

Auto Appraiser News

OFFICIAL NEWSLETTER



Volume 10 Issue 3

-Seasons Greetings-

Quarter Three - Four 2003



IAAA Celebrates its 10th Anniversary in 2004

Join the IAAA at our 10th Anniversary celebration in Scottsdale, AZ, during the Barrett Jackson event. Our 2004 annual West Coast Meeting and training session will take place at the Hagerty Lounge on the auction grounds. The meeting starts at 9:00am Saturday Morning.

The IAAA will announce its 2004 MVP at the Event

Bless Jess, Joe Jesser provided space at Fall Hershey & Spring Carlisle.

IAAA to host the inaugural All-Auto-Appraisal-Industry-Conference

The event takes place Friday January 23, 2004 at the LA Quinta Inn of Scottsdale, which is located, at 8888 Shea Blvd. The conference is open to all Automotive Appraisers. Haggerty Insurance, The NADA Appraisal Guides and Harris Shcolnik Insurance along with other Notable guests will address subjects pertinent to our industry. The event will serve as a forum to open channels between Automotive

Appraisers and policy makers in their companies. The objective of opening dialog between Appraisers and Insurance under writers, lenders and price guide publishers will benefit the entire industry and auto-owning public.

The fact that it will be open will encourage all appraisers to attend. The IAAA part in this will benefit our members and the association through awareness. Members interested in volunteering for various duties please call the association.

This Issue-	
1	All-Industry-Conference
2	2004 Dues are Due "December"
3	A Look at Hershey & SEMA
4	Affordable E & O Insurance
5	New Members
6	IAAA Meetings

Inaugural

Make sure you mark the date and time. January 23, 2004. You can also attend the BJ and other Auctions while you are in Scottsdale.

As the Host of this very important Conference the IAAA is asking Members to participate. January in AZ is an exciting time for our Industry, with Barrett, Russo Steel, R & M and Mitch Silver Auctions happening that week and a Kruse Auction the following week. AZ kicks off the season and The Barrett Jackson Auction has become the leading market indicator. You must RSVP the IAAA by Jan 10th 2004, because Space is limited.

Ask the wife and kids to give you the Perfect Holiday Gift. The airfare is cheap and the IAAA has blocked rooms for members at \$99.00 per night. Use the IAAA name when booking. Ware your IAAA gear to the conference. Order IAAA shirts, jackets and hats on the website or call for an order blank. If you have special needs, ASK!

Other Events members should attend.

Other 2004 events we will attend are Barrett Jackson AZ, January 2004, AACA Trade Show Philadelphia PA, February 2004, Barrett Jackson West Palm Beach FL, March 2004, Hot Rod & Restoration Trade Show, Indianapolis IN March 2004, Spring Carlisle, April 2004, Corvette Carlisle, August 2004, Fall Hershey October 2004 and SEMA Show 2004

Hershey 2003

This year's event took place October 8th through 11th. It was one of the largest Flea Market and car Events in the US and probably the world. The IAAA booth allows a one-on-one interaction with attendees from around the world. I dredged though miles of old car parts in

the flea market. As I walk the car corral I view the many cars and their asking price in an effort to keep up with trends and vehicle values.

The Hershey Auction took place in the Giant Stadium this year. It was co-produced by Don Williams and Richie Clyne in association with Kruse International. Bohams and Butterfields Auction was set up opposite the AACA new museum. I attended Saturday's show. My head is still spinning. Cars-Cars-Cars, Parts-Parts-Parts.

Mother Nature blessed Hershey making this year's event rain free. The "Hershey Auction" took place in inside the new stadium. This will help the sale's sell-through on future rainy events.

Attendees' from around the world came to Hershey. I have not seen as many foreigners since pre 911. This appears to be an indication of a perceived safer travel.

The antique & collector car market is stronger than ever with no end in sight, brought on by more distrust in the Stock Market, low interest and a graying---- I mean seasoned, collector

Hershey's old timers were scattered throughout the flea market impressed me. Those 1900 era cars, of coarse!



A 1903 Columbia Electric, priced at \$34,500 is pictured on the left. The 1903 Cadillac was priced at 46,500, they were just a few of the 1900's vehicles for sale at the event.

These vehicles don't appear to be a reflection of a dyeing market, as some would have you believe. I predicted a stout market for cars that are near and over 100 year old in 2001. I found other older vehicles priced more aggressively this year than in previous years. A basic 1930 Model A Ford Roadster at \$29,995 seemed up there to me.

I commend the AACA Hershey region crew for putting this event together.

Errors & Omissions Insurance

The IAAA along with Harris Shcolnik Insurance Agency is still working on a solution to provide an affordable insurance policy for our members. The association will have a representative at the AZ Conference held at the Laquinta January 23, 2004

Members, Jerry Slonsky & Tony Monopoli are our un-official E & O insurance committee. Jerry Slonsky introduced us to Bob Shcolnik of the Harris Shcolnik Insurance agency. They are located in Phoenix, AZ. We are still dealing with the details of the program.

New Members:

The IAAA new member process used to qualify members includes posting their information in the associations Auto Appraiser News for your review. This is the last part of the IAAA approval process. Lets congratulate the following members.

The IAAA Welcomes!

IAAA ID # 1008252003
Member: Robert Hill
Company: Roberts Sassy Classics
PO Box 1328 (602 east 6th Street), Hanford, CA 93230
Phone: (559) 584 5556
Email: hillbob@sbcglobal.net



IAAA ID # 1010300003
Member: Edward Nigota
Company: Future Classics LLC
1140 Rt 88, Lakewood, NJ 08701
Phone (732) 714 2350
Email: publius41@yahoo.com

IAAA ID # 1008230003
Member Robert Russo
Bill Bob's Fast Expensive Cars Inc.
14 Carriage Ct
Marlboro, NJ 07746
Phone (732) 901 1981
Email russo1@prodigy.net

Apprentice Member



IAAA ID # 1009150003
Apprentice: Donald Mills
Company: Arc & Anvil Auto Restorations
7843 Rural View Rd
Liberty, NC 27298
Phone (336) 565 8300
Email stude442@earthlink.net

MEMBERS

Regional Workshop Topics

The lesson at the Scottsdale regional workshop meeting will encompass, Inherent Diminished Value (IDV). The IAAA appraiser ethics, the CO-1000 and appraisal document-standards will be covered in the second part of that meeting. This AA.N cover includes a photo of the Hershey Display. Picking a right time to have our workshop meeting isn't easy. Father Monopoli always told me, "you can please some of the people some of the time, but you can't

please all of the people all of the time”. Despite the difficulty in picking a time suitable for all, we keep on trying, so try an attend!

The IAAA Thanks Haggerty Again!

The Good Folks at Haggerty Insurance, will provide us with a meeting area at the AZ and FL Barrett Jackson Auctions. When you see them introduce yourself as an IAAA member and thank them.

The IAAA Needs You!

We still need volunteers to help us update the association’s Q- 1001 questionnaire and to document Standards & Practices. Call, write or email, Tony M.

Members Broaden Your Horizons!

The IAAA Membership gives you the opportunity to participate in Joint Ventures. Think!

Members Broaden Your Horizons:

You can meet others members, participate in IAAA workshops and strengthen relationships with the IAAA, so try to attend them.

Tom Jakups, Gerry Martel, James Wood III and Tony Monopoli will receive training credit for attending the Hershey training session. Jaime Del Valle, Dennis David, Jim Thousand, Richard House Jr., Scott Featherman and Tony Monopoli, all attended Hershey.

Online Training Sessions:

The IAAA is still pleased with attendance at the online meetings. Members attending benefit in knowledge and by having their training time recorded. Attorneys will make training an issue to justify getting automotive expert witnesses disqualified. Join us!

MEMBERS IN THE NEWS:

Ohio late model Collector Car owners can thank IAAA member, Joe Jesser for single handedly causing Ohio to issue Collector Car License Plate for the late model Mercury Marauders. Joe and Steve Ferguson, Editor of the NADA did the leg work.



Member TM showing off his 2003 S10 Extreme pick up and the Taylor Constantine Cup Awarded it at the IMPA test day event held at the Pocono raceway.

Thanks to the IMPA (International Motor Press

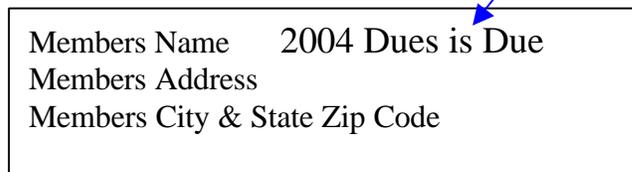


Association.) for picking my Truck.

HMN Muscle Machine interviewed Tony Monopoli and mentioned the IAAA in an article about appraisers.

Hot Rod & Restoration, a trade publication sourced TM and the IAAA in an appraisal article.

“Your Member Dues Notice Indicator Is Located On Your Mailing Label”



SEMA SHOW 2003

I represented the IAAA as the Executive Director at SEMA Shows. The results of attending always make the trip to Las Vegas, NV worthwhile. Establishing new relationships and confirming old ones is only a small part of the benefit for our association. Each day spent at the 2003 SEMA Show resulted in gaining pertinent information, relationships and an inside & up-to-date view of our industry.

My attending this show allows us to interact with members of SEMA, its Officers, leaders of

the automotive industry and other members of the Press. This would not be possible otherwise. An awareness of our association, its members and our cause will result.

Interviews with Drew Lieberman, who is the Senior Director of parts of eBay and Robert Genet the author of The Birth Of Hot Rodding will benefit, IAAA members, readers of the Classic Car News and the automotive industry we cater too itself. Both those interviews will be included in upcoming issues of The Classic Car News.

The SEMA Show is part of the Automotive Industry Week. It has become the largest event in Las Vegas by its sheer size. It now out-ranks the CONVEX event, which was the previous champ. Four hundred and seventy three first-time exhibitors showed their products and services, nearly doubling the count from two years ago. Eighteen hundred exhibitors displayed over 1,000 new products in 2003; this is evidence of the continuing growth and interest of our industry. The LVCC has expanded to over 243,000 square feet and the SEMA event's growth required a tent to house the recently added Marine Sector. The automotive specialty industry as a business sector has outpaced the U.S. GDP since 1992. The 2003 SEMA SHOW has broken its own previous attendance record with an increase of 30% over the 2002 event, 100,000 spectators.

Ford Motor Company, who was this year's featured Manufacturer, sponsored the New Products Award Banquet. Phil Martins, the Fords VP of Parts, hosted the SEMA New Products banquet and un-veiled their newly reconfigured Ford 5.litre engine. Ford's parts divisions took credit for producing the all aluminum overhead-cam, fuel injected, 420 HP engine. A \$14,000.00 price tag included a stand-alone management computer. The Ford parts Guru's will also offer a bolt in kit for a Focus. What are they thinking?

The IAAA is a member of SEMA and the Automotive Restoration Market Organization (ARMO) council. The IAAA added its Acronym and meaning to the ARMO Display again this year, for all attendees to read.



Look at us! SEMA provided the Association with our own personal intern to help with our show going chores. Christine was part of the SEMA newly initiated in-turn program. She studies at Norwood's Florida campus and majors in the Automotive After-market. SEMA and the IAAA feel that youth are our future.

Sales for the Sports Compact (S/C) market segment amount to over two billion dollars. Edelbrock pictured on the next have added a S/C product lineup. The association is carefully watching this segments products, vehicle trends and participating consumers.



A S/C is just another modified specialty car. Members should get to know them and be ready to valuate them.

Ford, GM and Chrysler are all trying for Sports Compact Market shares. Only time will tell. Donald Yeun and I inspected a GM sponsored Cavalier that competes in the NHRA, Summit Racing S/C series. Donald, our other intern is enrolled in the CSUSB Master Program.

Business News:

A SEMA Market Snapshot study found that young people are interested in more than just sport compact cars. Nearly as many young consumers are interested in vehicle customizing as are into the sport compact market, 22.8 percent vs. 23.7 percent. That translates into a potential market in this age group for the re-style niche of more than 13 million.

Pontiac dropped their Nascar Program after winning two of the last three Winston Cup Championships. The General decided not to field Pontiacs in NASCAR as of next season.

Toyota has set its sites on truck racing and the youth market. They showed a V8 racing engine and a high-performance Corolla at SEMA.

Clemson University is planning a 400-acre Automotive research campus to provide research and education for the automotive and Motorsporte industries. The research campus promises to make South Carolina a hub of the nations automotive and Motorsporte industry.

CLASSIC CAR NEWS:

The Next Classic Car News will include the My Opinion Column, The SEMA show, covered by TM, Interview with Ebay. Book review.

ONLINE MEETINGS DATES: Mark down this date. The next scheduled meeting is December 12, 2003. Meetings start at 8:00pm Eastern Time.

What Is Next:

The 2004 events we will attend are Barrett Jackson , All Auto Industry Conference, AZ, January 2004, AACA Trade Show Philadelphia PA, February 2004, Barrett Jackson West Palm Beach FL, March 2004, Hot Rod & Restoration Trade Show, Indianapolis IN

March 2004, Spring Carlisle, April 2004, Corvette Carlisle, August 2004, Fall Hershey October 2004 and SEMA Show 2004.

Please keep these events in mind.

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