



November 2012

## Message

**EAANA President**



Edward Butcher, President

### EAANA—Cooperation Galore

When I first agreed to serve as President of EAANA, I had some reservations about that decision. Surely there would be difficult times, complex problems to solve, gut-wrenching decisions to be made. And yet, two years later I can say, "It certainly has not been *that* difficult." In fact, as I have mentioned to some of you, perhaps the most difficult part of the job, has been getting everyone to shut up and sit down after the breaks at the Annual Membership Meetings.

So, why has it been so much less trying than I had anticipated?

For one reason, the EAANA Board of Directors. All issues brought before the Board are thoroughly and logically considered, analyzed and handled in a positive and friendly manner. Importance is placed on getting it right at the time, not "*doing it now*" just to get it done. Just like competent appraisal practice.

Another reason, Valerie Rakowski, our Administrative Secretary, and Jim Balsarini, our front-line, front-office regulars. With Valerie and Jim, there are no crises. It is an attitude. Again, like competent appraisal practice, just do the work, step by step, in a thorough and logical manner, and everything will work out well in the long run.

Also, our Committees. From what I have observed, as your President, our Committees function almost seamlessly within our organization. Seldom has it been necessary for the President to become involved in the work of the Committees. They accomplish a tremendous amount of work. Evidently, our committees are made up of committed, responsible people.

Your Board's creation of the Annual Membership Meeting Committee a couple of years ago has proved to be an important step in the growth of EAANA. Under the leadership of Fred Franke, this Committee has taken on a big responsibility in acquiring and scheduling speakers for our Annual Membership Meetings.

Another major aspect of the Annual Membership Meeting is the work involved in the arrangements with the Hotel, rooms, meals, etc., all the hassle. Valerie Rakowski continues to manage all of this in a flawlessly professional manner. And, of course, Mark Craig always steps up to manage the audio-visual requirements just as though it was his "job".

Positive and helpful attitudes of our membership, in general, are other important assets of the EAANA, as exhibited most recently by the cooperation shown (following an unexpected cancellation) by the spur-of-the-moment filling of a major speaker slot at the 2011 Annual Membership Meeting by a number of our members.

Summarizing, I suppose that what I am trying to say here is that if you are ever asked to serve this organization in any way, do not worry that you will be taking on too much. You will get all of the cooperation you need from our diverse and willing membership, and it will be a profitable, growing experience for you, as it has been for me.

I am truly grateful for all of the cooperation shown throughout our Organization during the past two years. It has been my pleasure to serve as your President. Thank you!



Kenney Lane

**Kenney Lane  
Lane Auctions, LLC  
Jacksonville, FL**

President of LANE AUCTIONS

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Kenny Lane (904)-477-6283

## Member Achievements

### Re-Accredited:

Barry Laney    Chuck Masslon  
John Lowder    Justin Doucette  
Carl Miceli

### Upgraded to

#### Certified Senior Appraiser:

Ken Regal    David DiBenedetto  
Les Mace    Greg Skelton

### Passed the EAANA Exam:

Ken Regal

## New EAANA Members

### Les Mace

1736 E. Sunshine Suite LL7  
Springfield, MO 65804  
[yellow9iron@att.net](mailto:yellow9iron@att.net)

### Kenneth R. Lane

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### Ronald H. Young

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### Tyler D. Collins

Volvo Construction Equipment  
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### Scott Forke

Cat Auction Services  
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Longmont, CO 80504  
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## 2013 EAANA 23<sup>rd</sup> Annual Membership Meeting



Fred Franke

### 2013 EAANA 23<sup>rd</sup> Pittsburgh Annual Membership Meeting

#### 2013 EAANA Pittsburgh Presentations:

##### Committed Speakers:

Quantifying Equipment Value Loss, Panel Presentation representing a cross section of machinery and equipment, Craig Hilpipe

Marcellus Shale Gas Industry, Drilling Contractor Panel Presentation

Conclusion of legal case of Bank of the World against Sole Proprietor Appraiser,  
Eric Kaplan

Economic Forecast under the 2013 Washington Administration, Andy Fanter

Trends in Machinery and Equipment Values, Mark Clark (publisher of The Book– North American Auction Values)

Cement Pumps and Mixer Trucks, Roger Anderson

Scope of Work– Safety and Site Visit Etiquette, John Josko

Appropriate Value Definition for the Purpose of the Appraisal, Dr. Noreen Dornenburg

##### Under Consideration:

Estimating Construction Equipment Residual Values, Dr. Michael Vorster

All you ever wanted to know about Undercarriages

Bridge Cranes

Food, Beverage and Packaging

## FYI

GOOD READ for members in print or on line, interested in On Highway/Off Highway Diesel Engines, related Technology and Industry news may find the Publication DIESEL PROGRESS of interest! Published Monthly, contains Industry trends along with current information on Tier Engine technology, trend to natural gas fuel and more Important a monthly column Trendlines, by Charles Yengst on Industry trends in Construction related Equipment. His October column featured a report on the recent Las Vegas MINExpo Available on line as a free subscription @ **DIESEL PROGRESS**

**USPAP**

**Time to Register**

**January 24, 2013**

**Equipment Appraisers Association of North America**

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

**January 24, 2013 Pittsburgh, PA**

**If you have not received a registration form you can download one off the EAANA.org website**