

# The Auto Appraiser News

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December 2007



Volume 14 Issue 1

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*Happy New Year  
Seasons Greetings*



*Pictured Santa Tony Monopoli, Helpers Mat Robins, Sarah Parsons, Wesley Rorabeck, Liam DeCouto and Burke Brodie had fun just being there.*

IAAA/Tony Monopoli took College Students from California and Canada to Shelby International for a tour of the Museum and assembly facility while they were attending the SEMA show as interns.

The IAAA and its members should be proud of the accomplishments that took place in 2007 as they will be remembered by automotive appraisers and the industry they serve for years to come.

The IAAA with help from Lance Coren and Professor Amy Coren have completed the Uniform Standards for Automotive Appraisal Procedure™ (USAAP), and the IAAA and yours truly have successfully trained, tested and certified five Mitchell International appraisers who are part of their TLV (Total Logic Valuation) unit.

## Inside AA.N V 14-1

2008 Dues Notice

5<sup>th</sup> AAAIC - Training

Auto Mediation

USAAP

Mitchell and the IAAA

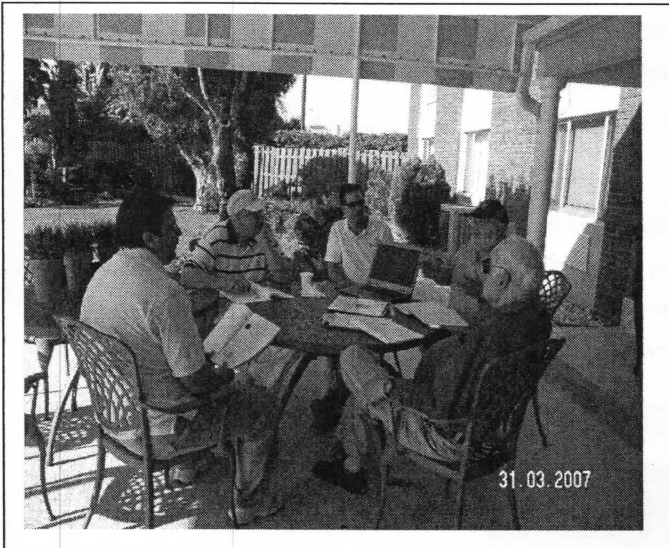
2008 Meetings

New members 2007

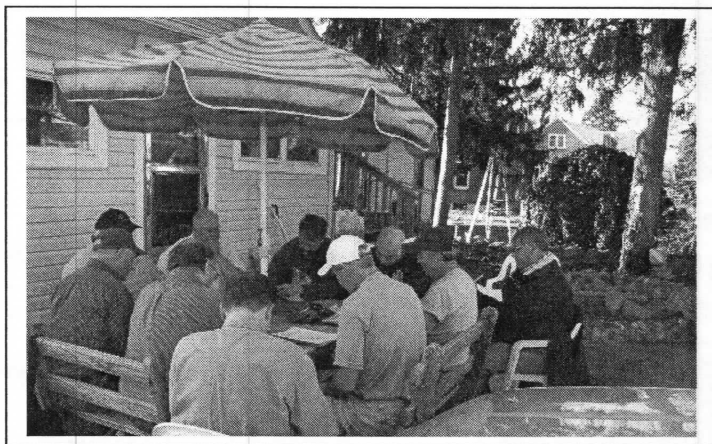
Members in the News

Members of the 5<sup>th</sup> Annual All-Auto-Appraisal -Industry-Conference can participate in training, testing and certification for the USAAP and Umpire Appraisal Clause Hearing procedures.

The IAAA included the 2008 dues notice is in this issue, please review and correct the information on it and send your check with a copy of it.



William Csogi, Jan Van der Baan and Lawrence E. Zilch attended the regional meeting in West Palm Beach and received the AMA Umpire ethics review and test.



IAAA members that completed their Umpire test at Spring Carlisle included Dave Bayowski, Dennis J. Eisenhart, Mike Fleming, Robert Lojewski, Larry McKenna, Donald Mills and Jim Woods III.

The IAAA also provided one-on-one ethics review and test for Jaime Del Valle, Sol Toder and Dennis David while attending the Greenwich Concours d' Elegance, fall, Carlisle and Fall Hershey.

The IAAA will offer a course for Appraisal Clause hearing Procedure for our certified umpires at the Laquinta Inn in Scottsdale on Jan 18<sup>th</sup>, the training will come with a test and certification. Professor Amy Coren will be at the conference providing a course, test and certification on the IAAA 2007 version of the Uniform standards for Automotive Appraisal Procedures.

Five employees of Mitchell completed the IAAA Phase II and III apprentice program.

Mitchell International, Inc. was founded in 1946 and is headquartered in San Diego, California. It is a leading provider of information products, software and eBusiness solutions for the insurance, collision repair, medical claims and glass replacement industries.

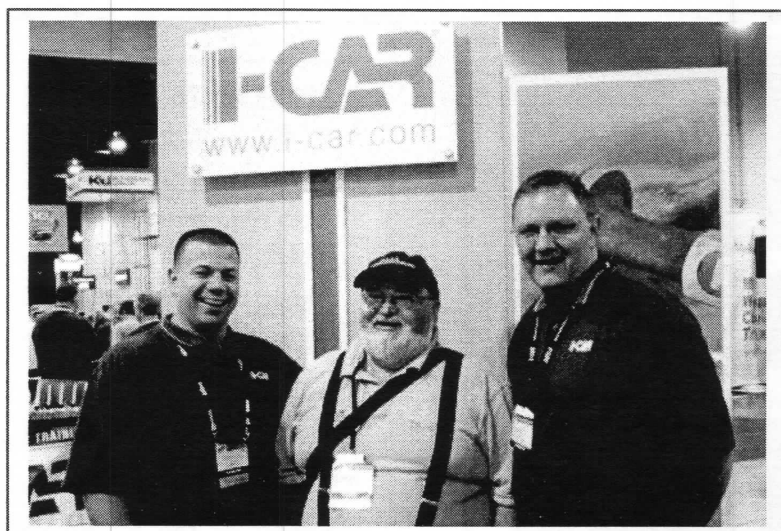
The company is one of the big three in their field. Mitchell provides flat rate repair guides, estimating systems to the repair industry and their Total Logic Valuation for Insurers.

Mitchell recognized the IAAA as the leading Auto Appraisal association by having their in house appraisers participate in the Apprentice Program and join our ranks.

The undertaking is a first for one of the big three and another giant step for the association and its member credibility.

The IAAA will provide a course devoted to the Associations **USAAP** (Uniform Standards for Automotive Appraisal Procedure). Professor Amy Coren will provide the training and test, January 18<sup>th</sup> at the Laquinta Inn, starting at 4: pm. The USAAP will also be taught and tested online and at regional meetings though out 2008. The USAAP training and test will result in an additional certification for IAAA members.

The IAAA is proud to have completed our first multiple apprentice program for members of **Mitchell International's**, TLV (Total Logic Valuation) team. The IAAA Phase II and III apprentice program was written in 1996 as a correspondence course and is constantly being upgraded. The latest version is administered online. The IAAA participant enrollment will start soon for the 2008.



#### **I-Car's Larry Montanez III & David Coffey with TM at NACE**

IAAA Members attending the AAAIC will be a part of automotive history with the release of the USAAP.

The 5<sup>th</sup> annual AAAIC tentative speakers list includes John Marconi, Curator of the Marconi Museum and Ferrari Challenge Champion, along with Larry Montanez and Jeff Peevey of I-Car, David Wattel, Erica Eversman, Nigel Mathews and Tony Lombardozzi. It is not too late for members to RSVP at [WWW.All-Auto-Appraisal-Industry-Conference.com](http://WWW.All-Auto-Appraisal-Industry-Conference.com).

#### **Meetings Online 2008**

The IAAA Online meetings will start again after April and will include training for the Auto Mediation Umpire Procedures and the IAAA USAAP. The IAAA will notify members via email, announcing the time, date and subject.

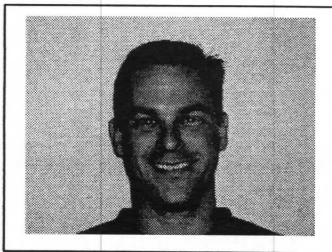
**The AutoInsuranceClaimsMediators.com website will be functioning soon, watch your emails for the announcement.**

#### **Regional Meetings 2008**

Jan 18<sup>th</sup> AAAIC Laquinta Inn  
Scottsdale, AZ  
Feb 8<sup>th</sup> AACA Meeting  
Philadelphia, Pa  
Feb 29<sup>th</sup> Hot Rod Restoration  
& Trade Show  
**Indianapolis, IN**  
March 29<sup>th</sup> Barrett Jackson  
West Palm Beach, FL  
April Spring Carlisle  
Carlisle, PA  
June ACE Claims Convention  
Las Vegas NV  
Nov SEMA Show  
Las Vegas NV  
Nov NACE Auto Body Show  
Las Vegas NV  
Oct Fall Carlisle  
Carlisle, PA  
Oct Fall Hershey  
Hershey, PA

Volunteers are needed to help at the AAAIC to baby sit the video camera and to man the display at AACA meeting, spring and Fall Carlisle and Fall Hershey. Call or Email TM 201-391-5194  
[automotiveappraiser@yahoo.com](mailto:automotiveappraiser@yahoo.com)

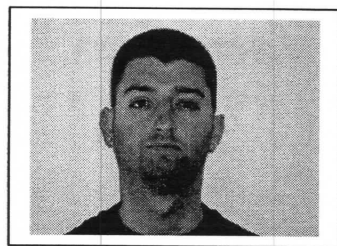
The IAAA provided the AMA Auto Mediators Umpire Ethics and Procedure Test at West Palm Beach for members who were trained by AMY Coren online. The first to be tested and certified after that meeting was Rick Stoeber at the AACA meeting in Philadelphia.



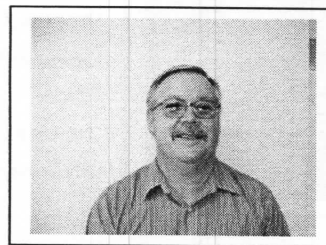
IAAA Member # 1001206017  
Wayne Collins  
Mitchell International Inc.  
420 Main Street, STE 1500  
Evansville, IN 47708  
800-854-7030-8531  
wayne.collins@mitchell.com



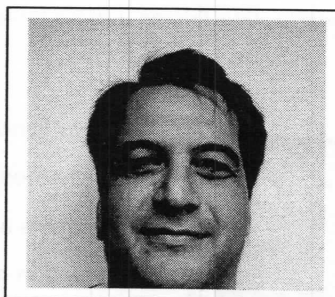
IAAA Member # 1001206037  
Justin Givens  
Mitchell International Inc.  
420 Main Street, STE 1500  
Evansville, IN 47708  
800-854-0718-6827  
justin.givens@mitchell.com



IAAA Member # 1001206047  
Jeremy Larsen  
Mitchell International Inc.  
855 Regulo Place #1034  
Chula Vista, CA 91910  
800-854-7030-6490  
jeremy.larsen@mitchell.com



IAAA Member # 1001206027  
L. Joe Masters  
Mitchell International Inc.  
420 Main Street, STE 1500  
Evansville, IN 47708  
800-854-7030-6843  
joe.masters@mitchell.com



IAAA Member # 1001190007  
Dave Williams  
Auto Appraisal Network  
17845 Sky Park Circle Suite F  
Irvine, CA 92614  
800-454-1313  
dave@autoappraisalnetwork.com

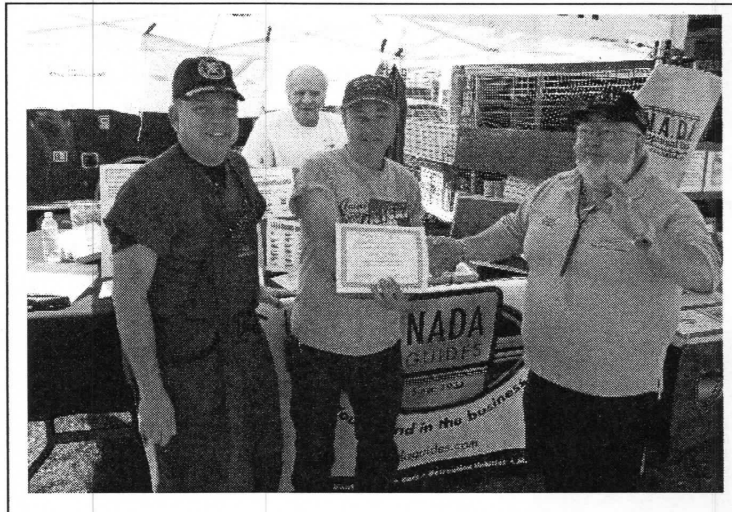
### **Member News**

IAAA Member ID #1012270000  
Steven W. Heyl \*  
Placentia, CA 92871  
Congratulate Steven Heyl as the  
latest IAAA Master Automotive  
Appraiser as of July 2007.

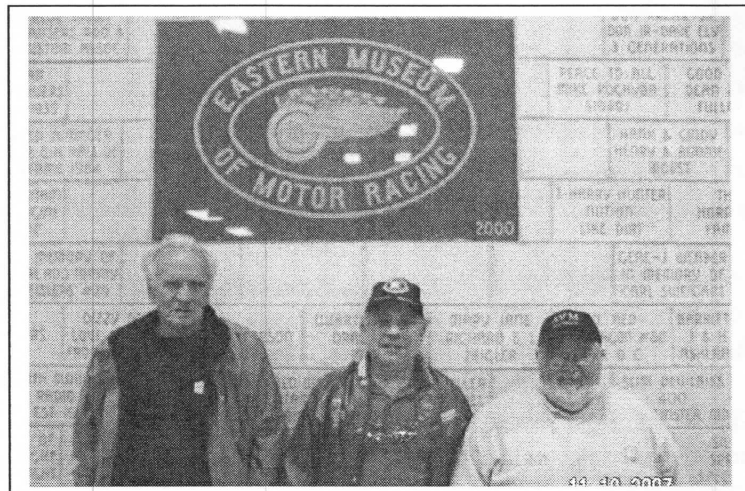


The IAAA displays at the AACA trade show in Philadelphia, spring and fall Carlisle along with fall Hershey are places for members to converge, participate in training, discuss the business, receive awards and mingle with event attendees.

I am asking IAAA Members in joining me in thanking Joseph D. Jesser for providing the IAAA with prime spaces at Carlisle and Hershey. Please thank my good friend Big John Zoytnia, who traveled down from Maine to help out at the events.

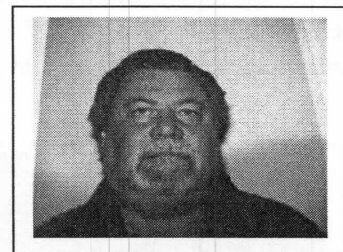


Joseph D. Jesser and John Zoytnia look on as Tony Monopoli congratulates Dave Bayowski for completing his Auto Mediation online course and the regional test at spring Carlisle.



John Zoytnia, Joseph D Jesser and Tony Monopoli Visited the Eastern Museum of Racing, while at fall Hershey. **Stay tuned, The IAAA is about to announce its latest endeavor.**

## NEW MEMBERS 2007



IAAA ID # 1004090007

Anthony Arena

Arena Motor Sales LLC.

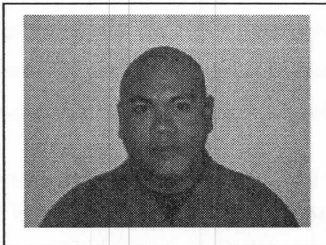
867 Reynolds Ave PO Box 8429

Columbus, OH 43201

614-349-5683

Webmaster@areanamotor.com

WWW.areanamotor.com



IAAA Member # 1001206057

Darwyn Bautista

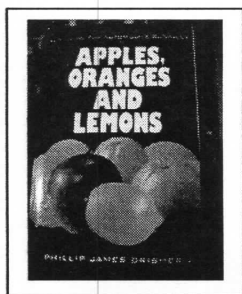
Mitchell International Inc.

1653 Mesa Brook St

San Diego, CA 92114

858-578-6550-8358

darwyn.bautista@mitchell.com



Congratulations go to member Phillip Grismer! Apples, Oranges and lemons will make the Best Seller list if it is up to IAAA Member Lawrence Zilch.

He rates it a must read for consumers, their attorneys and appraisers.

#### Members in the News

The article was written by Stephan Wilkinson featured IAAA members Jeff Carpinski, Lance Coren and yours truly Tony Monopoli.

Congratulations are in order for Tristen Mills, who is the son of Member Donald Mills. Tristen is a webmaster for the IAAA. He received a full scholarship to University of North Carolina. His work on IAAA websites was used as part of his portfolio that helped get the scholarship. We congratulate Tristen and his family for accomplishing this.



The 2007 Santa Photo was taken at Shelby's Museum For "old school" Terlingua Racing Team fans, Shelby Automobiles and Neale introduced a 1967 Terlingua continuation model Mustang that was revamped with modern technology. On the exterior, the car looks like the vintage 1967 Trans Am Race car driven by Jerry

Titus and Ken Miles; under the sheet metal, it is serious new age performance.

The new Shelby is authentic From the 408 c.i.d. engine with 525 horsepower to the paint scheme. Only a few of these cars, with a MSRP beginning at approximately \$99,500, will be built annually under contract by Keith Craft Motorsports. Each will receive a Shelby serial number that will be registered in an official Shelby Automobiles registry.

## ***Auto Appraiser News***

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**IAAA**

***PO Box 338***

***Montvale, NJ 07645***

**Aut-Appraisers.com**

**Automotive appraiser@yahoo.com**

### **Executive Editor**

**A. V. Monopoli**

### **Senior Editor**

**Matt Sedita**

### **Editorial Contributions**

**Marion Monopoli**

**Lance Coren**

**Donald Jerie**

**Barry Monopoli**