



Equipment Appraisers Association of North America

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Clinton, PA 15026

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EAANA Newsletter

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Jean Novotny,
President

Dear Members,

The date for our annual meeting and conference, Jan. 25&26, 2008, is quickly approaching. Some of you reading this might be trying to decide whether it's worth the time and financial commitments to be in Pittsburgh this January. Others already have plane reservations in hand or have sent us emails addressing current concerns or topics for discussion.

There are incentives for professional and trade associations to promote an annual meeting. Organizations need direct membership input to continue to be vibrant and evolving rather than stagnating.

Each member's professional growth comes from both formal and informal learning venues. Skills and techniques, such as how to market your business, effectively use modern technologies, transfer business ownership, become a better salesperson or time manager, can be partially acquired through books, consultants, and the like. I believe that in the important areas of developing best practices and ideas for addressing the nitty-gritty problems and issues we face as appraisers requires dialogue with peers. EAANA is a forum to facilitate that happening.

As I reviewed some of the reasons I contacted other members this past year, it wasn't just to get current pricing information. The more important conversations dealt with nuances of determining value. Conversations were peppered with questions that often started with "in your opinion". They were about trying to work the technological and economic obsolescence concepts to make deductions that were meaningful and supported in a market-based approach to appraising. It was sharing thoughts on what is the effect on value for items such as diesel generators, tractors, air compressors, heating systems when the equipment no longer (or will shortly no longer) meet state codes.

Examples of some of the questions that can't be answered easily:

- Is it just subtracting the cost of transporting across state lines?
- Will the lack of a local pool of potential buyer's impact, if there still a national pool?
- What is/will be the effect on value for old equipment with high energy vs. state-of-the-art, energy-efficient machinery?
- If the local energy provider or governmental agency has a rebate program in effect to encourage scrapping of equipment, is the value affected on similar machines whose owners decide to continue to operate and not update?
- Are there social or ethical issues involved that could or should be addressed in some appraisal reports?

What have been your appraisal questions or concerns this past year?

One strength in our membership is that the least experienced of us has a minimum of five years experience in machinery & equipment appraisals. I don't know a single member who was allowed to do his or her first appraisal without first having spent years in the marketplace selling, buying or servicing machinery. Most of us moved from needing a trade association to a professional association as we developed as appraisers. Our clients expect us to know more than price, and they deserve appraisal reports that are the result of knowledgeable, comprehensive and thoughtful work. I hope you will join us in January and participate to make both the event and yourselves successful.

Sincerely,

Welcome New

Member

Ted Stowe
Tampa, FL

• **Congrats to Tim Dewey, CSA**, who made the effort to upgrade to Certified Senior Appraiser

• **Kudos to Harry Kraphf**, who passed the EAANA Comprehensive Exam!

EAANA NEWS & UPDATES

Get to Know your Members



Jim Balsarini, CSA

Jim Balsarini started doing appraisals as the Used Equipment Manager for Pittsburgh based Anderson Equipment Company in the 1970's, Ritchie Bros. Auctioneers in the 1980's, Alex Paris Contracting Company in the late 80's and early 1990's, before incorporating his own appraisal company on February 24, 1992. He has represented the Hunyady Auction Company in Western Pennsylvania since 1992.

Jim taught high school and coached football for 4 years before entering the construction and mining industry. His last team was a Western Pennsylvania Champion.

After graduating from college Jim served 6 years in the United States Marine Corps, including active duty in the Mid-East.

He has been married to his wife Mary Jo for 45 years. They have two daughters, Julie and Lisa and four grandchildren. They get together with family as much as possible.

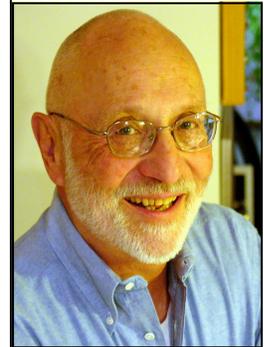
Besides his family and work, Jim enjoys photography. He was a natural, taking so many photos on the job. His favorite subjects are the grandchildren.

Jim Balsarini plans to continue with his appraisal business as long as he can enjoy the work and make each job just a little better than the last one. He especially enjoys joint venture work with other EAANA members and can account for working with or for more than 50 to date. He says it is great to see members move up to CSA and establish themselves as certified professionals.

He is very proud of the achievements of the members of EAANA.

Joel B. Levinson

Of Boulder, CO, formerly of Squirrel Hill, died on Friday, October 26, 2007; Wonderful husband of Toba G. Levinson for 50 years. Beloved father of Jeffrey & Ina Levinson, Eric & Leslie Levinson, Drew Levinson & Pippa Sorely, Mark & Jennifer Levinson. Sister of Judith Stein and the late Natalie Podolsky. Grandfather of Jaynie, Lauren, Max, Jake, Nolan and Malena Levinson. Beloved niece Robyn Stein & Neil Intraub. We have scheduled a memorial service for Joel on Sunday December 2nd at 11:00 AM in the Levinson Hall of the Jewish Community Center in Squirrel Hill. Graveside services were held in Boulder, CO. Contributions may be made to the American Cancer Society, P.O. Box 22718 Oklahoma City, OK 73123-1718 or the Humane Society of Boulder Valley, 2323 55th Street, Boulder, CO 80301. A service of RALPH SCHUGAR CHAPEL, INC. Send condolences at post-gazette.com/gb



USPAP

EAANA President Jean Novotny is teaching a 7 hour USPAP class Jan. 24, 2008 prior to the Jan. 25 & 26 Annual meeting. Jean is an AQB Certified USPAP instructor. You can reach her at 510-769-8952 or email: jnovotny@sbcglobal.net with any questions.

2008

We are already planning the 2008 Annual Meeting. The agenda will be worth the time you take to attend! Clear your calendar for January 25th and 26th, 2008. Please fill out the registration form and send it back to Valerie .

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

**Tom Minzak, CSA
George Sobieraj, CSA**

The 2008-09 USPAP books are now available through The Appraisal Foundation.