GlobalCIS Credit Information Services — The leading supplier of global credit reports

Freshly Investigated Credit Report (Fullcheck) - Executive Summary

AMERICAN NATURAL SODA ASH CORP

Date : 21 Feb, 2022

Company Details

Global Identifier	:	P0106780
Country	:	USA
Business Entity Name	:	AMERICAN NATURAL SODA ASH CORP
Operating Address	:	2Fl, 15 Riverside Ave, Westport, Connecticut 06880
Tel	:	[+1] 203 226 9056
Fax	:	[+1] 203 227 1484
Email	:	contact@ansac.com
Website	:	http://www.ansac.com
Primary Business Activity	:	Exporter
Primary Industry	:	Chemicals

Key Facts

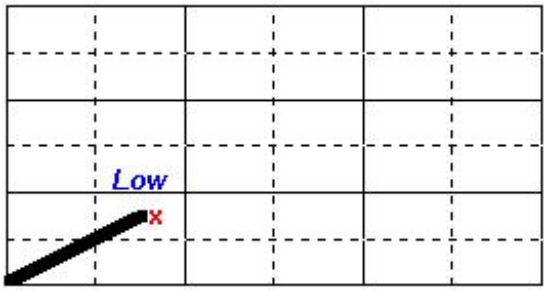
Registered Legal Address	:	2Fl, 15 Riverside Ave, Westport, Connecticut 06880
License Number	:	0169590
Date of Registration	:	16 May, 1985
Issuing Authority	:	SECRETARY OF STATE - Connecticut
Legal Form - Category	:	Private Company - Non-profit
Legal Form - Full Name	:	Corporation
Legal Form - Abbreviation	:	CORP (1)
License Status	:	License exists - Normal.
Operational Status of Business	:	Normal
Employees	:	30
Capital	:	n/a (2)
Additional Registration		
Issuing Authority	:	DEPARTMENT OF STATE - Delaware
License Number	:	927686
Date of Registration	:	7 Dec, 1981

Note:
(1) The abbreviation appearing at the end of the SBE's name above is an abbreviation of the Legal Form "CORPORATION" which is automatically generated by GlobalCIS® software.

(2) Not applicable.
According to the corporate statutory laws for this type of Legal Form - Category (Private Company - Non-profit) in the USA, there is no requirement for Authorized Capital.

Credit Rating & Risk Analysis

Risk Index: Low



Credit Rating: Excellent



Points Allocated: 89

CREDIT RATING

The GlobalCIS® Credit Rating ("GCR") is a score based on statistical analysis of both financial and a wide range of non-financial data. The GCR algorithm predicts the probability of the Subject Business Entity (SBE) becoming insolvent in the 12 months following the date on which the algorithms generate the corresponding GCR score.
An integral part of the GCR and Risk Assessment provides an estimated credit amount that can generally be considered for a specific period, based on the facts available at the time of review.

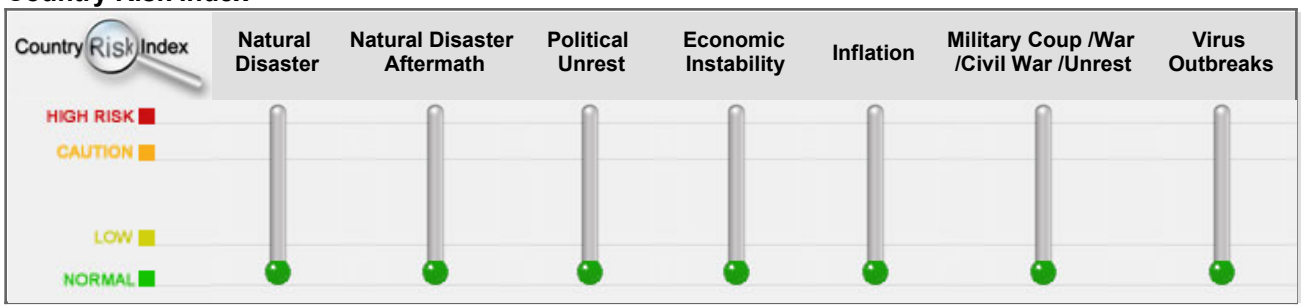
CREDIT ASSESSMENT FACTORS

GlobalCIS® Credit risk assessment is gauged on 12 key business factors.
Each factor is assigned a rating and the total is aggregated and weighed in consideration of any other influencing factors relevant to the final assessment.

These factors include, but not limited to:

Financial Status	Legal Form & Management	Industry sector & trends
Financial impact by related parties	Shareholders, Principals, Family involvement & support	Adverse information (Civil litigation, contractual defaults)
Consecutive years of Profitability and/or Liabilities	Scale of operations	Years in business & Corporate milestones
Assets (Real estate, Patents, Machinery, etc.)	Trade references & reputation	Third party points of references (Import agencies, Distribution rights, etc.)

Country Risk Index



Adverse Data

Results : Zero (0) records found.

Financials - Summary (Currency: USD - US Dollar)

As a Private Company - Non-profit in USA, there is no legal requirements for the Subject Business Entity ("SBE") to make any public disclosure of their own financials. However, the SBE is indirectly owned by a Public Listed Company , which is required to disclose their consolidated financial statements.
Hence the financials listed below are those of the SBE's Indirect Corporate Parent - GENESIS ENERGY LP(Global Identifier No. P4876677), located in USA.

Year	Turnover	Assets	Net Income
2019 Annual	2,480,820,000	6,597,641,000	100,066,000
2020 Annual	1,824,655,000	5,933,619,000	-400,314,000
2021 3rd Qtr	518,821,000	5,826,326,000	-13,827,000

Sales Trend - Analysis

2012	2013	2014	2015	2016	2017	2018	2019	2020	2021
-	-	-	-	-	-	-	-	26.45%	-

Recommended Credit Limit - Trade Finance

Maximum Recommended Credit	:	USD $14,000,000 based on 30 days

Key Person

Legal Title	:	Chairman
Name	:	Mr. Edward T. Flynn
Nationality	:	American

Primary Products

Products / Materials / Services Description	Activity
Chemicals	Exporting
Dense soda ash	Exporting
Medium dense soda ash	Exporting
Natural soda ash	Exporting

Commercial Credit Inquiries

Date of Inquiry	Industry in which Inquirer Operates	Credit Type (* / **)	Credit Amount	Period
21 Feb, 2022	Financial Services - Trade Insurance, Factoring, Underwriting	MRC	USD 14,000,000	30 days
28 Jan, 2014	Financial Services - General	MRC	EUR 100,000	60 days

Note:

* **MRC :** Max. Recommended Credit amount

** **ISC :** Inquirer Specified Credit amount

Fullcheck Report Details

Country	:	USA
Business Entity Name	:	AMERICAN NATURAL SODA ASH CORP
Acronym	:	ANSAC
Primary Business Activity	:	Exporter
Primary Industry	:	Chemicals
Office Contact Details		
Operating Address	:	2Fl, 15 Riverside Ave, Westport, Connecticut 06880
Tel	:	[+1] 203 226 9056
Fax	:	[+1] 203 227 1484
Email	:	contact@ansac.com
Website Details		
Website	:	http://www.ansac.com
Status	:	Normal - operational
Country of Registration	:	USA
Ownership Type	:	Registered ownership by unrelated third party.
Owner Country	:	USA
Owner Name	:	PERFECT PRIVACY LLC
Tax / VAT Details		
Tax Issuing Authority	:	US DEPARTMENT OF THE TREASURY, INTERNAL REVENUE SERVICE
Local Name Used	:	Taxpayer Identification Number
Acronym	:	TIN
TIN Number	:	06-1073279

SIC PRODUCT CLASSIFICATION & ACTIVITY

Product/Service Description	Code	Activity
Chemical preparations, nspf	2899	Exporting
Chemicals and Allied Products	2800	Exporting

HARMONIZED PRODUCT CLASSIFICATION & ACTIVITY

Product/Service Description	Code	Activity
Chemical products and preparations of the chemical or allied industries	3823905050	Exporting
Miscellaneous chemical products	3800	Exporting

CORE BUSINESS DESCRIPTION

Core Business

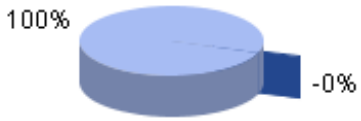
The primary business focus of AMERICAN NATURAL SODA ASH CORP is Exporting - Finished products.

Key products include:

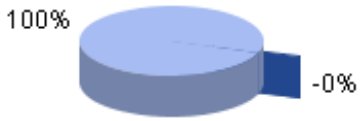
- Dense soda ash
- Medium dense soda ash
- Chemicals
- Natural soda ash

DOMESTIC SALES & PURCHASES

Annual Sales Analysis	Percentage
International Sales (Exports)	100%



Annual Purchases Analysis	Percentage
Local Purchases	100%

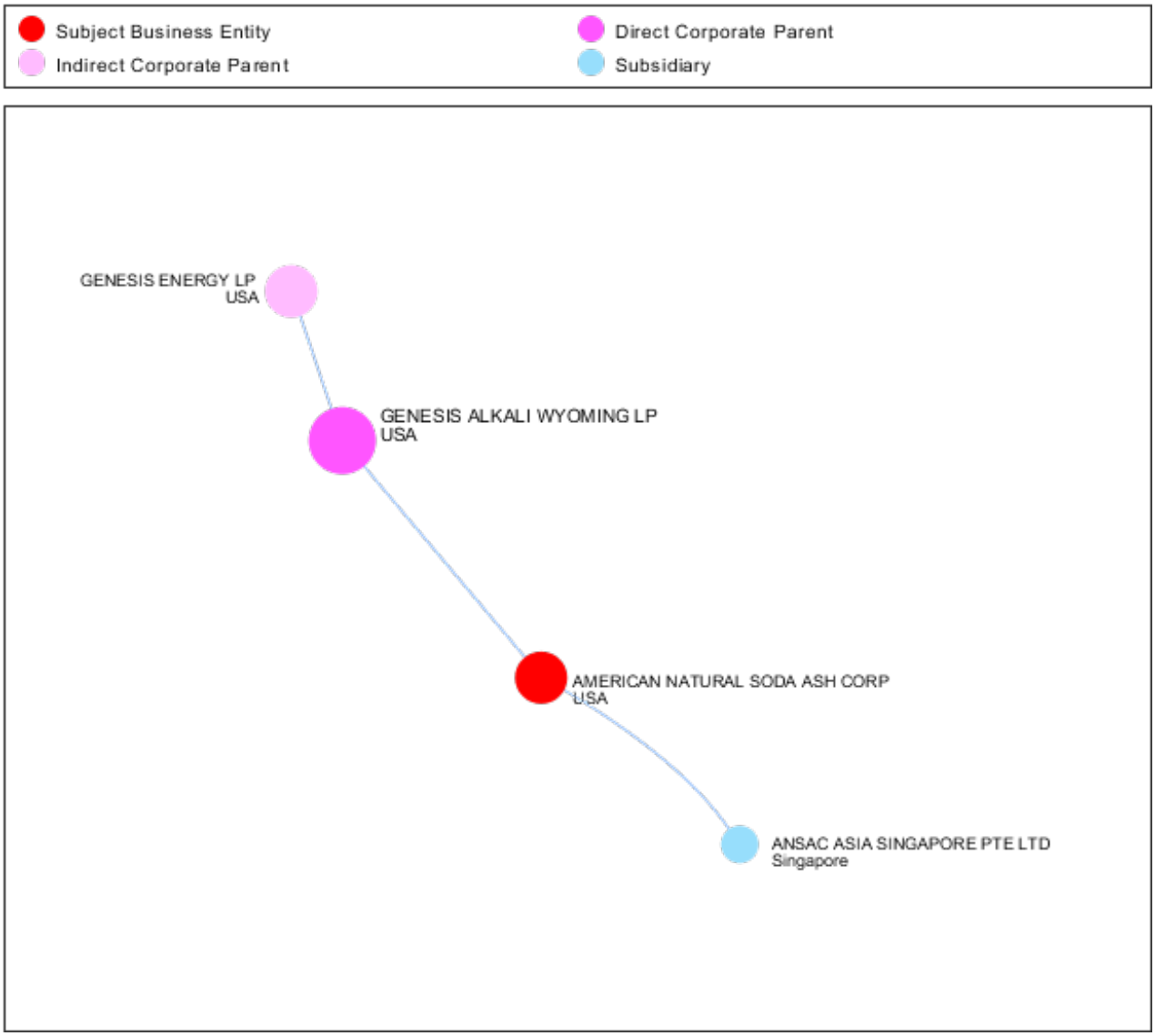


DIRECT / INDIRECT CORPORATE PARENT DETAILS

Direct Corporate Parent	:	**GENESIS ALKALI WYOMING LP**
Global Identifier	:	P4876672
Legal Form Category	:	Partnership - Limited
Country	:	USA
Operational Address	:	1735 Market St Philadelphia Pennsylvania 19103
Primary Business Activity	:	Trader
Indirect Corporate Parent	:	**GENESIS ENERGY LP**
Global Identifier	:	P4876677
Legal Form Category	:	Public Listed Company
Country	:	USA
Operational Address	:	Suite 2100, 919 Milam Houston Texas 77002
Primary Business Activity	:	Service

MAPPING OF CORPORATE STRUCTURE

Legend



BRANDS & TRADEMARKS

Brands & Trademarks - 1

Brands & Trademarks	: ANSAC	
Application Category	: #1	Natural soda ash
Legal Details of a Brand / Trademark Registration		
Type of Mark	: Trademark	
Country Registered	: USA	
Registration Category	: 1	
Registration No.	: 482723	
Registration Date	: 4 Mar, 1988	

COMPANY MANAGEMENT

Management Listings

	Name	Nationality	Job Description	Dept. / Division

1	Mr. Edward T. Flynn	American	Chairman	-
2	Mr. Pablo Frauenberg	American	Vice President	-
3	Mr. Jeffrey Jacobson	American	Chief Financial Officer - CFO	-
4	Mr. Daniel Martinez	American	Vice President	Regional Sales
5	Mr. Gregory A. Oehley	American	General Counsel	-
6	Mr. Brian Potter	American	Vice President	-
7	Mr. Danny Sin	n/a	Vice President	Regional Sales
8	Mr. Tom Torrillo	American	Director	I.T.

Management Details - 1

Personal Unique Identifier : MI03618044
Name : Mr. Edward T. Flynn

Management Details - 2

Personal Unique Identifier : MI05367828
Name : Mr. Pablo Frauenberg

Management Details - 3

Personal Unique Identifier : MI05367833
Name : Mr. Jeffrey Jacobson

Management Details - 4

Personal Unique Identifier : MI03618042
Name : Mr. Daniel Martinez

Management Details - 5

Personal Unique Identifier : MI05367835
Name : Mr. Gregory A. Oehley

Management Details - 6

Personal Unique Identifier : MI05367838
Name : Mr. Brian Potter

Management Details - 7

Personal Unique Identifier : MI03618043
Name : Mr. Danny Sin

Management Details - 8

Personal Unique Identifier : MI05367841
Name : Mr. Tom Torrillo

FINANCIAL STATEMENT - DETAILED

As a Private Company - Non-profit in USA, there is no legal requirements for the Subject Business Entity ("SBE") to make any public disclosure of their own financials. However, the SBE is indirectly owned by a Public Listed Company , which is required to disclose their consolidated financial statements.
Hence the financials listed below are those of the SBE's Indirect Corporate Parent - GENESIS ENERGY LP(Global Identifier No. P4876677), located in USA.

Balance Sheet

Currency : USD
Denomination : 1
Financial Year Ending : December

Financial Highlights	2019 Annual	2020 Annual	2021 3rd Qtr
Non Current Assets(*)	6,004,567,000.00	5,353,450,000.00	5,344,643,000.00
Non Current Liabilities(*)	3,835,727,000.00	3,800,051,000.00	3,794,405,000.00
Current Assets			
Current Assets(*)	593,074,000.00	580,169,000.00	481,683,000.00
Total Assets(*)	6,597,641,000.00	5,933,619,000.00	5,826,326,000.00
Current Liabilities			
Current Liabilities(*)	415,495,000.00	383,411,000.00	378,119,000.00
Total Liabilities(*)	4,251,222,000.00	4,183,462,000.00	4,172,524,000.00
Assets			
Current assets:			
Cash and cash equivalents	29,128,000.00	21,282,000.00	10,407,000.00
Restricted cash	27,277,000.00	5,736,000.00	5,089,000.00
Accounts receivable - trade, net	417,002,000.00	392,465,000.00	321,637,000.00
Inventories	65,137,000.00	99,877,000.00	87,220,000.00
Other	54,530,000.00	60,809,000.00	57,330,000.00
Total current assets	593,074,000.00	580,169,000.00	481,683,000.00
Fixed assets, at cost	5,540,596,000.00	5,173,475,000.00	5,385,516,000.00
Less: accumulated depreciation	(1,246,121,000.00)	(1,322,141,000.00)	(1,494,832,000.00)
Net fixed assets	4,294,475,000.00	3,851,334,000.00	3,890,684,000.00
Minerals leaseholds, net of accumulated depletion	555,825,000.00	552,575,000.00	550,000,000.00
Net investment in direct financing leases, net of unearned	107,702,000.00	-	296,202,000.00
Equity investees	334,523,000.00	319,068,000.00	127,148,000.00
Intangible assets, net of amortization	138,927,000.00	128,742,000.00	301,959,000.00
Goodwill	301,959,000.00	301,959,000.00	140,027,000.00
Right of use assets, net	177,071,000.00	153,925,000.00	-
Other assets, net of amortization	94,085,000.00	45,847,000.00	38,623,000.00
Total assets	6,597,641,000.00	5,933,619,000.00	5,826,326,000.00
Liabilities and partners capital			
Current liabilities:			
Accounts payable - trade	218,737,000.00	198,433,000.00	176,091,000.00
Accrued liabilities	196,758,000.00	184,978,000.00	202,028,000.00
Total current liabilities	415,495,000.00	383,411,000.00	378,119,000.00
Senior secured credit facility	959,300,000.00	643,700,000.00	430,577,000.00
Senior unsecured notes, net of debt issuance costs	2,469,937,000.00	2,750,016,000.00	2,929,000,000.00
Deferred tax liabilities	12,640,000.00	13,317,000.00	13,947,000.00
Other long-term liabilities	393,850,000.00	393,018,000.00	420,881,000.00
Total liabilities	4,251,222,000.00	4,183,462,000.00	4,172,524,000.00
Mezzanine capital			
Class A convertible preferred units	790,115,000.00	790,115,000.00	790,115,000.00
Redeemable noncontrolling interests	125,133,000.00	141,194,000.00	251,811,000.00
Partners capital:			
Common unitholders	1,443,320,000.00	829,326,000.00	621,308,000.00
Accumulated other comprehensive loss	(8,431,000.00)	(9,365,000.00)	(9,000,000.00)
Noncontrolling interests	(3,718,000.00)	(1,113,000.00)	(432,000.00)
Total partners capital	1,431,171,000.00	818,848,000.00	611,876,000.00
Total liabilities, mezzanine capital and partners capital	6,597,641,000.00	5,933,619,000.00	5,826,326,000.00

Note: (*)

Financial Highlights

Income Statement

Currency : USD
Denomination : 1
Financial Year Ending : December

Financial Highlights	2019 Annual	2020 Annual	2021 3rd Qtr

Turnover(*)	2,480,820,000.00	1,824,655,000.00	518,821,000.00
Income from Continuing Operations			
Profit (Loss) Before Tax(*)	100,721,000.00	(398,987,000.00)	(13,404,000.00)
Non-recurring Events			
Profit After Tax attributable to Shareholders(*)	100,066,000.00	(400,314,000.00)	(13,827,000.00)

Revenues:			
Offshore pipeline transportation	318,116,000.00	237,146,000.00	69,479,000.00
Sodium minerals and sulfur services	1,105,987,000.00	877,769,000.00	237,651,000.00
Marine transportation	235,645,000.00	210,258,000.00	48,716,000.00
Onshore facilities and transportation	821,072,000.00	499,482,000.00	162,975,000.00
Total revenues	2,480,820,000.00	1,824,655,000.00	518,821,000.00
Costs and expenses:			
Onshore facilities and transportation product costs	637,699,000.00	373,127,000.00	129,498,000.00
Onshore facilities and transportation operating costs	77,205,000.00	70,241,000.00	15,792,000.00
Marine transportation operating costs	178,032,000.00	149,557,000.00	39,782,000.00
Sodium minerals and sulfur services operating costs	883,692,000.00	745,858,000.00	196,656,000.00
Offshore pipeline transportation operating costs	58,996,000.00	76,717,000.00	21,080,000.00
General and administrative	52,687,000.00	56,920,000.00	14,371,000.00
Depreciation, depletion and amortization	319,806,000.00	295,322,000.00	67,148,000.00
Impairment expense	-	280,826,000.00	-
Loss (gain) on sale of assets	-	22,045,000.00	-
Total costs and expenses	2,208,117,000.00	2,070,613,000.00	484,327,000.00
Operating income (loss)	272,703,000.00	(245,958,000.00)	34,494,000.00
Equity in earnings of equity investees	56,484,000.00	64,019,000.00	10,301,000.00
Interest expense	(219,440,000.00)	(209,779,000.00)	(59,940,000.00)
Other income (expense)	(9,026,000.00)	(7,269,000.00)	1,741,000.00
Income (loss) from operations before income taxes	100,721,000.00	(398,987,000.00)	(13,404,000.00)
Income tax expense	(655,000.00)	(1,327,000.00)	(423,000.00)
Net income (loss)	100,066,000.00	(400,314,000.00)	(13,827,000.00)
Net loss (income) attributable to noncontrolling interests	(1,834,000.00)	(251,000.00)	10,000.00
Net income attributable to redeemable noncontrolling interests	(2,233,000.00)	(16,113,000.00)	(7,082,000.00)
Net income (loss) attributable to Genesis Energy, Lp	95,999,000.00	(416,678,000.00)	(20,899,000.00)
Less: accumulated distributions attributable to class a convertible preferred units	(74,467,000.00)	(74,736,000.00)	(18,684,000.00)
Net income (loss) available to common unitholders	21,532,000.00	(491,414,000.00)	(39,583,000.00)
Basic and diluted net income (loss) per common unit:			
I. Basic and diluted	0.18	(4.01)	(0.32)
Weighted average outstanding common units:			
II. Basic and diluted	122,579.00	122,579.00	122,579.00

Note: (*)

Financial Highlights

Financial Ratios

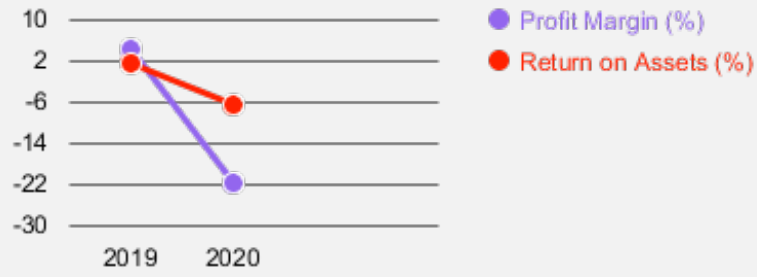
Financial Highlights	2019 Annual	2020 Annual	2021 3rd Qtr
Growth %			
Year-on-Year Growth	-	(26.45)	-
Profitability			
Profit Margin (%)	4.03	(21.94)	(2.67)
Return on Assets (%)	1.52	(6.75)	(0.24)
Asset Management			
Total Assets Turnover (Times)	0.38	0.31	0.09
Fixed Assets Turnover (Times)	0.41	0.34	0.10
Liquidity			
Current Ratio	1.43	1.51	1.27

Growth %



Year	Year-on-Year Growth
2020	-26.45

Profitability



Year	Profit Margin (%)	Return on Assets (%)
2020	-21.94	-6.75
2019	4.03	1.52

Asset Management



Year	Total Assets Turnover (Times)	Fixed Assets Turnover (Times)
2020	0.31	0.34
2019	0.38	0.41

Liquidity



Year	Current Ratio
2020	1.51
2019	1.43

OTHER LICENSES

Issuing Authority	**: DEPT. OF STATE - Florida**
License Number	: P05537
Date of Issuance	: 4 Feb, 1985

REPUTATION

Reference checking for the purpose of establishing AMERICAN NATURAL SODA ASH CORP's reputation within the respective industry failed to reveal any adverse information.

NEGA-SCAN - ADVERSE DATA MONITORING

DISHONORED CHECKS	**No Record Found**
DEBT	**No Record Found**
CIVIL LITIGATION	**No Record Found**
PERFORMANCE DEFAULTS	**No Record Found**
ADVERSE LOCAL MEDIA COVERAGE / ADVERSE FILING HISTORY	**No Record Found**

PAYMENT TERMS

Selling

Type	Terms
Exports	Telegraphic Transfer (T/T) - Received at time of transaction Letter of Credit (At-sight)

Purchasing

Type	Terms
Local	Credit - Secured with Post-dated checks 30~90 days Cash on delivery (COD)

LOCAL BRANCHES & MANAGEMENT

Branch	**: AMERICAN NATURAL SODA ASH CORP - PLANTATION, FLORIDA**
Branch Address	: Suite 145, 1200 South Pine Island Rd, Plantation, Florida 33324
Branch Tel	: 1-954-6521296
Branch Fax	: 1-954-6165676

Branch	**: AMERICAN NATURAL SODA ASH CORP - WILMINGTON, DELAWARE**
Branch Address	: Suite 400, 2711 Centerville Rd, Wilmington, Delaware 19808
Date of Registration	: 7 Dec, 1981

RELATED PARTIES (Subsidiaries, Joint-ventures & Affiliates)

The following provides a summary of the number of businesses that are related to AMERICAN NATURAL SODA ASH CORP:

TYPE	INTERNATIONAL						
	Africa	Asia / Pacific	Europe	Middle-East	North America	South America	TOTAL
Subsidiaries	-	1	-	-	-	-	1
Joint-Ventures	-	-	-	-	-	-	-
Minority shareholdings	-	-	-	-	-	-	-
Affiliates	-	-	-	-	-	-	-
Liaison / Representative Offices	-	1	-	-	-	-	1

International Related Parties - Summary:

Region	Asia / Pacific	Africa	Europe	Middle-East	North America	South America
						
Percentage	100.00%	0.00%	0.00%	0.00%	0.00%	0.00%
No. of related parties	2	0	0	0	0	0

International

Business Entity Name	**: ANSAC ASIA SINGAPORE PTE LTD**
Global Identifier	: P4876734
Country	: Singapore
Relationship	: Subsidiary
Operational Address	: 150 Beach Rd 13-04 Gateway West 189720
Primary Business Activity	: Trader
Industry	: Chemicals

Business Entity Name	**: ANSAC ASIA SINGAPORE PTE LTD HONG KONG REPRESENTATIVE OFFICE**
Global Identifier	: P4876736
Country	: Hong Kong
Relationship	: Liaison / Representative Office

Operational Address	: 23Fl One Taikoo Place 979 King's Rd, Quarry Bay, Hong Kong
Primary Business Activity	: Service
Industry	: Professional Services - General

SHAREHOLDERS

Total number of shareholders	: 1
Total number of shares	: n/a

Currency : USD - US Dollar

No.	Shareholders	Country	Shares		
			Number	Amount (USD)	%
1	GENESIS ALKALI WYOMING LP	USA	n/a	n/a	100.000
Total			n/a	n/a	100.000

COMPANY DIRECTORS

1

Personal Unique Identifier	: MI03618044
Name	: Mr. Edward T. Flynn

2

Personal Unique Identifier	: MI03618046
Name	: Mr. H. Scott Ellis

3

Personal Unique Identifier	: MI05367698
Name	: Mr. John Mulhall

4

Personal Unique Identifier	: MI05367694
Name	: Mr. Sanjay Gandhi

5

Personal Unique Identifier	: MI05367709
Name	: Mr. Zsig Schneider

INTERNATIONAL TRADE - Activity & Markets

Country / Region	Estimated level of importance	Trading Activity
Africa	Medium	Exporting
Asia / Pacific	High	Exporting
Europe	Medium	Exporting
South America	Medium	Exporting
Australia	High	Exporting
Guatemala	Medium	Exporting
Mexico	Medium	Exporting
Taiwan	Medium	Exporting

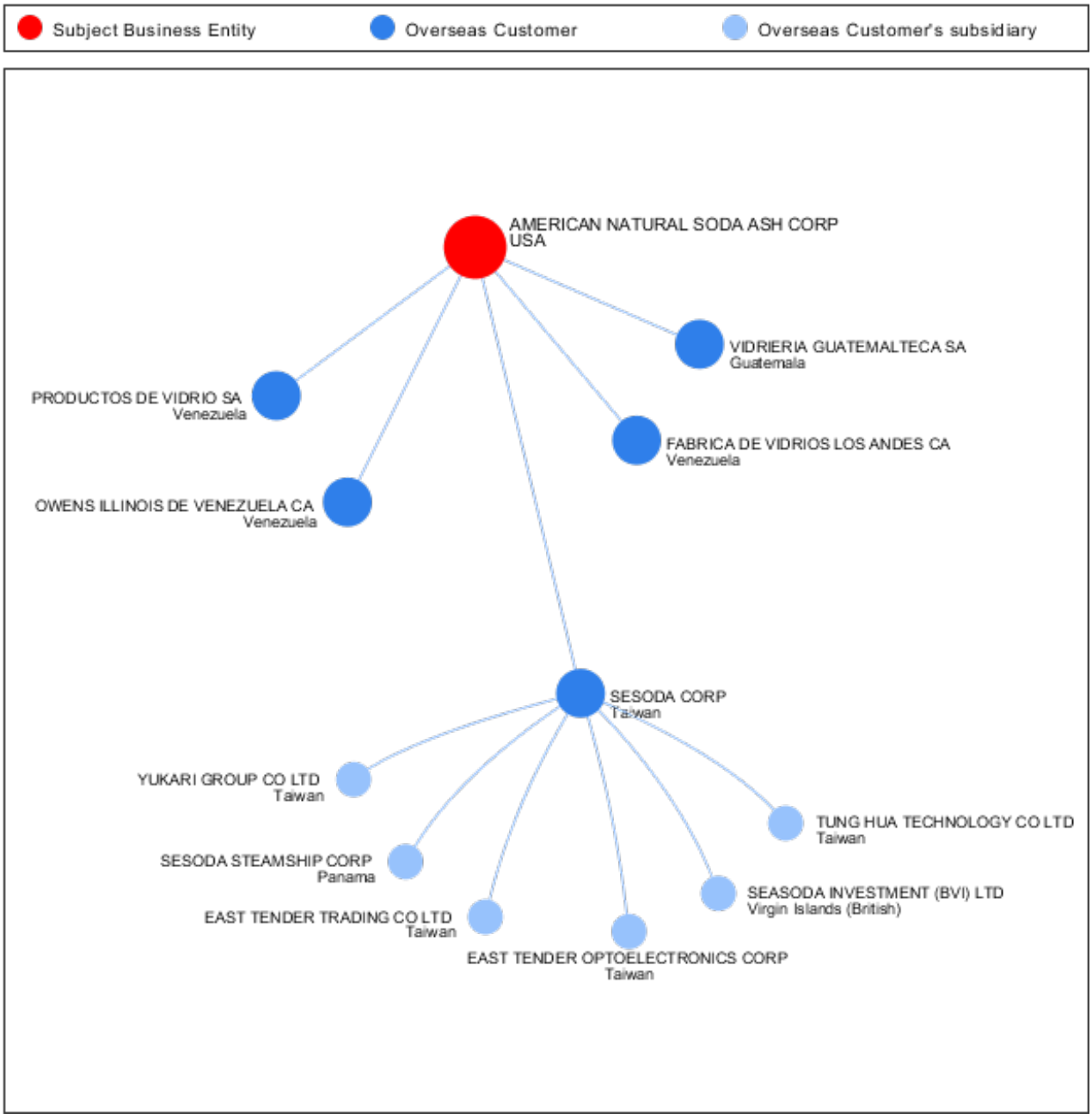
Venezuela	Medium	Exporting

OVERSEAS CUSTOMERS

Business Entity Name	Global Identifier	Country
FABRICA DE VIDRIOS LOS ANDES CA	P1837266	Venezuela
OWENS ILLINOIS DE VENEZUELA CA	P0815085	Venezuela
PRODUCTOS DE VIDRIO SA	P1888074	Venezuela
SESODA CORP	31526288	Taiwan
VIDRIERIA GUATEMALTECA SA	P2716906	Guatemala

MAPPING OF OVERSEAS CUSTOMERS

Legend



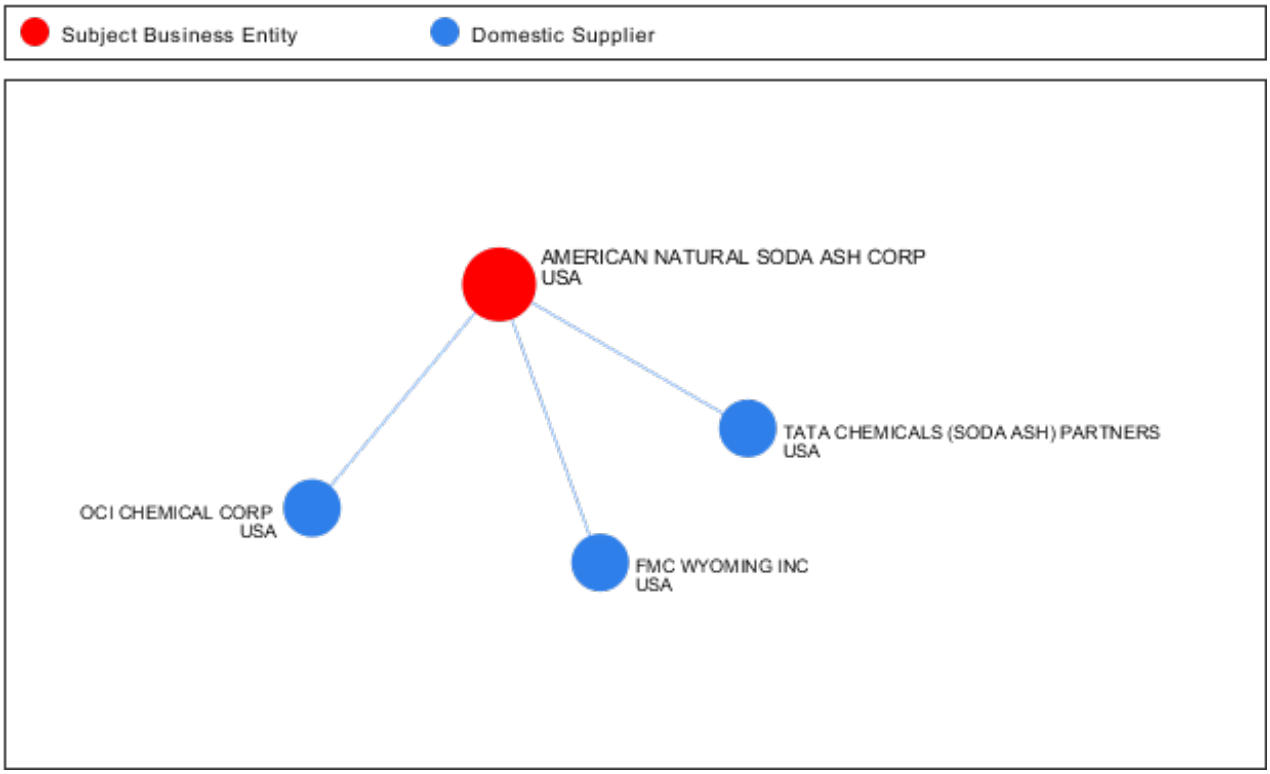
DOMESTIC SUPPLIERS

Business Entity Name	Global Identifier

FMC WYOMING INC	P2964526
OCI CHEMICAL CORP	P0208267
TATA CHEMICALS (SODA ASH) PARTNERS	P2964527

MAPPING OF DOMESTIC SUPPLIERS

Legend



OVERSEAS AGENTS AND DISTRIBUTORS

Country	**: Australia**
Agent	: REDOX PTY LTD
Global Identifier	: P0222306

REGISTRARS

Registrar Name
PRENTICE-HALL CORPORATION SYSTEM INC , THE

OFFICE & FACILITIES

The following information relates to the Business Entity's office as listed above:

Name	**: AMERICAN NATURAL SODA ASH CORP - WESTPORT, CONNECTICUT**
Primary Use	: Office & Administration facilities
Address	: 2FI, 15 Riverside Ave, Westport, Connecticut 06880
Country	: USA
Status	: Operational

PREVIOUS CONTACT DETAILS

Company Address : Suite 1204, 121 Alhambra Plaza, Coral Gables, Florida 33134

*** End of Report on AMERICAN NATURAL SODA ASH CORP ***

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