

FACTORY PROGRAM USER GUIDE

NPA Factory Programs provide franchised dealers the opportunity to participate in OEM sponsored factory sales. This exclusive outlet enables franchised dealers to source, price, and purchase non-current and crate damaged product from the manufacturer via NPA Simulcast. Our continuously growing OEM partners include Yamaha, Honda, Polaris, Piaggio, Arctic Cat, Kawasaki, Suzuki, KTM/Husqvarna and Triumph.

In Order To Participate

- Be franchised with the corresponding manufacturer
- Be on the invitation list from the corresponding manufacturer
- Register with NPA for the corresponding auction
- Have an available credit line with the flooring company designated by the corresponding manufacturer
- Download NPA Simulcast Software



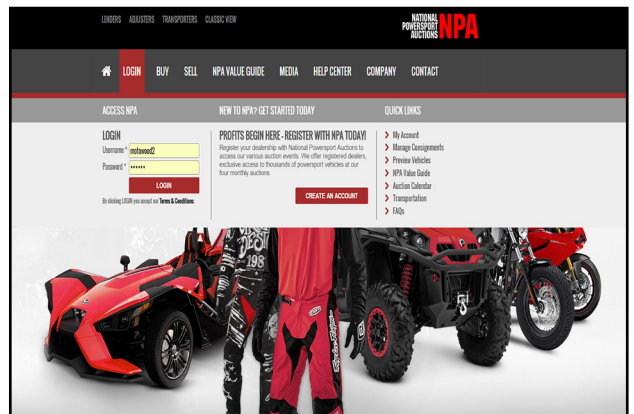
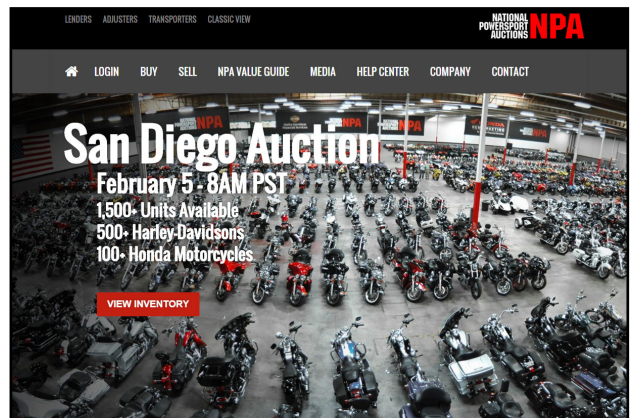
Get Registered

If your dealership is already registered for Factory Auctions with National Powersport Auctions, simply use your NPA username and password to login.

If you are not registered with NPA, please call Dealer Registration at **888.292.5339, ext. 923301**.

Once registered, go to the website **npauctions.com** and scroll over the grey bar to "Login".

Enter your username and password and click login. Once logged in, you will automatically be taken to the "My Account" page.



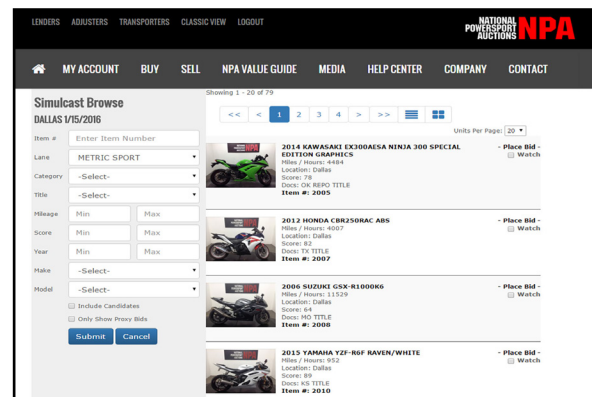
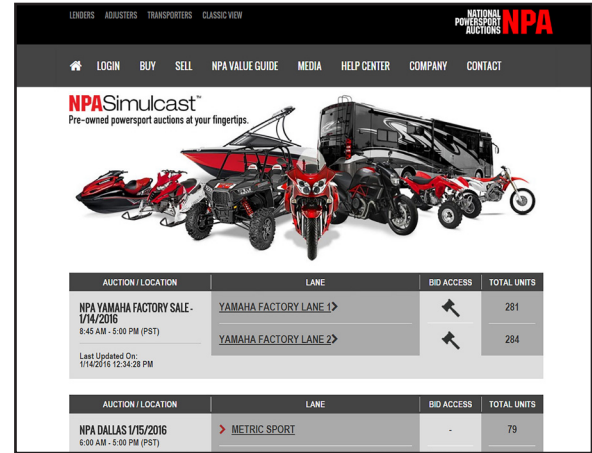
How to Preview Auction Inventory

Once logged in scroll over “BUY” in the grey navigation bar. Select which auction you would like to view and you will be taken to the Simulcast Preview page.

Dealers will see a list of Live Auctions as well as Simulcast Only Auctions. To the right of the list you will see the auction lanes associated with each auction. Select the auction lane you would like to view by clicking the gavel image.

By default, the page loads with all the vehicles in the auction. This page lists pertinent information about each unit which allows dealers to quickly scan over all inventory without having to click on each bike. The “Search” function to the left allows dealers to find bikes by certain criteria like:

- **Item #**
- **Category**
- **Make**
- **Min & Max**
- **Model**
- **Score Year**



How to Bid on Auction Day

Scroll over “BUY” in the grey navigation bar. Select which auction you would like to view and you will be taken to the Simulcast Preview page.

Find the auction you are attending and select the gavel under Bid Access. This will bring up the bidding screen and you can begin bidding. Bid Access is available 15 minutes prior to Auction Start Time.

Dealers will only have access to OEM Auctions in which they are franchised and registered for.

When the Asking Bid is the amount you would like to spend click the green BID button.

Make sure that your speakers are turned on so you can hear any announcements or notes from the auctioneer prior to and during the auction.

AUCTION / LOCATION	LANE	BID ACCESS	TOTAL UNITS
NPA YAMAHA FACTORY SALE - 1/14/2016 8:45 AM - 5:00 PM (PST) Last Updated On: 1/14/2016 12:45:27 PM	YAMAHA FACTORY LANE 1		281
	YAMAHA FACTORY LANE 2		284
NPA DALLAS 1/15/2016 6:00 AM - 5:00 PM (PST) Last Updated On: 1/14/2016 12:45:27 PM	METRIC SPORT	-	79
	DOMESTIC LANE	-	306

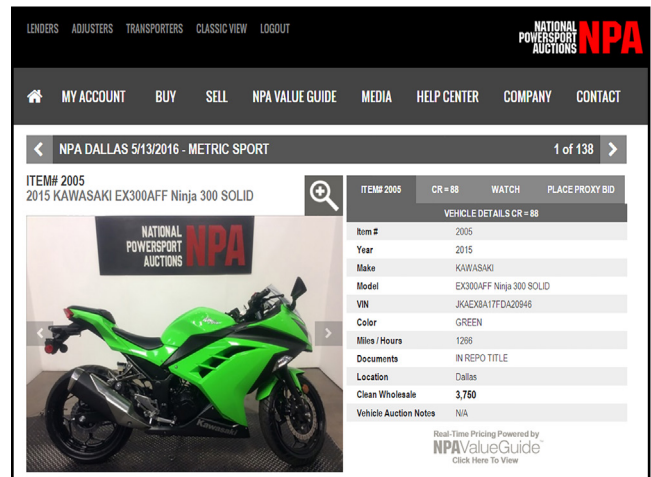
Vehicle Details Page

To view a vehicle's details, click the vehicle's picture or Item #. Dealers will then be able to view the titling information, a minimum of 12 high resolution photos and the vehicle's Condition Report. The Condition Report provides a comprehensive overview of the bikes structural, cosmetic and mechanical condition.

Transportation

All units will be shipped prepaid freight immediately upon credit approval. The carrier used for transport to the dealer will be at the discretion of the manufacturer. Freight charges are detailed in each auction bulletin.

*If transportation is not provided by the manufacturer, announcements will be made prior to the auction and posted on the bulletin.



Invoicing

Dealers will be invoiced directly by the manufacturer. For dealers who participate in Kawasaki Factory Auctions, Auction Fee Invoices are handled by National Powersport Auctions. NPA invoices will be available the day following the auction. KMFC will invoice the units purchased, transportation and holdback direct to the dealers KMFC flooring line.

See Bulletin For

- Flooring Terms
- Warranties
- Incentives

Auction Fee Schedule

This fee will be added to each unit when invoiced to the dealer.

Purchase Price	Fee	Purchase Price	Fee
0-999	\$150	10,000-11,999	\$375
1,000-1,999	\$175	12,000-13,999	\$410
2,000-2,999	\$195	14,000-15,999	\$445
3,000-3,999	\$220	16,000-17,999	\$480
4,000-4,999	\$245	18,000-19,999	\$515
5,000-5,999	\$270	20,000-21,999	\$550
6,000-7,999	\$305	22,000-24,999	\$595
8,000-9,999	\$340	25,000-29,999	\$650



For questions regarding the auctions or on how to get registered contact Dealer Registration

888.292.5339 ext. 923301

dealer-reg@npauctions.com