

## MIRA INFORM REPORT

Report No. :	527657
Report Date :	03.09.2018

### IDENTIFICATION DETAILS

Name :	MARSHALL EXCELSIOR CO.
Registered Office :	1506 George Brown Drive Marshall, MI 49068
Country :	United States
Financials (as on) :	2017 (Summarized)
Date of Incorporation :	23.12.1976
Legal Form :	Corporation
Line of Business :	Manufacturing of Heating Equipment (Except Warm Air Furnaces)
No. of Employees :	150

### 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: 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 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	MARSHALL EXCELSIOR CO.
Trade Name	MARSHALL EXCELSIOR
ID	ID
ID Details	005139
Creation Date	1976
Incorporation Date	December, 23, 1976
Legal Address	1506 George Brown Drive Marshall, MI 49068, USA
Operative Address	1506 George Brown Drive Marshall, MI 49068, USA
Telephone	269-789-6700
Fax	269-781-8340
Legal Form	CORPORATION
E-Mail	sales@marshallexcelsior.com
Registered In	MICHIGAN
Website	www.marshallexcelsior.com
Contact	Franco Domingo - General Manager
Staff	150
Activity	SIC Code: 3433, Heating Equipment, Except Electric and Warm Air Furnaces NAICS Code: 333414, Heating Equipment (except Warm Air Furnaces) Manufacturing

## **BANKS**

Name of Bank	Reported Amount
Bank of America	
Description	-

## **HISTORY**

History	Marshall Excelsior Company was founded in 1976.
Key Developments	NA
Parent Company	Marshall Excelsior Company operates as a subsidiary of: Harbour Group Ltd. 7733 Forsyth Blvd., 23rd Floor Saint Louis, Missouri 63105 United States of America

## **PRINCIPAL ACTIVITY**

General Description	Marshall Excelsior Co. manufactures liquefied petroleum gas and anhydrous ammonia equipment.	
Service/Product Description	The Company offers brass and high pressure fittings, methanol injectors, tank accessories, pressure gauges, and back check and excess flow valves.	
Sales	Wholesale	
Operations Area	National and International	
Imports From	Mexico	
Export To	Mexico, Bolivia	
Employees	150 employees	
Payments With Suppliers	Regular	
Brands		
Brand	Comments	
Marshall Excelsior	-	
MEC	-	
Flo-Max	-	
Clients		
Name of Client	Country	Comments
Inds Gutierrez SA Cv	Mexico	-

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Tanques De Acero Del Bravo SA De Cv	Mexico	-
De Avila Rivero Juan Carlos	Bolivia	-
INDUSTRIAS BOMPAR SA JULIO	Bolivia	-
Comments		-

Suppliers Supplier Name	Country	Comments
Medidores Internacionales Rochester SA De Cv	Mexico	-
Medidores Internacionales	Mexico	-
Comments		-

**LOCATION**

Headquarters	1506 George Brown Drive Marshall, MI 49068, USA
Branches	No branches were found.

**GROUP STRUCTURE AND SUBDIARY COMPANIES**

Listed at the stock exchange	NO
Capital	NA
Shareholders (%)	Marshall Excelsior Company operates as a subsidiary of: Harbour Group Ltd. 7733 Forsyth Blvd., 23rd Floor Saint Louis, Missouri 63105 United States of America
Management	Franco Domingo - General Manager Aaron Zuck - Engineer
Subsidiary Companies	Marshall Excelsior Canada Ltd 2 Currah Rd St Thomas, ON N5P 3P9, Canada
Related Companies	BASE Engineering Inc 600 Rothesay Av, Saint John, NB E2H 2H1

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## **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	8.500.000
Money Flow	Normal

## **LEGAL FILINGS**

Lawsuits	No records found.
Trademarks	<p><b>MEC</b> Googa-fittings (metal pipe) Owned by: MARSHALL EXCELSIOR COMPANY Serial Number: 76068153</p> <p><b>EXCELERATOR</b> Gas regulators, comprising, electronic controls, valves, electrical connectors, gauges, electrical coils, control heads,... Owned by: MARSHALL EXCELSIOR COMPANY Serial Number: 77503114</p> <p><b>FLO-MAX</b> Equipment not forming part of a machine and primarily made of metal, namely, manually operated valves, flow valves, transfer... Owned by: MARSHALL EXCELSIOR COMPANY Serial Number: 77511656</p> <p><b>FLO-MAX LE</b> Equipment not forming part of a machine and primarily made of metal, namely, manually operated valves, flow valves, transfer... Owned by: MARSHALL EXCELSIOR COMPANY Serial Number: 77511669</p>
Patents Registered	<p><b>Valve Assembly and Method</b> Publication number: 20130181153 Abstract: A valve assembly includes a housing defining a cavity and a bore which opens into the cavity. A valve member is disposed in the cavity. The valve member moves between an open position for allowing fluid flow through the housing and a closed position for</p>

preventing fluid flow through the housing. An actuator extends through the bore for moving the valve member between the open and closed positions. A packing is positionable in the bore to provide a seal about the actuator for preventing fluid from exiting the housing through the bore. The packing is ejectable from the bore. The valve assembly includes a first and second biasing member. The first biasing member is configured to apply a first force to the packing to provide the seal. The second biasing member is configured to apply a second force to the packing for ejecting the packing from the bore.

Type: Application

Filed: January 18, 2013

Publication date: July 18, 2013

Applicant: MARSHALL EXCELSIOR COMPANY

Inventor: Marshall Excelsior Company

**DOUBLE FLANGED OFF-SET VALVE ASSEMBLY**

Publication number: 20140261801

Abstract: A valve assembly for mounting a pump to a storage tank of a vehicle includes an upper flange, a lower flange, and a wall extending axially between the upper flange and the lower flange, the lower flange being offset by the wall relative to the upper flange to facilitate installation of the pump on the vehicle.

Type: Application

Filed: March 13, 2014

Publication date: September 18, 2014

Applicant: Marshall Excelsior Company

Inventors: Frederick W. Blanchard, Alex L. Hoffman

**Double flanged off-set valve assembly**

Patent number: 9694732

Abstract: A valve assembly for mounting a pump to a storage tank of a vehicle includes an upper flange, a lower flange, and a wall extending axially between the upper flange and the lower flange, the lower flange being offset by the wall relative to the upper flange to facilitate installation of the pump on the vehicle.

Type: Grant

Filed: March 13, 2014

Date of Patent: July 4, 2017

Assignee: MARSHALL EXCELSIOR CO.

Inventors: Frederick W. Blanchard, Alex L. Hoffman

**MOTOR FUEL CONNECTOR WITH REPLACEABLE TIP SEAL**

Publication number: 20090256356

Abstract: An improved fuel line connector for connecting a fuel line connection valve to a fuel cylinder outlet valve includes an improved, replaceable tip seal mounted on the tip or nose of the connector valve. The tip seal provides an additional, effective face seal between the connector body and the cylinder outlet valve. The tip seal, being on the fuel line connector, can be maintained and replaced by the party using the vehicle or filling the fuel cylinder.

Type: Application

Filed: April 15, 2008

Publication date: October 15, 2009

Applicant: Marshall Excelsior Company

Inventor: James Zuck

Motor fuel connector with replaceable tip seal

Patent number: 7874314

Abstract: An improved fuel line connector for connecting a fuel line connection valve to a fuel cylinder outlet valve includes an improved, replaceable tip seal mounted on the tip or nose of the connector valve. The tip seal provides an additional, effective face seal between the connector body and the cylinder outlet valve. The tip seal, being on the fuel line connector, can be maintained and replaced by the party using the vehicle or filling the fuel cylinder.

Type: Grant

Filed: April 15, 2008

Date of Patent: January 25, 2011

Assignee: Marshall Excelsior Company

Inventor: James C. Zuck

No records found.

Renewals

UCC (Uniform Commercial Code)

No records found.

OFAC Sanctions List Search

The company is not listed in the OFAC list.

## **SUMMARY**

Summary

Founded in 1976, Marshall Excelsior Company is an organization in the Heating Equipment Manufacturing Industry headquartered in Marshall, MI. The company has 150 regular employees and generates an estimated \$8.5 million USD in annual revenue. It operates nationally and internationally, mainly exporting to Mexico and Bolivia. It is ACTIVE in business with no

negative records.

## **RISK INFORMATION**

Debts	Controlled
Payments	Regular
Cash Flow	Normal
State	Active

## **INTERVIEW**

First Name	Melisa
Position	Receptionist
Comments	She confirmed the name of the company, the address of the headquarters and location and the name of the General Manager. However, she was reluctant to provide any further information.

**FOREIGN EXCHANGE RATES**

Currency	Unit	Indian Rupees
US Dollar	1	INR 70.93
UK Pound	1	INR 92.35
Euro	1	INR 82.84
USD	1	INR 70.77

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

**INFORMATION DETAILS**

<b>Analysis Done by :</b>	PRI
<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)