

May 2013

Message

EAANA President



Carl Miceli, President

The 2013 conference in Pittsburgh was a big success, with 68% of our total membership in attendance, an enviable rate by most associations. A special thanks to Valerie Rakowski, our Administrative Secretary, and everyone else that helped organized and make the conference such a success.

While it is not our intention to make money on the conference, we unfortunately continue to lose money on the event. Therefore, even though our association is financial sound, we may have to raise the conference fee next year in order to keep pace with the continuing increase in room and meal rates. It's still the least expensive and biggest "bang-for-the-buck" conference I've ever attended.

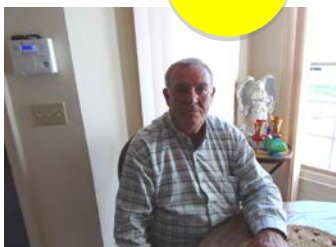
Fred Franke and his planning committee have already put together the bones of the 2014 conference. We would appreciate any thoughts that weren't already provided to Fred. Be sure to put January 24 & 25, 2014 on your long range planning calendars.

The valuation profession continues to grow. The real estate appraisal industry is expecting an annual growth of 2.1%. The M&E and other personal property appraisal industry are more difficult to calculate. It's far more diverse than real estate, incorporating everything from yellow iron to tea cups. But from my perspective, we're still on a growth path.

The real growth in our business is coming from the accounting industry. Changes in the Federal Accounting Standards Board (FASB) and specifically Statement No. 157, defining Fair Value, suggests that more accountants are seeking the opinion of outside appraisal experts for financial valuations. This is especially true when the subject company is heavy with yellow iron or industrial machinery. However, "Fair Value" is not synonymous with "Fair Market Value." Be sure to get a good grip on your client's expectations before agreeing to do a job for financial valuation purposes.

Have a great and profitable summer and remember to collaborate with other members when in doubt. Our association has a world of experience - so let it work for you!

Carl Miceli
President



Ronald H. Young

Ronald H. Young
Young's Appraisal Service &
Young Equipment Sales

PROFESSIONAL EXPERIENCE: 31 Years

1996- Present: Formed YES. LLC, d/b/a Young's Appraisal Service, and Young Equipment Sales. Primary business activities include valuation and evaluation and appraisal of personal property. Specialization is in the energy, forestry, construction, trucking and machinery industries. The company also brokers, and buys for re-sale, equipment utilized in the above industries.

1985-1996: Employed for Jim McCutcheon Auctioneering Co, Parkersburg, West Virginia. This company is one of the nation's leading auction firms in the U.S. In addition to the auction of equipment, the firm also performs appraisals for lending institutions, governmental agencies, and private enterprise. I was the National Sales Manager for this firm and the primary area of responsibility included locating and marketing of equipment to be marketed by auction or private treaty. I also performed appraisals for equipment that total values were in the millions.

1980-1985: Vice-President of a publicly owned oil and gas company, with National headquarters in Denver, Colorado. The company owned 21 rotary drilling rigs; trucks, trailers, heavy equipment, and machinery. They also owned and operated many oil and gas producing properties. They had operations in the DJ Basin; Permian Basin and the Appalachian Basin.

1975-1980: Co-owner of a real estate and construction company located in Liberal, Kansas. The company engaged in developing, constructing and marketing commercial and residential property. They also owned and operated over 60 rental units.

APPRAISAL / MARKET ANALYST DISCIPLINES:

PETROLEUM INDUSTRY: Rotary land rigs, air drilling top head drive rigs, well servicing rigs, production equipment.

CONSTRUCTION EQUIPMENT: General construction, road building, utility and pipeline construction.

TRANSPORTATION: Heavy-duty trucks, trailers, light duty and pick-up trucks.

MACHINE TOOLS: Metal working, woodworking and fabrication machinery

OFFICE EQUIPMENT: Furniture, typewriters, word processors, calculators, personal computers.

VALUE CONCEPT EXPERIENCE: Replacement cost-new; Fair Market; Orderly Liquidation; Forced Liquidation., and Auction Values.

EAANA Member Information

Willis Thomas "Tom" Ford

FORD Mr. Willis Thomas "Tom" Ford, a native and resident of Mobile, AL. Born September 5, 1925 to Cecil Brown Ford and James Fitzgerald Ford. He is survived by his wife of 62 years Marietta Nelson Ford, his sister Alice Ford (William) Schaffer, two nieces Alice Schaffer (Timothy) Mitchell, Rebecca Schaffer Minto, one nephew, James (Skipper) Morgan (Nancy) Nelson, Jr., two great nephews, Kevin Drew (Melody) Malpas, Joseph James (JJ) Morgan Nelson, III; four great nieces, Meghan Mitchell (Adam) Spuler, Emily Minto (Robert) Head, Kathleen Mitchell (David) Cawley, Paige Malpas (Mike) Mixon; several great great-nephews, and two first cousins, Elizabeth Blackwell and Nancy Hamner. Tom attended St. John's Episcopal Church; he was a member of The Loop Masonic Lodge, The Scottish Rite and the American Legion. Tom attended Washington County High School and the University of Alabama. He was a World War II US Navy Veteran having served in the North and South Atlantic and the South Pacific. He served in the US Navy Armed Guard as a Gunner aboard a Merchant Marines Tanker and a Light Cruiser. Tom was associated with the heavy construction equipment business for 53 years, he retired from Tractor and Equipment Company in 1989 and Tom Ford Equipment appraising in 2005, he is an Emeritus Member of Equipment Appraiser Association of North America.

In lieu of flowers donations may be made to St. John's Episcopal Church, 1707 Government Street Mobile, AL 36604. Condolences may be offered at www.radneyfuneralhome-mobile.com.

Member Achievements

Re-Accredited:

Richard Lolmaugh, Todd Skelton,
Scott Britton, Bob Palermo,
Greg Thornton, Brett Hoffman,

Lynn Schroeder, Thomas Noone,
Mark Turner

Passed the EAANA Exam:

Casey Mulqueen

New EAANA Members

Casey Mulqueen

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2014 EAANA 24th Annual Membership Meeting

2014 EAANA 24th Pittsburgh Annual Membership Meeting will be held at the Pittsburgh Airport Marriott January 24 & 25, 2014. Mark your calendars early so that you will be sure to attend. The agenda is already being put together, but if you have any suggestions of topics you would like to see presented please e-mail us at mail@eaana.org or call Fred Franke at 920-739-9530

USPAP

January 23, 2014

Equipment Appraisers Association of North America

Will be offering the 7-Hour USPAP Update Class

January 23, 2014 Pittsburgh, PA