VESSEL SALES & GLOBAL MARKETING

For collateral that will be auctioned at a courtordered sale, or sold through other means, the ultimate goal is to maximize the number of parties actively interested in purchasing the vessel. In order to accomplish this, the company successfully utilizes a number of marketing techniques:

- Frequent correspondence to comprehensive list of 25,000 shipping industry participants
- Licensed brokerage team
- Collateral-specific websites which generate over 2 million monthly visitors
- Multifaceted trade advertising programs
- Professional representation with buyers and sellers

INDUSTRY COMMITMENT

National Maritime Services' executive management team is actively involved in the ship banking sector and maritime law community. We serve as participants, advisors and frequent presenters to various trade organizations including the Maritime Law Association of the United States, Lloyd's Maritime Academy, and Marine Money International.

STAFF TRAINING & CERTIFICATION

All National personnel are licensed in accordance with local requirements and participate in a rigorous ongoing training program which requires:

- Employment screening and background checks
- State certification
- One-year internship
- Internal mentoring
- Safety and operation qualifications training
- Periodic drug testing
- Legal training





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VESSEL ARREST **EXPERIENCE & EXPERTISE**

National Maritime Services offers unparalleled experience managing seizure, recovery, arrest, attachment and custody assignments of maritime assets for referring bankers, attorneys, government agencies and other claimants worldwide. With an unmatched understanding of the intricacies of arrest and custody services in domestic and international jurisdictions, you can count on us to oversee the most complex maritime custody cases.

We have successfully administered hundreds of commercial cases, and our affiliate, National Liquidators, has handled thousands of pleasure vessel recoveries. We understand the financial considerations and admiralty requirements relating to ship arrest and custody. Our attention to detail and ability to rapidly respond to each case has helped establish us as the industry leader.

COMPREHENSIVE SERVICES & BEST PRACTICES

Only National has developed best practices for the industry by providing clients with a variety of services, including:

- logistics advice
- discreet confirmation of collateral location/vessel tracking
- familiarity with court documents
- simultaneous arrest or attachment in multiple locations
- trained maritime watchmen
- liability and hull port risk coverages
- on board & shore side operations
- crew management, replacement & repatriation
- ship supplies, provisions, maintenance & bunkering
- discharge & storage of cargo
- passenger transfer and relocation
- vessel shift as cost savings strategy
- communication with oversight agencies
- heavy weather & other contingency plans
- cost containment, budgeting & reporting
- expert witness testimony
- successful vessel sales
- post-sale ship management

These services are available for all types of vessels, including cargo ships, tankers, cruise ships and pleasure yachts.

TRUSTED RELATIONSHIPS WITH LAW ENFORCEMENT & **GOVERNMENTAL AGENCIES**



We provide services for various governmental agencies including the US Marshals Service, US Departments of Justice, Treasury, Customs & Border Patrol and Homeland Security, Admiralty Marshals of the Commonwealth of The Bahamas, and Broward County (FL) Sheriff's Office. We are also on the US General Services Administration's schedule of service providers and have managed assignments in most United States federal districts and in other jurisdictions around the world.



M/T FASE ARREST

- 453' Chemical tanker, built 2004, Liberian flag
- Ship mortgage foreclosure
- Bio-diesel cargo required specialized
- Completed various certifications while under arrest
- Sold \$26+ million lender credit bid



- crew for offload



The assignments below illustrate the range of circumstances, vessels and services that we handle

M/V YOSEMITE ARREST

- 584' Bulk carrier, built 1985, Liberian
- Ship mortgage foreclosure
 - · Canadian arrest
 - Replaced ship officers
 - Utilized crew to get vessel "sale ready"
 - Maintained Nippon Kaiji Kyokei ("NK") class certification while under arrest



S/T ANASAZI ARREST

- 680' Chemical/Oil tanker, built 1958, U.S. flag
- Bunkers claim
- Jones Act ship requiring US crew
- Created plan to reduce costs includ ing in-district relocation for layup
- Judge ordered interlocutory sale in 7 days
- Aggressive marketing produced several viable bidders



CASE EXAMPLES

IKARIA MARITIME **ATTACHMENT**

- Simultaneous bunkers attachment at 4 US ports
- Discretely determined port arrival details of each ship
- Confirmed recent bunker purchases
- Established plan to offload and store bunkers

