



APPRAISER

ASSOCIATION OF MACHINERY AND EQUIPMENT APPRAISERS

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SPECIAL APPRAISERS' FORUM EDITION

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AMEA APPRAISERS' FORUM EDITION

Message from the President

Jim Zvonar, CEA

It is my honor as President of the Association of Machinery and Equipment Appraisers (AMEA) to invite everyone to the 2015 Appraisers' Forum in Chicago, IL.



The Forum will be held March 19-21, 2015 at The Westin O'Hare Airport Hotel at a rate of just \$109.00 per night. The hotel also provides free shuttle service to and from O'Hare Airport.

By attending the Appraisers' Forum attendees can earn up to 16 continuing education credits. Add on either the 7 or 15-hour USPAP and that gives a potential of up to 31 continuing education credits. You can complete almost half of your continuing education requirement by just attending this multi-day event.

On Thursday, all attendees are invited to the Chicago MDNA Chapter meeting that includes dinner and Whirly Ball.

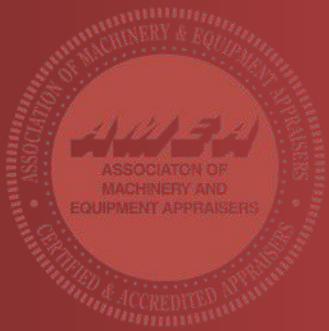
On Friday, there will be a great group of speakers on topics ranging from Swiss Machines, Additive Manufacturing, Injection Molding and more. There will be a Tour of Bystronics that should be fun and educational for all. Finish the day with a reception and time for networking with other attendees.

This is the first time AMEA has offered the 15-hour USPAP course in 3 years. If you have been thinking about becoming a Certified Equipment Appraiser this is the perfect time to do so. It is unknown when this course will be offered again, so you don't want to miss out on this chance.

For those in need of the 7-hour USPAP refresher course, it will be offered on Saturday afternoon. AMEA will not host another 7-hour course until the Fall of 2015, so if you are due for USPAP in the Spring or Summer, you will want to take this course.

My thanks to the Chicago Chapter and Chapter Chairmen John Josko, Bob Yeoman head of the AMEA Forum Committee, Meghan McLellan AMEA Director of Member Services and Brian Block for all the hard work they have put in on this premier event.

[Register Now!](#)





AMEA APPRAISER

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MISSION

To certify and accredit the most qualified capital equipment appraisers in the appraisal industry through promotion of standards of professional practice, ethical conduct, and market-based experience.

AMEA members are listed at:
www.amea.org

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AMEA Appraiser welcomes contributions from members and others in the machinery and equipment appraisal community.

For details, contact: Bob Yeoman,
Editor, AMEA Appraiser at
yeomanmachinery@gmail.com

MDNA Chicago Chapter Meeting

Chapter Invitation

— John Josko, CEA
Chicago Chapter Chairman

The Chicago Chapter of the Machinery Dealers National Association would like to welcome you to Chicago and this year's AMEA Appraisers' Forum. We are extending an invitation to all those attending this year's AMEA Appraisers' Forum in Chicago,



to attend the MDNA Chicago Chapter Meeting. As in the past, we have planned a fun evening at Chicago Whirly Ball. Attendees at the forum can board a bus that will take you and your fellow attendees to the facility where there will be dinner, a cash bar and spirited games of Whirly Ball. This is a great evening of networking with fellow appraisers and machinery dealers.

Please save the date, Thursday evening, March 19th, 2015. The cost is \$55.00 per person payable by check made out to "The Chicago Chapter of MDNA" and bring it with you.

7-hour USPAP Course

AMEA will be hosting a 7-hour USPAP (Uniform Standards of Professional Appraisal Practice) Course following the Appraisers' Forum in Chicago.

It is recommended that if you haven't taken the course since the last update, released in Fall of 2013, that you take this update course now to ensure compliance with all changes even if you are not yet due for the course. We will not be offering another 7-hour course until Fall 2015.

Event Schedule:
Saturday, March 21st:
12:30pm-7:30pm
7-hour USPAP Course

Note: It is a requirement for all certified appraisers to take the USPAP refresher course every 3 years in order to remain up-to-date with their credentials. To determine if you are due for the course you can log in to the back office at www.amea.org.

Prerequisite: You must have already taken the 15-hour USPAP course prior to taking this course. [Click here to register now!](#)

Event Schedule

Wednesday, March 18th

9:00 – 4:00pm 15-hour USPAP Course
Day 1

Thursday, March 19th

9:00 – 5:00pm 15-hour USPAP Course
Day 2
6:00pm Chicago Chapter Dinner

Friday, March 20th

7:30-8:30am Breakfast
8:30-8:45am Opening Remarks
8:45-9:45am Swiss Machines (John
Lawton)
9:45 – 10:45am Additive Manufacturing
(Jim Ready)
10:45-11:00am BREAK
11:00-12:00pm Injection Molding (Jack
Clarke)
12:00-1:00pm Lunch
1:30pm Bystronics Tour
5:30pm Reception at hotel

Saturday, March 21st

7:30-8:00am Breakfast
8:00-9:00am Medical Equipment in
Emergency Rooms (Jack Beckwith)
9:00-10:00am Understanding Deprecia-
tion (Brian Block & Jack Beckwith)
10:00-10:15am BREAK
10:15-10:45am Report Writing (Brian
Block)
10:45-11:45am Panel Discussion on
Market Trends
12:30– 7:30pm 7-hour USPAP Course

[Register Now!](#)

Speaker Bios

Swiss Machines

— John Lawton, CEA,
Machinesused.com

John Lawton entered the used machinery business in 1989, while working at Hoff Machinery. At that time, he was employed as a used machinery salesman, responsible for the buying and selling of used machinery. He was also responsible for assisting in used equipment appraisals. In 1990, John became Secretary/Treasurer of the Milwaukee/Minneapolis Chapter of the MDNA (Machinery Dealers National Association).

John joined Harvey Machinery in Minneapolis, MN, in 1991 as a used equipment Salesman. While at Harvey Machinery, John earned his AMEA (Association of Machinery and Equipment Appraisers) Accreditation. During these years, John served as Chairman of the Milwaukee/Minneapolis Chapter of the MDNA. John performed appraisals as an AMEA Accredited Appraiser at Harvey Machinery until October of 2000.

In October of 2000, John began working at Productivity Inc., primarily selling new and used equipment. On March 1, 2004, John Lawton was named manager of Machinesused.com (Used Equipment Sales Division of Productivity, Inc.) His responsibilities are buying, selling, appraising, and liquidating used equipment.

John Lawton is an Auctioneer, Licensed by the State of Minnesota. He graduated from Continental Auctioneering School in 1999.

In April, 2005, John successfully completed the USPAP (Uniform Standards of Professional Appraisal Practice) course and examination.

John Lawton is a Certified Equipment Appraiser and member of the AMEA (Association of Machinery and Equipment Appraisers). He currently is on the Board of Directors of the AMEA.

Since inception of Machinesused.com in March of 2004, John has implemented a highly successful Online Auction website. They currently provide full asset valuation and liquidation services. John Lawton is the Manager of Machinesused.com and acts in the day-to-day business of buying, selling, appraising, and auctioning of Used Industrial Equipment.





2015 AMEA Events

February

February 23, 2015
Webinar, 3pm ET

March

March 18-19, 2015
15-hour USPAP Course
Chicago, IL

March 19-21, 2015
Appraisers' Forum
Chicago, IL

March 21, 2015
7-hour USPAP Course
Chicago, IL

April

April 22, 2015
AMEA Committee & Board Meeting
Washington D.C.

April 23-25, 2015
MDNA Annual Convention
Washington D.C.

For more event information:
Call the AMEA: **703-836-7900**
or visit www.amea.org

AMEA Disclaimer

Articles contained in the AMEA/ Appraiser Newsletter are the opinion of the contributing authors. Articles have not been checked for accuracy. Content may, or may not, reflect the current accepted trends of that industry. The Association of Machinery and Equipment Appraisers disclaims any responsibility for any use, or misuse of information contained herein.

Speaker Bios (Cont'd)

Additive Manufacturing

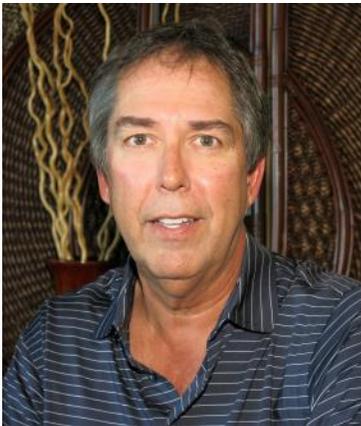
— *Jim Ready*
Renishaw

Jim Ready joined Renishaw in 1998, while working on his MS degree at Illinois State University, taking on the role of Applications Engineer in the Machine Tool Probing and Scanning Products Divisions. For his first 8 years with Renishaw Jim spent most of his time traveling to customers throughout the US, Canada, and Mexico performing installations, training, and support for both product divisions. In 2006, Jim joined the sales team at Renishaw as a Regional Sales Manager responsible for a 9 state territory in the Midwest covering the machine tool, CMM, calibration, gaging, styli, and most recently the additive manufacturing divisions.



Injection Molding

— *Jack Clarke*
Arlington Plastics Machinery, Inc.



Jack has over 30 years of industrial equipment experience, specializing in the purchase, sale, liquidation, and valuation of plants, machinery, and related industrial assets. He began his equipment career with a prominent and globally active used processing equipment business. Jack founded his own used equipment firm in 1986 and has built this business into a renowned and well respected organization, of which he serves as President. He has extensive experience relative to production blow molding, blown film, extrusion, injection molding, and thermoforming machinery, in addition to the full range of ancillary and support equipment common to the plastics processing industry.

Jack is regularly called upon by numerous parties to render opinions and judgments concerning equipment values, marketability, condition, useful life, and other pertinent valuation elements. Further, he has participated in liquidations of various industrial facilities in a range of locations in North America. Jack's equipment activities have taken him across the United States in addition to Canada, Mexico, Spain, Australia, and the United Kingdom. He attended the University of Illinois in Chicago, earning a Bachelor of Arts degree. Jack's firm is a member of the Machinery Dealers National Association (MDNA) and the Society of Plastics Engineers (SPE). He has conducted several seminars on the proper identification and qualification of plastics processing machinery for equipment dealers, equipment appraisers, and trade organizations.

Speaker Bios (Cont'd)

Medical Equipment in Emergency Rooms & Understanding Depreciation

— Jack Beckwith, CEA
Equipment Appraisal Group, Inc.

Jack Beckwith's area of expertise is primarily machinery & equipment/personal property. However, he has valued buildings and improvements for insurance purposes. In addition to his valuation experience, Mr. Beckwith has been an expert witness in the United States Bankruptcy Court and in various counties for personal property ad valorem tax litigation.

Though he is based in Texas, Mr. Beckwith has performed and supervised valuations throughout the United States, Canada, Mexico, and Europe.

Mr. Beckwith has broad experience in performing valuations and consulting projects for a variety of purposes including, but not limited to the following: Tax Appeal, Insurance, Purchase price allocation, Asset-based lending, Financial and tax reporting, Sarbanes Oxley conformance, Asset tagging and tracking, various other purposes.

Mr. Beckwith's professional career began in 1976 when he began distributing new and refurbished medical equipment to the healthcare industry. He owned and operated Mission Medical which had several locations in Texas and Mexico.

During the early 1990s, managed medicine entered the Health Care Industry and demands increased for services in valuation of specialized equipment. It was at this time, Mr. Beckwith became aware of the importance of the appraisal methodology and the compliance issues associated with this profession. In 1996, he sold Mission Medical and entered the appraisal field full time and received his ASA designation.

Research assignments in the Health Care Industry include Personal Property and Inventory appraisals in such industries as Diagnostic Imaging, Acute and Long Term Care, Therapy, Clinical Medicine, and Outpatient Care.

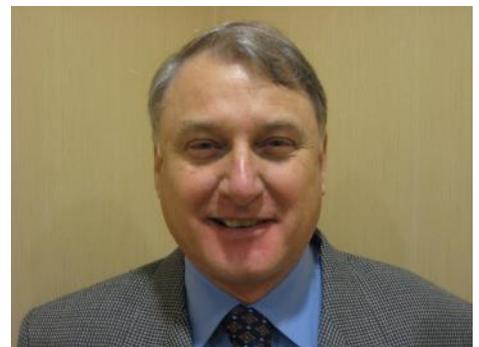
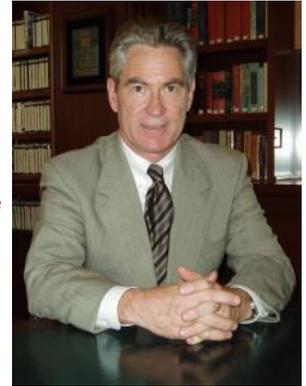
Prior to beginning his professional career, Mr. Beckwith earned his BBA at the University of Texas, served on the University of Incarnate Word Nursing Advisory Board and is currently serving on the Advisory Board for Boerne YMCA and the Kronkosky Place.

Understanding Depreciation & Report Writing

— Brian Block, CEA
Asset Appraisal & Recovery Inc.

Brian is the founder of Asset Appraisal & Recovery Inc. (AARI) and has been providing capital asset appraisals and recovery services to the major North American leasing and funding companies continuously for over fifteen years. His major focus has been providing appraisals for the finance industry, specifically, "**Credit Risk Analysis**". The project's he has completed have been across a wide number of intensive capital equipment industries.

The relationships established through serving as a board member of the Association of Machinery & Equipment Appraisers for a number of years has enabled Brian to access quality information and resources to





Speaker Bios (Cont'd)

Brian Block Bio

Continued from page 5

any appraisal or recovery assignment. His devotion to education for the appraisal industry is evident in the over fifty theoretical and technical webinars he has written and presented.

As a certified appraiser, Brian has served on The Appraisal Foundation Advisory Committee (TAFAC), the Personal Property Working Group which provides The Appraisal Foundation with advice on standards 7 & 8 of the Uniform Standards of Professional Appraisal Practice (USPAP) as well as developed and presented numerous presentations to appraiser forums, appraiser meetings and conventions.

The philosophy of AARI is to establish long term relationships with clients and gain a thorough understanding of their requirements, objectives and timeframes. AARI is always willing to collaborate with other appraisal, accounting and legal professionals to provide sound information and advice. Brian is a great believer in the value of a **"Second Opinion"**.

15-hour USPAP Course

AMEA will be hosting a 15-hour USPAP (Uniform Standards of Professional Appraisal Practice) Course preceding the Appraisers' Forum in Chicago.

The 15-hour USPAP course is required if you would like to become a Certified Equipment Appraiser. This class isn't offered regularly so we suggest signing up now.

Event Schedule:
Wednesday, March 18th:
9am-4pm
Thursday, March 19th:
9am-5pm



Note: It is a requirement for all certified appraisers to take the USPAP refresher course every 3 years in order to remain up-to-date with your credentials. If you haven't taken the course in 3 years, you will be required to take the 15-hour course. To determine if you are due for the course you can log in to the back office at www.amea.org.

Your registration fee includes ALL course materials and lunch both days. To register for the 15-hour USPAP course, [click here!](#)

Appraisers' Forum Sponsors

We would like to thank all of our generous sponsors in supporting this event. Without our sponsors it would be impossible to put on the high quality event that our members have come to expect.

Platinum:

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- ITL Machinery Services
- Perfection Global
- Yeoman Machinery Corporation

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- Great American Group
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- F.P. Miller Co.
- Industrial Asset Appraisals & Consulting, Inc.
- Koster Industries Inc.
- Liquid Asset Partners
- TCL Asset Group Inc.
- TDI Group LLC

Interesting in becoming a sponsor?

This is a premier event of your association and we are asking that you consider being a sponsor in support of this AMEA activity.

We are offering several levels of support in 2015 for this event:

- **Platinum Level:** \$1000.00
Opportunity to make a brief presentation during the event to speak about your firm and the associated activities of operation in the Appraisal Field.
- **Gold Level:** \$500.00
- **Silver Level:** \$250.00
- **Supporting:** Less than \$250.00

All sponsors will be recognized during the event for their support and generosity.

To be a sponsor, please contact AMEA / Meghan McLellan at 703.836.7900 or Bob Yeoman at 574.295.6161.



For Hotel Reservations:
Use this [link](#) to access our
\$109 hotel rate.

Westin O'Hare Airport
6100 N River Rd
Rosemont, IL 60018

Hotel cutoff date:

February 27, 2015



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SAVE THE DATE

March 19-21, 2015



2015 APPRAISERS' FORUM

Westin O'Hare
Chicago, Illinois

Hosted by The Association of Machinery and
Equipment Appraisers (AMEA)