiary companies were found.

Related Companies

No related companies were found.

FINANCIAL INFORMATION

General Description

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

Year/Currency

USD 2017

Sales

8.500.000

Income

650.000

Money Flow

Normal

Import Fob Dollar
Year

Amount

There are not Import Fob Dollar informed

Export Fob Dollar
Year

Amount

There are not Export Fob Dollar informed

LEGAL FILINGS

Lawsuits

No found.

Trademarks

TESTED & VALIDATED UNDER INDUSTRY
STANDARD S-100-81 WATER QUALITY
ASSOCIATION
WATER CONDITIONING EQUIPMENT
Owned by: WATER QUALITY ASSOCIATION
Serial Number: 73097540

Image Trademark
TRADE ASSOCIATION SERVICES -NAMELY,
PROMOTING THE INTERESTS OF THOSE IN THE
WATER QUALITY IMPROVEMENT INDUSTRY
Owned by: WATER QUALITY ASSOCIATION
Serial Number: 73724253

Image Trademark

TRADE ASSOCIATION SERVICES, NAMELY,
PROMOTING THE INTERESTS OF THOSE IN THE
WATER QUALITY IMPROVEMENT INDUSTRY
Owned by: WATER QUALITY ASSOCIATION
Serial Number: 73724897

PROFESSIONAL CERTIFICATION WATER
QUALITY ASSOCIATION
ASSOCIATION SERVICES - NAMELY, PROMOTING
THE ESTABLISHING, MONITORING AND
ENFORCING OF STANDARDS AND GUIDELINES
GOVERNING...
Owned by: WATER QUALITY ASSOCIATION
Serial Number: 73732411

WATER QUALITY ASSOCIATION CERTIFIED
SALES REPRESENTATIVE
DOOR-TO-DOOR AND MAIL ORDER SALES
SERVICES IN THE FIELD OF WATER QUALITY
IMPROVEMENT EQUIPMENT
Owned by: WATER QUALITY ASSOCIATION
Serial Number: 73732551
No records found.

Patents Registered

Renewals

UCC (Uniform Commercial Code)

Annual Report Filing Date: 09/20/2018

File Number: 021340197
Filing Date/Time: 05/04/2016 12:43
Name/Address: WATER QUALITY ASSOCIATION
4151 NAPERVILLE RD.
LISLE IL 60532-0000
Secured Party: WINTRUST BANK
231 S LASALLE ST
CHICAGO IL 60603-0000

OFAC Sanctions List Search

The company is not listed in the OFAC Sanctions List.

SUMMARY

Summary

Founded in 1973, WATER QUALITY ASSOCIATION is an organization in the Business Associations Industry headquartered in Lisle, IL. The company has 50 regular employees and generates an estimated USD\$8.5 million in annual revenue. It operates nationally. It is ACTIVE in business with no negative records.

RISK INFORMATION

Debts	Controlled
Payments	Regular
Cash Flow	Normal
State	Active

INTERVIEW

First Name	John
Position	-
Comments	He confirmed the name of the company, the address of the headquarters and location, the date of creation of the company, the website and email and the name of the Executive Director.

FOREIGN EXCHANGE RATES

Currency	Unit	Indian Rupees
US Dollar	1	INR 72.91
UK Pound	1	INR 94.00
Euro	1	INR 82.43
US Dollar	1	INR 72.08

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

INFORMATION DETAILS

Analysis Done by :	VIV
Report Prepared by :	TPT

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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)