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## Appraisers' Forum Special Edition

### Message From The President

*Randy Koster, CEA,  
AMEA President*



As President of the Association of Machinery and Equipment Appraisers (AMEA), I would like to invite everyone to the 2020 Appraisers' Forum in Chicago, IL

The Forum will be held Wednesday March 11-14, 2020, in Chicago, IL, at the DoubleTree Hotel in Rosemont and Perfection Global, LLC.

The first agenda on the itinerary is the 15-hour USPAP course, which will be held at the DoubleTree Hotel on Wednesday, March 11 and Thursday, March 12. This course is a requirement to become a Certified Equipment Appraiser (CEA). If you have been waiting patiently for your chance to take this course and get your professional designation here is your chance. It is un-known when this course will be offered again, so you don't want to miss out on this chance.

Thursday night, AMEA Forum attendees have been invited to join the MDNA Chicago Chapter for a night of great food and networking at Fogo De Chao.

On Friday AMEA Forum takes the classroom to Perfection Global LLC. for a day of informational presentations and hands-on appraising of machinery. The Bus will depart the hotel promptly at 7:30 AM. There will be a great group of speakers covering topics including, Appraiser Liability and Risk Management, Servo Presses, Going Paperless in Appraising, How to Use Data Ref, a review of USPAP updates and will end the day with some hands-on appraising of machinery at Perfection's warehouse.

For those in need of the 7-hour USPAP refresher course, it will be offered on Saturday, March 14<sup>th</sup> at 8:00 AM at the DoubleTree Hotel in Rosemont.

### 2020 AMEA Appraisers Forum at Perfection Global, LLC



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## APPRAISER

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### AMEA APPRAISER

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

315 S. Patrick St.  
Alexandria, VA 22314-3532 USA  
Phone: +1 703 836 7900  
or +1 800 537 8629  
Fax: +1 703 836 9303  
Email: [amea@amea.org](mailto:amea@amea.org)  
[www.amea.org](http://www.amea.org)

Jason Baker  
[jason@amea.org](mailto:jason@amea.org)

### 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  
[jason@amea.org](mailto:jason@amea.org)

## Chicago MDNA Chapter Meeting

The Chicago Chapter of the Machinery Dealers National Association would like to welcome you to Chicago for this year's AMEA Appraisers' Forum. The MDNA is extending the 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 great evening at Fogo De Chao in Rosemont. Attendees at the Forum can meet at the restaurant for an evening of drinks and great food. This is a great evening of networking with fellow appraisers and machinery dealers.



### 15-hour USPAP Course

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

This is your chance to take the 15-hour course and become a Certified Equipment Appraiser with the AMEA. This is the first time in two years the AMEA has offered this course.

#### 15-hour USPAP Course:

Wednesday, March 11th, 9:00 am-6:00 pm

Thursday March 12th, 9:00 am - 4:00pm

Location: DoubleTree in Rosemont IL (5460 North River Road, Rosemont, IL, 60018)

### 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.

#### 7-hour USPAP Course:

Thursday, March 14th, 8:00 am - 3:30 pm

Location: DoubleTree in Rosemont IL (5460 North River Road, Rosemont, IL, 60018)

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.

Prerequisite: You must have already taken the 15-hour USPAP course prior to taking this course.

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### Tools of the Trade

#### **5 Factors You Need To Know When Buying A Fiber Laser Machine**

- **Andy Kamashian, CEA**
- **Southern Fabricating Machinery Sales, Inc**



When deciding on a new or used fiber laser, several important factors should first be considered before you start your web search or call your local machinery dealer. Your Fiber Laser Cutting application is different than any other fabricating shop out there, and as such, you will not need the exact same system for your laser cutting needs as they use down the street or even across town. In fact your system needs may be significantly less, or significantly greater, but without a dedicated focus to them you may be over-sold with fancy buzz words and incredible speeds very easily. Here are the top 5 important factors you should consider when purchasing a new or used fiber laser system.

**Cut What?** What are you cutting? The material type you are going to cut is the most important factor when deciding on a fiber laser cutting system. The material type determines IF it can be cut, WHAT setup including assist gasses it should be cut with, and WHETHER It's profitable enough to cut it on the laser. Use the 80/20 rule here: *(80/20 Rule = Buy a machine for the 80% that you are sure you will be cutting daily and NOT the 20% that you may possibly cut as sending that work out makes much more sense then paying double, or more for a machine with that capacity).*

- The What: Cutting Steel, Aluminum and Stainless Steel all fit within the parameters of a fiber laser system. However limitations do apply, as cutting 1" Aluminum does not, nor does cutting 2" Steel or Plastics, Vinyls and many other materials (see: [Waterjet Capabilities: Where Waterjets Fit](#)). The capacity of a fiber laser cutting system has a "sweet spot" where it is well within the machines range and cutting is relatively easy.

**How Much?** *Material Thickness* is the second most defining factor. How thick a material is determines IF it can be cut and how much power is required to cut it. Again the 80/20 rule should be applied as the more power you buy the more expensive your investment, operating AND maintenance costs. Pay close attention to the speed cut charts available for every laser system and focus on your needs as in general you will find that:

- 1.5 KW: Great Option if your cutting: 1/4" Steel, 16 GA SS and 0.090 AL or under.
- 2.0 KW: Works Great for Thicknesses of: 3/8" Steel, 11GA SS, 5/32" AL (Typically most fab work exists in this range)

**SOUTHERN**  
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**MACHINERY SALES**

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## Tools of the Trade (Cont'd)

*Continued from Page 3*

- 3.0 KW: Perfect for a steady diet of: ½" Mild Steel, ¼" SS & 3/16" AL
- 4.0 KW: No marginal difference in capacity and only a slight increase in speeds over the 3KW
- 6.0 KW: Provides a Maximum Window of 1" MILD Steel, 5/8" SS and ½" AL - most purchasers of a 6.0KW and greater wattages like 8.0 KW & 12.0 KW options, do not purchase them to provide more capacity, but rather to greatly improve the speed capabilities in the range of materials they are working with, and while these are not inexpensive options at all, they are suited for the highest production rating scenarios.

NOTE: While laser manufacturers capacity charts will show you thicker "Maximum" cutting capabilities, those ranges are not recommended for daily cutting, these are the "sweet spot" ranges that these sized fiber laser resonators, in general can handle for everyday applications.

**How Big?** What's your part sizes? What is the biggest part you'll be cutting? From what sheet size will you be working? Many manufacturers offers systems 5' X 10' and bigger however several offer affordable and very capable compact systems starting in the 4' X 4' sheet size range, complete with automation capabilities. Many manufacturer's opt for these space saving designs for their own shop while also saving tens of thousands on their investment costs.

**How Many?** What's your production rates look like? Do you need to make a few hundred parts a month or a few thousand? This factor alone can steer your needs towards a higher powered fiber laser system, not for the increasing capacity but again, rather for the increased speed and throughput. Coupled with available automation options, you could equip a fiber laser cutting system to run lights out nearly 24 hour a day, 7 days a week.

**How Fast?** Every laser manufacturer will have options for speed in cutting your selected range of materials (See: [Fiber Lasers - Why the Kilowatt is not the King](#)). Their answer for speed is Power, as in KW of power. Typically they will try to upsell you on the need for more power as they push you into the 20% range (Remember that 80/20 rule?) of "what-ifs"? If your application is truly that of thousands of parts per week then increasing your laser cutting systems speed can make sense.

Once you have solidly answered these questions you can begin your search for a new or used [Fiber Laser Cutting System](#). Answering these important questions up front will help you determine how much machine you really need and how fast it really needs to be. For additional help we have linked our *Used Machinery Buyers Guide* below.

[Click Here to view more great articles by Southern Fabricating Machinery Sales](#)



## AMEA Forum Speaker Bios

### ***Appraiser Liability and Risk Management***

***Presenter: Eric Kaplan***

***Kaplan Papadakis & Gournis, P.C.***



Eric is a co-founder and managing partner in the law firm of Kaplan Papadakis & Gournis, P.C. in Chicago, Illinois. His litigation practice concentrates in the defense of business professionals including lawyers, real estate brokers, mortgage brokers, architects, engineers, directors and officers, builders, insurance brokers, appraisers, debt collectors and auctioneers. He also represents employers in employment discrimination, harassment and labor cases. He has a B.A. degree from Knox College in Galesburg, Illinois where he graduated cum laude in 1988 and J.D. degree from Washington University in St. Louis, Missouri in 1992, where he was a member of the Washington University Journal of Urban and Contemporary Law. He is admitted to practice before the Supreme Court in Illinois and Wisconsin as well as the United States District Court for the Northern, Central and Southern Districts of Illinois, the United States District Court for the Eastern District of Wisconsin and the United States Court of Appeals for the Seventh Circuit. His clients include insurance companies, third party administrators and a variety of business professionals and firms that he has represented in state and federal courts in the Midwest. He is a frequent speaker and presenter for professional liability and risk management issues in the professional liability community.

Eric will speak on "The Legal Side of Machinery & Equipment Appraising". The presentation will cover understanding and fulfilling assignments, an appraisers duty to his client and himself as an accredited service provider, establishing and complying with "smart" standards & requirements.

### ***How To Use Data Ref***

***Presenter: Mike Clark***

***The Book***

Mike Clark is President of L & M Publications, Inc., publisher of The Book - Pricing Guides for Industrial Machinery & Equipment. L & M has been publishing pricing guides for industrial machinery and equipment since 1993.

Mike has held executive positions with industrial printers and publishers since 1971. He was controller and then general manager of Industrial Machinery News in Detroit from 1976 thru 1989. IMN was a national publication for used metalworking machinery. From 1990 – 1992, he worked at Black Book (publisher of pricing guides for automobiles). Both IMN and Black Book were owned by The Hearst Corporation



Mike attends and participates in many conventions and seminars for and with industrial auctioneers, appraisers, and machinery dealers.

Mike Clark has a B.A. from Western Michigan University and an MBA from University of Detroit.

## 2020 AMEA Important Dates

### March

March 11-12  
15-hour USPAP Course  
DoubleTree Hotel In Rosemont  
Chicago, IL

March 12  
MDNA Chicago Chapter Meeting  
Fogo De Chao  
Chicago, IL

March 13  
Appraiser's Forum  
Perfection Global, LLC.  
Chicago, IL

March 14  
7-hour USPAP Course  
Double Tree Hotel In Rosemont  
Chicago, IL

### May

May 6  
AMEA Committee & Board Meeting  
New Orleans, LA

May 7-10  
MDNA Annual Convention  
New Orleans, LA

### For more event information:

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

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**MI-RO Machinery Corp.**  
**Michael Lachant, CEA**



Michael Lachant, CEA of MI-RO Machinery Corp. has been in the machinery sales, liquidation and appraisal business for over 30 years. He started setting up auction sales when he was 15 years old during summers and school vacations. During this time he has appraised close to \$1 billion worth of assets ranging from CNC and conventional machine tools, metal fabricating & sheet metal machinery, woodworking, plastics, food and chemical, tube & pipe, printing, textile and construction equipment.

He has been in facilities ranging from one-man shops in garages through Fortune 100 companies with over 2.1 million square feet, and with his education at the Leonard Stern School of Business at NYU he can communicate with machine operators, plant managers, CFO's and CEO's.

[Learn more about MI-RO Machinery Corp. by clicking here](#)

## AMEA Speaker Bios (Cont'd)

JEAN NOVOTNY WISE



Jean Novotny Wise founded Novotny Machinery, an equipment sales and market based appraisal company in Alameda, California in 1978. In 2008, the company became part of Wise Services. Through the years she focused on machinery and equipment valuations for a wide variety of intended uses.

Jean is a past president of Equipment Appraisers Association of North American (EAANA) and currently serves as chairperson of the Education Committee. Since 2005, she has been a Certified Instructor teaching the The Appraisal Foundation's USPAP courses.

Jean and her husband Roger currently are based part of the year in Northern California and La Paz, Mexico.

## New Members

### Andrew Ciecerko, AEA

HGR Industrial Surplus  
20001 Euclid Ave  
Euclid, IL  
[ACiecerko@hgrinc.com](mailto:ACiecerko@hgrinc.com)  
216-486-4567

### Brian Walsh, AEA

Meadoworks, LLC  
1051 Perimeter Dr. Suite 525  
Schaumburg, IL  
[brian@meadoworks.com](mailto:brian@meadoworks.com)  
847-640-8580

### Jeff Kaplan, AEA

Meadoworks, LLC  
1051 Perimeter Dr. Suite 525  
Schaumburg, IL  
[jeff@meadoworks.com](mailto:jeff@meadoworks.com)  
847-640-8580

### Sean Fege, AEA

Perfection Global, LLC  
2550 Arthur Ave.  
Elk Grove Village  
[sean@perfectionmachinery.com](mailto:sean@perfectionmachinery.com)  
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## AMEA New Members Bio

### Brian Walsh, AEA Meadoworks, LLC



Brian has over two decades of professional experience in the plastics industry and has been a part of the Meadoworks team for over 20 years. He has extensive experience in valuing injection molding, blow molding, extrusion, and thermoforming equipment. He holds degrees from Miami University and De Paul University. Brian is a member of the Society of Plastics Engineers, Plastics Industry Association, AMEA, and is a licensed Auctioneer.

### Sean Fege, AEA Perfection Global, LLC



Sean is proud to be a new member of the AMEA. Sean spent 2 years playing college baseball, and then jumped into industrial auction set-up and removal. He has been with Perfection for about 4 years and has a vast knowledge of industrial assets. Sean has been intrigued with the manufacturing world since a young age. His father, who was a mold maker for 35 years, played a large part in Sean's manufacturing interest. At Perfection, Sean has excelled in establishing and maintaining relationships with many customers. He is excited to advance his skills in the appraisal industry and looks to put his knowledge to work for Perfection and himself. When Sean is not working, he enjoys spending time with, and traveling with his friends and family. He is a Chicago sports fanatic and bleeds Cubbie Blue.

[Interested in joining the AMEA?](#)

[Click here to complete and application today!](#)

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## 2020 Forum Schedule

### Wednesday, March 11<sup>th</sup>

9:00am - 6:00pm 15-hour USPAP at DoubleTree Hotel Chicago O'Hare Airport - Rosemont (5460 North River Road, Rosemont, Illinois, 60018) Lunch will be served at 12:00 pm

### Thursday, March 12<sup>th</sup>

9:00am - 4:00pm 15-hour USPAP at DoubleTree Hotel Chicago O'Hare Airport - Rosemont (5460 North River Road, Rosemont, Illinois, 60018) Lunch will be served at 12:00 pm

5:00pm - 6:00pm Cocktail reception sponsored by Machinesued.com

6:30pm - 9:30pm MDNA Chicago Chapter Meeting and Dinner at Fogo De Chao. (5460 Park Place, Rosemont, Illinois 60018) Transportation will not be provided.

### Friday, March 13<sup>th</sup>

7:30am - 8:00am Bus departs hotel for Perfection Global, LLC (2550 Arthur Ave, Elk Grove Village, IL 60007)

8:00am - 8:45am Breakfast and Networking

8:45 am - 10:15 am Eric Kaplan – Appraiser Liability and Risk Management

10:15am - 10:30am Break

10:30am - 11:30am Komatsu – Servo Presses

11:30am - 12:00pm USPAP Updates- Jean Novotny Wise

12:00pm - 1:00pm Lunch

1:00pm - 2:00pm John Hagist - Going Paperless in the Appraisal World

2:00pm - 2:45pm How to use DateRef - Mike Clark

2:45pm - 3:00pm Break

3:00pm - 5:00pm Machinery Appraising Workshop Sessions

5:00pm Bus Departs Perfection Global, LLC for Hotel

### Saturday, March 14<sup>th</sup>

7:30am - 8:00am Breakfast - DoubleTree Hotel Chicago O'Hare Airport - Rosemont (5460 North River Road, Rosemont, Illinois, 60018)

8:00am - 3:30pm 7-hour USPAP at DoubleTree Hotel Chicago O'Hare Airport - Rosemont (5460 North River Road, Rosemont, Illinois, 60018) Lunch will be served at 12:00 pm

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