

In This Issue:

- Page 1**
Tools of the Trade
- Page 2**
2019 Appraisers' Forum
Recap
- Page 3**
Tools of the Trade
Cont'd
- Page 4**
Tools of the Trade
Cont'd
New Members' Bios
- Page 5**
2019 Appraisers' Forum
Recap Cont'd
- Page 6**
2019 Appraisers' Forum
Recap Cont'd
- Page 7**
Good and Welfare
- Page 8**
AMEA Board of Direc-
tors
- Page 9-10**
Forum Sponsors

Tools of the Trade

**Roll Forming Machinery:
A Quick Summary and Used Machine Basics**

— Bob Yeoman, CEA
AMEA Director



The concept of forming a uniform profile by passing a flat metal strip through a series of mated tool dies that are mounted on consecutive stands with each set performing an incremental part of the bend that gradually forms the material into the desired cross-section is called Roll Forming. It is thought that Roll Forming began as early as 600 BC and processes were theorized by Leonardo da Vinci. One

can say that the evolution of the application and use to American manufacturing to mass produce simple shapes came of age in about 1900.



ROLL FORMING TODAY

Today machines feature computer-aided tooling designs and thereby function at their maximum potential. Modern Machines built that have incorporated computer controlled programming provide the roll former with an internal "brain" that will catch product imperfections thereby minimizing damage and waste. If a designed section needs multiple holes or needs to be cut to a specific length a programmable logic controller will tighten tolerance levels and maximize accuracy. The addition of features, such as laser or TIG welding capabilities, can remove an entire step in the manufacturing process.



Typical Shapes produced by Roll Forming

- U – C – J Style Channels
- Tubing
- Angles & Z Bars
- Hat & Box Channels
- Hybrid & Complex Shapes
- Steel Building Components

Continued on Page 3



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
www.amea.org

Jason Baker
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:
www.amea.org

No portion of the AMEA Appraiser may be reproduced without the express permission of the AMEA.

To subscribe to AMEA Appraiser visit:
www.amea.org/contact/index.cfm

To view AMEA Appraiser online go to:
www.amea.org/appraiser.cfm

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

From the Boardroom

2019 AMEA Appraisers' Forum Recap

— Randall Koster, CEA
AMEA President



The 2019 AMEA Appraisers' Forum was held on March 7th - 9th in Las Vegas, Nevada, at the Mandalay Bay Hotel and Casino. This 3-day event included the MDNA West Coast Chapter Meeting and 7-hour USPAP course, and brought over 80 machinery appraisers and dealers together for networking, fun, and education.

The event started on Thursday with the 7-hour USPAP, which is required continuing education for our Certified Equipment Appraisers. We were fortunate to have course instructor Jean Novotny-Wise teach again. Jean has proven her ability to make USPAP interesting by coupling her experience, as both an Appraiser and Used Machinery Dealer, with engaging illustrations as they apply in today's appraisal world.



Thursday evening participants headed to TopGolf for the MDNA West Coast Chapter Meeting, which included a great BBQ dinner, drinks, and some driving range fun. This was a great opportunity to practice golf swings while networking with fellow AMEA and MDNA members. A special

Continued on Page 5



ROLL FORMING MACHINE LINE -

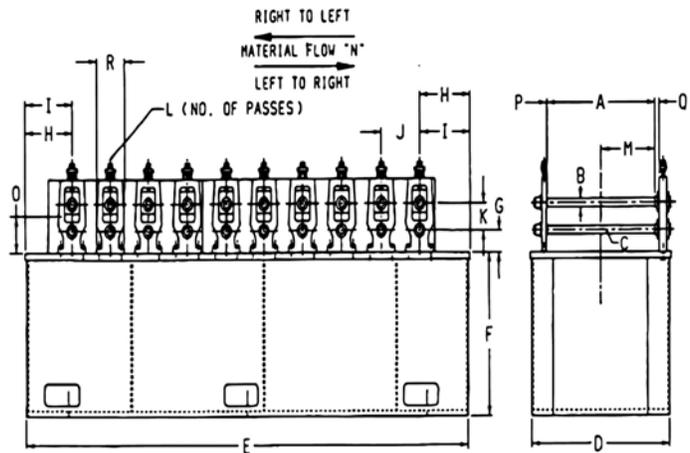
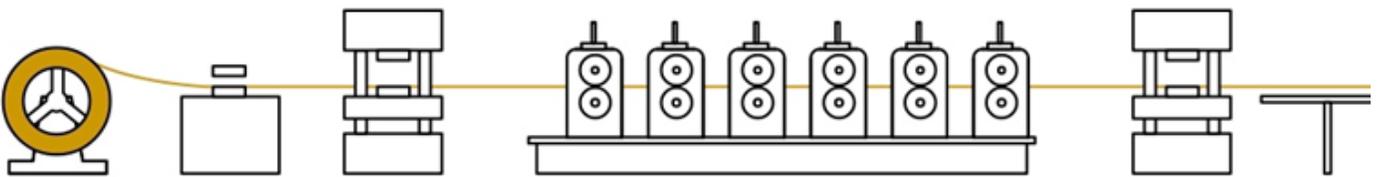
A Roll Forming Machine Line can be separated into four major parts:

Entry Section: Material is loaded to be fed into the first station (forming stand) – either in a sheet form or a continuous coil.

Station Rollers: Actual Rolling Forming occurs at each station and not only shape the metal but serve as the driving force of the machine.

Cut Off Press: The finished profile is cut to a pre-determined length. Since Roll Forming machines operate at fast speeds and are a continuously working machine, a flying die cut-off press is normally used.

Exit Station: Finished parts exit the Roll Forming Machine and onto a conveyor or table to be manually stacked or packaged.



USED ROLL FORMING MACHINE BASICS

The purchase of a Used Roll Forming Machine or a complete Line follows the exact decision process as one would employ when sourcing a new machine. Dimensional variation of a part created by roll forming is based upon the type of material used, the roll forming equipment in use and the actual application. Tolerances can be influenced by varying metal thickness, material spring back during production, the quality and wear of the tooling, the experience level of the machine operator and actual overall machine condition.

Continued on Page 4

Tools of the Trade (Cont'd)

Continued from Page 3

In summary, a general rule to justify a Roll Former is that it takes about 75,000 pieces of a given part per year. Roll Forming produces a more consistent part than other forming methods. Since Roll Formers run from a coiled material, product lengths are limited only by the amount of material in the coil. Machine configurations can be designed around the material type and part section (profile) required. Operations can be performed on the material in line prior to (PRE) and after (POST) running through the Roll Former before finished parts are cut to length. Most importantly, when looking for pre-owned equipment - seek out a stocking machinery dealer to serve your interests – they will be your most trusted and economical asset in meeting your requirements. Should you have any questions about Roll Forming machines, please do not hesitate to contact Bob Yeoman.

About the Author:

Bob Yeoman is President of Yeoman Machinery Corporation and founded the company in 1980. As the largest stocking dealer in Indiana they specialize in all types of Metal Fabrication, Presses & Coil Handling, Broaching & Chip Making and Roll Forming Machinery as well as performing Appraisal & Liquidation services. Members in good standing of MDNA, AMEA and ASA. Bob Yeoman currently serves on the Board of Directors for the Association of Machinery & Equipment Appraisers and Machinery Dealers National Association. He is a member of Rotary International and serves on the Board of Directors for the Elkhart County Humane Society and is President of USTA/Northern Indiana Area.

AMEA New Members Bios

Don Aro, AEA, Clark Machinery



Don is a Maryland native who joined Clark Machinery Sales in 2011. After graduating from the University of Maryland – College Park, Don worked in Major League Baseball for six seasons with the Baltimore Orioles, where he assisted players & coaches on game day operations. It was there that he developed his love of problem solving for each unique situation. Don's passion for sales stems from a commitment to customer service, and he works diligently to exceed the expectations of buyers and sellers on every transaction. His focus is CNC Machining Centers and Turning Centers – primarily HAAS, DOOSAN, MAZAK and MORI SEIKI – but he is always open to any opportunity to serve our customer base. Don and his wife, Chelsea, live in Baltimore with their Maltese, Bella, & their three rescue cats. Their house can often be confused for an animal shelter! When away from the office, Don enjoys spending time with his family & traveling with Chelsea. He's also an avid sports fan & a diehard supporter of Liverpool FC & the Baltimore Ravens.

Dan Purcell, AEA, Clark Machinery



Dan is proud to be a new member of the AMEA and continues to appreciate the opportunity to serve the manufacturing industry. The proud son of an Air Force Electronic Warfare Officer and 30+ year veteran chemical plant manager, Dan has over 25 years of experience in Sales, Management, Process Improvement and Customer Relations. From his early childhood days delivering newspapers on foot to his customer's front doors to his college years as a packer and line operator on the meat tray production lines, it was apparent that he was a natural fit to the service of American Manufacturers. He feels truly blessed to be a part of Clark Machinery's continued growth and is driven to serve with unparalleled integrity, urgency and perseverance.

When Dan is not in the office, you can be sure to see him and his beautiful wife, Stephanie, on a baseball field somewhere, enjoying their time with their two very talented and active sons—All-Star Sluggers Ryan and Daniel or visiting his daughter and son-in-law, Anna & Troy, in Tennessee.

Troy Schexnayder, AEA, S&S Mechanical Services

S&S Mechanical Services, Inc was founded in 1999 by Troy Schexnayder in South Louisiana. We started off by doing machine repairs and grew into used machinery sales as well as new. We now provide all machine tool repair, services, and sales with a commitment to serving our customers. We offer set up, relocation services, electrical, removal, alignments, precision levels, major repairs, retrofits, and appraisals for any machine you may have. Troy has over 40 years of experience in the machining industry, he is member of the MDNA, Machine Dealer National Association, and is a recent member of the AMEA.

Appraisers' Forum Recap (Cont'd)

Continued from Page 2

thank you to Mike Dieveney, CEA, with Manufacturing Solutions for putting this event together and making the MDNA West Coast Chapter Meeting a successful event.

Friday was a busy day of tours, starting with a visit to Centurion Medical Services to learn about the medical equipment auction industry. Ross Ettin with Centurion gave us a very informative presentation on the medical equipment industry and a rare opportunity to view the facility and learn about an industry less known to many machinery appraisers.

Next, attendees headed to the Acrylic Tank Manufacturing facility, where the Animal Planet show "Tanked" is filmed. Here, attendees got a chance to tour the facility where these tanks are made and see the process from the beginning when these ideas are just a drawing.

The last stop of the day was the Hoover Dam to experience this incredible structure. Here we were treated to a private presentation of the construction and history of the Hoover Dam and an opportunity to discuss the workings of the Power Plant with one of the engineers.



APPRAISER

2019 AMEA Important Dates

September 2019

September 7, 2019
AMEA Committee &
Board Meeting
San Antonio, TX

September 19 —21 2019
Weekend With The Pros &
B.O.S.S. Seminar
Cincinnati, OH

For more event information:
Call 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.

Appraisers' Forum Recap (Cont'd)

Continued from Page 5

On Saturday the Forum stayed at the hotel for several educational presentations. David DiBenedetto, CEA, with DiBenedetto Appraisal Services, member TDI Group LLC and Jim Zvonar, CEA, with Industrial Machinery Corporation started things off with a presentation on report writing and discussion of the most important items that must be included in a report. Next, Wade Whitenburg from Ritchie Brothers shared his inside knowledge and expertise on the value of the Yellow Iron industry. Then Nate Smith, CEA, with Absolute Machinery presented on the plastics manufacturing process and updates on the industry. The Forum concluded with a lively open discussion on metalworking equipment that have had extreme value shifts. Participants joined in to share their knowledge and individual expertise.

Thank you all for attending and please be on the lookout for information regarding the 2020 AMEA Appraisers' Forum.

See you in 2020!



Continued on Page 5

Good and Welfare

Remembering Jean Harris Sr., CEA



Jean Harris Sr., CEA passed away in Houston, Texas, surrounded by his family on Saturday May 4th. He is survived by his wife, MDNA Past President Jeannine Harris; sister, Linda Brandino; daughter, Terra Harris Rosenblad (Lance); son, Jean Harris, Jr. (Jaime); and three grandchildren, Harris Rosenblad, Travis Rosenblad and Lara Rosenblad. Jean worked for long time MDNA Members Pearl Equipment and Paul's Machinery before forming Harris Machine Tools, Inc., with Jeannine in 1981. By 1988 he was on the board of our subsidiary publication company LOCATOR Services Inc. Jean became a member of the AMEA Certified Equipment Appraisers in 1985 and was one of the longest standing members in the association. He served on the AMEA Board of Directors from 1995 until his passing.

Remembering Marvin Kent Gasaway , CEA



It is with deep sadness that we inform you that AMEA member Marvin Kent Gasaway, CEA of MDNA Member firm KGI Machine Tool, LLC, passed away on May 4, 2019.

Mr. Gasaway is preceded in death by his parents, Thurman Stanley Gasaway and Helen McKeehan Gasaway. He is survived by his wife of 26 years, Lori Brown Gasaway, stepdaughter Rachel Saucier Healy, husband Ben, grandson Silas Healy; his son, Kenneth Blake Gasaway, wife Kim, grandchildren Connor and Hannah Gasaway; his daughter Landis Gasaway Collins, husband Steve, grandchildren Aiden and Stevie Collins; ex-wife Carol Ammons Holloway, his brothers Mark

Gasaway and Richard Gasaway and numerous nieces and nephews.

[Go here](#) to read the full obituary.

Please extend your thoughts and prayers to his wife Lori and family

Remembering a Good Friend Brian David Block

■ *By Casey Mulqueen and Jill Block*



Brian David Block passed away suddenly January 29, 2019.

Brian Block was a devoted friend to many of his peers and the loving husband of Jill. Beloved father of Romy and Daniel. Dear brother and brother-in-law of Dorothy Block, Paul and Julie Block of Australia, Shirley and David Sklar, and Paula and Steven Rembach. Cherished uncle to many nieces and nephews.

[Click here](#) to read the full article.

Please extend your thoughts and prayers to his wife Jill and family.

In Memory of Brian Block and his outstanding contributions to both the AMEA and EAANA that ultimately contributed to the professional growth of so many of his peers, the **Austin D Lucas Scholarship Fund** is providing an opportunity to fund the **Brian David Block Memorial Scholarship Trust**

Individuals wishing to contribute can make their checks payable to: Austin D. Lucas Scholarship Trust / memo Brian Block Memorial Scholarship Trust and mail them directly to Director of Administration – Joyce Fitzgerald, MDNA-Machinery Dealers National Association, 315 S. Patrick Street Alexandria, Virginia 22314 USA

[Click here](#) for additional details on the **Brian David Block Memorial Scholarship Trust**

APPRAISER

2019—2020 AMEA Officers



President
Randy Koster, CEA
Koster Industries Inc



First Vice President
John Lawton, CEA
Machinesused.com



Second Vice President
David DiBenedetto, CEA
TDI Group LLC



Treasurer
Doris Toronyi, CEA
Liquid Asset Partners



Immediate Past President
Jack Mendenhall, CEA
Machinesused.com

AMEA Board of Directors



Randy Koster, CEA – President, John Lawton, CEA – 1st Vice President, David DiBenedetto, CEA – 2nd Vice President, Doris Toronyi, CEA – Treasurer, Jack Mendenhall, CEA – Immediate Past Pres, Charles Winternitz, , CEA - Pres. Appointee, Randy Stevens, , CEA - Pres. Appointee, Terrance Jacobs, CEA - Director, Dave Troutman, , CEA – Director , James Slattery, CEA - Director, Robert Yeoman, CEA - Director Scott Buth, CEA - Director

Appraisers Forum Sponsors

We would like to thank all of our generous sponsors in supporting the 2018 Appraisers' Forum. Without our sponsors it would be impossible to put on the high quality event that our members have come to expect.

Platinum:

**MI-RO Machinery Corp.
Perfection Global
Yoder Machinery Sales**

Gold:

**Appraisals For Industry
Centurion Service Group
Koster Industries Inc.
Liquid Asset Partners
Loeb Equipment & Appraisal Company
Kingfish Capital Advisors LLC
Machinesused.com
Sencer Appraisal Associates, Inc.
TCL Asset Group
Yeoman Machinery Corporation**

Silver:

**FL Sales, Inc.
F.P. Miller Co.**

AMEA
ASSOCIATION OF MACHINERY
AND EQUIPMENT APPRAISERS



Appraisers'
Forum

Thank You to our Generous Sponsors!



Equipment Dealers*Appraisers*Liquidators



New & Used Machinery Sales

Auctions & Liquidations

Surplus Asset Management

Financial Solutions

We buy and sell industrial assets - One item or entire company

YEOMAN
MACHINERY CORPORATION
New & Used Machine Tools



CENTURION
SERVICE GROUP

YODER MACHINERY SALES

1500 Holloway Road, PO Box 100, Holland, Ohio, USA, 43528

419-865-5555 1-800-MACHINE



kingfish

capital advisors, llc
certified appraisals for industry

SENCER
APPRAISAL ASSOCIATES

Nationwide Machinery &
Equipment Appraisals



EQUIPMENT • FINANCING
AUCTIONS • APPRAISALS

Appraisals
FOR INDUSTRY

TCL
Asset
Group Inc.



**machines
used.com**



Liquid Asset
Partners LLC

Liquidations, Auctions, & Appraisals - Retail, Wholesale, & Industrial
Quickly turning assets into cash since 1974!

FP MILLER
COMPANY

FL Sales Inc. (440) 498-8484 : www.flsales.com

Equipment, Appraisals, Liquidations, Auctions

KOSTER
INDUSTRIES
AUCTIONEERS • APPRAISERS • LIQUIDATORS