

NPA CONSIGNMENT STEP-BY-STEP GUIDE

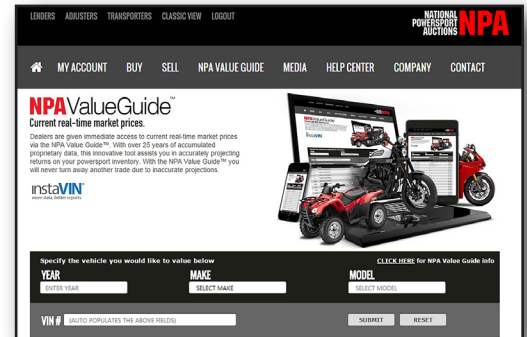
NPA Value Guide™

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 www.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.



Real-Time Pricing Powered by NPA Value Guide™

Print | Reload Original

2014 HARLEY-DAVIDSON - FLSTF FAT BOY

Location: All Locations | Time: 2 months | Sold Only | **SUBMIT**

Similar Model: 2014 HARLEY-DAVIDSON - FLSTF FAT BOY

VEHICLE SUMMARY				
Current What Book	Units	Avg Score	Avg Mileage	Avg Value
\$10,930	3	80	25,237	\$8,200

CONDITION BREAKDOWN (AVG SCORE = 80)					
Condition	Units	Avg Score	Score Range	Avg Value	Value Range
80-90	2	82	80-84	\$9,700	\$9,400-\$10,000
70-80	1	76	76	\$5,200	\$5,200

MILEAGE BREAKDOWN (AVG SCORE = 80)					
Condition	0-7500	7500-15000	15000-25000	25000-40000	40000+
80-90	-	\$9,400-\$10,000 (AVG = 82)	-	-	-
70-80	-	-	-	-	\$5,200 (76)

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 there will be a \$10 Title Coming Fee (per title). This includes floored titles, with the exception of NPA Dealer Flooring titles.

San Diego | CALIFORNIA

12400 Stowe Dr.
Poway, CA 92064
Toll Free: 888.292.5339
Fax: 858.413.1124

Dallas | TEXAS

900 Gerault Rd.
Flower Mound, TX 75028
Toll Free: 800.292.7376
Fax: 469.574.7866

Philadelphia | PENNSYLVANIA

2578 Pearl Buck Rd.
Bristol, PA 19007
Toll Free: 888.292.5339
Fax: 267.712.6674

Cincinnati | OHIO

10132 Business Center Dr.
Cincinnati, OH 45246
Toll Free: 888.292.5339
Fax: 513.672.2380

Madison | WISCONSIN

6474 Blanchar's Crossing
Windsor, WI 53598
Toll Free: 800.292.7376
Fax: 608.646.7539

Atlanta | GEORGIA

4800 North Commerce Dr. Ste # 200
East Point, GA 30344
Toll Free: 866.769.3054
Fax: 404.393.6207

Denver | COLORADO

8300 Blakeland Dr.
Littleton, CO 80125
Toll Free: 800.292.7376
Fax: 469.574.7866

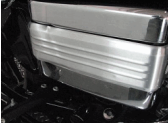

5 Arranging Transportation

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 members 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'd 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: 05-775279	
12600 Stone Drive Poway, Ca - 92064 TEL: (858) 513-1500 FAX: (858) 513-1599		CONDITION REPORT		Auction Number: 3188	
		CRUISER		Inspected: 10/22/2009 Inspector: jlanice	
VIN: JHEJGN196K322356		Account #: 2006050960061			
Year: 2006		Color: BLK			
Make: HARLEY-DAVIDSON (MC)		Mile/Hrs: 5900			
Model: FXDLI DYNA LOW RIDER					
MOTOR	9	FRAME	8		
FAIRING		FORKS	9		
FRONT FENDER	4	FUEL TANK	9		
REAR FENDER	9	TRANSMISSION	9		
FRONT TIRE	9	OVERALL APPEARANCE	9		
REAR TIRE	7	RIMS	9		
BARNS/LEVERS/GRIPS	7	CONTROLS	9		
EXHAUST	7	LUGGAGE	9		
WINDSHIELD		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		STAND	9		
OVERALL CONDITION:	84	FRONT FENDER: DENTED, REAR TIRE: AVERAGE, BARNS/LEVERS/GRIPS: AVERAGE, EXHAUST: SCRATCHES/SPOT MARKS, FRONT BRAKES: AVERAGE, REAR BRAKES: AVERAGE, SHOCKS: RUSTED			
					

7 Regional Sales Managers

Region	Name	Telephone	E-mail
North West	Trevor Nicely	503.349.0571	tnicely@npauctions.com
West Coast	Nick Kister	510.421.8065	nkister@npauctions.com
South West	Dominic Catalfamo	858.726.2175	dcatalfamo@npauctions.com
North East	Dusty Krepp	716.353.3322	dkrepp@npauctions.com
South Central	Donny Erickson	469.401.1378	derickson@npauctions.com
South Central	Jake Plender	605.645.6932	jplender@npauctions.com
Mid West	Matt Gunter	513.275.5876	mgunter@npauctions.com
Mid Central	Tim Berg	314.240.0495	tberg@npauctions.com
North Central	Tony Avello	262.402.3004	tavello@npauctions.com
South East Coast	Chris Ramanaukas	813.486.7262	cramanaukas@npauctions.com
South East	Pete Heisser	404.348.8711	pheisser@npauctions.com

8 Associated Fees

- 7% Sale Fee
- \$35 Processing Fee
- \$25 Re-run fee for each auction after first
- \$80 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.
- \$10 Title Coming Fee if title not received by auction day (per title)
- (Optional) – Additional Detail Fee
- (Optional) – Key fee on case-by-case basis
- (Optional) – Battery fee on case-by-case
- Transportation Fee – Only if using NPA