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## Message From The President

*John Lawton, CEA*  
*AMEA President*



Welcome to the final quarter of 2020. Have you all had too many Skype, Zoom, Team, and GoToMeeting web meetings and conferences over the internet? Are you among those of us who wish we could once again travel and meet in person? I long for a large room full of individuals working together for a common cause. Sadly, I think that vision is still months away.

In the many internet meetings with AMEA members, I have found that many have experienced a resurgence in appraisal requests this Fall. This is good medicine for appraisal firms needing the work. I for one have also seen an uptick in appraisal business.

A few weeks ago, I took my first business airline flight since this all began. My last flight before that was to the AMEA Forum in Chicago in mid-March. This recent trip was an unusual experience for me, with masks and distancing a concern on an airplane. If you are flying, here is an idea. My flight had first class tickets available for only a \$110 upcharge. The first-class cabin had a row of single seats, nobody can be next to you, and the seat is larger. Even if it is no safer, I felt safer. Also, First Class does allow you to go right to the front of the security line, perhaps with less close contact with people? Another thing to think about, the airports were very empty, so I decided to work on my report quietly there before my flight. I arrived at the airport 3 hours early, with intentions to do some writing and have a nice meal. The problem with that plan? All the restaurants and bars are closed at the airport. Bad plan.

With all of the complaints that people have with Internet Meetings, we just discovered one significant advantage. The AMEA recently rolled out a 7-Hour USPAP Webinar version. The first event was held in August of this year with great success. People can stay at their office, no flights, rental cars, hotels. This lowers the monetary cost greatly, and perhaps more importantly the time savings of 7 hours being only 7 hours. We had a 7-Hour USPAP Webinar scheduled for October 16. Due to a family health emergency, our presenter for the webinar had to postpone at the last minute. In the past, this would have been a difficult scramble, and the result could have been a lot of our members having to cancel flights, cars, hotel, etc... But with it now being on the internet, it is much simpler for everyone to reschedule the event. An email is sent to registrants alerting to a rescheduled date in November, and another email blast to see if we can now get even more attendees! Always look for a silver lining!

The AMEA Board is currently working to develop a 15-Hour USPAP Online Version. Without an online version, how will anybody be able to get their USPAP done right now? We have a bit to go on it, mostly because USPAP demands an exam at the end of the 15 Hour Course. This 15-hour course is for first-timers with USPAP only, and something those that keep up with their 7-Hour updates need not be concerned with. But we feel we need to offer an online version to our members that want to become Senior Appraisers—Certified Equipment Appraisers. Once we come up with a feasible plan to proctor the exam online, we will be ready to move forward with it.

Take Care and Stay Healthy!

## APPRAISER

ASSOCIATION OF MACHINERY AND EQUIPMENT APPRAISERS

### Tools of the Trade

#### *Skid Steer Loaders, a crash course...*

Jake Josko CEA  
HyperAMS, LLC



The skid steer loader is the Bridgeport vertical milling machine of the construction world; you will find at least one in every contractor's fleet, and much like a Bridgeport mill, the skid steer loader is a great indicator of the state of the market. If you happen to come across a skid steer loader in one of your assignments and can capture at least the info provided, you will be in good shape as to being able to communicate to the world as to what you have.



The skid steer loader is like a swiss army knife, configurable to almost limitless applications, and used in almost any geographic location in the world. It is used to accomplish all kinds of jobs, from moving stones around the yard, to grinding cement off the sidewalk.

The basics, one 360 degree walk around the machine with your highly trained appraiser's eye will capture all the information and photographs you need in 3-5 minutes. A good working description of our example skid steer would be "2015 John Deere Model 328E Skid Steer Loader S/N: 1T0328EKHFE277069, 72" Universal Bucket, 42" Forks, Auxiliary Hydraulics, A/C Cab, Joystick Control, 14-15.7 @ 75%, 875 hours Showing"



Generally, the Make and Model are given to us in big bold letters on the side on the loader arms or rear quarter panel of the machine. In our example you can clearly see 328E in John Deere's traditional font. The manufacturer's plate is usually located in one of three locations, on John Deere's (and Caterpillar), it is usually on the frame just under the driver's side of the loading arm, see picture to the left. Manufacturers can also place the plate inside the cab near where the operator's right knee will be when seated.

As you can see in the description, we are working front to back, generally skid steers come with a 72" universal type bucket, but they can have any number of attachments such as grapple buckets, forks, brooms, asphalt or concrete planer, snow blade or pusher, auger, etc. It is important to note, if you see any attachments, the unit will likely have auxiliary hydraulics to power the attachment, see picture below. The auxiliary hydraulics are usually located on the top of the loader arm in the general area of the operator's left knee.

Next on our inspection is the type of cover the operator will enjoy. A canopy is easy to spot as it closely resembles R.O.P.S. on a forklift truck. A cab is equally as easy, as there will be a door and glass all around the operator. Occasionally you will



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## APPRAISER

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### AMEA APPRAISER

The AMEA Appraiser is published by the Association of Machinery and Equipment Appraisers

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

For details contact: Jason Baker,  
Editor, AMEA Appraiser at

## From the Boardroom

### Scategories become Categories

*New Membership Categories for the AMEA*

John Lawton, CEA  
[Machinesused.com](http://Machinesused.com)



Last month all AMEA Members were sent notification of Membership Category changes, and a letter was also included recently in your Annual Membership Dues Statement. What is this all about, why did the board do this, and how does it affect me? Three very good questions, thank you for asking.

Over the past couple of years, the AMEA Board has been working to make AMEA membership more inclusive for appraisers that want to join the association. This effort includes offering membership to appraisers who are not in the business of buying and selling machinery and equipment, and therefore do not qualify for MDNA membership. This issue has been addressed by the AMEA Board and now those in the Machinery & Equipment Appraisal Business who are interested can apply for AMEA Membership. Having members from a broader spectrum of the M&E appraisal fields will improve the association.

At the same time, the AMEA Board was working to make the association more inclusive, we knew we had to create membership categories that would be a better fit for all our members. Over the years as qualifications and standards have changed, and members have responded differently to those changes, membership categories and the qualifications necessary to meet them became sort of a mess. I would say we had “scategories” instead of membership categories. After changes were made over time, little by little at board meetings, in attempts to come up with solutions for all, we had a difficult to interpret and enforce mess of qualifications and categories.

Our new two basic membership categories are as follows:

#### AMEA Senior Member – Certified Equipment Appraiser – CEA

The membership requirements for this category can be found on the AMEA website. Simply click on the JOIN AMEA button and then select: [Click here to download a PDF application for Senior Member, Certified Equipment Appraiser \(CEA\)](#)

#### AMEA Associate Member – AM

The membership requirements for this category can be found on the AMEA website. Simply click on the “JOIN AMEA” button and then select: [Click here to download a PDF application for Associate Membership](#)

The Board also has completed categories for: International Membership, Emeritus Members, and Professional Members. Upon completion of the Applications for International and Professional Membership, they will be posted on the website as well. Professional Membership is a new category, it is only for individu-

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## Remembering Jim Zvonar, CEA

John Lawton, CEA  
AMEA President



In Memoriam:

AMEA has lost a great friend and leader. Jim Zvonar, CEA of Industrial Machinery Corporation passed away in August of this year. Not only was Jim a great friend to me, and many in the AMEA and MDNA, he was a long-time contributor and leader of our association.

Jim was one of the first members of the AMEA. He joined at the association inception in 1983. He served on the AMEA Board of Directors from 2005-2019. He served as president of the association from 2013-2015.

Jim was an honoree of the AMEA's highest award, the Dave Lang Award, in recognition of his contributions and leadership. He is only the 7th person in the history of the association to receive this honor.

Jim's father, Cy Zvonar founded Industrial Machinery Corporation, and joined the Machinery Dealers National Association in 1942. Jim took over and ran the company, making him one of the MDNA's longest serving members.

If you were ever fortunate enough to spend time with Jim, you will miss him. I do. I salute you "Chief"! Thank you for all you have done, and for the great times.

## Jim Zvonar Memorial Trust

Jack Mendenhall, CEA  
[Machinesused.com](http://Machinesused.com)

It is my honor to announce that the AMEA Board of Directors has voted to create an Austin D. Lucas Scholarship Fund AMEA Jim Zvonar Memorial Trust. Please help us establish this trust in memory of our good friend, colleague, and AMEA Past President Jim Zvonar, who served both the MDNA & AMEA for many years. In addition, he was the recipient of MDNA's Earl Elman Distinguished Service Award, and the AMEA's Dave Lang Award just prior to his passing.

Our initial goal is to raise \$5,000. Once this amount has been raised, the aforementioned trust will be established, and scholarship grants will be awarded from this trust yearly to deserving students of MDNA member firms' employee's children.

During his life, Jim was active in many charitable organizations. He was an active member of his Rotary Club, where he served as an officer and used his auctioneer skills to support fundraising for the Milwaukee Ronald McDonald House. He was also active and a contributor to the Wisconsin Chapter of the American Brittany Rescue.

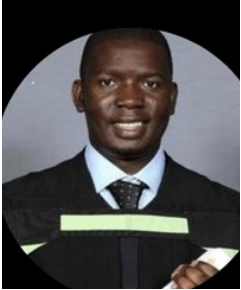
Please help us honor Jim by contributing. Contributions should be directed to [Joyce Fitzgerald](#) at MDNA, and to be identified clearly that they are being directed towards the Austin D. Lucas Scholarship Fund AMEA Jim Zvonar Memorial Trust. Please make your checks payable to: MDNA Austin D. Lucas Scholarship Fund.

Thank you for your help in establishing this trust.

Jack Mendenhall, CEA  
[Machinesused.com](http://Machinesused.com)

## AMEA New Members Bio

Tinotonga Chadyiwa, International Member  
Industrial Development Corporation



Tino is a qualified Mining Engineer from the University of Zimbabwe (2000). He furthered his studies at Witwatersrand University where he graduated with a master's degree in Business Administration MBA (Wits Business School SA - 2012). In 2016 he completed another master's degree in Development Finance (Stellenbosch University-2016). Currently he is accredited by American Society of Appraisers as a candidate member as well as The Association of Machinery and Equipment Appraisers as a member for plant and machinery valuations.

Tino is a highly accomplished professional with extensive experience in performing quantitative research as well as analysing trends to understand the business structure, policies, operations, and recommending solutions that enable the achievement of organisational goals. He has demonstrated a unique understanding of financial components, including assets, risk analysis, and the structuring of deals. He leverages an organisational perspective and a results-driven approach to projects coupled with the ability to exemplify sound judgement to deliver positive results across multiple business functions. Tino possesses strong corporate awareness and technical expertise complemented by outstanding analytical problem-solving and research skills.

Tino has been with the Industrial Development Corporation as a Plant and Machinery Appraiser for more than five years and prior to that as a senior valuer at CB Richard Ellis Regional Company based in Harare, Zimbabwe for six years.

Tino is a strong team member and his interpersonal skills together with strong analytical and scientific writing skills, computing talents, willingness to engage in multi-collaborator research activities and result oriented attitude has given him good platform to accomplish a lot of experience in a diverse range of industries.

# ONLINE 7-HOUR PERSONAL PROPERTY USPAP COURSE

**Register Now**

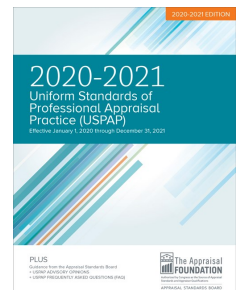
**Online 7-Hour Personal Property USPAP Course  
Friday, November 13th, 9:30 AM – 6:00 PM ET**

The AMEA is excited to announce that we will be offering the online 7-Hour Personal Property USPAP course on Friday, November 13th from 9:30 AM to 6:00 PM ET. Space is limited, so please register now.

**Course fees include a PDF or printed copy of the 2020 – 2021 USPAP Book**  
Registration after November 3rd will automatically default to the PDF USPAP Book.

**Member Price: \$295  
Non-Member Price: \$345**

**[Click Here to Register Now](#)**





## New Members

**Dale Quint, AM**  
Great American Equipment  
Company  
11925 ENTERPRISE DR  
Cincinnati, OH 445241  
[dale@gaec.com](mailto:dale@gaec.com)  
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## Tools of the Trade (Cont'd)

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come across a skid steer that the operator has removed the door to the cab which can create some confusion, but generally if you see (2) hinges on the passenger side of the door frame it has or had a door; ask the operator where the door is if you don't see it, so you can include a picture in the lot. Air conditioning and heat are a rather big deal to the operator as well, on newer skid steers the A/C or heat controls are easily identifiable. On older units you will sometimes see the operator installed a "Red Dot" or similar aftermarket A/C and it normally sits on top of the cab in the center.



While you're sitting inside, look up to the right, generally that is where you will find the hour meter. Some manufacturers require a key to be turned to see the display, while for others a code can be punched in to capture. On older units, in the same location will be the older rotary hour meter.



Once you're back out of the cab and on your feet, look down and capture the tire size and approximate remaining life stated as a percentage. In normal applications you will find pneumatic tires, but you could also find solid tires for a demo or scrape yard application. You could also find that it is a tracked unit in which case simply measure the width of the tracks and note that it is multi terrain loader.

Lastly, make an assessment as to the overall condition of the loader for your notes, in our example considering it is a 2015 with only 875 hours, tall rubber and little to no wear, I would rate it as Very Good.



## 2020 AMEA Important Dates

### November

November 13

Online 7-Hour USPAP Course

For more event information:

Call AMEA: **703-836-7900**  
or visit [www.amea.org](http://www.amea.org)

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als who are NOT in the business of performing appraisals, but who see a potential benefit in being a part of our association. This category is similar to a Preferred Vendor of the MDNA.

Most members reading this are now either a CEA or AM. Here are the major differences.

A Certified Appraiser must attest that they have five (5) years of experience appraising and/or buying and selling machinery and equipment. A Certified Equipment Appraiser must have completed the 15-Hour USPAP course and exam, and be current on the AMEA requirements of attending the 7-Hour USPAP every 2 years in order to maintain their CEA status. (This has been changed from every 3 years to 2 years to keep members up to date on USPAP changes – as USPAP is on a 2-year update cycle.) CEAs must also be up to date on their Appraisal Reviews. CEAs must submit an appraisal for review to become a CEA. We have changed the CEA appraisal review cycle. Going forward, to retain CEA status, instead of having to submit an appraisal for review every 2 years, a CEA will submit their appraisal for review every 4 years. (NOTE: This 4-year application starts after this initial review period. So if you were due this year, you still are – so send the appraisal for review). CEAs are also required to maintain 70 Hours of AMEA approved education over a 5-year period.

Certified Equipment Appraiser will receive an electronic seal stating their status as Senior Appraiser – Certified Equipment Appraiser. Over the next year we will be monitoring the CEA members who are not up to date on the following: appraisal submissions, USPAP, and education hours. Hint to those of you out there who are behind: We are reviewing outstanding appraisal reports first. CEA members who do not get up to date on their requirements will be moved to the Associate Member Category – AM.

An AMEA AM is given the full benefits of the AMEA, they receive an Associate Member (AM) Electronic Seal. Their requirements do not include USPAP Courses. The AMs are required to submit an appraisal for review when they apply for membership with the AMEA, but are not required to resubmit every 4 years to retain their AM status. An AM is required to maintain 35 hours of AMEA approved education over a 5-year period, instead of the 70 required for CEA.

These two categories CEA and AM, and their requirements, allow the AMEA to maintain current membership, giving a CEA status to those who wish to attain it, and AM status to those who want to perform appraisals as AMEA members.

We look forward to new members who want to join our association and take part in the educational opportunities, and membership relationships that it provides. Existing AMEA members can login to their account on the website to find out if they are compliant with the requirements of their membership. If you have any questions, please contact Jason Baker at AMEA to discuss membership. He will be happy to assist you.