

## ABOUT US

# NATIONAL LIQUIDATORS

## VESSEL RECOVERY AND SALES



National Liquidators (National) is the nation's leading marine recovery and remarketing firm, having seized, transported and auctioned more than 20,000 vessels since 1988. Our clients include banks and other lenders, as well as federal and state law enforcement agencies. We are a GSA vendor and manage government contracts for the Departments of Justice and Homeland Security. National handles cases involving everything from jet skis and used boats to large yachts and ships. Inventories include bank repossessions, foreclosures, government seized vessels, dealer consignments and brokerage boats.

Through our weekly yacht and boat auction, National liquidates this marine inventory using a sealed bid system, closing every Monday. Our auction is open to the public. Preview our inventory either on-line at [www.yachtauctions.com](http://www.yachtauctions.com), or in person at one of our locations. The company maintains an experienced staff and extensive, full service facilities in Fort Lauderdale, Florida, Capistrano Beach, California and Cleveland, Ohio.

### GENERAL INFORMATION

**TELEPHONE:** (800) 633-7172 • **FACSIMILE:** (888) 611-4626

**[www.natliquidators.com](http://www.natliquidators.com) • [www.vesselarrest.com](http://www.vesselarrest.com) • [www.yachtauctions.com](http://www.yachtauctions.com)**

### EAST COAST

**1915 SOUTHWEST 21ST AVENUE • FORT LAUDERDALE, FLORIDA 33312**

**TELEPHONE:** (954) 791-9601 • **FACSIMILE:** (954) 791-1425

### MIDWEST

**5401 NORTH MARGINAL ROAD • CLEVELAND, OHIO 44114**

**TELEPHONE:** (216) 391-1900 • **FACSIMILE:** (216) 391-4710

### WEST COAST

**25802 VICTORIA BOULEVARD • CAPISTRANO BEACH, CALIFORNIA 92614**

**TELEPHONE:** (949) 631-6715 • **FACSIMILE:** (949) 631-8364

# A MESSAGE FROM THE PRESIDENT



More than twenty years ago, National was established as a small, niche market business. Our expansion in response to the market and economic forces has been unsurpassed. We have opened full-service facilities from coast to coast and employed state of the art technology throughout the organization. Our client base ranges from banks and credit unions to maritime attorneys, insurance companies and major federal and local government agencies. Every case, regardless of size, is afforded the priority it deserves. Because National spends more to insure, advertise, promote and secure your collateral, you can be assured of consistently positive results.

The foundation of National's success is our exceptional staff. We take pride that every area is staffed by the most experienced professionals available in the industry. Our remarkable team members are trained to deliver total customer satisfaction. Their areas of expertise include investigating the whereabouts of a vessel, recovery, service, remarketing and final transfer of ownership.

National's knowledge of the maritime industry and the court system is unparalleled, allowing us to extend services beyond any offered by similar companies. We insure your collateral with US-based carriers and protect it with 24 hour manned security and video surveillance. Our memberships in professional associations are unrivaled.

As you review this brochure, please use it as a guide. In order to obtain information on National's pricing and how we can best handle your particular assignment, please contact us.

If for any reason you are not completely satisfied with our service or the value received, or if you have any suggestions or input, I welcome your call.

Thank you for using National Liquidators. We appreciate your confidence in our organization

Sincerely,

A handwritten signature in blue ink, appearing to read "G. Robert Toney". The signature is stylized and fluid, written over a light blue background.

G. Robert Toney  
President

## INVESTIGATION AND LOCATION



If you are unable to determine the location of your collateral, National offers investigative services that are second to none. Our staff of full-time, licensed, recovery agents is managed by national and regional managers, and work around the clock to solve your case. Updates are recorded and sent electronically, keeping the lender current every step of the way.

## RECOVERY AND TRANSPORT SERVICES



When time is of the essence, National Liquidators is the one to call. We are able to efficiently and cost effectively handle marine repossessions, arrests and transportation efforts throughout the United States, Mexico and the Caribbean. We react quickly because we employ our own experienced recovery agents, captains and crewman and own the proper trucks, trailers and equipment to handle boats of all sizes. Recovery rates are outlined on our rate sheet and if additional charges arise, our recovery team will be in contact to review costs and will not proceed without approval.



Vessel recovery is our specialty, and your business is important to us. We take pride in the thousands of cases handled with consistently successful results.

### Initiating a recovery is simple:

- Print, sign and fax a Recovery Authorization Form to 888.633.7172, or electronically submit one online at [www.natliquidators.com](http://www.natliquidators.com).
- Please be sure to include as much detailed information as possible, including copies of the first lien or mortgage and/or the title or note and security agreement, as well as any past collection notes/efforts.

A condition report, repair and service estimates, and a complete set of pictures, will be forwarded to you when the vessel arrives at one of our facilities.

If self-help repossession is not an option or is not successful, a replevin or federal arrest should be considered. Both options require legal counsel, and we recommend using a maritime attorney in these instances. We have worked with hundreds of maritime attorneys and will be happy to provide a reference if needed. If an attorney has already been secured, please provide the contact information and we will obtain all necessary court documents and orders.

# SALES AND REMARKETING PROCESS

## WEEKLY SEALED BID AUCTION



National Liquidators is equipped to market and sell boats, yachts and commercial vessels of all sizes. More than 600 retail buyers and boat dealers visit our sales facilities each week. These facilities, located in Fort Lauderdale, Florida; Capistrano Beach, California and Cleveland, Ohio, allow us to mitigate any 'seasonality' and take advantage of a 12-month selling season to truly reach buyers nationwide and worldwide.

We employ full-time licensed yacht brokers, available seven days a week, to assist customers in all of our locations' full service marinas. Since 1988, these brokers have established and maintained relationships with both wholesale and retail buyers all over the world, resulting in more than 20,000 units sold for over \$500,000,000 in total sales volume. Our average sales cycle is just over 40 days (from date unit is available for sale) while achieving a gross sales price in excess of 90% of N.A.D.A. value.

National Liquidators achieves this unparalleled success by operating the largest boat-only auction in the country through a weekly sealed bid process. The auction is open to both wholesale dealers and retail buyers, who work with a broker to submit their sealed bids. We maintain in-house F&I and title/documentation functions, making the process seamless. The auction closes every Monday at 4:00 p.m. ET and bids are promptly entered and sent to the lien-holder/owner for approval, counter or denial. Full participation with outside brokers is offered, allowing units to reach an even larger audience.



# SALES AND REMARKETING PROCESS

## ADVERTISING AND MARKETING



National Liquidators relies on our size and experience to position boats for a quick and profitable sale through various marketing venues. We maintain an aggressive advertising budget to promote our auction. Some of our advertising initiatives include:

Electronic media in excess of 2,500,000 unique page views per month;

[www.yachtauctions.com](http://www.yachtauctions.com)

[www.boattraderonline.com](http://www.boattraderonline.com)

[www.usedboats.com](http://www.usedboats.com)

[www.lloydslist.com](http://www.lloydslist.com)

[www.boats.com](http://www.boats.com)

[www.yachtbroker.com](http://www.yachtbroker.com)

[www.ybw.com](http://www.ybw.com)

[www.yachting-world.com](http://www.yachting-world.com)

[www.mbmclub.com](http://www.mbmclub.com)

[www.nationalyachtsales.com](http://www.nationalyachtsales.com)

[www.yachtworld.com](http://www.yachtworld.com)

[www.yahoclassified.com](http://www.yahoclassified.com)

[www.bucnet.com](http://www.bucnet.com)

[www.boatxchange.com](http://www.boatxchange.com)

[www.yachttrader.com](http://www.yachttrader.com)

[www.mby.com](http://www.mby.com)

[www.yachtingmonthly.com](http://www.yachtingmonthly.com)

[www.classicboat.co.uk](http://www.classicboat.co.uk)

Print media:

*Yachting*

*Yacht Trader*

*Lloyd's List*

*Boat Trader*

*Power and Motoryacht*

*Yachts International*

*Boating Magazine*

*Boats & Harbors*

Other outlets:

**Fort Lauderdale International Boat Show**

**Miami Boat Show**

**Newport Beach Boat Show**

**Mid-America Boat Show**

## DEFICIENCY

Bid history, traffic logs, condition reports, service records/notes/ estimates and pictures of all files handled are retained for future account reference. This detailed record keeping, in conjunction with the thousands of cases we have handled, allows lenders to pursue legal proceedings on deficiency balances with complete confidence that their file was properly documented and that a commercially reasonable sale was achieved. We regularly represent our clients in these hearings successfully.

# MARINAS, STORAGE AND INSURANCE



National Liquidators' dry and in-water facilities are centrally located in full service marinas throughout the country. This enables us to accommodate and dock vessels of any size, including those with wide beams and high masts, and reasonably transport them. Our dock personnel check every vessel daily to verify proper line configuration, bilge operation and cleanliness. For your protection, all of our marina locations are gated, have manned security and/or 24 hour video surveillance.

As an additional service, National Liquidators offers complete hull insurance. We can usually place insurance in one day, and will forward an insurance certificate naming an appropriate party if needed. If further details are required regarding our operator's policy or coverage, please contact our offices.

# SERVICE



Our service managers and qualified mechanics ensure that each vessel is maintained and repaired efficiently. We will be happy to discuss possible repairs and improvements that may add value to your asset and make it more marketable. All work performed requires your approval prior to completion, except in the case of an emergency.

National offers extensive boat repair and maintenance options through its subsidiary, MariTech Services. Available services include:

- Haulout and launch
- Comprehensive engine service
- Mechanical/electrical repair and maintenance
- Running gear service
- Fiberglass repair
- Vessel detailing
- Bottom painting and repair



# PORTFOLIO MANAGEMENT SERVICES



Since our inception, National Liquidators has provided efficient, effective and professional services to marine lenders throughout the world. As a team partner, we assist lenders in solving loan problems before they become repossessions. Using preventative measures best protects the creditor's position, and we are happy to assist in portfolio management. Our personnel have more than 65 years of experience in banking, loan servicing, collection and recovery, and more than 10 years of FDIC/RTC contracting experience.

## PURCHASE AND SALE OF MARINE LOAN PORTFOLIOS



The marine lending community is becoming an integral component of the investor market, and National Liquidators has daily contact with many of the leaders in the industry. We are constantly aware of who is buying and who is selling marine loan portfolios, and how to maximize these sources to the benefit of both parties. National is prepared to coordinate the sale of your problem loans individually or in bulk to help reduce delinquency percentages and eliminate wasted personnel time and additional expenses. We regularly receive inquiries about candidates for marine loan securitization. No loan portfolio is too small to consider for securitization. An alternative is to combine with other lender's portfolios in order to enhance marketability.

## STAFF TRAINING SEMINARS



Do your employees have experience in vessel recovery? If not, National offers a full range of seminars at your location covering all aspects of marine lending, operations issues, collections and recovery that can enhance your ability to make faster and more cost-effective decisions, thereby reducing the rapid depreciation of marine collateral.

Seminar topics can be custom designed and may include:

- Collection issues and best practices
- Credit analysis
- Marine collateral evaluation
- Marine insurance
- Repossession
- Federal maritime foreclosure / vessel arrest
- Sale of collateral

*Thank you...*

*We look forward to providing you with incomparable service and are confident that you will be completely satisfied with our work and the value received. You are welcome to visit our facility to tour our operations, learn more about our company and to meet our exceptional team.*

*We look forward to working with you in the future.*

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Affiliated Companies:

