

# **Windsor Group acquires Windsor Remarketing to expand suite of services**

*The independently owned third-party servicer offers skip tracing, repossession management and now remarketing management -- with more services coming soon.*

DALLAS, Texas – Jan. 25, 2010 – Windsor Group today announced its purchase of Windsor Remarketing, a Fort Worth-based remarketing management company. Their combined menu of services includes skip tracing, repossession management and remarketing management. As a result of the merger, Windsor Group will also welcome Scott France, a 25-year auto finance industry veteran, to its leadership team.

"From day one, both companies' growth plans included offering more services," says Cliff McCrary, chief executive officer and partner at Windsor Group. "By joining forces with Windsor Remarketing, we provide a seamless client experience. We skip-trace the consumer, locate the vehicle, repossess it, and -- instead of returning the collateral to the client -- now we can remarket the vehicle and send a check instead. This creates efficiency by streamlining the process for our clients, saving them time, resources and money."

Scott France, chief operating officer and partner at Windsor Group (and former president of Windsor Remarketing), says, "We're introducing a unique concept to the industry -- a company owned by its management team, whose sole focus is third-party servicing. This is our bread and butter -- our only business. And, because we don't have equity interest in repo agents or auto auctions, we're free to work with only the best. You won't find favoritism here; when it comes to our vendors, price and performance matter most."

The new Windsor Group helps auto lenders, banks, credit unions, dealer groups and investors through:

## **Skip tracing**

- Customer location
- Collateral location

## **Repossession management**

- Verification that repo agents are licensed, bonded and insured
- Recovery management
- Agent scorecards for accountability

## **Remarketing management**

- Auction communication
- Transportation of collateral
- Reconditioning and repair to boost value
- Floor pricing using the latest market research
- Live, in-person representation at auction to bring the best return on collateral
- Online sales to foster buyer interest
- Quick transfer of auction proceeds

## **Portfolio management**

- Title management
- Impound processing

Clients will minimize losses and maximize recoveries by leveraging Windsor Group's loan servicing expertise, scale, nationwide network of top-performing repo agents and auto auctions, advanced technology and software, risk management processes, and more.

"Most importantly, we know firsthand what our clients deal with each day. I've walked in their shoes for decades," says France, former portfolio management executive at Triad Financial, AmeriCredit and Omni Financial Services. "In addition to impressive results, we create the most personal, enjoyable client experience possible. You're much more than a number to us."

McCrary adds, "This expansion of services is a preview of what's to come for Windsor Group. We will continue growing our suite of products to give clients the convenience and flexibility they need from a third-party servicer."

On Feb. 9 through Feb. 11, Windsor Group representatives will attend the 13th annual DBA International Conference at the Mirage Resort & Casino in Las Vegas. For further information, visit [www.WindsorRecovery.com](http://www.WindsorRecovery.com). Or contact Bill Crawford, vice president of sales and marketing, at [Bill@WindsorRecovery.com](mailto:Bill@WindsorRecovery.com).

## **About Windsor Group**

Windsor Group is a specialized servicing company engaged in the management of delinquent accounts for many of the nation's leading credit originators, including auto finance companies, banks, credit unions and other service providers.

The company's suite of services includes repossession management, skip tracing and now remarketing management. Through the use of their proprietary technology and dynamic approach to case servicing, Windsor Group provides credit originators the ability to achieve enhanced portfolio returns.

Founded in 2003, the company has more than 100 employees and is headquartered in Dallas, Texas. For more information, visit [www.WindsorRecovery.com](http://www.WindsorRecovery.com) or call (877) 294-6376.

## **About Windsor Remarketing**

Windsor Remarketing helps auto lenders, banks, credit unions, dealer groups and investors to quickly and effectively remarket repossessed vehicles. Services include auction communication, transportation, reconditioning and repair, floor pricing, live in-person representation, online sales and transfer of auction proceeds. The company's management team has worked together for nearly a decade. They each bring more than 20 years experience in the industry.

Windsor Remarketing is a subsidiary of Windsor Group, an independently owned third-party servicing company based in Dallas, Texas. For more information, call (877) 294-6376 or e-mail [Remarketing@WindsorRecovery.com](mailto:Remarketing@WindsorRecovery.com).