



Equipment Appraisers Association of North America

Incorporated May 18, 1990

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EAANA Newsletter

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Dear Members,

Good communication. It's so very important to our business and our industry.

Are you noticing a change when being introduced as an appraiser? I'm finding myself quickly adding that I value machinery and equipment, not real estate. And yet, there always seem to be remarks about real estate, especially sub-prime rates and decline of the housing market. Clearly real estate appraisers are in the public's eye and receiving criticism that may or may not be warranted.

Professionalism is more than a buzz word. EAANA has been and continues to promote the concept that our members are qualified, impartial, objective, and independent. Someone once told me that you really can't teach a person to be ethical; by the time you entered grade school you already have a belief system in place. Probably true, but as we all have experienced, the longer one works in our arena, the more situations trigger our subconscious voice.

An important component of USPAP is comparing an appraiser's actions and decision to what peers would do in the same situation. Guess that's long hand for "standard of care." EAANA continues to retain Noreen Dornenburg as a resource. Contact Noreen to discuss any ethical business questions at ndornenburg@urishpopeck.com.

When your concerns relate more to the appraisal process, ie. scope of work, disclosures, report writing, EAANA Board members are willing to share their thoughts. I continue to work with USPAP related questions. Pull out the directory and contact someone by phone or email. The more informal peer reviews we do, the more we are promoting high standards. These can only lead to a stronger and more respected association, and that benefits all of us.

Our 2008 Annual Meeting received the highest ever positive feedback. The sessions were terrific, but the interaction with other professional appraisers always gives me ideas to improve my own company. Now is a good time to send ideas for topics and speakers at next meeting.

Brett Hoffman, Barry Forbes, Chuck Masslon, and Dick Lolmaugh are collecting information on current and proposed legislation regarding diesel emission standards. If you have information about what's happening in your state and/or thoughts on how regulations affect equipment value, please contact Brett (brett@jkkane.com) or anyone on the committee.

Communicate with other EAANA appraisers. It's a sure way to grow your company and ensure your operation is viewed as an ethical, professional entity.

Sincerely,

Welcome New

Members

Charles Dixon

Havertown, PA

Greg Skelton

Birmingham, AL

Bill Yurkovic

Murrysville, PA

- **Congrats to Joe Harrington, CSA**, who made the effort to upgrade to Certified Senior Appraiser

- **Kudos to Mark Turner & Peter Walters**, who passed the EAANA Comprehensive Exam!