

NATIONAL POWERSPORT AUCTIONS **NPA**



Harley-Davidson
Financial Services

www.HD-DealerExchange.com

E-mail: sproulx@npauctions.com

2009 Auction Schedule:

San Diego

Friday

November 6TH
December 4TH

Dallas

Friday

November 13TH
December 11TH

Cincinnati

Wednesday

November 18TH
December 16TH

Atlanta

Friday

November 20TH
December 18TH

2010 Auction Schedule:

San Diego

Friday

January 8TH
February 5TH
March 5TH
April 2nd
May 7TH
***June 4TH**
July 9TH
August 6TH
September 3rd
October 1st
November 5TH
December 3rd

Dallas

Friday

January 15TH
February 12TH
March 12TH
April 9TH
May 14TH
June 11TH
July 16TH
***August 13TH**
September 10TH
October 8TH
November 12TH
December 10TH

Cincinnati

Wednesday

January 20TH
February 17TH
March 17TH
April 14TH
***May 19TH**
June 16TH
July 21st
August 18TH
September 15TH
October 13TH
November 17TH
December 15TH

Atlanta

Friday

January 22nd
February 19TH
***March 19th**
April 16TH
May 21TH
June 18TH
July 23rd
August 20TH
September 17TH
October 15TH
November 19TH
December 17TH

Auction dates that are ***bold** have special promotions or events going on that week.

Call Marketing at 858-413-1637 to see how you can take advantage!

****Dates subject to change****

All auctions will start at 8:00 am

Required Documents for Registration:

- Complete Dealer Information Sheet Pg 3 - 5
- Personal Guarantee Pg 7
- Rules & Policies Pg 8 - 9
- Business License Copy
- Dealer's License Copy
- Resale License (state sales and used tax permit) Copy
- DMV Drivers License (owner/authorized representative) Copy
- Surety Dealer Bond Copy

Please note:

After every license renewal period we will need an updated copy of your new licenses.
Also, every license varies from state to state.

- Irrevocable Bank Letter of Guarantee
(only if paying with business check) Copy
- Voided Company Check
(only if paying with business check) Copy

Accepted payment types see page 10

No Personal checks accepted

No two party business checks accepted

All checks must be payable to National Powersport Auctions

If you have any questions please contact

Shannon Proulx 858-413-1115

Or E-mail: sproulx@npauctions.com



Harley-Davidson
Financial Services

Information Sheet

Please fax application to 858-413-1124

Or e-mail: sproulx@npauctions.com

Name of Dealership _____

Phone # _____ Fax # _____ Cell# _____

Street Address _____ City _____ State _____ Zip _____

Mailing Address _____ City _____ State _____ Zip _____

E-Mail _____ Federal I.D. # _____

State Dealer # _____ State Resale # _____

Sole Ownership _____ Corporation _____ Partnership _____

How long in business? _____ How long at this address? _____

Type of Sales: New _____ Used _____ Wholesale _____ Export _____

Annual Sales \$ _____ Monthly Units _____ Number Employees _____

Franchised: Yes _____ No _____

Arctic Cat # _____ Kawasaki # _____ Ski Doo # _____

Harley-Davidson # _____ Polaris # _____ Yamaha # _____

Honda # _____ Sea Doo # _____ Suzuki # _____

Other _____ # _____

Owners Name _____ Date of Birth ____/____/____

Address _____ City _____ State _____ Zip _____

Drivers License _____ Social Security _____

I HEREBY CERTIFY THAT THE ABOVE INFORMATION IS TRUE AND COMPLETE.

Owners signature _____ Date _____

How did you hear about us?

NPA Website

Magazine Ad

Google Search Engine

Which one: _____

Which one: _____

NPA Marketing Rep

Word of Mouth

Shannon

Rebecca

Samantha

Nicole

Carly

Sydney

Sara S

Becka

Kristina

NPA Sales Manager

Courtney G.

Buffy

Evelyn

Which one: _____

Laken

Courtney W.

Brandi

Kimberly

Sara D.

Lora

Amanda Y.

Kelly

Amanda S.

Interests:

(Check all that apply)

Exporter

Salvage

ATV-Sport

ATV-Utility

Auto

Boat

Camper/5th Wheel

Cruiser

Dual Sport

Dune Buggy

Enclosed Trailer

E Scooter

Generator

GO Cart

Golf Cart

Harley Web

Lawnmower

Moped

Motor

MX

PWC

RV

Scooter

Snowmobile

Trailer

Misc

Are you interested in Consigning units with our Auctions?

Yes

No

Which location?

San Diego

Dallas

Cincinnati

Atlanta

Communication Preference

(Check all that apply)

E-Mail

Fax

Phone

Other (Please Specify)

By checking the above I hereby grant on behalf of the dealership its permission and consent to receive advertising offers and information from National Powersport Auctions, including any advertisements or offers that National Powersport Auctions sends on behalf of sellers, consignors, or other third parties.

Owner/Representative Printed Name: _____

Signature: _____ **Date:** _____

Authorized Representative:

(other than owner listed on page 3)

The dealership referenced below wishes to authorize and register the following person as an authorized representative at all of national powersport auctions locations as of the date listed below.

Name of Dealership: _____

Printed Name of Representative: _____

Signature: _____

Social Security #: _____

Drivers License#: _____

Date of Birth: _____

Cell Phone #: _____

Email Address: _____

The representative is authorized to buy and sell vehicles on behalf of the dealership and, in connection therewith, to execute company checks and any other necessary instruments or documents on behalf of said dealership where dealership currently does or may do business. The representative will be authorized until the dealership provides written notice of termination of authorization, via a representative removal or termination letter executed by owner of dealership. The dealership further guarantees performance of all obligations and transactions of such authorized representative on its behalf and agrees to indemnify and hold harmless National Powersport Auctions, including their agents and affiliates from all loss and/or expense caused by said dealership's authorized representative's actions. This guaranty consists of but is not limited to dishonored or lost checks, defective titles, and inaccurate or false odometer mileage statements as well as any expense incurred in attempting to collect such losses, including attorney fees.

Printed Name of Owner: _____

Signature: _____

Date: _____

Online Access



Harley-Davidson Financial Services

(National Powersport Auctions & Harley Davidson Dealer Exchange)

(Both username and passwords may be the same)

info@npauctions.com

Please provide the following information:

Dealership Name:

Contact Name:
(First and Last)

Email Address:

Preferred National Powersport Auction User Name:

Preferred Password:

Preferred Harley-Davidson Dealer Exchange User Name:

Preferred Password:

Personal Guarantee

The undersigned, whether one or more, personally guarantee(s) Dealer's payment and performance of the Auction Terms and Conditions and all transactions by Dealer taken pursuant thereto.

The undersigned acknowledge(s) that Cycle Express LLC dba National Powersport Auctions shall have the right to refuse to transact business with Dealer, to modify or release any and all collateral security, to extend or change time of payment and to settle or compromise with Dealer without notice to the undersigned and without discharging or affecting the liability of the undersigned hereunder. This personal guarantee is to be a continuing guarantee and the undersigned hereby waive(s) notice of acceptance of this guarantee and presentment, demand, protest and any notice of non-payment or dishonor. The undersigned shall be liable as principal debtor(s) and not merely as surety (or sureties), and the bankruptcy or any assignment in favor of creditors of Dealer shall not affect the enforceability of this personal guarantee.

This personal guarantee shall bind the respective heirs, executors, administrators, and assigns of the undersigned, and shall inure to the benefit of Cycle Express LLC dba National Powersport Auctions, its successors, assigns and subrogees.

Where there is more than one signatory of this personal guarantee, each signatory shall be jointly and severally liable under this personal guarantee.

IN WITNESS WHEREOF, the undersigned has (have) executed this personal guarantee this _____ day of _____, 20 _____.

(Printed name of First Owner)

(Witness Printed Name)

(Signature of First Owner)

(Witness Signature)

(Printed name of Second Owner)

(Witness Printed Name)

(Signature of Second Owner)

(Witness Signature)

(Printed name of Third First Owner)

(Witness Printed Name)

(Signature of Third Owner)

(Witness Signautre)

National Powersport Auction Rules & Policies

This dealer registration agreement dated as of _____ (Today's date).

Is made and entered into by and between Dealer _____ (Dealerships name), hereafter known as "Buyer", and National Powersport Auctions hereafter known as "Auction" in consideration of the following recitals, representations, guarantees, covenants, and agreements contained herein.

Buyer and Auction agree to the following: GENERAL RULES AND POLICIES

This is a dealer only auction. Buyers must be approved and registered by Auction before buying vehicles. Buyers are considered professionals, and are responsible for knowing the auction rules & policies. Auction reserves the right to refuse service to anyone.

Buyer represents that it is a licensed vehicle dealer engaged in the business of buying and selling vehicles. Buyer has provided to Auction a complete dealer information sheet required by Auction, and Buyer represents that all of the information provided to them is true and correct.

Buyer recognizes and acknowledges that Auction is not to be deemed seller of any vehicle, the transferor is required to give the Federal Odometer Mileage Statement in connection with any sale from this auction within the contemplation of the Motor Vehicle Information and Cost Saving Act of 1972 (pub.192-513) as amended or similar laws. The seller named on the Bill of Sale is the transferor within the contemplation of such laws.

All sales at the auction are conducted under Auction Rules/Policies. Buyer acknowledges receipt of a copy of the Auction Rules/ Policies and Buyer agrees to be bound by such Rules/Policies as amended from time to time.

Inspect vehicles closely for year, make, and condition before bidding. The Auction does not guarantee vehicle delivered to it for sale; rather the buyer is responsible to verify condition & mileage. Years posted are not guaranteed.

Auction considers a vehicle sold when auctioneer says sold and recognizes bidder number on the auction floor. At this time, winning bidder is responsible to complete purchase transaction with Auction on auction day, including payment of vehicle.

Announcements made on sale day will take precedence over any items listed in the auction catalog. Condition information and NADA Book values are not guaranteed by Auction for accuracy. Auction has not verified, and makes no representation or warranties as to the description, equipment, and odometer readings on any vehicle. Auction does not guarantee that the vehicles are in safe condition, or suitable for use on public roads or waterways. Buyer assumes the responsibility to verify all such representations and descriptions of catalog in relation to each lot number up for bid.

Buyer will examine and accept the vehicle in its present condition.

All sales are final on an "AS-IS, WHERE-IS" basis, without warrantee or guarantee of any kind.

All checks may be made payable to National Powersport Auctions. No bank drafts will be accepted. Buyer will pay Auction the purchase price of the vehicle(s) plus applicable fees, by cash or check (AS APPROVED) immediately upon checkout on auction day. Upon failure to so pay, Auction may without

notice to Buyer, dispose of purchased vehicle(s) through a subsequent auction sale, and Buyer will be liable to Auction for all costs of collection, loss of the resale of the vehicle, and any other damages Auction may sustain, including reasonable attorney's fees incurred in collecting payments due and interest.

Buyers are required to pay for purchased auction vehicles on auction day. A late payment of \$25.00 per day may be applied to each vehicle not paid in full on auction day.

Buyer's method of payment must be approved by Auction before auction bidding. All company checks must be pre-approved.

All accounts must be current before vehicles or titles will be released.

Buyer represents that they will pay Auction full bid price together with posted fees upon the day of the sale by cash, company check, or cashiers check. In some pre-approved cases, wire transfers will be accepted as payment. Buyer also represents that upon delivery to the auction of a check, that sufficient funds are available and will remain on deposit at Buyer's bank to fund the check. Until full payment has been made to auction for vehicles purchased, title to all vehicles, and all rights to enter said vehicle(s) into the stream of commerce will remain in Auctions control.

THERE IS NO SMOKING PERMITTED IN THE OFFICES OR WAREHOUSE AT ANY TIME

Dirt bike stands and watercraft carts are not a part of the sale and will remain the property of Auction.

Vehicles may be started before the auction begins. Do not rev or gun engines while examining vehicles. **AT NO TIME MAY VEHICLES BE DRIVEN!**

During the auction no vehicle may be started or removed from the premises without consent of Auction.

Removal or switching of any parts or items from one auction vehicle to another is strictly prohibited.

No mechanical work unless performed by NPA with a work order is allowed on Auction property.

Buyers are responsible for understanding the price and conditions the auctioneer is saying.

Auction reserves the right to interpret its policies at its discretion. Auction's decision is final.

California Law requires 7500 miles on any vehicle from out of state with out California emissions to be registered in California. Please be aware of these vehicles.

Auction assumes no responsibility for collision, fire, theft, or any other damage to any vehicle, before, during, or after the sale. Vehicles and property left on the premises are left at the dealer's own risk.

Vehicles pulled on "No Sales" and not removed or vehicles left over 14 days will be charged a storage fee at the rate of \$5.00 per day.

Buyer agrees to hold Auction harmless for any damages from result of loading vehicles for shipping. Shipping is the buyer's responsibility; any trucking firm suggested by Auction is only a recommendation.

Buyer agrees to honor payment of check immediately when presented to Buyer's bank for payment. Buyer will not under any circumstances, stop payment on a check.

All returned checks will be subject to a minimum \$100.00 return fee and must be paid immediately by cash or cashiers check in order do avoid any further collection expenses.

Buyer's fee schedule

(Per unit)

\$0 - 999.00	\$75	\$12,000.00 - 13,999.00	\$200
\$1,000.00 - 1,999.00	\$95	\$14,000.00 - 15,999.00	\$225
\$2,000.00 - 2,999.00	\$110	\$16,000.00 - 17,999.00	\$255
\$3,000.00 - 3,999.00	\$120	\$18,000.00 - 19,999.00	\$285
\$4,000.00 - 5,999.00	\$130	\$20,000.00 - 21,999.00	\$315
\$6,000.00 - 7,999.00	\$145	\$22,000.00 - 23,999.00	\$345
\$8,000.00 - 9,999.00	\$160	\$24,000.00 - 49,999.00	\$380
\$10,000.00 - 11,999.00	\$180		

Buyer is responsible for any and all back taxes, liens, or applicable back fees due from the Department of Motor Vehicles or any government agency.

WIRE TRANSFERS MUST BE FUNDED BY TUESDAY FOLLOWING THE AUCTION

Please report any unsafe vehicles or conditions to Auction personnel immediately.

Children under the age of 16 are not permitted on Auction premises.

I have read this agreement and understand the terms and conditions.

Name: _____ Signature: _____

Company Name: _____ Title: _____

Date: _____

CERTIFICATE OF RESALE

I HEREBY CERTIFY: That I hold valid seller's permit No. _____ issued pursuant to the Sales and Use law: that I am engaged in the business of selling _____ that the tangible personal property described herein which I shall purchase from National Powersport Auctions will be resold by me in the form of tangible personal property; provided however, that in the event of any such property is used for any such purpose other than retention, demonstration, or display while holding it for sale in the regular course of business, it is understood that I am required by the Sales and Use Tax Law to report and pay tax, measured by the purchase price of such property or other authorized amount.

Description of property to be purchased _____

Date: _____ 20____

Signature of Purchaser or Authorized Agent:

Title:

Accepted payment types:

Cash

Cashiers check

Wire transfer

(See page 11 for wire transfer instructions)

Business check

(With up to date bank letter of guarantee, see below for example)

Floor plan

(Call for accepted flooring companies)

This is only an EXAMPLE:

The bank letter is only if you are paying with a business check.

Sample Bank Letter of Guarantee

Note: This is a sample. The completed form must be on **Bank Letterhead**, and must be dated, must be signed by bank official (original signature, not stamp), and must include business and after hours phone numbers.

Date: xx/xx/xxxx

NATIONAL POWERSPORT AUCTIONS

12400 Stowe Dr.

Poway CA 92064:

Dear Sirs:

This letter will serve as your notification that _____ (**bank name**) will honor and guarantee irrevocably payment of any check(s) written by _____ (**customer/bidder name**) up to the amount of _____ (**amount guaranteed**) and drawn on account number _____ (**customer's account number**). This irrevocable letter of guarantee is for the purpose of our customer's purchasing vehicles or other property in connection with the auction to be held by National Powersport Auctions. This irrevocable letter of guarantee is good until _____ (**date**). If further information is required, please feel free to contact me at _____ (**phone # or verifier during business hours**) _____.

Sincerely,

(Bank Officer's Signature and Title)

(Bank Officer's Home Phone #, if available)

(Customer's Signature)

Wire Transfer Instructions

Please add the \$30 wire fee to your invoice total.

Check with your bank regarding intermediary fees. If applicable please include all associated fees in the grand total of the wire.

Bank Information:

BANK OF AMERICA
450 B Street #1500
San Diego, CA. 92101

Account Information:

Account Name: Cycle Express LLC
Account Number: 1459433970
ABA Number: 026009593
Phone Number: 1-800-325-4296

Important Wire Information:

Please add \$30.00 for a wire fee to the total amount.

Make wire payable to Cycle Express LLC.

Note your business name on the wire.

Include the NPA invoice number on the wire paperwork.

Please include all the below information in your wire to ensure speedy and accurate delivery

WIRE TYPE:

DATE:

TIME:

TRN:

REF:

SERVICE REF:

RELATED REF:

ORIG: - Dealer name / Main contact

ID:

ORG BK:

INS BK:

SND BK:

BNF: National Powersport Auctions 12400 Stowe Dr., Poway CA 92064 ID: 1459433970

BNF BK: Bank of America 450 B Street #1500, San Diego CA. 92101

Payment Details: NPA invoice number and Dealership name associated with invoice.