

NPA CONSIGNMENT STEP-BY-STEP GUIDE

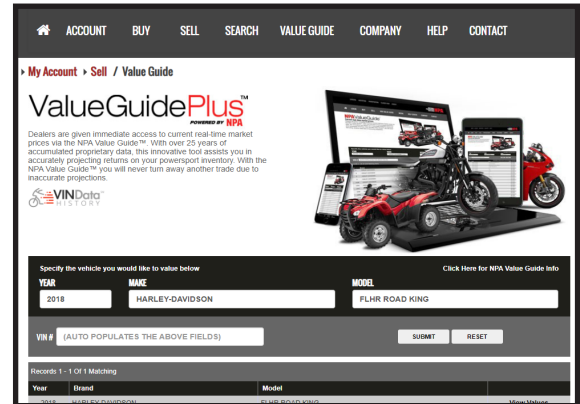
NPA Value Guide™

Dealers are given immediate access to current real time market prices via the NPA Value Guide™. With over 25 years of accumulated proprietary data, this innovative tool assists dealers in accurately projecting returns on their powersport inventory.

1 FINDING VEHICLE VALUES

Choose the units you want to consign and login to npauctions.com.

- At the top of the page in the grey menu bar scroll over “NPA Value Guide™” and click “Get Values”. You will then be redirected to the NPA Value Guide™.
- Enter VIN, year, make and model and click submit. Find your model on the new page and click “View Values”.
- These values will give you a real world price of similar units that have sold and offered at National Powersport Auctions.
- You may specify Time Duration and Location to find out what recent units have sold for in the specific location you will be sending your units to.
- If NPA has not recently sold a similar unit the NADA clean wholesale value will be listed.



2018 HARLEY-DAVIDSON - FLHR ROAD KING

Similar Model: 2018 HARLEY-DAVIDSON - FLHR ROAD KING

VEHICLE SUMMARY				
Current What Book	Units	Avg Score	Avg Mileage	Avg Value
\$15,390	14	80	12,884	\$15,342

CONDITION BREAKDOWN (AVG SCORE - 80)					
Condition	Units	Avg Score	Score Range	Avg Value	Value Range
80-90	10	82	80-86	\$16,740	\$15,100-\$18,200
70-80	4	76	74-79	\$15,350	\$13,700-\$18,200

MILEAGE BREAKDOWN (AVG SCORE - 80)					
Condition	0-7500	7500-15000	15000-25000	25000-40000	40000+
80-90	\$16,100-\$18,200 (AVG = 83)	\$15,100-\$17,600 (AVG = 82)	\$17,700 (AVG = 83)	\$16,000 (AVG = 82)	

2 UPLOADING CONSIGNMENTS ON NPAUCTIONS.COM

- Scroll over the Sell link on the grey menu bar and click “Consign Now”.
- A Battery Page will show. Choose **Yes** if you would like NPA to supply a battery if battery is dead (Fees apply) or **No** if you decline. Note that running bikes will get a higher Condition Report score.
- Choose how many vehicles you would like to consign, up to 50 at a time. Enter VIN then click “**Suggest**” to have the system suggest the best match.
- Fill in mileage/hours and select one of the following:
 - Actual** - Actual Mileage
 - TMU** - True Mileage Unknown
 - OHV** - Off Highway Vehicle
 - EXP** - Exempt; Some states title units over 10 years old with exempt mileage
 - Miles/ Hours Unknown** - Unable to view odometer due to the vehicle currently being out of your possession

3 UPLOADING VEHICLES (CONTINUED)

- Input the reserve and choose one of the following reserve types:
Average - This only applies when consigning multiple vehicles. Vehicles will be sold if the average sale price is greater than average reserves of all offered vehicles.
Close - Your vehicle will be sold if the high bid is within \$200 of the reserve. Vehicles with a high bid within \$1500 of reserve will go Subject To
No Reserve – Unit sells for high bid on the auction block
Firm - Your vehicle will be sold only if the high bid has meet or exceed your reserve. Vehicles with a high bid within \$1000 of reserve will go Subject To.
- Next, go to the Docs section and choose one of the following for documents you possess for the vehicle: **MSO, Legal Docs, Bill of Sale or Title**
- Choose Payment Shipping Method for payment check. \$25 fee applies for 2nd Day Air
- Confirm shipping address and select contact name and number
- Certify information accuracy, accept terms and conditions, and click submit
- For vehicles to be numbered in the auction, vehicles must be dropped off two days prior to auction by 5:00pm

4 Sending Paperwork

- After submitting online consignments, please make copies of vehicle documents and fax them immediately to the NPA location where your vehicle will be consigned. Immediately after faxing, send the physical paperwork to the titling department of the NPA vehicles are going to.
 * NPA does not sell units Title Coming. If title is not received by auction day three there will be a \$20 Late Title Fee (per title). This includes floored titles.


LOCATIONS	PHONE	FAX
NPA ATLANTA Live Auction 4800 North Commerce Drive Suite #200 East Point, GA 30344	404.348.8700	404.393.6207
NPA CINCINNATI Live Auction 1680 Carillon Blvd Forest Park, OH 45240	513.275.5900	513.672.2380
NPA DALLAS Live Auction 900 Gerault Road Flower Mound, TX 75028	972.695.4830	469.574.7866
NPA DENVER Live Auction 11090 E. 51st Ave Denver, CO 80239	720.306.5000	469.574.7866
NPA LAKELAND Live Auction 4035 Frontage Road N. Lakeland, FL 33810	813.522.5990	813.730.8022
NPA PHILADELPHIA Live Auction 2578 Pearl Buck Road Bristol, PA 19007	267.930.0260	267.712.6674
NPA PORTLAND Satellite Facility 2885 National Way, Building 1 Woodburn, OR 97071	888.292.5339	916.388.1541
NPA SAN DIEGO Corporate Office & Live Auction 12400 Stowe Drive Poway, CA 92064	858.513.1500	858.513.1599
NPA SACRAMENTO Live Auction 8687 Weyand Avenue Building C Sacramento, CA 95828	916.387.0417	916.388.1541

5 Arranging Transportation

- NPA’s Transportation department specializes in coordinating the flow of vehicles to and from our nationwide facilities. NPA is the only service provider with dedicated carriers who have the equipment and expertise required to transport motorcycles, ATV’s and other specialty vehicles anywhere in the country. Units must arrive at the NPA facility by end of business, 2 days prior to the auction. For assistance, please contact a transportation team member at 858.726.2209, or at transit@npauctions.com.

6 CONDITION REPORTS

- When units arrive at NPA they will receive a comprehensive Condition Report (CR) that will be used to provide buyers with an accurate vehicle condition. NPA Condition Reports offer sellers the most accurate depiction of cosmetic and mechanical conditions through meticulous assessment. Buyers bid with confidence, knowing every aspect of the vehicle has been analyzed and evaluated against make, model and year standards. After bikes have been CR'ed and cleaned they will be tagged, given an auction number and put in line in preparation for the auction.

National Powersport Auctions		Auction Management System		Stock Number: 05-779279	
1200 Stone Drive Plover, CA 95060 TEL: (858) 513-1500 FAX: (858) 513-1500		CONDITION REPORT		Auction Number: 3181 Reported: 10/22/2009 Inspector: J. Jasso	
CRUISER					
VIN: 1HE0G01190K32236	Year: 2006	Account #: 200600890001	Color: BLK	Mile/Trc: 5900	
Make: HARLEY DAVIDSON (MC)	Model: FXDLI DYNA LOW RIDER				
MOTOR	9	FRAME	8		
FAIRING	9	FORKS	9		
FRONT FENDER	4	FUEL TANK	9		
REAR FENDER	9	TRANSMISSION	9		
FRONT TIRE	9	OVERALL APPEARANCE	9		
REAR TIRE	7	RIMS	9		
BARS/LEVERS/GRIPS	7	CONTROLS	9		
EXHAUST	7	LUGGAGE	9		
WINDSHIELD	7	FRONT BRAKES	7		
REAR BRAKES	7	GAUGES	9		
SEAT	9	SHOCKS	6		
SIGNALS	9	LIGHTS	9		
BATTERY	9	FOOT PEGS	9		
IGNITION SWITCH	9	MIRRORS	9		
RADIO	9	STANDS	9		
OVERALL CONDITION:	84	FRONT FENDER: IDENTED. REAR TIRE: AVERAGE. BARS/LEVERS/GRIPS: AVERAGE. EXHAUST: SCRATCHES/BOO MARKS: FRONT BRAKES: AVERAGE. REAR BRAKES: AVERAGE. SHOCKS: RUSTED			
					

7 Territory Sales Managers

REGION	NAME	PHONE	EMAIL
Pacific Northwest - AK, ID, MT, OR, WA	Trevor Nicely	503.349.0571	tnicely@npauctions.com
West Central - N.CA, HI, NV, UT	Dean Sweet	510.421.8065	dsweet@npauctions.com
Southwest - AZ, S. CA	Dominick Catalfamo	858.726.2175	dcatalfamo@npauctions.com
Central - CO, OK, NE, WY	Marshall Van Thorre	970.217.5281	mvanthorre@npauctions.com
South Central - LA, NM, S. TX	Erik Chase	737.226.8031	echase@npauctions.com
South Central - AR, KS, N. TX	Jake Plender	972.695.4850	jplender@npauctions.com
North West - IA, MN, ND, SD, WI	Logan Kimball	651.319.3832	lkimball@npauctions.com
Midwest - IL, IN, MO	Ron Games	219.575.2995	rgames@npauctions.com
Regional Sales Manager East - W. NY, W. PA	Dusty Krepp	716.353.3322	dkrepp@npauctions.com
Mideast - KY, MI, OH	Matt Gunter	513.275.5876	mgunter@npauctions.com
Southeast - NC, SC, TN	Donny Erickson	469.401.1378	derickson@npauctions.com
Southeast - AL, GA, MS	Brian Wood	850.217.0897	bwood@npauctions.com
Southeast - FL	Chris Ramanaukas	813.486.7262	cramanaukas@npauctions.com
Northeast - DE, MN, NJ, VA, WV	Christopher Whitesel	410.459.1983	cwhitesel@npauctions.com
Northeast - CT, MA, ME, NH, E. NY, E. PA, RI, VT	Brian Burk	484.941.4245	bburk@npauctions.com
INSIDE SALES REPRESENTATIVE			
Western States - AZ, S. CA	Trevor Ohm	858.899.4421	tohm@npauctions.com
Western States - AK, N. CA, HI, ID, MT, NV, OR, UT, WA	Chris Davenport	858.204.2593	cdavenport@npauctions.com
Central States - AR, CO, KS, LA, NM, OK, TX	CJ Kitchens	469.875.5610	ckitchens@npauctions.com
Eastern States - AL, GA, MS, SC, TN	Melanie Broadwell	404.905.2235	mbroadwell@npauctions.com
South Eastern States - FL	Alvin Mendez	863.600.4612	amendez@npauctions.com
Northern States - IA, IL, IN, KY, MI, MN, MO, ND, NE, OH, SD, WI	Kate Graves	513.904.5890	kgraves@npauctions.com
Eastern States - CT, DE, MA, MD, ME, NC, NH, NJ, NY, PA, RI, VA, VT, WV	Addie Ledbetter	267.930.0277	aledbetter@npauctions.com

8 ASSOCIATED FEES

- 7% Sale Fee, \$50 minimum and cap of \$350 up to a \$25,000 sale price.
- RV+Marine Sale Fee, 3%, \$200 minimum and cap of \$1,750.
- \$45 Standard Vehicle Processing Fee
- \$65 Oversized Vehicle Processing Fee
- Side-by-Side, Boat, RV, Camper, 5th-Wheel, Utility Trailer, Horse Trailer and Slingshot
- \$50 Re-run fee for each auction after first
- \$100 Redemption Fee - Unsold units picked up from NPA
- Any item that does not sell on or before the third live auction offering will be automatically redeemed and charged all applicable no-sale and redemption fees.
- \$20 Late Title Fee if title not received by auction day (per title)