



ASSET RELIANCE
INTERNATIONAL, LLC

Appraisals, Auctions, and Brokerage

Asset Reliance International, LLC provides equipment and inventory appraisal and remarketing services for clients around the globe. For over 13 years we have built a solid reputation for providing fast, accurate and dependable appraisal and remarketing services. Our expertise combines real world, hands-on experience complemented by a full network of market and industry resources that we have developed. Whether conducting an appraisal, brokerage or auction sale, our goal is to provide superior service and attention to detail that will ensure our clients' complete satisfaction.

Finance issues

Asset-based lending, asset recovery, residual analysis, liquidation appraisals, equipment inspection/ tagging, industry studies

Corporate issues

Mergers, acquisitions, excess asset liquidations, impaired asset write-downs, purchase price allocation

Insurance issues

Fair market value, replacement value, claim validation

Legal issues

Expert witness testimony, bankruptcy issues

Tax issues

Ad Valorem tax disputes, fair market valuations

▶▶ Appraisal Services

Markets, industries and technologies are constantly changing.

In order to stay current, we regularly survey manufacturers, distributors, industry consultants, brokers and dealers.

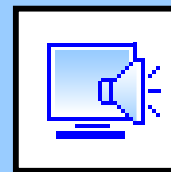
We also review trade publications, auction guides, the Internet and Blue Books, as well as monitor actual auction sales to gather relevant secondary market information. Providing timely, well researched and reliable reports is what our clients have come to expect from us.

Our President, Alex Steele, ASA, holds the designation of Accredited Senior Appraiser in Machinery and Technical Specialties from the American Society of Appraisers, the most respected professional association in the industry.

▶▶ Auction Services

Auctions can be very effective remarketing tools when used properly. By their nature, auctions create a sense of urgency and set a finite date of action. This can be very motivating to buyers, especially in an active market. Issues such as timing, location, industry conditions and quality and quantity of items to be sold are key factors to consider. We address each of these factors when planning an auction.

In order to expose the auction sale to the greatest number of qualified buyers a combination of resources is utilized. We strategically combine trade publication advertising, local, national and international newspapers, website advertising, broadcast fax and e-mail, telemarketing and direct mail brochures to reach potential buyers. *continued on back...*



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▶▶ Brokerage Services

Additionally, we utilize the latest in simultaneous webcast bidding technology in order to attract bidders on a global basis. Our webcast auction services are facilitated by our strategic alliance partner Cowan Alexander, LLC. The service we provide is completely turn-key. Our experienced staff manages the auction setup; including merchandising, cataloging, funds collection, computerized accounting and supervision of the removal of all items sold at the auction. Most auctions can be completed within a 25 to 40 day time period. Within 20 days after the sale, clients receive a complete detailed settlement package along with their proceeds.

If you believe an auction sale is the best way to sell your equipment but don't have enough of it for a sale of this nature, ask our staff about the feasibility of consigning your equipment to an upcoming auction. Consignments can be a very cost effective way to remarket your surplus assets.

When providing brokerage services our objective is to generate the highest possible dollar return within a specified period of time, generally from 3 to 12 months. Our marketing strategy includes print media publications, direct mass mailings, fax broadcasts, e-mail, web site advertising and telemarketing. Potential buyers are identified and contacted by our professional remarketing agents to solicit their interest and present the subject equipment in a favorable manner.

Our brokerage service is designed to market your high dollar or technically advanced assets to a more focused or limited market. This type of equipment typically requires a longer lead time to sell. Our clients will sometimes enlist our brokerage service to enhance their own remarketing efforts. We make every effort to identify potential buyers, solicit their interest and facilitate a sale.

It is important to consider the timing and current industry conditions before decid-

ing upon a remarketing strategy. There are times when selling equipment at auction will generate a greater return than a brokerage sale. For example, in an expanding industry the combined dynamics of a sense of urgency, limited equipment availability and the competitive bidding atmosphere of an auction may generate bids higher than might be achieved in an orderly sale scenario.

Our extensive secondary market knowledge and network of contacts, allow us to locate both retail and wholesale buyers in many industries. We can also identify sources for refurbishing and third party service providers. Negotiations with interested parties are handled professionally, and as expediently as possible. All offers are presented to our clients for their review and counter. Allow us to show you why so many of our clients have continued to trust us to remarket their high dollar assets. Please contact us for a confidential inquiry.

▶▶ Representative Clients

CORPORATE

Mitsubishi Silicon
WJ Communications
Hewlett Packard
Orbit Semiconductor
Golfand Amusement Centers
Agasis Corp.
Unisil Corporation
IPAC
Quinton Instrument Company
Advanced Polymer Systems
Sonoma Creek Winery
CFM Technologies
Harris Specialty Chemicals
Hot & Cool Holdings
Associated Feed and Supply
Digilens
SciQuest
Silicon Valley Group
Bell Microproducts
Telecom Semiconductor
Kanematsu
IC Works
Bay Swiss Mfg.
Tower Aviation
Elantec Semiconductor
Micromodule Systems
Sechrist Industries
Matrix International Systems
Xicor
Stag's Leap Winery
Standard Mems
Agere Systems
Applied Precision

Kulicke & Soffa Industries
Adflex Solutions
Cytokine Networks
Hitachi Global Storage
Technology
Liberty Press
Twin Glass, Inc.
Sumco USA
Read Rite
Lantis Corp.

Supertex, Inc.
Colorado Golf & Turf
CNet
California Micro Devices
Mage Power Semiconductor
Applied Surface Technology
Bridgepoint Technology
Onix Microsystems
IBM Micro Electronics

FINANCIAL

National City Leasing
The CIT Group
Wells Fargo Equip. Finance.
Union Bank
Transamerica Finance
Bank of the West
Comerica Bank
Phoenix Leasing, Inc.
LaSalle National Leasing
SBC Financial
Orix USA Corp.
Orix Japan
DeLage Landen
Verizon Credit

US Bancorp Leasing
Pitney Bowes Credit
Bank of America Leasing
GE Capital Corp
Wells Fargo Bank
Menlo Capital
San Jose National Bank
US Bank
CitiCapital
Mitsui Leasing
Finova Capital Corp
Coast Business Credit
Silicon Valley Bank
Auburn National Bank
Wachovia Securities
Dresdner Kleinwort Wasserstein
Citizens Leasing
Pentech Financial
Dresdner Bank
GATX Capital
City National Bank
Fleet Capital Leasing
First National Bank
BNY Capital
Connell Finance
Sumisho Lease Co.
Greater Bay Bancorp
Financial Pacific Leasing
Fifth Third Leasing
Cherry Creek Capital
Siemens Credit Corp.
IBM Credit
Merrill Lynch Capital
Comdisco Ventures, Inc.

LEGAL & PROFESSIONAL

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Buchalter, Nemer, Fields & Younger
Trial & Technology Law Group
KPMG
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Murphy Shenemen Julian & Rogers
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Deloitte & Touche
Gray, Cary Ware & Freidrich, LLP
Jeffer, Mangles, Butler & Marmado
Perisho, Tombor, Loomis & Ramirez
Terra Law LLP
Sheppard, Mullin, Richter and Hampton
Cooley Godward LLP
Bingham McCutchen LLP
Wendel Rosen Black & Dean

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