

MIRA INFORM REPORT

Report No. :	536185
Report Date :	27.10.2018

IDENTIFICATION DETAILS

Name :	SAN MAR CORPORATION
Registered Office :	711 Capitol Way S Ste 204, Olympia, Wa, 98501
Country :	United States
Date of Incorporation :	02.04.1965
Legal Form :	Corporation
Line of Business :	Subject manufactures and wholesales apparel and accessories.
No. of Employees :	3500

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+	Low Risk	Business dealings permissible with low risk of default

Maximum Credit Limit :	USD 700 000
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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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.

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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	SAN MAR CORPORATION
Trade Name	SAN MAR CORPORATION
ID	ID
ID Details	578 071 558
Creation Date	1965
Incorporation Date	04/02/1965
Legal Address	711 CAPITOL WAY S STE 204, OLYMPIA, WA, 98501, UNITED STATES
Operative Address	22833 SE BLACK NUGGET ROAD, SUITE 130, ISSAQUAH, WA, 98029, UNITED STATES (The address given in the is a warehouse location.)
Telephone	(206) 727-3200
Fax	206-727-3203
Legal Form	CORPORATION
E-Mail	NA
Registered In	WASHINGTON
Website	www.sanmar.com
Contact	Jeremy Lott - President
Staff	3500
Activity	SIC Code: 2326, Men's and Boys' Work Clothing NAICS Code: 315220, Men's and Boys' Cut and Sew Apparel Manufacturing

BANKS

Name of Bank	Reported Amount
BANK OF AMERICA, NA	
Description	-

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HISTORY

History	San Mar Corporation was founded in 1965.
Key Developments	NA
Parent Company	NA

PRINCIPAL ACTIVITY

General Description	San Mar Corporation manufactures and wholesales apparel and accessories.
Service/Product Description	The Company offers t-shirts, sweatshirts, caps, outerwear, bags, and other accessories.
Sales	Wholesale
Operations Area	National and International
Export To	Mexico
Employees	3500 employees
Payments With Suppliers	Regular

BRANDS

Brand	Comments
San Mar	-
Teklo	-

CLIENTS

Name of Client	Country	Comments
Trevi Bordados Exclusivos SA De Cv	Mexico	-
Importaciones Y Publicidad SA De Cv	Mexico	-
Villela/Granillo/Guadalupe Maria	Mexico	-

Comments	-
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SUPPLIERS

Supplier Name	Country	Comments
Shanghai Shiya Import Export	China	-
Ningbo Chennan Garment Co., Ltd	China	-
Comments		-

LOCATION

Headquarters	22833 SE BLACK NUGGET ROAD, SUITE 130, ISSAQUAH, WA, 98029, UNITED STATES
Branches	Warehouse: 30500 SE 79th St Issaquah, WA 98027, USA 101 West Manor Way Trenton, NJ 08691, USA 8901 Global Way West Chester, OH 45069, USA 804 Valley Park Drive Shakopee, MN 55379, USA
Industries	NA

GROUP STRUCTURE AND SUBDIARY COMPANIES

Listed at the stock exchange	NO
Capital	NA
Shareholders (%)	Jeremy Lott Marty Lott Jordan Lott
Management	Jeremy Lott - President Mike Knapick - Chief Information Officer Jerry Magnani - Vice President of Finance
Subsidiary Companies	No subsidiary companies were found.
Related Companies	BS&B Safety Systems (India) Ltd India Sanmar Consolidations Ltd India San Mar Holdings Limited 9 Cathedral Road Chennai, 600086

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India

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
Estimated Net Assets	67 100 000
Cash 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

Description	NA
Lawsuits	No found.
Trademarks	SAN MAR T-Shirts Owned by: San Mar Corporation Serial Number: 73194146
	USAA T-Shirts Owned by: San Mar Corporation Serial Number: 73194147
	PORT AUTHORITY Clothing, namely, aprons, sweatshirts, vests, visors, anoraks, baseball caps, caps, hats, windshirts, blouses,

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shirts, golf...

Owned by: San Mar Corporation

Serial Number: 75481869

TEKLON

Nylon fabric sold as an integral component of clothing,
namely, jackets and coats

Owned by: San Mar Corporation

Serial Number: 77099756

DRI MESH

Clothing, namely, shirts, polo shirts, sport shirts, t-
shirts, long sleeve shirts

Owned by: San Mar Corporation

Serial Number: 77099761

CHALLENGER

Clothing, namely, jackets and coats

Owned by: San Mar Corporation

Serial Number: 77099781

No records found.

Patents Registered

Renewals

Filing Number: 0010131221 Filing Date: 02/20/2018
Filing Type: ANNUAL REPORT

Filing Number: 0002457777
Filing Date: 06/08/2017 Filing Type: STATEMENT OF
CHANGE

Filing Number: 0009508424
Filing Date: 03/27/2017
Filing Type: ANNUAL REPORT

Filing Number: 0002255612
Filing Date: 04/28/2016
Filing Type: STATEMENT OF CHANGE
File Number: 2005-067-Secured Party: 9643-2 U.S.
Bank National Association, as
Agent for Lenders Named in Credit A
greement
Type: Initial
File Date: 03/07/2005
Lapse Date: 03/07/2020

UCC (Uniform Commercial Code)

File Number: 2005-082-3795-7
Secured Party: U.S. Bank National Association, as
Agent for Lenders Named in Credit A
greement
Type: Amendment to 2005-067-9643-2

File Date: 03/22/2005
Lapse Date: 03/07/2020

File Number: 2009-268-8922-6
Secured Party: U.S. Bank National Association, as
Agent for Lenders Named in Credit Agreement
Type: Amendment to 2005-067-9643-2
File Date: 09/25/2009
Lapse Date: 03/07/2020

File Number: 2009-268-8927-1
Secured Party: U.S. BANK NATIONAL ASSOCIATION,
AS
AGENT FOR LENDERS NAMED IN CREDIT A
GREEMENT
Type: Amendment to 2005-067-9643-2
File Date: 09/25/2009
Lapse Date: 03/07/2020

File Number: 2012-318-6659-9
Secured Party: US Bancorp Equipment Finance, Inc.
Type: Initial
File Date: 11/13/2012
Lapse Date: 11/13/2017
The company is not listed in the OFAC list.

OFAC Sanctions List Search

SUMMARY

Summary

Founded in 1956, San Mar Corporation is an organization in the Clothing Industry headquartered in Issaquah, WA. The company has 3500 regular employees and generates an estimated \$67 million USD in annual estimated net assets. It operates nationally and internationally, mainly exporting to Mexico. It is ACTIVE in business with no negative records.

RISK INFORMATION

Debts

Controlled

Payments

Regular

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Cash Flow	Normal
Suggested Credit Line	USD 700 000
State	Active

INTERVIEW

First Name	Adeila
Position	Operator
Comments	She confirmed the name of the company, the address of the headquarters. However, she was reluctant to provide any further information.

FOREIGN EXCHANGE RATES

Currency	Unit	Indian Rupees
US Dollar	1	INR 73.37
UK Pound	1	INR 94.05
Euro	1	INR 83.41
USD	1	INR 73.12

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

INFORMATION DETAILS

Analysis Done by :	VIV
Report Prepared by :	SYL

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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)