

AMEA APPRAISER

Information and education dedicated to appraisal excellence

Summer, 2003

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Voluntary Board Member

Ken Regal, CEA
Regal Equipment

Past Presidents

- 1983-84 *Norman Adler, CEA*
- 1984-86 *Daniel J. Lengyel*
- 1986-88 *Roland R. Grenier, AEA*
- 1988-91 *Fred S. Mervis, CEA*
- 1991-93 *Michael D. Rosen, CEA*
- 1993-95 *David N. Lang, CEA**
- 1995-97 *James L. Heppner, CEA**
- 1997-99 *Ronald J. Koster, Sr., CEA*
- 1999-01 *John Gabalis, CEA*
- 2001-03 *Richard H. Levy, CEA*

* Deceased

New Officers and Board Elected



Enthusiasm abounds with the newly elected AMEA board of directors. Pictured above in the front row: Ken Regal, CEA; Mary Flynn Boener, Executive Director; Jean Novotny, CEA; John Greene, CEA; Craig Hilpipre, CEA; and Rick Levy, CEA. Back Row: Jean Harris, CEA; Randy Stevens, CEA; John Gabalis, CEA; and Nate Arnold, CEA. Not pictured are Richard Bass, CEA; Ron Koster, Sr., CEA; and Charlie Winternitz, CEA.

Nate Arnold's goal as President is to build the educational arm of the association. With his experiences on the AMEA and MDNA boards for the last 13 years, he hopes to build a stronger educational foundation. Nate has been a member of AMEA since 1987. He is former Chairman of the Public Relations, Appraisal Review, and Education Committees. He has served on almost all of the other committees. He produced the video, "Introduction to Appraising Machinery and Equipment" in 1994. The video was used for many years in conjunction with the AMEA Level 1 Exam. He has been featured in many AMEA Presentations at MDNA Conventions in both humorous and serious seminars.

Craig Hilpipre, CEA, First Vice President, became an AMEA member in 1988. He has served on the AMEA board of directors since 1992. While on the board,

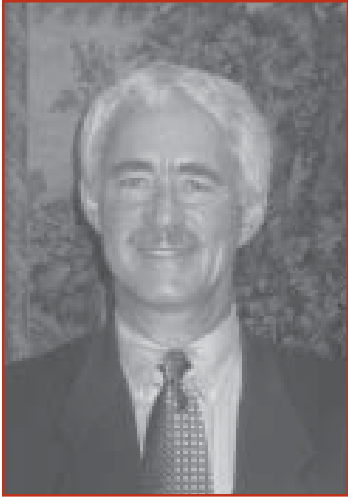
he worked tirelessly on every committee he was assigned and brought insightful ideas and procedures to the association. He has also served as President of the Equipment Appraisers Association of North America from 2000 to 2002.

Randy Stevens, CEA, Second Vice President, became an AMEA member in 1989. He has served on the board of directors since 1995. Randy is currently the chair of the Appraisal Review Committee and has been a member of the Public Relations, and the Education and Accreditation Committees.

We welcome back returning board members Jean Novotny, CEA and Charlie Winternitz, CEA. They both have served above the call to service in the past and are committed to helping our association meet the needs of the future.

All of the board members have proven themselves unbeatable over the last twenty years. We would not be where we are without them. Our gratitude goes to all of them for their years of voluntary support of the AMEA and the goals we have set before us.

New board members are always welcome. Ken Regal, CEA, has stepped up to the plate as our newest voluntary board member and we hope to see his name in print for many years to come. ●



Philip E. Johnson

Depositions - Are You Prepared?

Over 50 students attended the AMEA presentation, "Depositions - Are You Prepared?" at this year's MDNA Annual Convention held in Colorado.

This mock deposition consisted of an appraiser, two attorneys and a stenographer on a stage. The stenographer's notes were projected onto a screen for all to see. The presentation began with a brief explanation of how to act at a depo-

sition and then there was a question/answer time between the appraiser and his attorney. The program then moved into a live deposition with the attorneys bantering back and forth with the appraiser under the spot light. Simple questions became monsters for the appraiser who thought he was answering the questions correctly. A few flare ups occurred when the appraiser did not say what his counsel suggested. This one hour presentation ended with 30 minutes of question and answer time. The questions rolled through lunch and into the afternoon.

Some of the topics covered were:

- * How to answer the opposing attorney's questions
- * What to say and when to say it
- * Preparation of your appraisals with regard to possible future litigation
- * USPAP and its relationships to possible litigation

- * What "some" attorneys might do to a potential "adversary"
- * What attorneys look for in witness testimonies
- * How important retention of records, files and work papers are to possible litigation
- * How saying "too much" may get the appraiser into trouble
- * How saying "too little" may get the appraiser into trouble

Lisa Knight of Hunter & Geist in Denver was the stenographer for the presentation. Her expertise and enthusiasm showed throughout the experience.

The AMEA was grateful to have Phil Johnson as the prosecuting attorney. Phil is with Bennington, Johnson, Biermann, and Craigmile LLC, a Denver based litigation firm with seven attorneys. During his 28 years of practicing law, Phil took a three year leave to be chairman of the board of an NYSE conglomerate and managed a family-owned business consisting of 30 manufacturing companies. He has spent seven years as a national litigation coordinator for 50 companies managing a total of 1000 active cases. Phil is president of the board of trustees of the Denver Academy, a school for students with learning differences, the former chairman of the Denver University Law Alumni Council, and a member of the University of Denver College of Law Visiting Committee. He also has a real estate development practice. Phil is also a guest lecturer at the Denver University Law School and is involved in various mentoring projects with law students, including mock interviews, networking social events and informal mentoring about job searches, etc.

The program was videotaped and the stenographer's notes are available. This forum will be presented at MDNA chapter meetings by request, and information will follow about renting the course.

The question remains.... Are you prepared? ●

Lender's Corner

What's Hot and What's Not!

Robert Breakstone, CEA

This is the cry of most if not all used equipment dealers. In years past we seemed to always have one type of machine that was actively sought. In today's marketplace this cry is none existent. I deal in food processing machinery and the best advice I can give is that the more universal a piece of machinery is, the better the residual values.

I have found that any general process machinery which can be moved from product line to product line seems to maintain good value. However, machines that are very specific to a given product are very difficult to remarket. So if you are looking at food machinery, try to ascertain the function and versatility of the machine or line and this will lead you on the best track of residual value. ●

Fanuc Controls

Terry Duda, CEA

Fanuc computer numerical controls (CNC) are widely used on machine tools, robots, lasers, welding systems, and other types of equipment used in industry. They were initially developed in Japan and have become one of the leading control systems in the world. They enhance the machine's productivity with easy-to-access information and programming.

A new shop floor networking trend is now emerging that is called direct CNC networking (DCN). This is where the CNC control is connected with an Ethernet cable to the standard office local area network (LAN) that also supports computer aided design (CAD) and computer aided manufacturing (CAM) systems. The benefit of DCN is the dramatic improvement in data flow speed. The throughput speed for Ethernet is one million characters per second, versus the typical rate of serial communications at 960 characters per second at 9600 baud.

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The Ones Who Came Before Me

As I take the position of President of AMEA, I think about an acquaintance of mine who wrote a song called "Standing on the Shoulders of the Ones Who Came Before Me." The song concerned his view of his ancestors that had come to America and given him the opportunity to thrive and succeed in our wonderful country. The lyrics remind me that what I am now about to do will be a direct result of the efforts of the people who have been leaders in this organization before me. I look with enormous appreciation to the officers of AMEA who had taken chances and risks to help organize and sustain the organization so that I would have the opportunity to lead one of the finest and most respected appraisal organizations in the world today.

I look at Norm Adler and the other Machinery Dealers National Association (MDNA) Board Members of 1982-83 who were the founders of AMEA. They had the insight to organize a group of machine dealers to become "professional appraisers of machinery and equipment." Other organizations existed. But the board felt that people who dealt in the marketplace on a daily basis would have the "best" views, opinions and practical valuations of machinery.

Once founded, AMEA needed to organize a membership which adhered to consistent principles, ethics and procedures of professional appraisal practices. David Lang was one of the finest, most sincere professional appraisers that I have ever met. Dave led our organization into the organized community of appraisers with our becoming members of The Appraisal Foundation Advisory Council (TAFAC) in Washington, D.C.. TAFAC laid the foundation for our current practices and procedures. John Gabalis, CEA and Ron Koster, CEA professionally guided our board into refining these procedures so that all of our members may feel competent that they can perform their assignments with dignity, quality of presentation and assurance that their work will be acceptable appraisals. Jim Heppner brought us together with our parent organization, MDNA, in a new and solid appreciation of our mutual concerns. When Rick Levy, CEA took the helm of AMEA, he pledged that we would continue to grow to newer membership heights. In a "down business environment." AMEA grew in membership as well as stature.

The various members of the AMEA Board who have served during the past 20 years have brought many ideas and procedures which have become our standards. This is an organization of volunteers who spend their own money and time to attend board meetings, conventions and educational workshops. Our board is a dynamic group which serves as an example of how people can work together to get a job done very well.

We cannot give credit to our leaders without recognizing the wonderful advancements of programs that our Executive Director, Mary Flynn Boener has instituted. Mary has brought so many new ideas to our group that I cannot start to mention all of them. Our referral system, organized by Mary, is proving to be successful in bringing actual business to our members.

As I begin my term of office as your president, I pray that the spirit and excitement will continue during my two years of service and for many years to come. ●



Nathan J. Arnold, CEA

Opportunities for Education

MDNA's Weekend With the Pros XVI

September 5th, 6th and 7th, 2003

Philadelphia, PA

Contact Mary at **1 800 537 8629**

EAANA provides USPAP

October 3rd and 4th, 2003

Pittsburgh, PA

Contact Sandy at **1 800 790 1053**

For additional information contact AMEA at +1 703 836 7900 or amea@amea.org

Please take a look at our Web Page: www.amea.org

Websites containing more course and appraiser information are as follows:

- American Society of Appraisers - www.appraisers.org ●
- The Appraisal Foundation - www.appraisalfoundation.org ●
- The Appraisal Institute - www.appraisalinstitute.org ●
- Appraisers Association of America - www.appraisersassoc.org ●
- Association of Machinery and Equipment Appraisers - www.amea.org ●
- Equipment Appraisers Association of North America - www.eaana.org ●
- International Society of Appraisers - www.isa-appraisers.org ●
- University of Columbia-Missouri On-line courses - <http://MUDirect.missouri.edu/ASA/online.htm> ●
- www.irwa.com ● www.lincoln-grad.org ● www.middletontraining.com ●

Lender's Corner

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Numerous companies are in the business of retrofitting older machines with newer controls to achieve new machine reliability and productivity for far less than half the cost of a new machine, and substantially less than even a late model used machine.

Prior to a retrofit, it is always wise to get a detailed inspection of the machine so there won't be any large repair cost surprises. If the cost to repair becomes prohibitive, a decision can be made before committing to a retrofit. ●

Overhead Cranes

Jack Landesberg, CEA

The subject of classifying overhead cranes for commercial loan purposes is often one of confusion among lenders, borrowers and appraisers. While overhead cranes may be sold for removal and reinstallation as part of a machinery and equipment liquidation, many lenders consider their value to be part of the real estate. The reason for this is that since a real property appraisal may include crane service buildings among the comparable sales used to support the market value of the building, the cranes would therefore be considered an enhancement to the building's value. In many cases however, the present use of the building may include excess crane capacity when compared to the building's most likely resale use in the open market. The sale of the cranes would then contribute to the proceeds of the machinery and equipment liquidation sale.

Caution should be taken when cranes are installed in a leased building and included with the machinery and equipment appraisal since the cranes may be the property of the building owner and included as part of the building lease. ●

Giving - We Never Stop!

by Mary Flynn Boener, Executive Director

Many of our members not only buy, sell and appraise machinery, they actively participate in their communities in churches, synagogues, schools, soup kitchens and more. Many dedicate themselves to boards of charitable organizations or actually volunteer their time on the front lines helping those in need.

The Austin D. Lucas Scholarship Fund was started because a member saw a need. It supports educating children of employees who work for members of the Machinery Dealers National Association, MDNA. Recently a large educational trust was made in the name of the late James L. Heppner, past AMEA

President, for education. Members jumped at the chance to help someone in Jim's honor.

A golf outing to support cancer research was started because a member lost his wife to the disease. The Second Annual Susan Nucian Memorial Golf Classic will be held Monday, September 15th in Clarkston, Michigan. This benefits the Nucian Fund for Pancreatic Research at the University of Michigan Comprehensive Cancer Center. If you are interested in attending or sponsoring, call 734 936 3920.

The sacrifice, intuition and fortitude of our members shows in their businesses and in their communities. And, when they sit

on the boards of our associations, it makes me wonder how they have the time to do all of these things. Entire families donate their lives to the AMEA, the MDNA, Machinery Information Systems and the Austin D. Lucas Scholarship Fund. Generations of families come through the board meetings. The wonderful thing is these people have also helped the needy in their own communities and abroad.

Time and talents are not wasted when we look at the membership of the AMEA. I can go on and on about what our board members do for our association. I never realized all that the board really does until I sat in on the meetings. There is controversy, confusion, and then this wide eyed understanding, compromise and conclusion with every issue. We have actually accomplished tasks and worked on our agenda items. I wish all boards and committees worked as I have witnessed the last two years.

I would like to spotlight two members who have chosen to serve with their families outside of their communities. Both chose organizations which require going to other countries. These two represent the many members who give.

Walter Dean, CEA, an AMEA member since 1995, took his wife, Laura, father, mother, sister, brother-in-law and children, Harrison, 6 and Meredith, 10, to the Siaya district in western Kenya a

AMEA APPRAISER

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All of our members are listed on our Web site at www.amea.org

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Mr. R. F. "Casey" Mulqueen, CEA
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Email: Mike.Horkan@LocatorOnline.com

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Giving

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few weeks ago. They went as honored guests at a well opening ceremony. The Deans generously donated two wells to the Lala and Udamai villages near Musalaba. Because of these two wells and a few other well projects in the area, 54,000 people will have access to clean water. They now have a sanitation system with latrines. Mr. Dean spent a year teaching in this part of Kenya 20 years ago and had not stopped helping the community since his leaving. His sense of responsibility toward human beings has driven him to help, and he feels he must help those who are not able to help themselves. "The people are not about material needs. They need basic survival needs met. That's all they want." He enjoyed introducing his family of three generations to people he knew so long ago. The average life-span in that region is 54 so many were shocked to see all of the Deans.

Walter Dean is the Vice President of the Atlanta Committee of CARE, (ACFC). The ACFC is a volunteer committee which is connected to the Cooperative for Assistance and Relief Everywhere (CARE). CARE is a relief and refugee resettlement program that started in 1945. Its mission is to affirm the dignity and worth of individuals and families in some of the poorest communities in the world. CARE seeks to relieve human suffering, provide economic opportunity, build sustained capacity for self-help and affirm the ties of human beings everywhere. CARE was the beginning of the "CARE package." CARE provides infrastructure for sustainable projects in countries all over the world. It is one of the world's largest non government relief organizations. "CARE volunteers go to countries to help provide three basic items: water, food and health. The wells are only the beginning. CARE has worked with a designer and manufacturer in Georgia who has designed an agricultural, animal powered plow that opens the soil, puts in seed and fertilizer, and closes the ground all in one pass. Two plows are now being used in that area. The third item is health. We provide education about HIV and AIDS and work with medical teams to try and better overall health needs."

If you want to know more, call 1 800 521 CARE or visit www.care.org.



Walter and Laura Dean



David Hodgkins, AEA

David Hodgkins, AEA, an AMEA member since 1987, is a very active member of Rotary International. Rotary International is an organization of 1.2 million men and women committed to the concept of "Service Above Self - Service to your community, your vocation and your world!"

David's Rotary Club, the Charlotte Dilworth South End Club, annually builds a Habitat House in Charlotte, supports Crisis Assistance Ministry, Salvation Army, the Department of Social Services and more. In addition, the club has been involved in international projects in developing countries around the world. Most recently, they have worked in Central and South America. In 2001, David went on his first trip to La Cieba, Honduras with 10 other Rotarians and his youngest daughter, Jessica, who was 22. Their mission was to help build new 400 square foot cinder block homes for the people that had lost everything in Hurricane Mitch in 1998. 50,000 People lost everything. Thousands lost their lives. David, his daughter and the other volunteers worked in the hills outside of the city helping rebuild a community that had been given land by the government. They were given land but nothing else. The people were living in shacks fabricated from everything you could imagine. "This truly was a life changing experience for me. I had no idea of the conditions that

people live under until I experienced it first hand." While they were there, the 17 year old son of the family they were building a house for had been robbed and murdered in a city 10 hours away. His body was delivered to the family while David, his daughter and others were at the house working. The family had received no word and had no idea what had happened until strangers showed up with the body. The group mourned with the family for one day and then got back to building the house. The father of the house knew that the priority was to get the house built for the rest of his family.

In 2002, the Rotary Club identified a project in Guatemala City, Guatemala, through a mission group in Minnesota named Common Hope. Their mission is to strengthen the family unit so that the children are able to receive an education and move away to a better life. The Rotary club worked in a new community, New Hope Village, to build a water treatment plant. It would be the first in the country and the community would have running water and sewage. In addition, they worked in the school teaching children English. "Both of these experiences again were rewarding. I always come home wondering if I got more out of my visit than the people I worked for. Through Common Hope, there is a Godchild program and our family 'adopted' two of the local children. We pay a small amount each year that helps with their education and living expenses."

In January of this year, David's group worked with dentists in Quito, Ecuador. A group of the Rotary's dentist members donated and outfitted a complete dental trailer which is used by the Red Cross to travel around the country to treat dental needs. The Rotary group visited Quito for the dedication of the trailer and also travelled to a remote town south of Quito, named Gualaceo, to visit schools. The group wanted to determine if there were any other needs they could help with. The middle school had a computer program and was teaching computers to 70 students. This program had been in existence for over five years,

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AMEA Certification and Accreditation

Continuing Education CREDIT HOUR REPORT FORM

ITEM	BACKUP	CEC HOURS
1. USPAP Course	Certificate	15 hours
2. Attending Weekend with the Pros	Certificate	8 hours
3. Teaching a valuation course	Program	8 hours
4. Submit an article which is being/has been published	Article	4 hours
5. Attending MDNA convention seminars	This form	1 hour for each hour
6. Attend valuation seminars	Certificate	1 hour for each hour
7. Submitting detailed auction reports to AMEA	Auction Report	2 hrs/ auction day
8. Attending MDNA Chapter meetings w/o AMEA	This Form	1 hour
9. Attending MDNA Chapter meetings with AMEA	This Form	2 hours
10. Attending trade shows	Proof of Attendance	1 hour
11. Attending class seminars at trade shows	Certificate	1 hour/hour attended
12. Presenting a seminar on appropriate topics	Program	4 hours
13. Approved presentation to an industry related audience appraisal related topics	Program	4 hours
14. AMEA Board meeting attendance	This Form	2 hours
15. AMEA approval of biannual appraisal (AMEA will credit, no form required)		2 hours
16. *AAA, ASA, EAA, ISA, etc. courses submit proof	To be Determined	

Circle the corresponding number above, attach backup and submit form to:
 AMEA, 315 S. Patrick Street, Alexandria, VA 22314 Fax: +1 703 836 9303

Your Name: _____

Company Name: _____

Ph./Fax/E-mail: _____

Continuing Education Date(s): _____

Instructor's Name if Applicable: _____

****AMEA encourages members to seek educational opportunities and present them to the Certification and Accreditation Committee for credit. All continuing education hours are subject to approval and verification by the Certification and Accreditation Committee.***

Please copy this form for multiple use.

Giving

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however, THEY HAD NO COMPUTERS! The group signed an agreement which would provide seven computers to the school. They are going to work with the local Rotary Club of Gualaceo, Ecuador to accomplish this. There is always a need. The school will not have internet access for another two or three years due to the lack of phone lines. They work on one project at a time. "Being with the Rotary Club has been one of the high points in my life. Because of the Rotary Club I have the opportunity to try and make a difference in our world!"

For more information see www.rotary.org. ●

Congratulations New CEA!

Kudos to the following AMEA member who recently passed the USPAP course and exam and changed his designation from Accredited to Certified Equipment Appraiser:

Mr. Richard H. Jost, CEA
The Daley-Hodkin Group

Member Notes:

Please check and update the qualification and experience page of your appraisal. Delete your outdated pages. AMEA moved from Silver Spring, MD years ago.

New dues forms have been mailed! If you have an appraisal due for your review or if you have a resubmit due, please submit it with your dues payment. Our new dues forms will simplify your dues renewal process. You will also notice a new appraisal review form which has a checklist for your review. Thank you for your support of our association. We continue to grow and we are receiving referrals on a regular basis. Please keep up the good work!

A question has come into headquarters from a member. If you would like to share your thoughts, or have questions of your own, please send an e-mail to amea@amea.org with the subject line as "member question."

Question:

All of us use different resources for finding values. I am wondering if people would be willing to e-mail AMEA their individual lists of resources; books, computer sites, etc. and then I would want to have an entire list compiled listing all of the resources out there. Does anyone think this is an idea to pursue? If so, please send AMEA your lists of resources.

www.amea.org



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