



October 2011

Message

Appraisal Committee

Re-accreditation and Advancement Appraisals (Close enough ain't good enough)

We are not playing horseshoes when it comes to reviewing your appraisal for re-accreditation or advancement to CSA. Your report has to be 100% on the money, exact, perfecto, in complete compliance with USPAP!!!

The review committee, Ric Kriebel, Jerry Dover, and yours truly are not trying to distress you, we are in fact trying to help you. At the same time we need to protect EAANA's most vital asset, our recognition by The Appraisal Foundation as an authentic Professional Appraisers' Association. It is this recognition that makes our designation of CSA meaningful in the industry today.

We cannot re-accredit or advance anyone who does not submit a 100% USPAP compliant appraisal for review and file.

EAANA's recognition at the Appraisal Foundation is based on its' acceptance of USPAP as the standard of practice for our members. To be recognized as a Certified Senior Appraiser you need to have a copy of one of your appraisals that meets all of the USPAP criteria/standards in our files.

We are going to keep bringing this up as long as we continue to receive sloppy, hastily prepared reports, and problematic appraisals for re-accreditation and advancement.

Every appraisal you do should follow the EAANA Appraisal Review guidelines that Valerie sends out with every request for re-accreditation and advancement.

Please take the time to do it right! It benefits you, and the Association. Thank you. Jim Balsarini/Ric Kriebel/Jerry Dover.

To meet the requirements of EAANA and USPAP an appraisal must contain the following:

1. Cover Letter, SIGNED.
2. Confirmation of request to perform the appraisal.
3. Name of the appraiser who inspected the items being appraised.
4. ID of the items being appraised including description or grouping.
5. ID of the ownership interest of the items being appraised.
6. Statement of the Intended Use and Intended Users of the appraisal.
7. A definition of the values being used and the source of the definitions.
8. The effective date of the appraisal.
9. A description of the collection process.
10. A statement of Assumptions and Limiting Conditions.
11. A discussion of the appraisal approaches to value with support for use or non-use.
12. A discussion of Highest and Best Use for the items being appraised.
13. A discussion of the Appropriate Market for the items being appraised.
14. A signed Certification with all the facts needed.
15. The writers' credentials and also the same for others' providing significant personal property appraisal assistance.
16. State the type of appraisal: SELF CONTAINED, SUMMARY or RESTRICTED USE APPRAISAL.
17. Report should clearly and accurately set forth the appraisal in a manner that will not be misleading, confusing or conflictive.

Note: All appraisals submitted for re-accreditation or up-grade to CSA must be a current complete copy of a REAL appraisal, bound (you can bind it with a staple), just as it would be given to your client, except it is to be client unidentifiable.

The appraisal review is for YOUR benefit. All appraisals that do not meet these requirements will be returned without review.

You need to submit 4 copies of the appraisal, or you can e-mail the appraisal in a PDF file to mail@eaana.org.



Territory Manager
Andy.artley@purplewave.com
507-649-7622

Andy Artley joined Purple Wave in June of 2011. He grew up in northern Iowa and graduated from Iowa State University with a bachelor's degree in Communications and Public Relations. He began his career as an independent financial adviser which soon led him to the equipment industry. He became a regional sales manager for Mustang Manufacturing in the late 1990s.

In 1999, Andy began his auction career and soon led a team of highly skilled auction and equipment professionals in the upper Midwest. He is a heavy equipment appraiser and member of the Equipment Appraisers Association of North America. He resides in Dundas, Minn., on a small organic farm with his wife Ann and their three daughters.

Member Achievements

Re-Accredited

Greg Bohrer

Upgraded to Certified Senior Appraiser

York Franke

Passed the EAANA Exam

Kip Odell

New EAANA Members

Kip Odell, CM

Odell & Company llc
41 Grange Road
Honesdale, PA 18431
570-616-0139
kodell@me.com

Randy Stewart, CM

115 Hill Street
P.O. Box 212
Hartland, WI 53029
262-367-1182
randy@aaiassociates.com

*CM = Candidate Member

2012 EAANA Annual Membership Meeting

Guest Speaker : Harry Moser, Founder & President of the Reshoring Initiative. Retired President & Chairman Emeritus of GF Agie Charmilles.

Report Card on Pres. Obama and Congress from Manufacturing's Perspective

Introduction

My comments are solely mine, not the Company's.

Personal Shaker Heights, OH story re defeating a local tax increase, proving that informed, involved citizens can get political results.

Session title:

Officially: U.S. Government Actions and Policies on Top Manufacturing Issues

More directly: Report card of President Obama's and Congress' performance on issues that are important to manufacturing

"Manufacturing" means factories and employees that are in the U.S., not "manufacturing" companies that have headquarters and maybe R&D here but most production off-shore.

I will focus especially on policies that could influence your:

1. orders
2. profitability
3. bank loans
4. skilled workforce availability

You do not want to miss the program at the 2012 EAANA Annual Membership meeting on January 27 & 28, 2012. The registration form will be on our website at eaana.org.

USPAP

January 26, 2012

Equipment Appraisers Association Of North America

offers 7-Hour USPAP Class

January 26, 2012 (Thursday)

Pittsburgh, PA

Instructor: Jean Novotny

The registration form will be on our website at eaana.org