



April 2014

## Message

**EAANA President**



**Carl Miceli, President**

It appears that our 2014 conference in Pittsburgh was a big success, with 53% of our total membership in attendance. A special thanks to Valerie Rakowski, Administrative Secretary, our sponsors, and everyone else that helped make the conference a success.

Some news from the Appraisal Foundation:

The Personal Property Issues Committee meets in Washington DC at least 3 times a year, usually the day before the general TAFAC meeting. It's tasked with issues relating to all types of personal property, including machinery and equipment.

Our biggest task at the moment is updating the "Personal Property Qualification Criteria" document. This document was originally written in 1998 and is in dire need of updating. It appeared to be a simple task until we realized it had to adequately address the concerns of all personal property and their associations. This includes everything from tea cups, fine arts, gems & jewelry, equine, household contents, machinery, to mines and quarries.

Writing criteria for real property is straight forward since real estate is basically the same from New York to California - dirt, sticks and bricks. But when you think about of the universe of personal property, it's overwhelming. Our thought, at least my thought, is to keep the criteria as broad as possible to encompass all types of property.

Nevertheless, I just heard that our second rewrite of the document was unanimously approved by TAFAC. The Appraisal Qualification Board (AQB) is the next reviewer. Once reviewed by them, it will be distributed for public exposure and comment.

I should also note that there is more talk about licensing and/or registering personal property appraisers. The Foundation is concerned with "restoring the public trust" and this may be a method of achieving that goal. It's very preliminary at this time. I'll keep you informed.

Have a profitable summer!

Carl Miceli, ASA, CSA, CEA  
President, EAANA



Casey Mulqueen

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Fellow members and friends of the Equipment Appraisers Association of North America, for those who don't know me I'm very appreciative of this opportunity to introduce myself.

After a rewarding assignment with GE Capital Commercial Equipment Finance in 2002 I founded Strategic Solutions for Industry and its appraisal division Appraisals for Industry to provide the manufacturing and financial communities with valuation and remarketing services. In total I have over thirty-eight (38) years of experience managing the disposition of used capital equipment, processes requiring the ability to accurately develop and report credible values, target potential buyers and close sales. My areas of expertise include larger cnc machine tools, automotive and plastics production and processing.

Over the last 8 years in addition to my day to day appraisal practice I have managed the valuation and sale of over 70 million dollars' worth of machinery and equipment for Fortune 500 asset based lenders and manufacturers. The majority of which were previously "leased assets" automotive, plastic and energy related.

I am currently a member of ELFA, ASA (candidate), MDNA and the AMEA. I have enjoyed serving on numerous board and committees including TAFAC, MDNA and AMEA where I served as President.

Here is what a few of my clients had to say.

"Most equipment appraisers claim to be an expert on every type of equipment. SSI focuses on what they do well, machine tools, plastics equipment and complex industrial systems." "We have used SSI for a variety of small and large industrial equipment valuations and liquidations. They are steadfastly ethical, and are among the most professional and competent consultants we have used."

I am always happy to lend a helping hand to one of my peers. Knowing my areas of expertise please don't hesitate to reach out.

markets.

## **EAANA Member Information**

**Wanted: Input for 2015 EAANA meeting in Pittsburgh**

Please email [fredfranke@aol.com](mailto:fredfranke@aol.com) your subjects of interest, ideas and comments

**So far we have the following presentations set up:**

- \* **Caterpillar specialist presentation on "GPS Systems for Construction Equipment"**  
**Capabilities and economic benefits, new cost, retrofit cost, how fast are they being**

integrated into equipment (Jay Capristo/Theodore Vargo)

\* How to prepare and submit electronic reports

Creating PDF documents to present appraisals: Excel and Word to PDF, pictures, Dropbox, Adobe, software for handling pictures (Brian Block and John Josko)

\* Economic Changes and Forecasting, Richard Fanter (Jim Balsarini)

\* All about Under Carriages:

\* Inspecting UC's: Review sample write up for ... small, medium and middle size popular CAT bulldozer, specific components to inspect, what to look for, typical measurements and estimating % useful life remaining

\* "Normal" expected useful life in hours for a "typical" application and how it affects the opinion of value

\* Typical UC replacement cost

\* Things that we don't know that we don't know to ask

**In the works:**

\* What bankers want from Us appraisers

Presentation by banker or court trustee (Keith Stout project)

**Under Consideration:**

\* How to be a more successful Appraiser. New approaches and opportunities (Carl Miceli?)

\* Other subjects of interest?

Again, please email ideas and comments ..... Let's make Pittsburgh 2015 as good as ever! Fred Franke, CSA

## Member Achievements

**Re-Accredited :**

James Balsarini, Tom Minzak, Michael Hunyady, Craig Hilpipre, John Josko, Ric Kriebel, James Siplivy, Tim Schwer, Joe Quiquaro, Mark Craig, Richard Lowry, Bob Hileman, Scott Buth

**EAANAExam:**

Andrew Artley

## New EAANA Members

**Justin Allen**

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## 2015 EAANA 25th Annual Membership Meeting

The date for the 25<sup>th</sup> Annual Membership Meeting is January 23 & 24, 2015. 7Hour USPAP Class will be held on Thursday January 22, 2015. Just a reminder that all CSA's must take the 7 Hour update every two years to stay in compliance with the CSA designation. The Marriott is holding the cost of the rooms to \$99.00 again this coming year.

**Equipment Appraisers Association of North America**

**Will be offering the 7-Hour USPAP Update Class**

**January 22, 2015 Pittsburgh, PA**

**Mark your calendar.**