

June 2011

President's Message

Edward Butcher



Recently, I conducted a review of the areas of specialization of all of our Certified Senior Appraisers, as listed in the 2011 EAANA Directory. Many of you have not provided us with the necessary information to publish (If you have not, please do.), but of those who have, I have been able to identify over 40 areas of expertise. So, our Association, which started with 15 earth moving, mining and construction equipment specialists, has come a long way toward diversification since its inception in May of 1990.

In fact, diversity in our specializations is now a prominent and meaningful reason for becoming a member of the EAANA. The more diversified our areas of expertise, the more referral and networking opportunities there are, and the more we can help each other professionally. But, there is more to it than that, much more.

Our diversification of specializations is the basis for some of our primary objections cited in the February 13, 2001, EAANA response letter to the Appraiser Qualifications Board (AQB) First Exposure Draft of Proposed Personal Property Appraiser Qualifications in which we stated among other things:

- “Unlike others, the discipline of personal property appraisal includes appraisers of many varying types of assets, requiring varying methods, market knowledge and information sources to appropriately appraise each type of property.”
- “...given the increasing sophistication and specialization of our disciplines, it may be time to devise appraiser qualifications unique to each personal property discipline, rather than having generalized broad-scope course requirements that may or may not apply to a particular personal property category.”
- “We treasure the wealth of equivalent experience that our members bring to the table, and often consult with each other regarding retrospective, current and prospective market conditions. We also collaborate frequently on appraisal assignments when the equipment to be appraised includes multiple specialties.”
- “...because our markets are so fragmented, published information is scarce. In many cases the most reliable source of market information is the experience of our colleagues. We are opposed to any regulation that would diminish the diversity of our pool of available expertise.”
- “Sufficient experience in machinery and equipment markets is usually gathered over decades of direct market participation, and most of our applicants do not decide to acquire appraisal certification until after they already have been recognized as experts in their respective specialties by the banks, the IRS or a court of law.”
- “...the EAANA strongly feels that appropriate industry experience should be an acceptable qualification standard.”

This response letter was a combined effort of Noreen Dornenberg, Jim Balsarini, Mark Craig, Carl Miceli and your President, with significant commentary also provided during the discussions of the EAANA Board of Directors at the January 27, 2011 meeting. On behalf of the EAANA, we wish to express the appreciation of our Association for

January 27 & 28, 2012
EAANA Annual Membership Meeting

January 26, 2012
7HR USPAP update class



the input and cooperation of all who were involved in this meaningful dialog.

In addition, further importance of our diversity was clearly demonstrated at our 21st Annual Membership Meeting last January when one of our scheduled speakers was compelled to cancel their presentation at the last minute. On the spur of the moment one of our members stepped up and recruited other members to speak about their areas of expertise in order to fill out the time-slot left vacant by the unfortunate cancellation. Those presentations turned out to be some of the most interesting and stimulating that we have experienced at an Annual Membership Meeting, running well past the allotted time due to much lively questioning and discussions.

Our thanks go out to Craig Hilpipre for his efforts in taking on the responsibility of organizing and filling that vacancy, and to Bob Breakstone (Food Processing Equipment Industry), George Sobieraj (Rubber & Polymer Processing Equipment Industry), John Gabalis (Metals Processing Equipment Industry), and Roger Anderson (Concrete Pumping Equipment Industry) for their insightful presentations given on short notice.

On another matter of importance discussed at our 21st Annual Membership Meeting in January, the EAANA Education Committee has developed a cooperative program with the Association of Machinery and Equipment Appraisers (AMEA) on Report Writing which was presented by Webinar on Friday, April 15 and Monday, April 18. The PowerPoint presentations were, generally, well received by those who participated in the Webinar. It is felt that we have learned from some of the problems that were experienced in this, our first effort in this direction, and that future offerings will be even better.

As many of you know, we now have an Annual Meeting Committee consisting of Fred Franke, Greg Skelton and Keith Stout, which has as one of its primary responsibilities the recommendation of speakers for our yearly function. Some interesting proposals for speakers, as well as meeting formats, have already been offered by some of our membership. If any of you have any thoughts on any of this, or any other input, please contact any member of that Committee and/or any of your EAANA officers or Board Members.

Member Spotlight

Greg Skelton



Thank you for the opportunity to introduce myself. In the short four years I have been a member of EAANA; I have truly enjoyed meeting many of you and have already grown to value both your advice and friendship. My father, Jim, and brother, Todd, have always spoken very highly of EAANA and hold its membership in the highest regard and my experience with the association has only served to confirm that assessment.

James W. Skelton & Assoc., Inc
Birmingham, Alabama

For those of you who I have yet to have the pleasure of meeting, here's a brief summary of my introduction to the profession. I was introduced to the profession by my father and brother and have been a full-time appraiser for about 3 ½ years. Our practice is focused on heavy machinery & equipment, specifically those assets employed in the heavy construction and surface mining industries. We perform appraisals for many intended uses and clients; however, the vast majority of our work is appraisals for collateral review. Our firm has developed an extensive and diverse client base and has completed engagements throughout North America and beyond.

Like many appraisers, I did not set out to become an appraiser and came to the profession later in life, despite the influence of my family. I have a B.A. in Economics and an MBA; my work experience was primarily in senior management in various small businesses, none of which had anything to do with construction or mining. But after many years of dreading each workday, I traded in my pinstripes, starched button-downed shirts, and wingtips for a hard hat and steel-toed work boots. And now I actually – for the first time in 20 years - enjoy what I do! The work is interesting, challenging and rewarding. But the most satisfying part of my “new” career is the many friends and colleagues I have met: people who are not only knowledgeable, but also experienced and willing to offer both insight and assistance to anyone who genuinely wants to learn.

I have volunteered to serve on the Speakers Committee for our next annual meeting, along with Fred Franke and Keith Stout. We would welcome any suggestions you may have. Please feel free to contact any of us with questions or recommendations.

Thanks again for the opportunity to share a little about myself. I look forward to meeting you, shaking your hand, and working with each of you in the years to come!

Member Achievements

Re-Accredited

Bob Breakstone
Mickey Brumpton
Andrew Curran
Michael Doran
Dennis Hoff
James Kloster
Patrick Koepeke
Ron Lichtinger
Richard Lowry
Jack Washbourn
Glenn Winternitz

Upgraded to Certified Senior Appraiser

York Franke
Bill Howell
Patrick Mazzanti

Passed the EAANA Exam

Daniel M. Abraham
Jared Haughton
Leslie S. Mace
Brad McEldowney
Edward Webb
Michael M. Webster

New EAANA Members

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*CM = Candidate Member