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Appraisers' Forum Special Edition

Message From The President

David DiBenedetto, CEA
AMEA President



As your current President of the Association of Machinery and Equipment Appraisers, I am honored to invite everyone to another Appraisers' Forum Event to be held in Philadelphia, March 20-22, 2024.

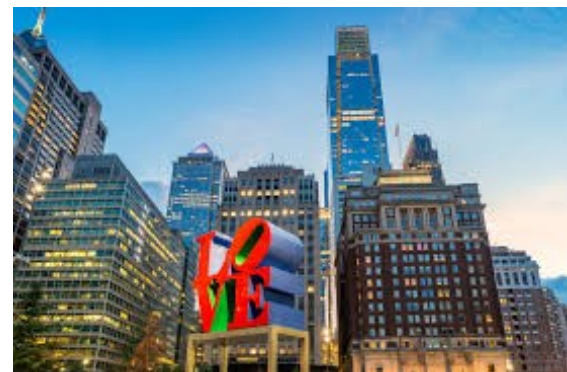
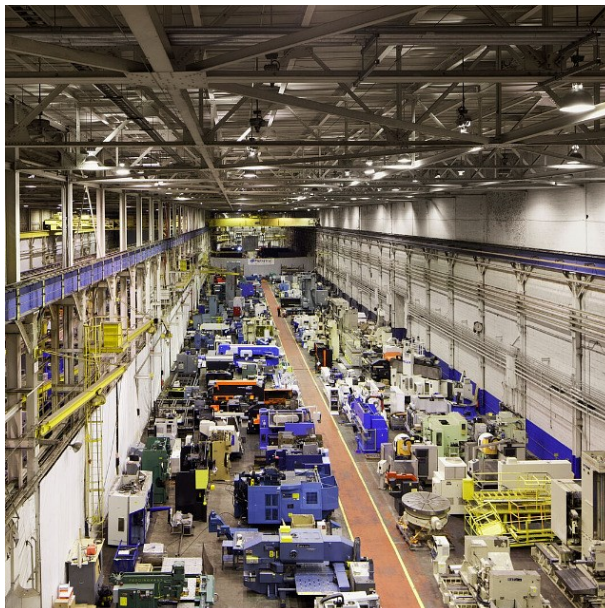
This exciting AMEA event is planned around continuing education (CE), networking, and the opportunity to catch up with old friends. Attending this multi-day event offers registrants access to 18 continuing education (CE) credits plus a 7-hour USPAP class.

The first agenda item on the itinerary is the 7-hour USPAP course. This is the only in-person USPAP course the AMEA will offer this year. R. Lee Robinette, an AQB Certified USPAP instructor with a background in machinery and equipment appraising, will teach the course

After the USPAP course, the Forum events kick off with dinner and drinks at the DoubleTree by Hilton Philadelphia Airport. The reception, sponsored by Clark Machinery and dinner by Machinesued.com, will be a great chance to catch up with friends and network with fellow machinery appraisers.

On Thursday, the AMEA Forum will take the classroom to Prestige Equipment for a day of informational presentations and hands-on machinery appraisal. A great group of speakers will cover topics such as large machine tools, CNC Multi-Tasking Turning Centers, Rigging Furnaces, and the CNC

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APPRAISER

ASSOCIATION OF MACHINERY AND EQUIPMENT APPRAISERS



AMEA APPRAISER

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MISSION

To certify and accredit the most qualified capital equipment appraisers in the appraisal industry through promotion of standards of professional practice, ethical conduct, and market-based experience.

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www.amea.org

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AMEA Appraiser welcomes contributions from members and others in the machinery and equipment appraisal community.

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Machine Tool Market. Learn more about Prestige Equipment on page 5 of this newsletter.

Forum attendees are invited to join the Philadelphia MDNA Chapter at the Simeone Foundation Automotive Museum for a private event with drinks and dinner while they look at one of the world's greatest collections of racing sports cars.

Forum attendees will be touring Perry Videx on Friday for a tour and hands-on machinery training. Learn more about Perry Videx on page 6 of this newsletter. The Forum will finish by noon for attendees to catch a flight home to enjoy the weekend.

[Click Here to Register Now](#)

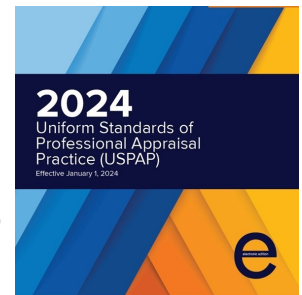
7-hour USPAP Course

AMEA will be hosting a 7-hour USPAP (Uniform Standards of Professional Appraisal Practice) Course prior to the Appraisers' Forum in Nashville.

Wednesday, March 20th, 9:00am - 5:30pm
Location: DoubleTree by Hilton Philadelphia Airport, Philadelphia, PA

Note: It is a requirement for all certified appraisers to take the USPAP refresher course every 2 years in order to remain up-to-date with their credentials.

Prerequisite: You must have already taken the 15-hour USPAP course prior to taking this course.



Contains USPAP Standards 1 through 10
Guidance and USPAP Minimum Record
now available in a separate volume.



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Philadelphia MDNA Chapter Meeting

The Philadelphia Chapter of the Machinery Dealers National Association would like to welcome you to Philadelphia for this year's AMEA Appraisers' Forum. The MDNA is inviting all those attending this year's AMEA Appraisers' Forum at Prestige Equipment to attend the Philadelphia MDNA Chapter Meeting. As in the past, we have planned a great evening at the Simeone Foundation Automotive Museum with dinner, drinks, and a great collection of sport racing cars.



[Click Here to Register Now](#)

Thank you to all the MDNA Philadelphia Chapter Meeting Sponsors



Machinery Dealers
National Association



Tools of the Trade

ADDITIVE MACHINES AND WHY AN APPRAISAL IS SO IMPORTANT

Randy Koster, CEA
Apex Auctions



Additive manufacturing, more commonly referred to as 3D printing, is the process that makes three-dimensional objects layer by layer from a digital file. Many people think of them as the amazing little machine that might be in your local library or neighbor's house that makes fun little plastic items, but the technology has come a long way in recent years. From the basic fun little units using resin to make objects to Selective Laser Sintering, Selective Laser Melting, Electron Beam Melting, and so many more processes, the machines are being used in making basic everyday items to precision parts for every industry from aerospace and automotive to healthcare and consumer goods.

One of the key challenges that companies and lenders operating in the additive manufacturing sector face is the need to accurately assess the value of their machines and equipment. Unlike traditional manufacturing equipment, which has a well-established secondary market, the market for additive manufacturing machines is still relatively nascent. As a result, there is often a lack of comparable sales data, making it difficult to determine the fair market value of these machines.

This is why the need for an appraisal is so important. As we all know, an appraisal is an independent assessment of the value of an asset, best conducted by a qualified and certified appraiser. By obtaining an appraisal, companies can gain insight based on the appraiser's experience and better understand the nuances relating to the value of their additive manufacturing machines, allowing them to make informed decisions regarding their investment and possible risks in this technology.

Furthermore, appraisals can also help companies navigate the volatile nature of the additive manufacturing market. By regularly appraising their equipment, companies can identify potential risks and opportunities, allowing them to adjust their strategies accordingly. For example, an appraisal may reveal that the value of a company's additive manufacturing machines has depreciated significantly. In that case, the company may choose to divest these assets and invest in newer, more advanced technology

The need for appraisals in the additive manufacturing market is more important than ever, as the technology is rapidly changing and the secondary market is nascent and opaque. As appraisers, it is important to impress upon our clients in this arena the risks and subtleties of this market. By obtaining accurate appraisals, companies and lenders will better understand the value of their equipment, allowing them to make informed decisions and navigate the volatile additive manufacturing market with confidence.



Thank You Prestige Equipment for Hosting the 2024 AMEA Appraisers' Forum

Prestige Equipment, founded in 1990, is the worldwide leader in the procurement and sales of Metalworking Machinery, Fabricating Equipment and Complete Manufacturing Facilities. Together with our affiliate division, Prestige Equipment Auctions LLC, we offer a range of customized solutions for the disposition of machinery and equipment, including Online and Live Webcast Auctions, Liquidations and Private Treaty Sales, Asset Management Programs, Appraisals, Plant Turnaround and Business Sales. We also offer custom financing solutions through Prestige Equipment Capital, LLC.

As the global leader in industrial liquidation services, Prestige provides a wide array of effective solutions for manufacturing companies undergoing plant closure or downsizing. Included are full or partial purchases of assets and industrial real estate, cash guarantees and commission sales. Prestige specializes in creating highly effective marketing programs, using broad but unique approaches within the global industrial marketplace, helping our clients realize maximum returns on their investments.

As a full-service stocking dealer, Prestige offers an extensive inventory and consignment selection of more than 1,000 late-model machine tools and maintains a 65,000 square foot warehouse located minutes from Philadelphia, PA international airport. Please visit our Website, www.prestigeequipment.com for a complete review of our extensive services, inventory, current and past project offerings, and additional reference materials.



PRESTIGE

E Q U I P M E N T



Thank You Perry Videx for Hosting the 2024 AMEA Appraisers' Forum



Perry Videx has been at the center of the used equipment and machinery world since 1932. Today, we have one of the world's most extensive inventories of used equipment and a worldwide reputation as a solid, dependable used process equipment supplier.

We have experienced professionals in the US, England, Latin America, and Central Europe. They know how critical your needs are, and they react quickly when contacted. Their knowledge of process equipment means they can quickly find what you need and make all the necessary arrangements to get it to you.

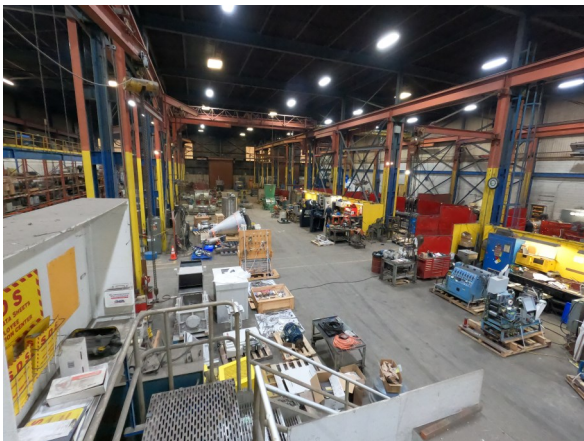
We have built an in-depth inventory of quality used equipment. Our inventory is stocked with almost 15,000 items in more than 700 categories, ranging from tanks to filters, centrifuges to extruders, refiners to screens to complete plants. New items are added to our inventory every single week. We can supply your demand.

We have thousands of items ready for immediate delivery, which means you can buy used equipment and keep production moving, along with your profits, rather than wait for new equipment to be manufactured.

If you have surplus equipment you would like to sell, Perry Videx is an excellent resource. Our marketing matches a client's supply to the market demand. You can take advantage of our marketing presence in periodicals, direct mail, trade shows and on our web site.

We are also a smart resource when we act as an outsource for corporate recovery programs. We can appraise, inventory, administer computer access and market the surplus process equipment on a global basis.

With decades of experience and continued growth, there is one thing that is certain about Perry Videx... We know the process.



New Members

Addy Aguirre, AM

Resell CNC
670 N Orlando Ave,
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Robert Lindsay, CEA

Turner Businesses Appraisers
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Matthews, NC 28104
robert@turnerbusiness.com
(252) 642-7810

AMEA New Member Bios

Addy Maria Aguirre, AM

Resell CNC



Addy Maria Aguirre is the Acquisition Account Manager at Resell CNC, one of the largest Used CNC dealers in today's global market for used CNC machinery. Originally from Colombia, Addy calls Orlando, Florida, her home. With a career spanning a decade, Addy has honed her skills in various aspects of the CNC industry.

Addy is a recent Associate member of the AMEA and looks forward to the opportunities for growth and knowledge that this will bring to her career. With a laser focus on equipment purchasing, Addy's role extends beyond mere transactions; she thrives on building meaningful connections with customers and guiding them towards realizing their objectives. Whether it's facilitating the sale of a single machine, managing a portfolio of assets, or overseeing the liquidation of an entire shop. Addy is dedicated to helping manufacturers succeed.

Robert Lindsay, CEA

Turner Business Appraisers

Robert Lindsay, Senior Appraiser for Turner Business Appraisers has completed over 125 detailed equipment appraisal assignments. His other relevant experience includes the completion of complex site visit appraisals for various clients across the United States. Robert has also completed over 2,500 equipment inspections for Ritchie Bros Auctioneers.

Robert has worked in the equipment industry since 2006. Starting in sales for a design build general contractor from 2000-2006, he honed his skills through relationship-based selling of complex construction projects. Robert has acted as a contract appraiser and buyer for Abilene Machine, Inc. for antique and salvage agricultural equipment. From 2006 to current he has operated a successful equipment inspection and equipment sales/parts sales operation.



2024 Forum Schedule
(Subject to Change)

Wednesday, March 20

9:00am – 5:30pm: 7-Hour USPAP Course

6:00pm – 9:00pm: Welcome Dinner

Thursday, March 21

8:00am: Bus leaves hotel for Prestige Equipment

8:15am: Bus arrives at Prestige Equipment

8:15am – 8:30am: Breakfast

8:30am – 8:45am: Paul Lashin, CEA, Prestige Equipment - Introductions

8:45am – 9:30am: Terry Lashin, AM, Prestige Equipment – Heavy Metal! Is Bigger Really Better? The Risks & Rewards of Dealing in Large Machine Tools

9:30am – 10:15am: Nick Lykon, Lykon Machinery – Rigging and the Effects It Has on Value

10:15am – 11:00am: Frank DiSalvo, Prestige Equipment – Revolutionizing Metalworking: The Evolution of Fiber Lasers

11:00am – 11:45am: Troy Martz, AW Miller – Innovations That Changed the CNC Machine Tool Market

11:45am – 12:15pm: Russ Hilke, DataRef – Transforming Dataref: A Look at Its Past, Present, and Future

12:15pm – 1:00pm: Lunch

1:00pm – 1:45: John Bouley, Furnace Brokers International – Furnaces for Appraisers

1:45pm – 2:15pm: Ryan Yoder – Getting More from MDNA's Locator

2:15pm – 3:15: Panel Discussion: Developing Net Value, Desktop/ Un-Inspected Valuations, etc.

3:15pm – 4:30pm: Hands-on machinery training

4:30pm: Bus leaves Prestige Equipment for hotel

5:30pm: Bus leaves for MDNA Philadelphia Chapter Meeting

6:00pm – 9:00pm: MDNA Philadelphia Chapter Meeting at the Simeone Foundation Automotive Museum

9:00pm: Bus leaves MDNA Philadelphia Chapter Meeting for hotel

Friday: March 22

8:00am: Bus leaves for Perry Videx

8:45am – 9:30am: Breakfast at Perry Videx

9:30am – 12:00pm: Tour and hands-on training at Perry Videx

12:00pm: Bus leaves for hotel



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Forum

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