

# MEET A MEMBER: Nassau Asset Management

*Nassau Asset Management, of Westbury, NY, has been providing full-service asset management, including asset recovery, collections, remarketing, plant liquidations, and appraisals for more than 25 years.*

Nassau prides itself on offering a full range of services exclusively for financial and banking firms. Contractors and equipment purchasing agents also benefit from Nassau's orderly liquidation of formerly leased assets. Nassau's services include equipment remarketing via liquidations and auctions, collections, portfolio management, skip tracing, equipment appraisals and repossessions.

As a one-stop solution, Nassau provides faster results, higher returns, and reduced workloads for its clients. By enabling Nassau to handle any or all of their asset management functions, clients save time and money. Nassau's professionals handle collections prior to charge-off, appraisal of assets before or after charge-off, voluntary or involuntary asset repossessions (including replevins), asset location and skip tracing, deficiency collections, and legal services via Nassau's nationwide attorney network.

For equipment buyers and other contractors, Nassau's remarketing efforts, utilizing its Web site (<http://www.nasset.com>), provide a detailed list of equipment available through auctions and/or liquidation services. The Web-based equipment listings include asset information, photos and condition reports, as well as search tools and other streamlined reporting mechanisms. The listings result in robust online bidding, which Nassau and its clients can track in real time.

This commitment to asset management is actually a family tradition and goes back to the mid-1970's. In 1974 Peter Castagna was an early leasing entrepreneur and pioneer who formed Hastings Capital. The main focus of the business was developing vendor relationships and financing equipment purchases for credit worthy lessees. The company went public and achieved significant growth until the rise in interest rates in late 1980 drove potential lessees away from leasing.

Peter managed his own operations, collecting delinquent accounts, coordinating repossessions, remarketing, negotiating end of term deals, and collecting deficiency balances. After his portfolio wound down, Peter turned to his peers in the banking community, calling on them to offer the same portfolio management skills and services he had developed for his own business. The resulting market demand led to the birth of Nassau Asset Management.

Under the drive of his children, Edward and Denise, and strong business guidance from the founder, Nassau continues to grow and thrive by applying 21st century technology to a proven basic formula.

One of Nassau Asset Management's most unique offerings is the NasTrac Quarterly Index (NQI), which reports on trends in repossessions of equipment types across several industry sectors.

NQI reports on Nassau's internal repossession and orderly liquidation activity in a given quarter compared to the same quarter the previous year. By viewing results over several quarters, it is possible to establish key trends regarding asset repossession activity. Finance companies and industry analysts are able to contract with Nassau to dig deeper into the numbers, determining the root causes for trends and researching specific equipment types. Companies can then use these private reports created by Nassau to help mitigate risk in portfolios and/or provide useful economic indicators to their own clients.

Since its beginnings in 1974, Nassau has become a business leader and ally to the leasing industry, an industry that will always be the core focus of Nassau's operations.

Nassau Headquarters is located just 20 miles east of New York City in Westbury, NY. The main switchboard number is 1-800-4NASSAU. The collection division is located in Wrentham, Massachusetts. Their web site address is <http://www.nasset.com>.