

# Equipment Appraisers Association of North America

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Clinton, PA 15026

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## EAANA Newsletter

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Dear Members:

We are at the end of another year when most of us reflect on the blessings that we have received personally and professionally. This also brings to our minds the source and nature of the “good things” in our lives.

As my term as President of EAANA ends, I am grateful for the support I have received over the last two years from the officers, directors and members. It has been an honor for me to represent and serve EAANA and its members.

I hope you too can identify EAANA as a contributor to your professional development and success over the last year. In the words of an Old Testament Psalm, I hope “your cup runneth over!” It brings to my mind the analogy of placing your cup under a running faucet. As long as you hold your cup under the running water, your cup runneth over. If you move the cup away from the faucet, your cup will no longer be running over. Similarly, your continued professional growth and success depends on being close to the source of renewing your knowledge and re-energizing yourself. EAANA provides renewal opportunities for appraisers.

One opportunity is to serve EAANA as an officer or member of a committee. The planning activities and interaction with other members bring you closer to the appraisal profession. As your relationships with other appraisers grow, you will become better equipped and your confidence and reputation will grow.

Another opportunity for growth is to attend the EAANA annual meeting each year. The program is aimed at equipment and machinery appraisers. Recent changes to the ever-important USPAP are covered. Speakers from professions that appraisers serve cover topics that are timely and practical. During breaks and meals, we can network with the “brightest and best” appraisers in the equipment and machinery business.

**Our 17<sup>th</sup> Annual Membership Meeting is scheduled for January 26 and 27, 2007**, at the Pittsburgh Airport Marriott. For those who need to take USPAP, Jean Novotny will be instructing a 15 hour course (for members and non-members) during the two days preceding our annual meeting. Now is an excellent time to make the necessary travel and lodging reservations to attend.

Happy Holidays,

Ronald J. (Jerry) Dover, CSA  
President of EAANA

## EAANA NEWS AND UPDATES

- **Congratulations** to those who have passed the EAANA Exam!

**Mark Albrecht**  
**Joe Baker**

- **Special recognition** to those who have completed all reaccreditation requirements for Certified Senior Appraiser.

**Mark Haron, CSA**  
**Thomas Noone, CSA**  
**Dennis Hoff, CSA**

- **Kudos** to the following members who made the effort to upgrade to Certified Senior Appraiser (CSA).

**Mark Albrecht, CSA**  
**Ron Lichtinger, CSA**  
**Theron Horn, CSA**

### Welcome New Members!

**Joseph Brull**  
River Forest, IL

**John Lowder**  
Wilmington, NC

**Robert Kane**  
Cherry Hill, NJ

**John Davis**  
Yolo, CA

**Anthony Pagnotto**  
Delanco, NJ

**Barry Laney**  
Fort Mill, SE

### 17th Annual Membership Meeting January 26 & 27, 2007

Now is the time to be making plans to attend the Annual membership meeting. There are a lot of opportunities to network with others in your industry, and receive valuable information from the presentations. You will also receive up to 15 hours in education credit. Special presentation given by Andy Fanter from Cyclcast. He will cover declining sales of new machines in the US in 2006 and 2007. He will also give you his outlook for types of machines that will decline in price the most compared to others, also what type of markets are doing well or not well. Call the Pittsburgh Airport Marriott at 412-788-8800 to make your reservations. The special rate of \$77.00/night if made before January 4, 2007. You can call the office at 1-800-790-1053 if you need any assistance. Registration forms are enclosed, please fill out and send or fax back at 724-899-2001.

**Space is limited** for the January 24 & 25, 2007, 15 Hour USPAP course in Pittsburgh. Registration deadline is January 4, or until the class is filled. Please forward your form and fee ASAP.

EAANA upcoming President Jean Novotny will be teaching the class. Those due to reaccredit in 2007 may want to consider getting in on this class now.