



Almost two years to the day since the association’s last in-person event, the National Association of Jewelry Appraisers returns to Tucson for its 57th ACE©It Conference.—on January 30 and 31, 2022.

Webinars are great; after all, the NAJA remained busy during 2020 and 2021 presenting educational programs delivered thru webinars and virtual conferences for not only our membership, but also the appraisal community at large. However, as gem and jewelry appraisers know, when it comes to gem-centric appraisal education, there is no place like the NAJA in Tucson! It is the one venue that really offers the entire package. The week starts with practical, appraisal presentations and professional relationship building opportunities and then continues with more chances to examine gems and experience the market at the shows.

Special Event at Tucson

February 3, 11 AM to Noon, The Annual Lois Berger Pearl Walk - visiting four pearl dealers lead by Renee Newman, GIA GG. Members only and it is free!

What to Bring

Comfortable western casual. Bring your loupe, pen light, filters, spectroscope & tweezers. Your 2022 NAJA membership card for registration at local shows (i.e., AGTA).

Monday Evening

Conference attendees will receive guided tour of the UA Alfie Norville Gem and Mineral Museum led by Eric Fritz. Followed by a wine & cheese reception.

Program is subject to change!

Tucson Convention Center
Exhibit Room - Greenlee Room
Conference Room - Maricopa Room
260 South Church Avenue
Tucson, AZ 85701-1614

NAJA’s Annual Winter ACE©It Education Conference

Tucson, AZ

January 30-31, 2022

Jan 30 - Sunday

- 8:00 – 9:00 AM: Registration, Coffee Service, Greenlee Exhibit Room
- 9:00 AM: Welcome and Conference Notes, Maricopa Room
- 9:15 AM: Jade for Gemologists, Richard Hughes & Billie Hughes
- 10:45 AM: **Inventories and Audits: The Role of the Professional Appraiser**, Çiğdem Lüle & Heidi Harders
- 1:30 PM: **Must-See U.S.Gemstones Mines**, Helen Serras-Herman
- 3:00 PM: **Success with the Spectroscope, Hands-on Lecture**, Samantha Lloyd, Gem-A



Jan 31 - Monday

- 8:00 AM: Registration & Coffee Service, Greenlee Exhibit Room
- 9:00 AM: Conference Notes & Updates. Maricopa Room
- **Origin and its Effect on Pricing: An Appraiser Guide**, Richard Drucker
- **Important American Jewelry Designers Part II**, Michael Johnson
- 1:30 PM: **Unlocking the Beauty Within: Evaluating the Influence of Cut on Value**, Derek Katzenbach
- 3:00 PM: **Filters: the Legends, the Myths and the Magic**, Charles Evans

Jade • A Gemologist's Guide Richard and Billie Hughes

The two types of jade, nephrite and jadeite, are among the most valuable gems on the planet, with individual pieces selling for millions (or even tens of millions) of dollars. Yet most gemologists outside of China know little about them. The presenters have just completed a new book on the subject, *Jade • A Gemologist's Guide*, that will fill in the large void on this most fascinating topic. The program will include vital information on the history, identification, and appraisal of jade. Unlike any other gem, jade's history literally goes back to the dawn of human civilization.

Inventories and Audits: The Role of the Professional Appraiser Çiğdem Lüle and Heidi Harders

Whether doing a detailed appraisal or line-item verification, there are many factors that dictate how to approach the assignment. Çiğdem and Heidi will discuss when and when not to use sampling, how to account for product "out on memo" and verifying that the ledgers are consistent across the different parties that have them. This presentation will discuss the procedures and challenges to performing inventory appraisals and audits and the questions that must be answered before accepting the job.

Must-See U.S. Gemstone Mines Helen Serras-Herman

Acclaimed gem sculptor Helen Serra-Herman will delight attendees with a photo tour of several operational and historic gemstone mines and museums in North Carolina, Montana, South Dakota, Oregon, Nevada, Colorado, and Arizona, in the hopes of giving participants a better understanding of the mining challenges which are reflected in the gemstones' values and availability.

Success with the Spectroscope Samantha Lloyd, Gem-A

The reality is that appraisers do not always have the luxury of conducting research and examinations in the office. Sometimes, assessments must be made in the field. On these occasions, the difference between success and disaster can come down to knowledge in the proper use of handheld instruments. During this session, we are going to take a tour of the sometimes undervalued and underused hand-held spectroscope. The presentation will incorporate some hands-on practice in a review of testing loose and mounted gemstones with visible spectroscopy. Join me for this journey through the proper use of the hand-held spectroscope. **Only a limited number of instruments will be available at the venue. So, please bring your own handheld spectroscope and pen light (available for advanced purchase from NAJA) to maximize your benefit of participation during this presentation.**

Origin and its effect on Pricing: An Appraiser Guide Richard Drucker

One of the most complex issues for appraisers is assessing the apparent effect that country of origin reports can have on the perception of value. However, cloaked behind the bells and whistles of costly reports, lurks the reality that major laboratories cannot always agree on origin. Yet country of origin is promoted within the colored stone trade as an essential value determinant, often usurping visibly perceivable value factors such as color purity and crystal transparency in the process. In this session, gem-pricing expert Richard Drucker will discuss origin and the effect on pricing from the appraiser's perspective. Major gem varieties where origin is a notable value factor will be discussed.

Important American Jewelry Designers Part II Michael Johnson

We will discuss the important American fine jewelry designers during the years of 1904-1956. We will explore the background of these extraordinary jewelers and their influence on the fine jewelry industry of the United States, and the world. Finally, we will spend some time learning to identify the style and stamp of these designers, and discussing how it affects the value of a piece of jewelry.

Unlocking the Beauty Within: Evaluating the Influence of Cut on Value Derek Katzenbach

Using a series of stone illustrations, award winning gem-cutter and gemologist Derek Katzenbach, will take attendees on a journey that shows the transformation of each individual gem from rough to precision cut gem. The presentation will explore the decisions made to orient for color and value, telltale signs of commercial cutting and good polish and meet-points. Derek will discuss the considerations that guide the pricing of the finished gem and why the value capture is not uniform across market.

Filters, the Legends, the Myths and the Magic! Charles Evans

Filters can be one of the more convenient tools for screening gemstones, especially while working in the field. Too often they are overlooked and underutilized for the very issues they were designed to address. Join Charles Evan for look at the fascinating world filters and the 'legends' who contributed to the field, the myths of what they can and can't do; and finally, the magic of them in action. **Only a limited number of filter sets will be available at the venue. So, please bring your own filters and pen light (available for advanced purchase from NAJA) to maximize your benefit of participation during this presentation.**

Ways to Register!

Name: _____ Company Name: _____
 Address: _____ City, State, Zip: _____
 Daytime Phone: _____ Email: _____

	Before	After	
	January 15, 2022	January 15, 2022	
Member	\$395	\$445	_____
Non-Member	\$600	\$650	_____
Color Vision Test	\$45 – January 30 th , Sunday only		_____
		Total	_____

Payment Options:

1. Make your check payable to NAJA Check # _____ \$ _____
2. PayPal <https://www.paypal.com/us/for-you/transfer-money/send-money> (office@najaappraisers.com)
3. Visa, MasterCard, Amex in the amount of _____

Credit Card: _____ Expiration Date: _____ CCV Code: _____
 Zip code of Credit Card Holder: _____ Signature: _____

I will ____ will not ____ be attending the Monday night event. (Please check one). Please note the Monday night event is **included** in the Conference package.

The Annual Lois Berger Walk, Thursday, February 3rd, 11: 00 AM for NAJA conference attendees ONLY! No charge - please indicate if you wish to attend. I will attend _____

Cancellation Policy:

Your registration fee will be refunded 100% if your written or emailed cancellation is received by January 15, 2022 Cancellations after January 15, 2022 there will be a service charge of \$150.

Important Note: Due to the Covid-19 related variants, all attendees are asked to abide by the health and safety measures in place during this in-person conference. There will be limited seating and attendees are required to wear masks. Additionally, **vaccine documentation will be required with registration**. Please note that each safety measure being enacted for this

conference is done solely with the wellbeing of you and your colleagues in mind.

For more information or to register contact:

National Association of Jewelry Appraisers
 Gail Brett Levine, GG, Executive Director
 P. O. Box 18, Rego Park, NY 11374
 718.896.1536
office@NAJAAppraisers.com