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## USA - Kaulkin Ginsberg Facilitates Sale of \$45.9 Million Auto Loan Portfolio

Jun 11 2007

June 11, 2007: Bethesda, MD – Kaulkin Ginsberg Company announced today that it has facilitated the sale of a debt portfolio of performing auto loans with a face value of \$45.9 million to New Orleans-based Crescent Bank & Trust, an FDIC-insured bank specializing in the origination, purchase, and collection of sub-prime auto loans. The portfolio was managed by a private capital management firm based in Denver, and terms of the transaction were not disclosed. Kaulkin Ginsberg initiated this transaction and served as strategic advisor to the seller.

This portfolio of performing auto loans, defined as loans 30 days or less past due, was sold through a confidential two-tier bidding process. "Due to the inherent value, this portfolio generated a lot of interest in the marketplace," noted Jamie Welsh, Director at Kaulkin Ginsberg and lead advisor on the transaction. "With our experience in these types of transactions, we were able to keep all interested parties engaged throughout the process, producing the ideal buyer in two months."

Across all industries, Kaulkin Ginsberg has assisted clients in the sale of nearly \$7 billion in face value of sub-performing and non-performing debt

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portfolios this year alone. For more information, please contact Jamie Welsh at (732) 530-0533.

About Kaulkin Ginsberg  
Kaulkin Ginsberg is the leading strategic advisor for accounts receivable management (ARM). For ARM service providers, our value-add services focus on analysis, growth, and exit strategies. For credit grantors, our focus is on optimizing receivables management strategies. Kaulkin Ginsberg's media division publishes the most popular sources of timely industry news and information such as insideARM.com (TM) and The ARM Insider(TM). Kaulkin Information Systems creates secure and affordable workflow, document, and business process management technologies Read more about Kaulkin Ginsberg at [www.kaulkin.com](http://www.kaulkin.com)

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