

Vanguard Appraisals, Inc.

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Excellence achieved through people, products, and service. TM

Fall 2005

Successful User Group Meetings By: Terri Scheuermann



The Annual Missouri User Group Meeting was a huge success with 63 attendees on the first day and 58 attendees on the second day representing 17 jurisdictions, including the State Tax Commission. Putnam County, MO was presented the "Super User" award and Holt County, MO was awarded an archive module.

The Annual Minnesota/North Dakota User Group Meeting was also a huge success with 41 attendees on the first day and 38 attendees on the second day representing 12 jurisdictions. Polk County, MN was presented the "Super User" award and Bottineau County, ND was awarded an archive module.

The Annual Iowa/Illinois User Group Meeting also proved to be a success with 162 attendees on the first day and 130 attendees on the second day representing 76 jurisdictions, including the Iowa Department of Revenue. Douglas County, IL, Sioux City, IA and Black Hawk County, IA were presented "Super User" awards and Hancock Co, IA was awarded an archive module.

A big "Thanks" to the following vendors that also took the time to attend our meetings: ProMap Corporation, Solutions Inc., The Sidwell Company, Incode-CMS and Edward J. Rice Company. UGM evaluation statistics are included elsewhere in this newsletter.



Special points of interest:

- User Group Meeting Stats
- Is the VCS Backup Back?
- Sales and Sales Reminders
- Speedier Website Processing
- Terri's Tips and Tricks
- Who's Nick Lee?

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News

**For friends of
Vanguard**

2005 Technology Partner

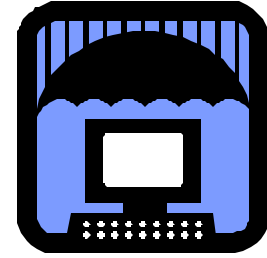


ProMap Corporation of Ames, Iowa, was awarded the Vanguard Appraisals, Inc. 2005 Technology Partnership Award at the Annual User Group Meeting. This award is presented to a single company each year which has demonstrated how working together can make a large difference in the assessment community.



Brad Miller, VP/CIO of Vanguard Appraisals, Inc. presenting the award to Mike Mohrhauser of ProMap Corporation.

Where's the VCS Backup? By: Brad Miller



As everyone should know by now the VCS Backup is not available for CAMAvision 10. I would like to take a few moments to address this concern.

In the beginning, when we rewrote VCS from DOS to Windows it was decided we needed a free database option. The database chosen was Paradox. While Paradox was great for single users and small networks the demands on it outgrew its capability. Knowing that budgets are tight, we realized from the start of the rewrite another free database option would be needed. This is why we choose Firebird. This free database is as powerful and feature packed as many databases that cost hundreds of dollars from other companies (like MS SQL). Firebird is a database which supports transactions. This means that it will not make a change to the database until all the necessary information about a change has been made. Therefore, a workstation cannot corrupt the database as Paradox did. This is why there is no unlock program (the "VCS Paradox Unlocker" program) and no "Parcel Re-index" option in CAMAvision utilities. In summary, no workstation in your office can damage the database. The only way the

database can be damaged is by the file server crashing, which should be rare. All file servers should have a tape backup that backs up all your CAMAvision data nightly. The tape should be rotated daily and the previous night should be taken off site in case of disaster. The VCS Backup was never meant to be a long term solution for backing up or replacing your file server tape backup system. The file server backup system should be checked periodically to ensure it is backing up the correct files and is working properly. This should be done by your Data Processing staff. Now, I know what some of you are saying. "Brad, we don't have any Data Processing staff to help us." Or, "we have the staff but they are often too busy to help us." We also realize that the VCS Backup system was quicker and easier to use than most file server tape backup systems. It is for all these reasons we are considering rewriting the software. Not because the database needs it, but because of *your requests*.

Five years ago we released the VCS Backup and it was free to all of our users. The software, service, and updates were all free of charge. However, this time there will be a charge of \$350 with service of \$150 per year. The service will be similar

to all VCS standard service agreements including enhancements, fixes, and telephone and email support and you will be able to install this on as many computers as you would like. We feel we can have this product available by February 2006.

In order to start development of a new VCS Backup, we need to know how many people really want the VCS Backup. So, email me (brad@camavision.com) requesting the backup. If we get 10 or more users we will plan on rewriting software for Firebird and notify the requesting users that programming has begun. We will then offer this software as part of our Year End Sales Event, allowing all clients to pre-purchase the software for \$250 (which is \$100 off the standard price) until December 31st, 2005.

One final note, those who have paid Microsoft for the MS SQL database should already have some type of backup system from Microsoft that they paid for with their purchase to go with that specific database. We do not have plans to offer one for MS SQL at this time.

For Sale

VCS Personal Property Hand Scanners \$85.00 (Shipping Included)



These are top quality and lightly used hand scanners complete with stands that require no trigger activation and no special setup. They are great for processing active and returned accounts using barcodes. Normally, these scanners sell for over \$200.00, but through this limited time offer we are selling them for \$85.00. The quantity is

limited so call Kara at (319) 365-8625 to purchase your hand scanner today.



Website Processing By: Brad Miller

We have been in the process for several months now of developing new tools for our websites which will benefit all of our existing and future website clients. These tools will allow us to process your CAMAvision data and get it out on the Internet faster than ever before and will be available after the 1st of the year.

Most other companies collect maintenance fees and rarely make improvements, only to charge for an upgrade later. Not Vanguard. This is proof of the service contracts in action. Along with our websites, we are constantly improving our entire line of products to make your life easier while keeping service contracts as low as possible, and that's a promise.

On the surface you will not notice any changes. The changes directly relate to processing your data. No longer will you have to wait as long as before to get your full downloads out on the Internet. In fact, we are even going to increase all the current clients' full downloads from 4 to 6 per year. This will enable your website to display fresh data and reports processed every other month, allowing you to provide an even better service for your realtors, appraisers, and the general public.



"What's the catch you say? There has got to be a catch, right?" There is no catch. We are not raising service contracts or charging any additional fees to do the website increased processing. We feel that Vanguard websites are the best and this is one way we can make them even better.

Minnesota/North Dakota UGM Evaluation Results

	Excellent/V.Good	Good	Fair/Poor	Total Surveys
How would you rate this location?	67%	26%	7%	27
How was the timing of this conference?	69%	27%	4%	26
How would you rate this conference verses past years?	67%	33%	0%	15
	Spring	Summer	Fall	Winter
What time of year would you like the conference?	0%	15%	77%	8%
Where would you like the conference held next year?	St Cloud, MN	80%		
	North Dakota	5%		
	Mankato	10%		
	Minneapolis	5%		
Specific topics you would like covered next year:				
1-Example Data Entry for irregular land parcels. Talk about the difference between front foot, square foot and per lot & which VCS recommends.				
2-Queries, Reports. 3-More commercial. 4-Any help or shortcut you can offer. 5-Queries. 6-Not on Cama-X yet so not sure.				
7-Don't know yet maybe land value class. 8-More overall hands on. 9-Any new updates.				
Comments: 1-It's always a pleasure to see our Vanguard friends. 2-It was good, picked up a few good ideas. 3-Always learn something.				
4-It was a good review of the training session held after conversion. 5-Maybe later in Sept. 6-Always informative. 7-Well done.				
8-Good job on covering the different areas. 9-Very good. 10-I get the most out of talking to staff and users. 11 Good presentations, helpful info, Scott gave the best presentations.				
Commercial Pricing School:				
Would you be interested in a commercial pricing school?	(17) Yes	(4) No		
At 2006 User Group Meeting	(12) Yes	(4) No		
Different Location:	(3) Yes	(11) No		
Other Locations suggested:	Mankato (3)			



- 50% OFF Comparable Search Save \$750
- 50% OFF Remote Edit Save \$750
- 50% OFF Personal Property Save \$1750
- 25% OFF To-Do List (NEW) Save \$250—A connection w/GIS
- 25% OFF Archive Module Savings Vary—Limit 1 per jurisdiction
- 25% OFF Pro-Version Save \$250
- 25% OFF Assessor Website Savings Vary
- VCS Backup Saving \$100

2005 UGM VCS Sales Event

25%-50% OFF License Purchase

Vanguard Appraisals, Inc.
 Payment Must Be Made by December 31, 2005
 EXCLUSIVE OFFER to UGM Attendees ONLY

Official Sales Rules

One or more modules may be purchased at the discounted price (excluding Archive Module)

Sales eligibility available to current and potential clients who attended a 2005 User Group Meeting

Discount is for license purchase only

Minimum 1 year service contract is required when purchasing (excluding Archive Module)

Coupon must be presented at time of purchase

License and 1st year service must be paid by December 31, 2005

Missouri UGM Evaluation Results

	Excellent/V. Good	Good	Fair/Poor	Total Surveys
How would you rate this location?	89%	12%	0%	36
How was the timing of this conference?	84%	13%	3%	31
How would you rate this conference verses past years?	88%	12%	0%	25
	Spring	Summer	Fall	Winter
What time of year would you like the conference?	6%	48%	42%	3%
Where would you like the conference held next year?	Columbia	80%		
	Branson	12%		
	Iowa	4%		
	Kansas City	4%		
Specific topics you would like covered next year:				
1-Queries. 2-Sales Study. 3-Queries. 4-More Personal Property. 5-More Personal Property. 6-More Personal Property. 7-More on reports and queries.				
8-Same as this year. 9-More of the "How to's" with the system. 10-Possible tax package program interfaced with Camavision. 11-Queries. 12-Queries.				
Comments: 1-Fun introduction Movie,. The flow from day-to-day was nice. 2-Very informative. 3-Good, vendors are good addition.				
4-Very nice presentation. 5-A-OK. 6-Good. 7-Excellent. 8-Very good, funny, informative, interesting. 9-We do not have Vanguard yet so next year may be better for us. 10-It was a very good conference and I look forward to the next year. 11 This was my first conference and it was a good overall Presentation. 12-Informative.				
Commercial Pricing School:				
Would you be interested in a commercial pricing school? (23) Yes (4) No				
At 2006 User Group Meeting (19) Yes (3) No				
Different Location: (1) Yes (17) No				
Other Locations suggested: Columbia (1) No Interest at All (2)				

Iowa/Illinois UGM Evaluation Results

	Excellent/V.Good	Good	Fair/Poor	Total Survey:
How would you rate this location?	89%	7%	4%	43
How was the timing of this conference?	76%	21%	2%	42
How would you rate this conference verses past years?	74%	26%	0%	38
	Spring	Summer	Fall	Winter
What time of year would you like the conference?	5%	46%	49%	0%
Where would you like the conference held next year?	Amana	7%	Ames	12%
	Cedar Rapids	55%	Sioux City	2%
	Des Moines	21%	Storm Lake	2%
Specific topics you would like covered next year:				
1-Queries. 2-Exempt Module & Recon. 3-Recon/Exempt modules. 4-Sales Query and analysis is always good. Others in our office will need more knowledge about batch routines. 5-Any changes made. 6-Not sure yet, don't have Camax installed. 7-Query basics for beginners. 8-Working vs Certified, land trending, changing tables. 9-I like when we have information on the sales ratio, what if's. 10-What is happening in integration between various vendors. 11-Sketching. 12-Review is always good. 13-Queries. 14-How Camavision is used in a revaluation project in a jurisdiction.				
Comments: 1-It's good learning/refresher time-enjoy coming. Would like to get handout CD before hand. 2-Why can't download ahead of time. 3-Good, lots of useful info re Camax. 4-Good conference. 5-Very good info. 6-Very well put together, excellent job. 7- Make it 1 day. 8-It was good; I picked up tips even if I don't have Cama-X yet. . 9-Very good review. 10-Learned a lot, thanks for the Archive 11-Very informative, thank you for the archive program. 12-Thank you. 13- Very good. 14- I love all the people from Camavision feels like close family I like that. 15-Very nice thanks, the pricing would be great, you could have day before or after the conference. But not during. 16-Please don't have the conference the same week or the week after kids start school. 17-Very Informative. 18-Golf outing the day before. 19-Very good overall. 20-Great Pace well done.				
Commercial Pricing School:				
Would you be interested in a commercial pricing school?	(25) Yes	(3) No		
At 2006 User Group Meeting	(18) Yes	(4) No		
Different Location:	(11) Yes	(11) No		
Other Locations suggested:	Amana (1), Des Moines (1), Storm Lake (2), Des Moines/Ames (3), Mankato/Ames/Storm Lake (1) No interest at All (2)			

Terri's

CamaX Tips and Tricks

Are you utilizing the Intelligent search criteria switching shortcut? What does it do? Any character that is entered onto a search field other than the default and the Find button is pressed, the search field switches to that search field to find the parcel(s) meeting that criteria. No more manual switching of the search criteria.

Nick's

Cama-X Tip

Can't find the copy/paste menu with a right mouse click? Use **Ctrl C** to Copy and **Ctrl V** to Paste selected text.

Archive Module Reminder

Did you take advantage of our 2004 Sales Event and purchase an Archive Module last fall?

If so, this is a reminder that those Archives must be processed by December 31, 2005.

Please call Kara at the Cedar Rapids office (319) 365-8625 or email her at kara@camavision.com to schedule your archive processing.

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We're on the web...
www.camavision.com

Since 1968, Vanguard Appraisals has been at the forefront of the mass appraisal industry. Our trained staff includes specialists in field data collection, appraisal review, pricing, mass appraisal project management, court preparation and testimony, data entry, software engineering, technical support and training.

Our flagship [CAMAvision](#) product has been developed specifically to operate in the assessor's environment. Vanguard is a full service company. We provide a wide range of appraisal products and services for assessors, we also see all the projects through completion. Customer satisfaction is our main goal.



New Employee Profile

Nick Lee joined the Vanguard team full time on June 27th, after listing residential buildings in Valley City, ND. After a short break to finish college he is back and eager to start paying off some of his student loans. As a CAMA Specialist, Nick will spend most of his time in North Dakota and Northern Minnesota concentrating on gathering new clients and providing support to current users.

In a month's time, Nick graduated from college, got married, and bought a house so needless to say he has been busy. In his free time Nick enjoys spending time at home with his wife, and training and playing with his new Rat Terrier puppy "Dixie". For now, Nick and his wife Tracy live in Valley City where Tracy is finishing college.

Vanguard Appraisals, Inc. Corporate Office

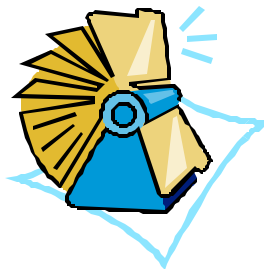
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