



INTRODUCTION LETTER

Dear Prospective Client,

Thank you for the opportunity and privilege to introduce the services offered by Wilson Auction & Realty Co., Ltd.

Wilson Auction & Realty Co., Ltd. prides itself as one of the leaders in the acquisition and liquidation Industry. We provide the latest technology and equipment allowing us to give our customers the best service possible on-site and through other media.

Today's economic trends have changed forcing many companies and individuals to downsize or reorganize their assets in order to meet their bottom line goals. We provide flexible end-to-end solutions that assist companies and individuals to meet their objectives by giving the best possible service at an affordable fee to realize the highest net dollar from their assets.

The auction method of marketing is our expertise, and we emphasize this method for most liquidations. However, other methods of marketing may be used or recommended.

If you, or your company, have been thinking of liquidating or downsizing we would like to meet with you to discuss your future objectives and how our services may be of help in obtaining your over all goals.

Thank you,

Wilson Auction & Realty Co., Ltd.

Wayne M. Wilson, CAI

Brent J. Wilson, CAI

Phone: 419-636-5500

825 N. Main St., Bryan, Ohio 43506

Toll Free: 866-870-5500

Fax: 419-636-5900

www.WilsonAuctionLtd.com



LETTER OF HISTORY

Wilson Auction & Realty Co. Ltd., was formed in 2001, by 31 year Mohre-Wilson Auction & Realty Co. associate and partner, Wayne M. Wilson.

The new company was created to better serve the Ohio, Indiana, and Michigan tri-state area in the Residential, Agricultural, Commercial, and Industrial Auction arena using the latest technology and services to generate the highest dollar returns for our clients' assets.

A staff of two brokers and five auctioneers, along with many sales associates provide the office with complete auction and brokerage services.

Wayne M. Wilson is a Licensed, Certified Auctioneer in Ohio and Indiana (none required in Michigan), and a Licensed Real Estate Broker in Ohio, Indiana, and Michigan. He brings more than 30 years of experience in Auctions and Real Estate to the new company of Wilson Auction & Realty Co. Ltd., with experience in liquidations of all types of real estate and assets at public auction.

Brent J. Wilson is a Licensed, Certified Auctioneer in Ohio and Indiana (none required in Michigan) and a Licensed Broker and Realtor in Ohio. He brings more than 20 years of experience in auction management, and over 12 years of experience in marketing management in the liquidation of commercial, industrial, heavy equipment to Wilson Auction & Realty Co., Ltd.

Mission Statement: Our Goal is to give the best possible service, at an affordable price, to produce the highest net dollar possible for your assets.

New Technologies Include:

- Fully Networked and Automated Offices
- Fully Computerized Auction Registration & Checkout
- Up to Date Auction Calendar on our Website at: <http://www.WilsonAuctionltd.com>
- On-line Auction Bidder Registration at: <http://www.WilsonAuctionltd.com>
- Internet Marketing Service - reaching National & International Buyers
- On-line Streaming Media Audio & Visual Asset Presentations at: <http://www.WilsonAuctionltd.com>
- Complete and fast E-Mail communication availability at: auctions@WilsonAuctionltd.com & realestate@WilsonAuctionltd.com
- Real Estate Streaming Media Walk-Throughs on-line at: <http://www.WilsonAuctionltd.com>
- In-house MLS on-line connectivity



REFERENCES

BANKS

NATIONAL CITY BANK

Rolland Abel
405 Madison Avenue
Toledo, Ohio 43603
419-259-7083

SKY BANK

Felix Melchor
519 Madison Avenue
Toledo, Ohio 43603
419-249-4931

COMMUNITY FIRST BANK & TRUST

Dan Clark
327 S. Main Street
Bryan, Ohio 43506
419-636-6917

MONROE BANK & TRUST

Rick E. Kinsey
102 E. Front Street
Monroe, Michigan 48161
734-242-3637

ATTORNEYS

SHUMAKER, LOOP, & KENDRICK

H. Buswell Roberts, Jr.
Atty. At Law
100 Jackson St.
Toledo, Ohio 43624
419-241-9000

BARRY SAVAGE

Atty. At Law
Gardner Building
500 Madison Avenue
Toledo, Ohio 43604
419-255-3557

McHUGH, DENUNE, & McCARTHY

Ralph DeNune III, Atty. At Law
5580 Monroe Street
Sylvania, Ohio 43560
419-882-4707

GALLAGHER STELZER & YOSICK

Ralph Gallagher, Atty. At Law
216 S. Lynn Street
Bryan, Ohio 43506
419-636-3166

GOVERNMENT AGENCIES

SMALL BUSINESS ADMINISTRATION

111 Superior Ave, STE 630
Cleveland, Ohio 44114-2507
216-522-4167

OFFICE OF U.S. TRUSTEES

113 St. Clair Ave. N.E., STE 200
Cleveland, Ohio 44144
216-522-7800

U.S. BANKRUPTCY TRUSTEES

LOUIS J. YOPPOLO

1200 Edison Plaza
300 Madison Avenue
Toledo, Ohio 43604
419-243-6281

JOHN GRAHAM

4853 Monroe Street
Suite 260
Toledo, Ohio 43623
419-479-3969

PATRICIA A. KOVACS

608 Madison Ave.
Suite 1320
Toledo, Ohio 43604
419-241-8725



RESUME OF KEY PERSONNEL

WAYNE M. WILSON

CAI Auctioneer - Real Estate Broker - Owner

Secretary-Treasurer Mohre-Wilson & Co - 1990
Co-Owner Mohre-Wilson & Co. - 1978
Associate Of Mohre-Wilson & Co. - 1970
Licensed Auctioneer - 1966
Licensed Auctioneer - Ohio, Indiana, Michigan
Licensed Real Estate Broker - Ohio, Indiana, Michigan
Member of:

Auction Marketing Institute
National Auctioneer's Association
Ohio Auctioneer's Association
Northwestern Ohio Board of Realtors
National Association of Realtors
Ohio Association of Realtors

Responsibilities:

Booking Auctions
List Real Estate
Management of General Operations
Supervision of Auction
Marketing and Management

BRENT J. WILSON

CAI Auctioneer - Real Estate Associate

Sales Manager - Wilson Auction & Realty Co. Ltd.
Licensed Realtor - Mohre-Wilson & Co. - 1991
Licensed Realtor - 1991
Auctioneer - Mohre-Wilson & Co - 1986
Licensed Auctioneer - 1986
Bachelors Degree - Marketing Management;
University of Toledo - 1993
Licensed Auctioneer - Ohio, Indiana, Michigan

Licensed Realtor - Ohio

Member of:

National Auctioneer's Association
Ohio Auctioneer's Association
Northwestern Ohio Board of Realtors
National Association of Realtors
Ohio Association of Realtors

Responsibilities:

Booking Auctions
List Real Estate
General Management & Marketing
Auction Supervision & Coordination
Information Systems Manager
Major Account Services
Liquidation Consulting Manager

FREDERIC E. NOTT

Auctioneer
Licensed Auctioneer - 1996
Bachelor Science Engineering - University of Michigan
Master Business Administration - University of Michigan

Member of:

National Auctioneer's Association
Turn Around Management Association
Michigan Auctioneer's Association

- * Thirty plus years in manufacturing industries.
- * Specialist in turning around distressed assets in early and late decline.
- * Turnaround Specialist/Consultant

Responsibilities:

Booking & Promoting Auctions
Set up and Pre-Sale Preparation
Auction Marketing & Management
Set up and Direct Special Services

DENVER N.GEITGEY

CAI Auctioneer - Real Estate Associate
Licensed Auctioneer - 1997 - Ohio, Indiana
Real Estate Associate - 1998
Licensed Realtor - Ohio

Member of:

National Auctioneer's Association
Ohio Auctioneer's Association
Northwestern Ohio Board of Realtors
National Association of Realtors
Ohio Association of Realtors

Responsibilities:

Booking & Promoting Auctions
Auction Marketing & Management
List Real Estate
Direct Special Services
Audio Equipment Specialist

KEITH H. WHITMAN

Auctioneer - Real Estate Associate
Licensed Auctioneer - 1975
Licensed Auctioneer - Ohio, Indiana, Michigan
Licensed Realtor - 1972
Licensed Realtor - Ohio

Member of:

National Auctioneer's Association
Ohio Auctioneer's Association
Indiana Auctioneer's Institute
Northwestern Ohio Board of Realtors
National Association of Realtors
Ohio Association of Realtors

- * Agricultural Equipment Specialist
John Deere University

Responsibilities:

Booking & Promoting Auctions
Auction Marketing & Management
Manage Auction Presale Preparation
List & Sell Real Estate
Coordinate Special Services
Transportation - CDL

WILLIAM H. (Bill) RETCHER

Auctioneer

Licensed Auctioneer - 1980

Licensed Auctioneer - Ohio, Indiana, Michigan

Member of:

Life Time Member of:

National Auctioneers Association

Ohio Auctioneers Association

Responsibilities:

Booking & Promoting Auctions

Auction Marketing & Management

Set-Up & Pre-Sale Preparation

Coordinate Special Services

Transportation - CDL

SHAD RIDENOUR

CAI Auctioneer - Real Estate Associate

Licensed Auctioneer - 1997

Licensed Auctioneer - Ohio

Real Estate Associate - 1995

Licensed Realtor -Ohio

Member of

National Auctioneers Association

Ohio Auctioneers Association

Auction Marketing Institute

Northwest Board of Realtors

National Realtors Association

Responsibilities:

Booking & Promoting Auctions

Auction Marketing & Management

List Real Estate

Estate Specialist

Probate Appraisals

CDL License

RICHARD REED

Apprentice Auctioneer

Licensed Auctioneer - 2004 - Indiana

Licensed Apprentice Auctioneer - 2004 - Ohio

Member of

Bryan City Council

Bryan Area Foundation

Bryan Civil Service Commission

Bryan Rotary Club

Counselor, Service Core of Retired Executives

Responsibilities:

Booking & Promoting Auctions

Auction Marketing & Management

Set Up & Pre-Sale Preparation

Coordinate Special Services

Develop & Maintain Financial Institution Relations



SERVICES OFFERED

COMPLETE AUCTION SERVICE OF;

REAL ESTATE - Unique Multi-Parcel Marketing System

Residential
Agricultural
Commercial
Industrial
Manufacturing

CHATELS:

Antiques
Household Items
Collectibles, Etc.

EQUIPMENT - All Types

Heavy Machinery
Industrial
Agricultural
Commercial
Vehicles

INVENTORY - Complete Close-outs or Reductions of Any Type

REAL ESTATE BROKERAGE SERVICE

Residential
Agricultural
Commercial
Industrial

INTELLECTUAL ASSETS

Patents & Trade Marks
Product Lines

LIQUIDATIONS

All types of assets through accelerated close-out or going out of business sales.

ADDITIONAL SERVICES

Complete Auction set up and organization.

Repossessing assets, moving and securing.

Refurbishing of assets to produce higher sale dollar and better market acceptance;

Minor Repairs
Improvement of Equipment
Improvement of Real Estate

Property management and supervision prior to and through liquidation.

Appraisal service for liquidation values.

Marketing Consultation Services.

Interim and Crisis Management situations.

BENEFITS

Over 65 Years of Professional Auction Experience
Instant Auction Results During and After the Sale
Over 35 Thousand Name Database of Attendees
The Latest in Technology and Computerization
The Latest in Auction Equipment
Unique Multi-Parcel Marketing System
Marketing Consulting Services
Property Management Services Through Liquidation
Complete Setup Services
Refurbishing Services
Transportation and Storage Services
Full Internet Marketing Availability