



**A leader  
in industrial  
liquidations  
since 1932**



Industrial Auctions • Appraisals • Liquidations • Real Estate

... Auctioneers | Appraisers | Liquidators



**QCA is a 3rd generation leader in industrial and commercial liquidations**



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Phila., PA 19134  
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[www.quakercityauction.com](http://www.quakercityauction.com)



Eric Merback, Auctioneer & Appraiser

# WELCOME TO QUAKER CITY AUCTIONEERS

**QCA** is an industrial and commercial auction company specializing in the sale of machinery and equipment, as well as real estate, now for over 80 years! ***Our asset liquidation experience includes these industries:***

- **Metalworking** - Machine & Fabrication Shops, Sheet Metal, Foundry
- **Construction** - Earth Moving, Demolition, Excavation
- **Contractors** - Mechanical, HVAC, Building
- **Building** - Window & Door Mfr., Granite Shops, Home Centers, Glass Plants
- **Woodworking** - Architectural, Furniture, Cabinet
- **Plastics** - Injection Molding, Extrusion, Thermoforming, Blowmolding
- **Printing** - Pre-Press, Presses, Finishing
- **Packaging** - Flexible, F, F & S, Wrap, Converting & more!
- **Material Handling** - Fork Lifts, Cranes, Telehandlers, Aerial Lifts
- **Process** - Pharmaceutical, Chemical, Food
- **Sewing Plants**
- **Food Equipment** - Bakeries, Restaurants, Meat Packing
- **Inventories** - Jewelry, Apparel, Piece Goods, Furs, Domestic, Electronics, Perishable Goods and more!
- **Industrial & Commercial Real Estate**

## MEET OUR PROFESSIONAL AUCTIONEERS & APPRAISERS:



**Eric Merback** – *President*

Eric is the 3rd generation auctioneer in our family-owned and operated business. He is a licensed and bonded auctioneer since 1979 and holds auctioneer licenses in multiple states. He is a Certified Equipment Appraiser (CEA) through the Association of Machinery & Equipment Appraisers (AMEA) as

well as being Uniform Standards for Professional Practice (USPAP) compliant. Eric is active in numerous industry associations, including the Industrial Auctioneers Association (IAA), the Machinery Dealers National Association (MDNA), The Association of Machinery & Equipment Appraisers AMEA, the National Auctioneers Association (NAA), National Association of Bankruptcy Trustees (NABT) and the Turnaround Management Association (TMA).

Eric's conscientious attention to detail and knowledge of asset management has established him a reputation for integrity, professional conduct and successful asset transition. His objectives for total project management and goal-oriented approach precede him into every assignment.

Contact: [eric@quakercityauction.com](mailto:eric@quakercityauction.com)



**Brandt Wolf** – *Director of Operations*

Brandt is a licensed and bonded auctioneer and a Certified Equipment Appraiser through the AMEA, also fulfilling USPAP compliance. He has bought and sold industrial and commercial machinery and equipment for over 20 years, with experience in inventory and privately negotiated liquidations, bulk and

sealed bid sales. Brandt's unique knowledge of state-of-the-art technology has provided QCA with webcast and remote auction sales capability and a progressive approach in asset recovery. Contact: [bwolf@quakercityauction.com](mailto:bwolf@quakercityauction.com)

### AUCTION OPTIONS:

**QCA** will provide immediate liquidity for your assets and will provide you with multiple auction options that will best suit your situation: **Outright Purchase of Assets, the Guarantee, and the Commission Sale (utilizing a Buyer's Premium).**

Remember the  Spectrum



# THE INDUSTRIAL LIQUIDATION EXPERTS

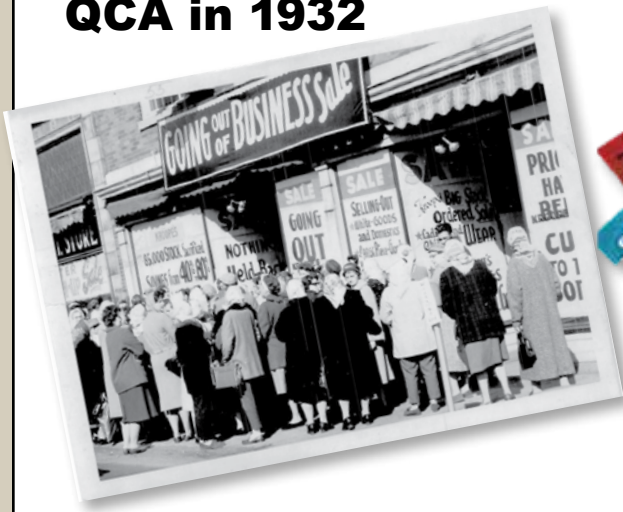
## What QCA will do for you...

Since 1932, QCA has conducted LIVE auctions with successful results. In the early days we were the foremost liquidator of retail inventories. Today, we are a diversified multi-dimensional industrial auction company specializing in Asset Liquidation, Dissolution and Valuation.

Whether we conduct LIVE, WEBCAST or ONLINE auctions, we consistently adhere to **QCA's 10-Step Auction Plan** that generates the most favorable results in a professional and efficient manner *time and again!*

## QCA Now!

## QCA in 1932



## QCA's 10-Step Auction Plan

1. The "deal" begins with a completely confidential, non-committal meeting. Here, the facts, information and expectations are discretely discussed.
2. The next step involves a strategy plan and/or proposal to initiate our involvement.
3. The signing of the contract or written confirmation will initiate the auction process.
4. Next, we secure the premises, when necessary, and plan the marketing strategy which may include any or all of the following – a direct mail brochure, newspaper and trade ads, electronic banners and blasts. Photographs, if required, are taken. Target markets are chosen. Custom in-house and industry specific mailing lists are selected.
5. The field supervisor is introduced onto the premises and the layout of the auction is discussed. On-site management, supervision and presence is maintained.
6. The machinery and equipment preparation, then sorting and lotting of the assets are carried out by our trained staff. Selective repairs, painting and maintenance are performed, if necessary, and economically feasible.
7. The premise is open for a public inspection by prospective buyers or private inspections are scheduled, prior to the sale. Asset details, including photographs, are posted on the QCA website and designated links.
8. The auction sale day requires a staff to register, monitor, secure, safeguard and oversee the smooth operation of the auction. The sale is electronically processed.
9. QCA personnel will supervise the orderly and safe removal of purchased lots. Information regarding riggers will be made available.
10. Once removal is accomplished and the premise is left in the specified condition, settlement with all receipts and accounting is expeditiously provided in accordance with our contractual agreement. This final phase precedes our Account of Sale.

# What our Clients are saying about us...

“I wanted to let you know how much I appreciate your help in auctioning my company’s equipment and materials. From the very beginning I feel you were honest in your assessment of the worth of what we had. You explained to me how you would handle everything that had to be done and spelled it out in your contract. You were reasonable about any changes that needed to be made. The auction went off on schedule and was handled from beginning to end in a professional matter. When all was said and done it was very successful. I feel you were the reason for this. I would like to thank you for all your help. I would recommend your company to anyone who is in the situation they need a company like yours.”

— **Rick Dove, Dove’s Industries, Inc.**

“Eric, I wanted to thank you and your whole crew for what you did for us recently. I called you on a Friday and told you my situation and you came up to Reading and met me on a Saturday morning. Having never been through something such as this, there were a few anxious moments but the bottom line was that we came out ahead of what I expected. You continued this performance after the auction with assisting on getting the items correctly and safely removed from the facility. I thank you from the bottom of my heart and while I hope to never need your service again, should I ever find myself in this situation again, you will be my first call.”

— **Ivan L. Jeffery, Crescent Brass Manufacturing Corp.**

“With all the remembering being done about September 11, 2001, I can’t help but think about our first auction. I had come to you with my first Trustee auction, a metal fabricator in South Jersey. It was a national-level auction, and, as luck would have it, we scheduled it for 2 weeks after September 11. By the time we all stopped reeling from the shock, you and I were faced with a discussion about what to do since there was the possibility that the “right” people may not get on a plane to attend this auction. I feel like that was the first time that we faced a tough decision together and worked through it. I trusted your instinct to go forward as planned and the auction was successful beyond our expectation. Since then I have come to consider you one of my most trusted resources in my Trustee practice. You constantly give me invaluable, reliable advice as to values, methods of liquidation and industry norms in the most esoteric of situations. I can count that you will do whatever it takes to maximize the value for me and the constituents to whom I answer.”

— **Andrea Dobin, Bankruptcy Trustee; Sterns & Weinroth, Counsellors at Law**

“Eric, I just wanted to take a minute to thank you for a fantastic job with the Casale Industries auction. I have to tell you, everything you did exceeded my expectations. Not only that, but from the first time we sat down, I was shocked at your knowledge of each and every one of my machines. I had other auction companies in here and each one was in and out of my facility within an hour, but you came in and spent nearly 6 hours out in the shop going over every detail and every piece of machinery and equipment we had out there. I also want to mention what a thorough job Bill, along with the rest of the boys, did in all the prep work leading up to the auction. You guys really know what you’re doing and I couldn’t be happier with my choice of choosing Quaker City.”

— **Kenny Casale, President; Casale Industries, Inc.**

More testimonials can be found @ [www.quakercityauction.com](http://www.quakercityauction.com)

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