

AMEA APPRAISER

Information and education dedicated to appraisal excellence

Summer 2005

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1995-97 James L. Heppner, CEA*

1997-99 Ronald J. Koster, Sr., CEA

1999-01 John Gabalis, CEA

2001-03 Richard H. Levy, CEA

2003-2005 Nathan J. Arnold, CEA

*Deceased

AMEA Offers USPAP Course

In conjunction with the MDNA Weekend with the Pros

Are you pursuing the Certified Equipment Appraiser (CEA) designation? Do you need to fulfill your five-year requirement? Then this program is for you! The AMEA is offering the USPAP course prior to the MDNA Weekend with the Pros XVII. This combination will gather appraisers with other industry professionals to discuss industry trends as well as a variety of topics specific to the machinery and equipment appraisal industry. This continuing education course is a great opportunity for appraisers to fulfill their requirement while gaining information and networking with industry colleagues.

According to Nathan J. Arnold, CEA, Past President of the AMEA, "Recognizing the need to offer our members a continuing education program that would help fulfill the AMEA's CE requirements, along with proposing a unique opportunity for appraisers to meet and network, was the goal." The AMEA Continuing Education Committee designed a great opportunity for professional training and networking by offering the USPAP course in conjunction with the MDNA Weekend with the Pros XVII.

The USPAP course (November 3-4) and the Weekend with the Pros XVII (November 4-6) offers participants a great opportunity to earn required education credits, while interacting with industry colleagues.

Where else can you take the USPAP course focused for the machinery and equipment industry, earn 15-hours of continuing education credits, and network with industry colleagues? If you are an AMEA member who has not met the 70-hour continuing education requirement, then you don't want to miss this event!

The Westin Galleria - Houston will be the venue for these exciting events. The AMEA USPAP course is open to anyone who wishes to take the course. There will be a discounted course rate for AMEA members. Plan to arrive on or before the morning of November 3rd to ensure that you receive full credit for the complete course.

The USPAP course will start Thursday, November 3rd at 12:00 p.m. and end at 6:30 p.m. On Friday, November 4th, the course will start at 7:00 a.m. and will conclude at 6:30 p.m. including continental breakfast, breaks and a working lunch. The cost for AMEA members is \$295.00 USD. The non-member cost is \$350.00 USD. We have secured a hotel room rate of \$99 per night. Submit your registration form and complete payment for the USPAP course and you will be added to the room block.

Don't miss out on the opportunity to take the course with industry colleagues! The course information and registration form is included in this issue on page 6. Participation is limited, so don't miss out...make sure you register early!

New AMEA Officers and Board Elected



The Association of Machinery and Equipment Appraisers (AMEA) proudly announced the appointment of its new Board of Directors during the 64th Annual Convention of the Machinery Dealers National Association (MDNA), in New York City, New York. Also during the convention, the AMEA Board and Committees convened and accomplished many tasks.

The 2005-2006 AMEA Officers include: President Randy R. Stevens, CEA, of Lee Stevens Machinery, Inc., Wixom, MI; First Vice President John S. Greene, CEA, of F L Sales, Inc., Solon, OH; Second Vice President Charles J. Winternitz, CEA, of Winternitz, Inc., Northbrook, IL; Treasurer R.F. "Casey" Mulqueen, Jr., CEA, of Strategic Solutions for Industry, Westport, CT; and Immediate Past President Nathan J. Arnold, CEA, of Arnold Equipment Co., Cleveland, OH. In addition, John Gabalis, CEA, of Hallmark Co., Troy, MI, and Richard H. Levy, CEA, of Machinery and Appraisal Company, LLC, Nashville, TN, will serve on the Board as Presidential Appointees.

The following will serve as Directors of the 2005-2006 Board: Richard H. Bass, CEA, of Rudolf Bass, Inc., Jersey City, NJ; Jean A. Harris, CEA, of Harris Machine Tools, Inc., Houston, TX; Joseph D. Herz, CEA, of Hilco Industrial, LLC, Northbrook, IL; Joseph Hodkin, CEA, of The Daley-Hodkin Group, Melville, NY; Jack Mendenhall, CEA, of Used Machinery Sales, Inc., Rogers, MN; Jean Novotny, CEA, of Novotny Machinery, Alameda, CA; and James Zvonar, CEA, of Industrial Machinery Corp., Milwaukee, WI.

Additionally, Ken Regal, CEA, of Regal Equipment, Inc., Ravenna, OH, and Marc A. Swirsky, CEA, of Great American Group, Woodland Hills, CA, will serve on the Board as Voluntary Board Members.

Special recognition goes to all of the committees and volunteers that made the AMEA Board and Committee meetings productive and successful.

From the President

As I take the position of President of the AMEA, I think about the leaders before me with great admiration. Their leadership has provided me the blueprint for success and prosperity. Since 1983, the Association of Machinery and Equipment (AMEA) has served our industry with decades of education, professional training, and experience in the appraisal of machinery and equipment. My goal is to continue this legacy along side with the talented officers and committees of the AMEA.

The AMEA is dedicated to establishing and maintaining the highest professional standards for machinery and equipment appraisers. We need to applaud AMEA Immediate Past President Nate Arnold, CEA, for his extraordinary efforts in upholding the vision of the association. During the past two years, Nate has established and maintained great relationships with our industry affiliates such as the American Society of Appraisers (ASA), Equipment Appraisers Association of North America (EAANA), and the Appraisal Foundation Advisory Council (TAFAC). These relationships have proven to be beneficial for all.

We also need to thank Nate for his diligent work in initiating the enhancements of the AMEA web site. As we move forward, the AMEA is prepared to advance in the technology arena. This new web site will prove to be more user friendly and a great asset to both AMEA members and the general public. Coming soon!

As we move forward, we are preparing for the upcoming USPAP course and Weekend with the Pros in November in Houston, Texas. Programs such as these are two examples of how we will continue to offer opportunities for appraisers to gain knowledge and network with industry colleagues.

I would like to thank you in advance for your continued support of the industry and your efforts in assisting to build on the foundation that was established by our preceding leaders. On-going education, professional development, and building relationships in the industry will allow us to strengthen and prosper our industry.

I look forward to serving you as President of the AMEA.

Thank you,

Randy

Randy R. Stevens, CEA
AMEA President



AMEA President
Randy R. Stevens, CEA



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Welcome New AMEA Members!

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AMEA APPRAISER

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The mission of the AMEA is 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.

*All of our members are listed on our web site:
www.amea.org*

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AMEA Convention Program a Huge Success

During the MDNA 64th Annual Convention & Business Meeting, the AMEA Convention Committee hosted “The Price Is Right” to a packed house of willing participants. Attendees were able to *Come on Down*, use their appraising skills, and give their best guess at pricing machinery. In this educational and entertaining program, participants won great prizes as well as earned credits towards their AMEA continuing education.

A special thank you goes to all of the committees and volunteers that made this program a success especially hosts: James Zvonar, CEA, Jack Mendenhall, CEA, and John Greene, CEA. Thank you for your continued support and we look forward to seeing you at the 65th Annual Convention & Business meeting in Las Vegas, Nevada.



Come on Down...The Price Is Right
Master of Ceremony is Jim Zvonar



AMEA
Nate Arnold, CEA, receiving an award symbolizing AMEA's admiration and appreciation for his leadership.

AMEA Board Briefs

The AMEA Board of Directors and Committees met on May 11–12, 2005, at the Sheraton New York Hotel & Towers in New York City, New York. The following are highlights of the meeting:

- Joseph Herz, CEA, was appointed as a Board Member
- Marc Swirsky, CEA, was appointed Voluntary Board Member
- R.F. “Casey” Mulqueen, CEA, was appointed as AMEA’s Treasurer
- The Education Committee announced the USPAP Course will be offered November 3-4 in conjunction with the MDNA Weekend with the Pros, November 4-6.
- The Machinery Identification Committee reported on the development of a on-line template for individuals to submit information and photos of machinery to receive CE credits.
- The Public Relations Committee reported the progress of the web site and the database. The selection of the company to facilitate the connection of the web site and database is underway.

The next meeting of the AMEA Board of Directors and Committees is scheduled for September 17, 2005 at the Broadmoor Hotel in Colorado Springs, Colorado. These meetings are open to any AMEA member in good standing. Should you have any questions regarding the activities of the Board, please contact Randy Stevens, CEA, +1 248 926 8400 or the AMEA office +1 800 537 8629.



AMEA USPAP Course

REGISTRATION

Mail or fax the completed registration form with payment to: AMEA, 315 S. Patrick Street, Alexandria, VA 22314-3501, USA; Fax: +1 703 836 9303 (fax credit card payments only). Questions? Please phone +1 703 836 7900 or +1 800 537 8629.

Registrant Information: (Please print or type)

Name _____

Firm _____

Address _____

City, State/Province, Zip/Postal Code _____

Phone _____ Fax _____

E-mail _____

Check here if you require special accommodations to fully participate. Please attach a written description of your needs.

Check here if you have dietary restrictions. Please indicate: _____

I am an appraiser. I am a member of: AMEA ASA EAANA Other: _____

Registration Rate: \$295.00 USD AMEA Member \$350.00 USD Non-Member

Hotel Request: Yes, please place me on the AMEA Rooming list for the event.

Payment Information: (Check must be drawn on a U.S. bank in U.S. funds)

Check Enclosed Please charge my registration to my credit card:

Discover MasterCard Visa American Express

Amount \$ _____ Name (as it appears on credit card) _____

Card Number _____ Expiration Date _____

Signature: _____

Hotel Reservations:

Hotel reservations must be made by requesting to be on the rooming list (above) or by calling +1 703 836 7900. To receive the \$99 (plus tax) room rate, please reference the Association of Machinery and Equipment Appraisers when making your request. Please note the request must be made by October 22, 2005.

AMEA Certification and Accreditation

Continuing Education

CREDIT HOUR REPORT FORM

EDUCATION OPPORTUNITY	SUBMIT	CEC HOURS
1. USPAP Course	Certificate	15 hours
2. Attending Weekend with the Pros	Certificate	8 hours
3. Teaching a valuation course	Program	8 hours
4. Submit an article which is being/has been published	Article	4 hours
5. Attending MDNA convention seminars	This Form	1 hour for each hour
6. Attend valuation seminars	Certificate	1 hour for each hour
7. Submitting detailed auction reports to AMEA	Auction Report	2 hrs/auction day
8. Attending MDNA Chapter meetings w/o AMEA	This Form	1 hour
9. Attending MDNA Chapter meetings with AMEA	This Form	2 hours
10. Attending trade shows	Proof of Attendance	1 hour
11. Attending class seminars at trade shows	Certificate	1 hour/hour attended
12. Presenting a seminar on appropriate topics	Program	4 hours
13. Approved presentation to an industry-related audience appraisal-related topics	Program	4 hours
14. AMEA Board meeting attendance	This Form	2 hours
15. AMEA approval of biannual appraisal (AMEA will credit, no form required)		2 hours
16.*AAA, ASA, EAA, ISA, etc. courses (submit proof)	To Be Determined	

Circle the corresponding number above, attach backup and submit form to:

AMEA, 315 S. Patrick Street, Alexandria, VA 22314 Fax: +1 703 836 9303

Your Name: _____

Company Name: _____

Ph./Fax/E-mail: _____

Continuing Education Date(s): _____

Instructor's Name if Applicable: _____

** The AMEA encourages members to seek educational opportunities and present them to the Certification and Accreditation Committee for credit. All continuing education hours are subject to approval and verification by the Certification and Accreditation Committee.*

Please copy this form for multiple use.

Calendar of Events...

Mark your calendars with these upcoming events:

September 16, 2005 - AMEA Board of Directors and Committee Meetings; The Broadmoor, Colorado Springs, Colorado.

November 3-4, 2005 - AMEA USPAP Course; Westin Galleria, Houston, TX. Complete the two-day course and fulfill one of your requirements.

November 4-6, 2005 - MDNA Weekend with the Pros XVII; Westin Galleria, Houston, TX.

AMEA New Staff

The AMEA welcomes new Director of Member Services, Pamela Reid. Pamela joins the AMEA with over 10 years of association management experience with a concentration in membership and chapter relations. A Virginia native graduating from George Mason University with a B.A. in Communications, she now resides in Maryland along with her husband and daughter.

Need to take USPAP?

Visit the following web sites for dates and locations of upcoming Uniform Standards of Professional Appraisal Practice (USPAP) programs:

The Appraisal Foundation
www.appraisalfoundation.org

University of Columbia-Missouri On-line Courses
http://MUDirect.missouri.edu/ASA/online.htm

Lincoln Graduate Center
www.lincoln-grad.org

Middleton Real Estate Training, Inc.
www.middletontraining.com

Career Webschool
www.careerwebschool.com/

www.amea.org



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