
AUTO APPRAISER

OFFICIAL - NEWS - LETTER

Volume 8 Issue 1

auto-appraisers.com

First Quarter 2001



DOWN FROM THE BOTTOM



by A. V. Monopoli

By calendar its Spring, but Pucks-a-Toni Phil the ground hog indicates winter. Our industry's indicator is the auctions in AZ during Jan. Kruse, Mitch-Silvers, Barrett Jackson, Russo-Steel, and RM. They all preformed well, but Barrett Jackson is still the Big Daddy of them-all. BJ our Ground Hog indicated another strong year in the world of collector cars. But take heed from Craig The Master Jackson, for he is the champion of –

continued P 2

Auto Appraiser News

-I-A-A-A-

*Dedicated to
AUTOMOTIVE
APPRAISERS*



This ice sculpture made an unusual centerpiece for the Barrett Jackson 2001 opening Gala. Congratulations is in order for their thirty years of success and to the IAAA for having our very first IAAA west coast meeting January 20, 2001 in Scottsdale, AZ.

This Issue-

-
- 1** IAAA FIRST ANNUAL AZ Meeting:

 - 2** Kruse Auctions, Scottsdale, AZ:

 - 3** IAAA = auto-appraisers.com

 - 4** New Members:

 - 5** Your 2001 Certificate is inside!

Page 2 AUTO APPRAISER NEWS

Continued down from the bottom!

--- auction sell-through. His decision to add a high percentage of no-reserve cars into the mix resulted in an outstandingly high eighty-three percent sell through on Thursday. This set the pace for the entire weekend and probably the year to come. With this in mind, go forward with confidence.



Our IAAA Meeting at Barrett Jackson

Attendees pictured, Lance Coren of California, Jerry Martel of Massachusetts, Jeremiah Lee Larson of Minnesota, Tony Monopoli of NJ, Roy Dasilva of Ill and Kevin Lutz of Michigan.

Eight A.M. Saturday morning our first West Coast meeting took place. Thanks to the Hagerty Insurance Company for providing their tent for our use. The IAAA served coffee and donuts for attendees.

After member introductions, Tony Monopoli discussed procedures and methods established as an IAAA standard. Apprentices are taught these standards and practices as part of the Phase II program. Members who take part in the Phase III member and Phase IV Master Certification programs are required to follow them.

The meeting progressed to an open discussion about member procedures, practices, methods and professional experiences. Our members in attendance all took part in this open forum.

Lance Coren brought some professional insights on the legalities associated with appraising in California. Kevin Lutz discussed his expertise relating to motorcycles. Jerry Martel shared his experience relating to Rolls Royce's. Jeremiah Lee Larson and Lance Coren exchanged information about their favorite topic, the Mustang & Race cars.

Invitations were handed out during the event encouraging other appraisers to attend.



Pictured Tony Monopoli displays check given by local appraiser BJ Gonzales. The check initiated the IAAA application process for Barney. He came to our meeting as a spectator and liked what he saw.

Members signed a copy of the Barrett Jackson program, which documents their attendance at the IAAA First-Annual West Coast Meeting.



The evening dinner meeting took place at The Quilted Bear, a local eatery. Kevin Lutz handled the arrangements. Visitor, Don Jerie, Kevin Lutz, Tony Monopoli, Jeremiah Lee Larson, B.J. Gonzales and his guest Debra enjoyed the food and talk. The idea to have a dinner together was advise from members Ken McGee and Dave Bayoski, unfortunately neither made this meeting. Special thanks to Kevin Lutz for the help to all that attended. I look forward to meeting you all in the future.

Dave Bayoski wrote about our first East Coast Meeting, which took place last October during the AACA, Hershey Fall event.

“ Tony, I enjoyed the weekend and meeting with you. I hope we can do it again next year—but lets try to get a meeting place somewhere inside, in the event of bad weather. My conclusion is that the IAAA is an organization to grow with”.

Members that have the opportunity to meet, reinforce their confidence in the IAAA and their choice to be an automotive appraiser itself.



Lance Coren wrote: “With a half a dozen appraisers in attendance, the comradeship was felt by all who were present. The chance to network with those of our peers from all parts of the country, was an excellent experience. Gatherings of this type are definitely on my agenda for future events around the country”.

I add to Lance’s comments that it is not often six or hopefully sixty appraisers in the future have the opportunity to engage in an honest open discussion.

ACTIONS SPEAK LOUDER THAN WORDS: Since these meetings, Member D, Bayoski signed up new member Dick Nard; Member Phil Giltner enrolled himself in the Phase IV Master Appraiser Certification program both the result of continued confidence in their association.

I am asking for a show of hands on a possible meeting at the Kruse Fall Auburn event? Reply by e-mail, automotiveappraiser@yahoo.com.

By fax @ 1-978-383-4776,

Or dial 1-800-699-2466-- then follow the instructions, key in “APPRAISERS” when asked and leave your answer.



All sorts of opportunity await you at National Events. We left the Hagerty Insurance Crew pictured here with donuts, good will and a list of members. Each year the Hagerty team hosts an invitational party. This years Jungle theme included entertainment to match. The 2001 party was held at an adjoining facility to the West World BJ Auction site. Consumers, Consigners, other vendors and the Press attended the party. Awards were given to best dressed (Jungle-ware). Last years Ho Down theme was fun too! Join me next year and see for your self.

The 2001 Auctions Scottsdale included Kruse, Mitch-Silvers, Barrett Jackson, Russo-Steel, and RM.

ebay-KRUSE - Jan 12th thru 14th 2001:

Kruse Auction marked their 30th Scottsdale event. The site and dates were changed from a week after Barrett Jackson, to a week before. Kruse kicked it off at the Turf Paradise located in Scottsdale.

I arrived at the facility Saturday morning. I followed my own advice this time and proceeded to visit Steve Ferguson in the NADA booth. He informed me that several members were already here.



Pictured *in the NADA booth*, are yours truly, Frank *Sagona and Steve Ferguson*.

A huge tent also housed the auction itself. The auction platform and bidder seating filled about half the tent. The other side had vehicles with a higher pedigree and owners that paid a premium for the exposure to the bidders. A corralled viewing area outside held the bulk of the vehicles.

The E-bay Kruse team moved 440+ cars over the block and sold fewer than 200. Their auction attracts dealer-to-dealer activity and cars that suit that scenario.

I have read comments by other journalists that claim things have changed after E-bay bought them. Indecision is evident in their changing times and dates. I know if I hadn't waited to book my flight, that I would have missed this auction. .

Ebay added a good feature for sellers who's car didn't sell on the block. They got the opportunity to sell them on the Internet. I feel this is good and will affect vehicle sell through and their values in the future.



Pictured here Dean and the boys sell another one. The auction seemed to have fewer collectors bidding.

The E-bay-Kruse guys held their 30th Anniversary Celebration Party on Saturday evening following the auction. I joined a table with Guys from the NADA and The Grundy agency. Our discussions covered the perils of insuring the James Bond DB Aston for Three--- Million Dollars and paying the claim to reminiscing Kruse's Atlantic City New Jersey auctions of the 70's.

Auction Man: Frank Sagona our member from the Chicago area is a wholesaler. He brokers Muscle cars in his mix. He brings us a unique perspective of the market from the trenches. He thought this might interest us so he recorded the following while he attended Mecum's 5th Annual Chicago-land Premier Auction at Crystal Lake, Illinois, November 3-4, 2000.

Sold

63 Corvette (Harley Earl Concept)	330K
65 Corvette FI (1500 original miles it was a repaint)	160K
70 Corvette LT1	41.K
98 Corvette Mallet 435 HP	42.5K
67 Camaro RS/SS Nickey 435HP	67K
66 Shelby GT	49,5K
70 Dodge 440 6 Pack	32K

65 GTO Hard Top 3X2 AC 4 speed	23.5K
51 Mercury Convert	42K
00 Prowler	
(Woodward Edition) 3 Miles	47K
96 Mercedes Benz	
S 600 Hardtop, V12 24K Miles	63K

Notable no sales believed to be real money

66 Ply Belvedere Convertible--	
---Hemi 4 speed (27 produced)	120K
01 Shelby Serial # 1----	112,5K
---"This one sold for 135K New"	

Frank says this auction is traditionally a Muscle & Corvette sale and only the real "right cars" brought all the dough. The Cream Rises--- to --- the ---top. Well, that's the market!"

Auction Man Frank Sagona

Just In

MECUM IN NORTHERN ILLINOIS:
6th Annual Mecum Auction, Grayslake, Illinois, March 16 - 17, 2001. About 200 cars were consigned, nearly 50% of them sold. The mid-year Corvettes were selling in the mid thirties. Frank thought the selling was flat-----like the near future-----.

Member News

Master Appraisers Program Entrants.

Lance Coren and Phil Giltner are the latest members to enroll in the IAAA Phase IV Master Appraiser Program.

Good Luck Guys!

Order your IAAA Official Shirts/Jackets.

Hats are coming soon?

New Members

CT

Member # 1003070001
Dennis David
Dennis David Antique
Automobile Appraisala
81 Woodbridge Lane
Thomaston, CT 06787
860-283-9545



PA

Member # 1002050001
Dennis J. Eisenhart
Auto Concepts Inc.
35 East Raspberry street
Bethlehem, PA 18018
610-861-3888



TX

Member # 1002050101
Clint G. Lindsey
Lindsey's Car Craft
Auto Evaluations
125 Sequoia
San Antonio, TX 78232
210-494-2044



OH

Member # 1001080001
Dick Nard
Mahoning Auto
1110 Mahoning Ave.
North Jackson, OH 44451
3305383246



MI

FL

Member # 1001120001
Sidney James Thousand
Insurance Options Inc.
610 S. E. 22nd Street
Cape Coral, FL 33990
9417720639
ARMO Nominee



Member # 1002140001
Jason Phillips
Auto Appraise &
Remarketing LLC
8219 Fenton Rd.
Grand Blanc, MI 48439
8106942008



IAAA License Plates



Some guys take our association serious! Ohio vanity plate belongs to member Joe Jesser. Hurry, be the first in your state to join the in-crowd at the IAAA.

INTERNET TECHNOLOGY:

Call the IAAA Free: IF you have a message and don't need to talk to anyone in particular, dial 1-800-699-2466. Follow the instructions and type the word "**APPRAISERS**" using your telephone keypad.

Your message will be accessible to us by both email and phone. Responses will be assured in a timely matter. Although the quality may be poor, it's free, so we are trying it out.

Fax the IAAA: Dial 1-978-383-4776. Your fax will be converted by e-fax and emailed to us as an attachment. The email is accessible using a special program provided by e-fax.

A benefit feature is that they can read and print without being downloaded. As email, you never miss one due to lack of toner or paper.

You can find out how to sign up by going to WWW.efax.com. Recipients and senders use it free, however you can upgrade to an 800 number and some other services.

Auto-appraisers.com Although it is taking longer than we anticipated to get the website up and running, our presence on the WWW will be positive for the association and you the member.

Our website should develop into one that we can all be proud of with the help of our official Webmaster, Vic Alasio of the Internet Café.

Our goals with the website is to inform consumers, legal professionals and other appraisers about our members, their services and the association itself. Web browsers will be able to utilize our search map to locate member names, phone numbers and email addresses geographically.

Company's that have profiles that meet certain criteria will receive a pin number. This will allow them access to areas that are business-to-business oriented.

These areas will include pages with links to websites that appraisers or their clients will benefit from.

Consumers visiting our website will have an area for posting their questions pertaining to appraisals. Members will provide answers on a rotating basis.

Plans to provide Live seminars about appraiser related topics are in the master plan for the future.

The planned B-to-B will allow businesses to showcase their products and services. It will also feature articles and reviews about them and hold old "Auto Appraiser" newsletters.

What's Next

The Auto-Appraisers -----
---Web Site Tour
Barrett Jackson The Auction AZ
A Look At RM Auction AZ
Russo-Steel Auction AZ
Kruse Atlantic City, NJ
Spring Carlisle First Look
AACA Philadelphia IAAA Display

Where Next

Spring Carlisle
Info Man Joe Jesser "Be There or Be Square".
The next place we will be is the Spring Carlisle.
Go to the Jessers Classic Keys display for information.
NY Auto Show
IMPA Press Breakfast April 11, 2001
Englishtown, NJ April 27 thru 29

Page 8 AUTO APPRAISER NEWS

Places & Dates

Apr.27-28

SEMA Truck & Auto Acc. Expo

Baltimore, MD.

Apr.30-May 3

SEMA OEM Roundtable

Tech Talks

Dearborn, MI

May 25-27

SEMA/Australian Automotive Trade Fair

Sydney, Australia

Oct. 30-Nov.2

SEMA Show * Int'l Tire Expo

Las Vegas, NV

We still need a writer.



If you think this is Dejavue, you are right again. This photo was in the last years AA.N. Pictured above, Tony welcomed his guest, Joe Formato to the IMPA Test Day. Joe was rewarded for contributing articles for our AA.N. We are offering this great opportunity to another lucky member. If getting in on the IMPA Test Day at the Pocono Raceway intrigues you, call Tony for the details.

News About The IAAA

The IAAA was nominated for ARMO Associate Company Of The Year. AACOA won, but we were happy to be recognized by SEMA/ ARMO.

IAAA Membership drives

Recommend US to fellow Appraisers.

Join SEMA.

Call us before you sign up.

If you join SEMA-ARMO, next year the IAAA could be Associate Company Of The Year

Join COVA/CVAC

Support Wheels Across America

April 8, @ The Washington Monument

Washington, DC

Call 1-800-CARS-166

IAAA Members In the News

Pick up the April Issue of Mustang Monthly

Tony Monopoli writes about Appraisals

Pick up Hot Rod Pioneers by Edgar Almquist

Tony Monopoli appears & mentioned

Look through your Old Cars Weekly's Jan

Read About Member Lance Coren

Read the Sunday Heritage a Local MI News

The AAA endorses Member Russ Denticio

And having your car insured properly with an appraisal

Automotive

Appraiser News

Is Published By the

IAAA

Box 338

Montvale, NJ 07645

Phone 201-391-5194

Fax 978-383-4776

automotiveappraiser@yahoo.com

WWW.Auto-Appraisers.com

Executive Editor

A. V. Monopoli

Edited by Lisa Brizz

Contributing Editorial

Frank Sagona