

PHILADELPHIA CHAPTER

AMERICAN SOCIETY OF APPRAISERS

MAY/JUNE 2003

PRESIDENT'S MESSAGE

Fellow Valuation Professionals:

Thanks for the gift.

Serving as President of the Philadelphia Chapter of the American Society of Appraisers and working with its Board of Directors has been an honor and a pleasure. The members and Board of Directors have taught me about giving of oneself, growth of character, working with a group, and being part of something worthwhile. The Philadelphia Chapter consists of the finest group of professionals in the Society and by getting to know you and working with the Board, I have become a better person.

I urge all who take the time to read this short message to "treat yourself" and become involved with your chapter. It is a good chapter because of the people. You can be assured that getting to know and working with each other will be the finest gift that you can give yourself.

Cheers,

Sam Luceno, ASA

COMMITTEE NEWS

Admissions Committee

Two applicants were recommended for admission; Carol Hatton-Holmes (PP) and Klaus-Peter Heim (PP).

Advancements Committee, O. John Ohanian, ASA - Chairman

Cortland J. Byram advanced from AM to ASA in MTS/ME.

Program Committee, Charlie Dixon, ASA - Chairman

Confirmation of the diamond/precious gems presentation by David Rosen on May 21.

Public Relations Committee, Co-Chairs Seth Weiss, ASA and Susan Golashovsky, ASA

There was no report.

Education Committee, Barry Slosberg, ASA - Chairman

Discussed Principals of Valuation courses and whether or not we could offer them at the chapter level. Also discussed McKissock Appraisal School Course income.

DOT.COM CORNER

PP: www.gatsbys.com gives a glossary of decorative arts terms.

www.emory.edu gives a 19th c. chronology by genre.

M&E: www.machinerytraders.com New and Used heavy construction equipment for sale.

We are looking for all disciplines to share their dot.com sites. Please forward your favorite sites to the Editor.

Scheduled Meetings

May 21, 2003

Williamson's Restaurant - City Line Ave.

Board of Directors-4:30 P.M.

6:00 P.M. Cocktails; Dinner 6:30 P.M.

Speakers: David Rosen, ASA

Sidney Rosen & Co.

Fred Landsberg, ASA

Reuben Landsberg & Sons

Topic: Diamonds and Precious Gems.

All spouses are cordially invited to attend.

Wednesday, May 21, 2003

Wednesday, September 17, 2003

Wednesday, November 19, 2003

Wednesday, January 21, 2004*

Wednesday, March 17, 2004

*Breakfast Meeting

Speakers of the Month - Biographies

David Rosen, ASA

David Rosen's father began his gems business in 1947, after WWII. David joined the business in 1972. The business' focus is on diamonds, custom work and contemporary designs. David is a certified master gemologist along with his ASA designation.

Fred Landsberg, ASA

Fred Landsberg, ASA and Master gemologist is in the family business, Reuben Landsberg & Sons. Fred has extensive knowledge of jewelry creation and design which serves him well in a business whose main thrust is antique and estate jewelry.

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Your Chapter Officers

If you ever have any questions or ideas to share:

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Ask George...

George D. Sinclair, MAI, FASA, will answer your questions relating to the appraisal industry. He will utilize his expertise with assistance from the Philadelphia and International ASA members. Send your questions to "Ask George", Keystone Appraisal Company, 2009 Chestnut St., Phila., PA 19103 or you can FAX 215-564-6561, phone 215-564-2070 or e-mail Keyappco@aol.com

Q. Who is the Appraiser's client?

A. The client is, the party or parties who engage an appraiser (by employment or contract) in a specific assignment. It is engagement for an assignment, not payment for an assignment that establishes the appraiser-client relationship.

PERSONAL PROPERTY CONFERENCE REPORT

The personal property conference in Brussels, Belgium was a resounding success. The enormous amount of work it took to put together this extraordinary event was appreciated by Philadelphia chapter senior appraisers **Judy Lepow, Elaine Galman, Susan Golashovsky and Rochelle Eisenberg**. The program included museum tours, talks with antiques furniture and tapestry dealers, architectural tours, lace making and (of course) the famous Maastricht Fair. Kudos to all who were involved in the planning. New friendships were forged and old friendships reinforced in a decorative arts wonderland.

That being said, the **Florida Conference is going to be held in Tampa on July 14-16**. If you want a unique experience in the Decorative Arts with your colleagues and can fit it into your schedule, please do so. You will have a fabulous experience.

EXPERT WITNESS TESTIMONY TIPS

These tips come from our membership and were culled at the last meeting. Maybe you will find some of them useful.

- Don't volunteer information that is not asked for.
- Use yes or no answers whenever possible.
- Never be combative.
- Make sure you have clear dialogue with your attorney as to what is expected and what questions you may be asked in cross-examination.
- Keep testimony to the point
- Review your prior depositions with your attorney
- Don't drink heavily before your testimony☺
- When selecting a date for your testimony, try and pick a Friday...the opponent may want to settle!
- Have a clear dialogue with the attorney so that you are both on the same page with directions.
- Don't bring your work papers with you.
- Make sure your report is USPAP compliant.
- Be an educator to the judge/jury. Use white board if possible to help explain what you do.

☺ BARRY'S BLURB OF THE MONTH: Life not only begins at forty – it also begins to show!

...or by FAX (215)763-6966...or e-mail old china@rcn.com...

CHAPTER NEWS

CHAPTER ADDRESS: Please note that our chapter address is ASA—Philadelphia Chapter, 2904 Dartmouth Drive, Hatfield, PA 19440-3474. (215) 721-9230 Fax (215) 721-9236.

All Points Bulletin for members who wish to participate in their chapter! Please contact the Chairman of your discipline and ask how you can get involved. Discipline Committee, Chairpersons: BV—Gary Friedlander, ASA; M&T—Tadeusz (Ted) B. Harksi, ASA; PP—David M. Rosen, ASA; Real Property—Robert Ardinger, ASA

Budget Management, Mark Penny, ASA - Director

Reported that our expenses did not exceed our income and the first quarter was better than projected. This is good news for the Chapter and our thanks to Mark and Kim for their hard work.

MEMBERS IN THE NEWS

Congratulations to **Samuel F. Luceno, ASA**. The Region One Governor Nominating Committee's nomination of Sam was unanimously approved and submitted to headquarters. Sam's work has been very much appreciated in his capacity of President of our chapter. Our membership looks forward to welcoming him as our Regional Governor.

Cortland J. Byram, ASA received his senior ASA designation in MTS/ME. Cortland received his BS in public and environmental affairs from Indiana U. He is employed by Standard & Poor's in Philadelphia as a senior associate in the Corporate Value Consulting group. Congratulations, Cortland!

Gary J. Friedlander, ASA was nominated and approved for the position of Secretary/Treasurer. Board approval was also given for the advancement of all current officers to the next officership.

NEWSLETTER DEADLINE: September 1, 2003

NOTICE: THE CHAPTER IS MOVING TOWARD ELIMINATION OF THE HARD COPY NEWSLETTER TO STRICTLY E-MAIL, SAVING ON PAPER AND MAILING COSTS. While we do not know exactly when this will happen, we want all chapter members to be aware of the future of this newsletter.

OBITUARY

Morris Slosberg, father of Barry Slosberg, ASA. Morris was a second generation antiques dealer and appraiser. His business, William Penn Antiques in Philadelphia, began in the 1930's. Mr. Slosberg, a longtime member of the Masons, leaves behind three adult children and many progeny with an interest "in the business". His love of antiques was infectious—Barry began his own auction company, Barry S. Slosberg, Inc. and both parents were often seen in attendance. Mr. Slosberg was 92 and lived at the Eastern Star Masonic Home in Warminster, Pa.

MARCH OFFICE STATS

40 phone calls; 20 for PP appraisers for objects such as a 15th c. dagger, sleigh bells, photo of Ben Franklin, Picasso sketches and rings.

McKissock, Inc. Continuing Ed. in Pennsylvania Programs

The following schedules are the classes available from McKissock to our membership. Remember that chapter members receive a 15% discount and the chapter receives a 10% bonus if any members enroll. You must telephone Jim Espin at 1-800-328-2008 and identify yourself as an ASA Philly Chapter member. Valley Forge: May 1-4
Harrisburg: May 1-2 & 8-9
Scranton: May 15-18
Greensburg: May 19-22
Pittsburgh: June 7-10
Erie: June 11-14
Philadelphia: June 13-16

GIVE FEEDBACK

Jerry Larkins asks for feedback on the ASA website. Let him know what you think! You can reach Jerry at Jerry@appraisers.org

MEET THE CANDIDATES

Klaus-Peter Heim is President of Heim's Wine by Design. His filed is wine appraisals. He appraises private cellars. He works as matre'd/sommelier at Tavern on the Hill in Harrisburg and designed and built their climate controlled wine cellar with a 5,000 bottle capacity. He is fluent in German and a member of many wine associations.

Carol Hatton-Holmes received a B.S. degree in education from Penn State I. She is currently employed by SunGard Recovery Services as an account executive. Carol is a member of the Embroiders Guild of America and the American Needlepoint Guild. Her specialty is in the field of Textiles and Needlework.

.....or snail mail to: Susan Golashovsky ASA, 75 Avalon Court, Doylestown, PA 18901

LAST WORD: "A wise man will make more opportunities than he finds".

Francis Bacon

CALENDAR OF UPCOMING COURSES AND EVENTS

Unless otherwise noted, contact the ASA Education Department at (800) ASA-VALU

ASA Courses, Meetings, Chapter Offerings and Conferences

- **May 17-21, 2003—San Francisco, CA, Joint ASA/IBA offering: Expert Witness Skills Workshop. Contact IBA (Grace) at (800)299-4130.**
- **July 14-16, 2003—Tampa, Fla., 2003 International Appraisal Conference. Call ASA at (800)ASA-VALU**
- **September 11-13, 2003—Salem, MASS. Personal Property Committee Seminar. For additional information contact Janella Smyth, ASA, registrar, at janellas@mindspring.com**
- **October 16-18, 2003—Chicago, ILL. 22nd Annual Advanced Business Valuation Conference (held at Hyatt Regency Chicago). Contact Sylvia Olson by e-mail at asaguru@earthlink.net**
- **July 26-28, 2004—Kansas City, MO. 2004 International Appraisal Conference. Call ASA at (800)272-8258.**

Open Examination Sites

- May 17, 2003—Orlando, FL
 - July 13, 2003* —Tampa, FL (ASA International Conference)
 - August 23, 2003—Chicago, ILL. For further information, contact ASA's Accreditation Coordinator at (800) ASA-VALU
- *located at an ASA course site

MENTORS WANTED

As you all know, the ASA and our local Chapter supports the Candidate process, the education of, and the camaraderie of both existing and new members. Without new membership, how would our society survive? Our organization is unique in its multidiscipline structure and the ASA designation is well respected and sought after.

As membership continues and grows, so does the need for Mentors to help the new Candidates. I'd like to ask any Senior Member to volunteer to be a Mentor. Mentoring is a rewarding experience, not a hardship. Additionally, Mentors receive credits toward the mandatory five-year re-accreditation requirements. **We need your help!** If interested, please send your name and phone number to Chapter Executive Secretary Kim Ohanian or myself. We would like to have a good list of Mentors for the future of our chapter. Thank you.

---John Ohanian, ASA

ASA
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