ISA INTERNATIONAL SOCIETY OF APPRAISERS

PHILADELPHIA
ABOVE and BEYOND

2015 FINAL PROGRAM

Raising appraisal practice above expectations by looking beyond the surface
“It’s either a Wilner restoration or an original. I can’t tell.”

Eli Wilner is recommended by AXA and CHUBB for frame restoration.
## Table of Contents

<table>
<thead>
<tr>
<th>Section</th>
<th>Page</th>
</tr>
</thead>
<tbody>
<tr>
<td>Conference Sponsors &amp; Exhibitors</td>
<td>6</td>
</tr>
<tr>
<td>Special Events</td>
<td>7</td>
</tr>
<tr>
<td>Program Schedule</td>
<td>8</td>
</tr>
<tr>
<td>Speakers &amp; Presentations</td>
<td></td>
</tr>
<tr>
<td>Saturday</td>
<td>13</td>
</tr>
<tr>
<td>Sunday</td>
<td>17</td>
</tr>
<tr>
<td>Monday</td>
<td>25</td>
</tr>
<tr>
<td>Affinity Business Partner Members</td>
<td>26</td>
</tr>
<tr>
<td>Map of Session Rooms</td>
<td>27</td>
</tr>
<tr>
<td>Resource Guide</td>
<td>28</td>
</tr>
</tbody>
</table>

### Professional Development Credits & Survey Information

The International Society of Appraisers designates the education sessions of Assets 2015 for a maximum of 14.25 Professional Development Credits. Attendees should only claim those hours of credit that were actually spent in the educational activity. Letters of attendance will be sent post-conference upon completion of a verification of attendance form. Session level surveys are available through our mobile-enabled site, messageblocks.com/assets2015. An overall evaluation of the meeting will be sent post-event.
WHO WE ARE

The International Society of Appraisers (ISA) is a not-for-profit, member-driven association, formed to support our member needs and serve the public by producing highly qualified and ethical appraisers who are recognized authorities in professional personal property appraising. Our members include many of the country’s most respected independent appraisers, consultants, estate liquidators, auctioneers, gallery owners, and dealers. ISA offers a comprehensive professional development program designed to build and enhance performance in the area of personal property appraisal practice as well as specialty studies. Our four main divisions are comprised of antiques and residential contents; fine arts; gemstones and jewelry; and machinery and equipment.

ISA’s professional development and credentialing programs, along with its strong code of ethics and professional conduct, serve as the foundation for the organizational mission.

ISA MISSION STATEMENT

Advancing excellence in the personal property appraisal profession.

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EXECUTIVE DIRECTOR
It is my pleasure to welcome you to beautiful and historic Philadelphia for the International Society of Appraisers Annual Conference, Assets 2015. We are excited you have shown this commitment to your professional education in choosing to join us at the Radisson Blu Warwick Hotel. ISA is recognized for hosting the finest personal property appraisal conferences in the profession. We have a history of bringing together distinguished speakers who are experts in their respective fields in a collegiate atmosphere conducive to learning. I am sure you will leave Philadelphia with your expectations exceeded.

I want to thank the Annual Meeting Committee, Perri Guthrie, Selma Paul, Christine Guernsey and Michael Logan, who worked tirelessly to pull together the speakers and tours that comprise this program. Without their hard work and dedication to ISA, this conference would not be taking place.

Thanks are also due to our sponsors, Affinity Business Partners and advertisers, whose commitment to the appraisal community has helped to make this event a success. It is through their support that we are able to provide our attendees exceptional educational programming, sharing our mission to advance the professionalism and effectiveness of personal property appraisers.

ISA also extends a sincere thank you to the Foundation for Appraisal Education for their generous educational grant, which allows ISA to offer quality speakers at our conferences. Without their support, we could not hold the caliber of meetings that we do.

The International Society of Appraisers remains committed to providing the best in personal property appraisal education. I am confident that this conference will provide you with renewed energy and inspiration to take back home with you.

Sincerely,

Cindy Charleston-Rosenberg, ISA CAPP
President
ANNUAL CONFERENCE COMMITTEE

Cindy Charleston-Rosenberg, ISA CAPP
Christine Guernsey, ISA CAPP
Perri Guthrie, ISA CAPP
Selma Paul, ISA CAPP
Michael Logan, ISA CAPP

President
Vice President
Co-Chair
Co-Chair
ARC Chair

CONFERENCE SPONSORS AND EXHIBITORS

The International Society of Appraisers sincerely thanks this year’s Assets 2015 sponsors. The support and assistance these partners provide help make the conference a great success.

Educational Supporter

Platinum Sponsors

Gold Sponsors

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Exhibitors

EstateSales.net
prices4antiques.com
Jackson’s International Auctioneers & Appraisers
Ric Emmett & Art Deco Pros, INC.
**FAE READING BETWEEN THE WINES**
*Thursday, March 19, 7:00-9:00pm*
1 Tippling Place • 2006 Chestnut St., Rittenhouse Square

The Foundation for Appraisal Education (FAE) invites Assets 2015 attendees to a special evening at one of Philadelphia’s best craft cocktail lounges to celebrate the *Journal of Advanced Appraisal Studies*. There, drink and enjoy light hors d’oeuvres sponsored by Heritage Auctions. Additional cocktails will be available at happy hour prices. *Advance registration required.*

**WELCOME RECEPTION**
*Friday, March 20, 6:30pm*
Freeman’s Auction House • 1808 Chestnut St.

Join your fellow attendees in celebrating the kick-off of the conference at Freeman’s auction house. Get ready to mingle with old colleagues and new friends alike. Sponsored by Freeman’s Auction and Eli Wilner & Company.

**NEWCOMERS AFTER PARTY**
*Friday, March 20, 8:00pm – Crystal Ballroom*

New members and new attendees to Assets are invited to head back to the hotel following the Welcome Reception for the Newcomers After Party. There you can socialize with other new attendees and ISA leadership.

**MEET OUR SPONSORS RECEPTION**
*Saturday, March 21, 5:30pm – Mezzanine and Warwick*

Enjoy light appetizers and a cash bar while mingling with our vendor partners before hitting the town for dinner.

**LUNCH & LEARN**
*Sunday, March 22, 12:45pm – Crystal Ballroom*

Tables will be themed for discussion to facilitate continued education.

**FAE HAPPY HOUR AND FUN’D AUCTION**
*Sunday, March 22, 5:30pm – Mezzanine and Assembly*

Enjoy refreshments while taking part in the Foundation for Appraisal Education’s (FAE) fun and much anticipated live auction! Proceeds will benefit scholarships for appraisers like you and advance education related to personal property appraising as a whole.

**NEWCOMERS COFFEE**
*Monday, March 23, 8:30am – Crystal Ballroom*

New members and first time attendees are invited to begin the final day of the conference with other newcomers and ISA leadership. This is another opportunity to ask any lingering questions and exchange contact info with your colleagues.
PROGRAM SCHEDULE

Thursday, March 19

1:00 – 3:00pm
City of Philadelphia Mural Arts Tour
(Tour departs from the Radisson Blu Lobby)

4:00 – 7:00pm
Registration Open – Mezzanine

Friday, March 20

8:00am – 5:00pm
Registration Open – Mezzanine

9:00am – 5:00pm
Specialty Tours
(All tours depart from the Radisson Blu Lobby)

ARC:
Winterthur Museum, Garden and Library
(Tour departs at 8:00am)

FA:
Rodin Museum, Philadelphia Museum of Art and the Barnes Foundation
(Tour departs at 9:30am)

6:30 – 8:00pm
Welcome Reception – Welcome to Philadelphia
Sponsored by Freeman’s Auction & Eli Wilner & Company
(Offsite at Freeman’s Auction House)

8:00 – 9:00pm
Newcomers After Party – Crystal Ballroom

Saturday, March 21

(All Saturday sessions will be held in the Grand Ballroom)

7:30am – 5:30pm
Registration Open

7:30 – 8:30am
Continental Breakfast – Mezzanine
8:30 – 8:45am  
**President’s Welcome & Opening Remarks**  – Grand Ballroom  
*Cindy Charleston-Rosenberg, ISA CAPP*

8:45 – 10:00am  
**The Devil is in the Details: Looking at Furniture and Paintings from Philadelphia and Boston, 1725-1800**  
*Brock Jobe, American Decorative Arts Professor, Winterthur Museum, Garden and Library*

10:00 – 11:15am  
**IRS Expectations and Requirements for Appraisers: Addressing Disclosures on Condition**  
*Joseph T. Ruzicka, Art Appraiser, Internal Revenue Service, United States Department of the Treasury, Washington, DC*

11:15 – 11:45am  
Networking Coffee Break – Sponsored by **KC AUCTION & APPRAISAL CO.**

11:45am – 1:00pm  
**20th Century Design: Why Some Markets Rise while Others Fall**  
*David Rago, Founder, Rago Arts and Auction Center*

1:00 – 2:30pm  
Lunch on Own

2:30 – 3:45pm  
**Unique Appraisal Circumstances**  
*Todd Sigety, ISA CAPP, WSA Appraisals and  
Daphne Rosenzweig, Ph.D., ISA CAPP, Rosenzweig Associates*

3:45 – 4:00pm  
Networking Coffee Break – Sponsored by **KC AUCTION & APPRAISAL CO.**

4:00 – 5:00pm  
**Above and Beyond Comparables: Understanding Outlier Results and Making Sense of Them**  
*Jason Roske, Owner, KC Auction & Appraisal Company*

5:00 – 5:30pm  
**How The Appraisal Foundation and ISA May Work Together to Advance Public Trust in the Personal Property Appraising Profession**  
*David S. Bunton, President and CEO, The Appraisal Foundation*

5:30pm  
Sessions Adjourn

5:30 – 6:30pm  
Meet Our Sponsors Reception – Mezzanine and Warwick
Sunday, March 22

(ARC sessions will be held in the Crystal Ballroom; Fine Art in Chestnut Room)

7:45am – 5:30pm
Registration Open

7:45 – 8:45am
Committee Meetings

<table>
<thead>
<tr>
<th>Time</th>
<th>JUNIPER</th>
<th>CHERRY</th>
<th>PINE</th>
<th>CHESTNUT</th>
</tr>
</thead>
<tbody>
<tr>
<td>7:45 – 8:15am</td>
<td>Antiques &amp; Residential Contents</td>
<td>Ethics (Closed)</td>
<td>Fine Art</td>
<td>Designation &amp; Review (Closed)</td>
</tr>
</tbody>
</table>

7:45 – 9:00am
Continental Breakfast – Mezzanine and Warwick

9:00 – 10:15am
Researching Provenance for the Fine and Decorative Arts – Grand Ballroom
Tom McNulty, Fine Arts Librarian, New York University’s Bobst Library

10:15 – 10:30am
Networking Coffee Break

10:30 – 11:45am
ARC Session: Case Studies on the Effect of Provenance on Value in the Decorative Arts
Ann-Marie Richard, Executive Vice-President, Advisory and Valuations of Fine and Decorative Arts, Gurr Johns, Inc.

FA Session: The Effect of Provenance, Exhibition History & Scholarship on the American Fine Art Market
Debra J. Force, President, Debra Force Fine Art, Inc.

11:45am – 12:45pm
ARC Session: The Good, the Bad and the Ugly: The Effects of Conservation, Restoration and Repairs on the Monetary Value of Period Furniture in the Marketplace
Bruce M. Schuettinger, P.A., AIC President and Chief Conservator, Schuettinger Conservation Services, Inc.

FA Session: The Good, the Bad and the Ugly: Effects of Conservation and Restoration on the Value of Art in the Marketplace
Paul Gratz, Owner and Head Conservator, Gratz Gallery & Conservation Studio
12:45 – 2:00pm
Lunch & Learn – Grand Ballroom
*Sponsored by Bonhams*

2:00 – 3:00pm
**ARC Session: Today’s Tiffany Market:**
*Understanding Current Trends, Values and Authenticity*
*Benjamin Macklowe, President, Macklowe Gallery, New York*

**FA Session: Copy or Fake? Production, Intention and the Marketplace in Works of the Sully and Peale Families***
*Carol Eaton Soltis, Project Associate Curator, Center for American Art, Philadelphia Museum of Art*

3:00 – 3:30pm
Networking Coffee Break

3:30 – 4:30pm
**ARC Session: Keeping Ahead of a Market Surge: Identifying and Valuing Chinese Furniture and Decorative Arts***
*Richard Cervantes, Department Head, Asian Arts, Freeman’s Auction*

**FA Session: Trends: From Post Mao Avant-Garde to International Phenomenon—Chinese Contemporary Art***
*Ingrid Dudek, Vice President and International Senior Specialist, Asian 20th Century and Contemporary Art, Christie’s*

4:30 – 5:30pm
**U.S. vs Art Thieves:**
*True Tales of the FBI’s Real Indiana Jones* – Grand Ballroom
*Robert Wittman, FBI’s National Art Crime Team Founder
President, Robert Wittman Incorporated*

5:30pm
Sessions Adjourn

5:30 – 7:00pm
FAE Happy Hour & Fun’d Auction – Mezzanine and Assembly
Monday, March 23

7:45 – 8:45am
Committee Meetings

<table>
<thead>
<tr>
<th></th>
<th>7:45 – 8:15am</th>
<th>8:15 – 8:45am</th>
</tr>
</thead>
<tbody>
<tr>
<td>JUNIPE</td>
<td>Marketing &amp; Promotions</td>
<td></td>
</tr>
<tr>
<td>CHERRY</td>
<td>Bylaws &amp; Governance</td>
<td>Finance &amp; Audit</td>
</tr>
<tr>
<td>PINE</td>
<td></td>
<td>Chapter Relations</td>
</tr>
<tr>
<td>CHESTNUT</td>
<td></td>
<td>Membership</td>
</tr>
<tr>
<td>CHANCELLOR</td>
<td></td>
<td>Specialty &amp; Advanced Studies</td>
</tr>
</tbody>
</table>

8:30 – 9:00am
Newcomers Coffee – Crystal Ballroom

9:00 – 9:45am
ISA Business Meeting – Grand Ballroom

9:45am – Noon

**Awards Brunch**

*Sponsored by Quinn’s Auction Galleries*

**Business Development: Growing and Propelling Your Appraisal Business Revenue** – Grand Ballroom

*Closing Speaker: Shelly Berman-Rubera, Founder & President, SBR-Small Business Results*

Noon
Meeting Adjourns

1:00 – 2:00pm
Committee Report-Out – Chancellor
8:45 – 10:00am
**The Devil is in the Details: Looking at Furniture and Paintings from Philadelphia and Boston, 1725-1800**

*Brock Jobe, American Decorative Arts Professor, Winterthur Museum, Garden and Library*

This presentation will survey the work of furniture-makers and painters in Philadelphia and Boston from 1725 to 1800. The products of both communities owe much to London design and in many cases to English-trained artisans; however, distinctive regional traits developed—which make it possible to separate the output of these two colonial centers.

*Professor of American Decorative Arts at the Winterthur Museum, Brock Jobe teaches graduate courses in historic interiors, furniture and design. He assumed his current position in 2000 after a 28-year career as a museum curator and administrator. His research has focused on early New England furniture.*

10:00 – 11:15am
**IRS Expectations and Requirements for Appraisers: Addressing Disclosures on Condition**

*Joseph T. Ruzicka, Art Appraiser, Internal Revenue Service, United States Department of the Treasury, Washington, DC*

This presentation commences with an overview of the professional staff of Art Appraisal Services (AAS) and the Commissioner’s Art Advisory Panel. How does a case get referred to AAS, and what information do we need to make an accurate and fair review? Inadequate disclosure of the condition of appraised works of art is one of the major areas of miscommunication between a taxpayer and the IRS. Adequate disclosure includes a thorough written and visual discussion of the condition of the work. If you were reviewing another appraiser’s report, what would you need to know to make an informed and accurate assessment?

*Joseph Ruzicka majored in Art History as an undergraduate at the University of Wisconsin. He took his Ph.D. at the Institute of Fine Arts, New York University, studying with Robert Rosenblum and Gert Schiff. His graduate minor was conservation; connoisseurship and the direct study of the object have remained central to his approach to Art History. For many years, he held curatorial and directorial positions in institutions such as The Museum of Modern Art, the Milwaukee Art Museum, and the Washington County Museum of Fine Arts.*
11:45am – 1:00pm

**20th Century Design: Why Some Markets Rise while Others Fall**

*David Rago, Founder, Rago Arts and Auction Center*

During this session, David Rago will do a survey of the arts and crafts market from inception to present, before doing the same for modern, talking about why these markets began, what influenced prices and what they look like now.

*At the age of 16, David Rago began dealing in American decorative ceramics at a flea market in his home state of New Jersey. Today, he oversees the auction house that bears his name and sells privately in the field. He is an author who lectures nationally and an expert appraiser for the hit PBS series, "Antiques Roadshow," where he specializes in decorative ceramics and porcelain. Rago is one of the founding partners of Bidsquare, the new online bidding site hosting sales by over two dozen of America's top auction houses. Rago entered the world of auctions in 1984. His auction series was the first to introduce the famous Puck Building into the world of antiques. He founded David Rago Auctions, Inc., incorporated in 1995, and relocated to Lambertville, New Jersey, midway between Philadelphia and New York City. With partners Suzanne Perrault and Miriam Tucker, the size and scope of the sales gradually—and then rapidly—expanded. Today, the Rago Arts and Auction Center (known as “Rago’s”) is the largest and leading auction house in New Jersey, as well as a venue for private sale and appraisal. It holds multi-million dollar sales of 20th/21st C. design; fine art; 18th/19th C. American, Asian and European decorative arts and furnishings; jewelry; silver; ethnographic art and artifacts; and coins and currency for an international clientele.*

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**RATE the SESSIONS**

Please visit our mobile-friendly site, [www.messageblocks.com/assets2015](http://www.messageblocks.com/assets2015) for full session descriptions, speaker bios and to evaluate the sessions!
2:30 – 3:45pm

Unique Appraisal Circumstances
Todd Sigety, ISA CAPP, WSA Appraisals
Daphne Rosenzweig, Ph.D., ISA CAPP, Rosenzweig Associates

Complex Appraisal Assignments: Breezer #1 Prototype, a Multi-Dimensional Approach

Oftentimes an appraiser will accept a unique and complex appraisal assignment that does not fit the typical template of a standard appraisal report. This presentation will examine how to develop a complex appraisal assignment using the first purpose-built prototype mountain bike Breezer #1 as an example. The prototype mountain bike was donated to the Smithsonian National Museum of American History in 2012.

Additional topics will discuss confidentiality issues, developing the strategy, general concerns, researching the industry and hobby, rarity and supportable appraisal methodology.

Todd Sigety is the immediate past President of the International Society of Appraisers. His appraisal practice, WSA Appraisals in Alexandria, Virginia, specializes in appraising fine furniture and art as well as unique and complex valuation assignments. He is the lead appraiser and furniture specialist at the Potomack Company and developer and editor of the "Journal of Advanced Appraisal Studies" and a partner in the Appraiser Workshops.

Blood-sweating Horses of Tang

Most appraisers have been confronted by Chinese ceramic horses purported to be tomb models from Tang Dynasty (618-907) China. Luxury steeds imported into China from Fergana in Central Asia, this handsome breed was reported to be able to endure lengthy gallops, sweating blood along the way. Judging the authenticity of the ceramic horse tomb models can require a high degree of connoisseurship training in combination with scientific analysis. This short presentation attempts to distinguish between plausible vs. implausible examples of Tang ceramic blood-sweating horse tomb models, as well as explain why and when such judgments can be reached.

Daphne Rosenzweig, Ph.D., ISA CAPP, is a Fellow of the Royal Asiatic Society (Korea), a former Fulbright Fellow at the National Palace Museum, Taiwan, and a member of ISA since 1984, specializing in Asian art appraisals. A college professor, museum consultant and exhibition organizer, author (60-plus books and articles) and speaker at seminars nationally, she periodically presents ISA’s two-day courses in Japanese prints and other Asian arts.
4:00 – 5:00pm  
**Above and Beyond Comparables: Understanding Outlier Results and Making Sense of them**  
*Jason Roske, Owner, KC Auction & Appraisal Company*

Why do seemingly similar items sell for vastly different amounts of money? What can an appraiser do to understand the differences and how does an appraiser relay that information to their client? This session will provide insight into these frequently addressed questions, as well as focus on efficient communication with auction houses and auctioneers. These establishments are the frontlines in regard to prices realized—and learning how to get your phone call or email returned in a timely manner is critical to your success.

*Jason Roske,* owner of the KC Auction & Appraisal Company which he founded eight years ago, has over 30 years of experience with antiques and collectibles. Early on, his dad would drive him to baseball card shows to buy and sell vintage cards. From there, Roske’s involvement in collectables grew with antique shows and online sales. He has a deep understanding of the importance of accurate evaluations and appraisals having previously worked with an estate sale company and has managed hundreds of sales.

5:00 – 5:30pm  
**How The Appraisal Foundation and ISA May Work Together to Advance Public Trust in the Personal Property Appraising Profession**  
*David S. Bunton, President and CEO, The Appraisal Foundation*

The Appraisal Foundation has undertaken a number of initiatives to continue to build public trust in the personal property appraisal profession. In recent years, the Foundation has put out several brochures and other resources for appraisers, hosted roundtables on pressing topics in the profession and worked to establish a personal property specific USPAP course. President of The Appraisal Foundation, Dave Bunton will discuss these efforts and how TAF and ISA can work together to advance the profession.

*Bunton has served as the senior staff member of The Appraisal Foundation since May of 1990. As President, he is the Chief Executive Officer of the Foundation. Prior to joining The Appraisal Foundation, he served as the Vice President of Government Affairs and Communications for the Federal Asset Disposition Association. He also previously served as a legislative assistant in the United States Senate for eight years and was a Congressional Chief of Staff in the House of Representatives for four years. Bunton holds a BA degree in Government and Politics from the University of Maryland. Bunton recently received a certificate in the Leadership Series for Non-Profit CEOs from the Harvard Kennedy School of Executive Education.*
9:00 – 10:15am
**Researching Provenance for the Fine and Decorative Arts**
*Tom McNulty, Fine Arts Librarian, New York University’s Bobst Library*

This session will focus on research tools and methods of interest to researchers of provenance. Traditional research library methods will be reviewed and specialized databases of interest to provenance researchers will be presented in great detail. Both fine and decorative artworks will be considered, along with each category’s most important resources for tracing provenance.

*Tom McNulty is the Librarian for Fine Arts at New York University’s Bobst Library. Since the late 1980s, he has served as a consultant researcher/appraiser for the firm O’Toole-Ewald Art Associates, specializing in 20th century art. He is also adjunct Professor of Art Market Research at Sotheby’s Institute of Art, New York. Author of “Art Market Research: A Guide to Methods and Sources, 2nd ed.” (Jefferson, NC: McFarland, 2014), McNulty holds an MA from New York University and an MLS from Queens College (CUNY).*

10:30 – 11:45am – ARC Session
**Case Studies on the Effect of Provenance on Value in the Decorative Arts**
*Ann-Marie Richard, Executive Vice-President, Advisory and Valuations of Fine and Decorative Arts, Gurr Johns, Inc*

Ownership history is one of the factors that impacts art market values. Decorative arts and material ornaments present their own peculiar kind of challenges. Whether traced to a political figure, recognized patron, designer or artist, significantly placed in a historical context or associated to a cultural pop phenomenon, object provenance weighs heavily in a conclusive monetary assessment. Through a diversity of case studies—with an emphasis on lineage of ownership—this lecture will present the subtleties of decorative arts valuations.

*Ann-Marie Richard has a 20-year career in art business working at an international level. Richard is a fine art and design specialist with experience advising on a diversity of legal cases. She has worked as an art broker, collection manager, curator and historian. For several years Richard was managing director of a private firm specializing in commercial trade. Richard has provided art consulting to a number of financial institutions, non-for-profit organizations, museums, private collectors, artist foundations and estates. Richard was educated in Canada, Italy, the UK and France. She obtained her MA in the History of Decorative Arts and Design from The New School/Parsons The New School for Design/Cooper-Hewitt National Design Museum. She teaches at the Sotheby’s Art Institute in New York and is the Executive Vice President at the art advisory firm of Gurr Johns (Est.1914).*
10:30 – 11:45am – FA Session

The Effect of Provenance, Exhibition History & Scholarship on the American Fine Art Market

Debra J. Force, President, Debra Force Fine Art, Inc.

This presentation is structured to demonstrate the role that provenance, exhibition history and scholarship play in valuing works of art. The relevance of these three credentials will be shown through examples primarily from the sales of traditional American art from the 19th and first half of the 20th centuries, although reference will be made to contemporary art, as well as to estate sales such as that of Mrs. Paul Mellon and Jacqueline Onassis. In addition, pointers will be given for methods of research conducted specifically for appraisal purposes.

Debra Force holds a BA from Ohio Wesleyan University and an MA and post graduate work from the University of Pennsylvania. With a focus on American art of the 19th and 20th centuries, her career has spanned over 35 years. She has served as Director, CIGNA Museum and Art Collection (1978-1984); Senior Vice President and Head of the American Paintings Department, Christie’s (1984-1993); Head of the Department of American Paintings, Hirschl & Adler Galleries (1993-1995); Director, Beacon Hill Fine Art, NY (1995-1999); President, Debra Force Fine Art (1999-present). She is a member of the American Art Dealers Association and ArtTable and serves on the boards of the Archives of American Art and the Private Art Dealers Association. She also appears as an appraiser on "Antiques Roadshow" for PBS (2000-present).
The Good, the Bad and the Ugly: The Effects of Conservation, Restoration and Repairs on the Monetary Value of Period Furniture in the Marketplace

Bruce M. Schuettinger, P.A., AIC President and Chief Conservator, Schuettinger Conservation Services, Inc.

The objective of this presentation is to give attendees a clear understanding of the principle differences between the techniques, materials and the degree of documentation, research and analysis performed by conservators, restorers and repair personal. The presentation will include detailed images and descriptions of conservation treatments, restorations and repairs on period American, English and Continental Furniture that have been used in the past, as well as those which are used today. This information is presented in an effort to not only teach the appraiser to know where to look for these various types of treatments, but also to train the eye of the appraiser to spot them. A discussion of actual sales results will be offered.

Bruce M. Schuettinger is the chief conservator and President of Schuettinger Conservation Services, Inc., and furniture designer and craftsperson for Art in Furniture by Schuettinger, Inc. located in New Market, MD.

Originally established in 1983 through a sole proprietorship, Antique Restorations Ltd., Schuettinger Conservation Services, Inc. (SCSI) specializes in the conservation treatment of various historical wooden artifacts, as well as the development of collection surveys and analysis reports for museums, government institutions and private collectors. Art in Furniture by Schuettinger is his new-furniture studio focusing on custom-built, artisan-style furniture.

Schuettinger was a trained and practicing personal property appraiser from 1988 until 2005 and was President of the National Capitol Area Chapter of ISA for two years. He has been published in the "Journal of Advanced Appraisal Studies," edited by Todd Sigety and is a past adjunct faculty member of George Washington University appraisal studies program. Schuettinger has lectured extensively for various organizations and institutions.
The value of artwork is effected by restoration/conservation in many ways. There is a direct correlation between the amount, type and quality of conservation work applied to paintings and any art. There are different considerations for accessing the value of art and the effect of conservation/restoration to an artwork. What is a practical approach for an art appraiser to understand how conservation/restoration effects the value of art? How important is condition to an appraiser in determining the right value of a painting?

At what value does it really matter what the condition is to a painting? Gratz will show realistic ideas and case studies to give any appraiser of fine art practical ways to help in the valuation of fine art.

Paul Gratz is owner and head conservator of the Gratz Gallery & Conservation Studio located in Doylestown, Pennsylvania. Gratz Gallery specializes in 19th and 20th century American paintings, specifically those by artists of the New Hope School, the Pennsylvania Academy of the Fine Arts and the Philadelphia Ten. The Conservation Studio has specialized in the conservation of oil paintings and gilt frames for more than 20 years. Gratz’s formal training began at the Pennsylvania Academy of the Fine Arts and was developed through various apprenticeships with some of the nation’s most respected art conservators. While at the Academy, Gratz studied with the esteemed Louis Sloane, the conservator and artist Joseph Amarotico and the unparalleled instructor, Arthur DeCosta. Since 1982, Gratz has provided his services to museums, historical societies, universities, churches and many private collectors.
2:00 – 3:00pm - ARC Session

**Today's Tiffany Market: Understanding Current Trends, Values and Authenticity**

*Benjamin Macklowe, President, Macklowe Gallery, New York*

In his presentation, Benjamin Macklowe will offer a look into the unpredictable and multifaceted world of Louis Comfort Tiffany’s metalware, glass and lamps. Using historical, auction and Macklowe Gallery examples, Macklowe will show how to distinguish “good” from “better” from “best” in the Tiffany market, as well as shedding light on the nettlesome problems of fakes and frauds.

Benjamin Macklowe joined Macklowe Gallery in 1994, was appointed Managing Director in 2002 and became its President in 2012. Under his leadership Macklowe Gallery has become the world’s most respected dealer of Antique and Estate Jewelry, French Art Nouveau decorative arts and the entire oeuvre of Louis Comfort Tiffany. Macklowe has appeared on television to discuss Tiffany lamps with Martha Stewart, lectured on the art glass of Emile Gallé at the Taft Museum of Art and has taught about Art Nouveau jewelry at Christie’s auction house on multiple occasions. He has helped expand the collections of The Metropolitan Museum of Art, The Dallas Museum and the Virginia Museum of Fine Arts, selling important decorative works of art to each. He has also been instrumental in lending pieces to the National Gallery of Art, to the recent exhibition of Van Cleef & Arpels jewelry at the Musée des arts Décoratifs in Paris and Jewelry in the Space Age at the Forbes Galleries.

In recent years Macklowe has sought to shed light on areas of collecting that have never been fully explored, spearheading the publication of "Dynamic Beauty: Sculpture of Art Nouveau Paris" and "Nature Transformed: Art Nouveau Horn Jewelry." Both books accompanied exhibitions that were favorably reported on by the "New York Times," the "Magazine Antiques" and the "Wall Street Journal." The gallery recently celebrated its 40th year on Madison Avenue, an event for which Messieurs Ben and Lloyd Macklowe were generously profiled by the "Wall Street Journal."
2:00 – 3:00pm - FA Session
Copy or Fake? Production, Intention and the Marketplace in Works of the Sully and Peale Families
Carol Eaton Soltis, Project Associate Curator, Center for American Art, Philadelphia Museum of Art

This presentation focuses on the motivations of American 19th artists for replicating their own works and those of other artists historic or contemporary. Examples of works by the artists of the Peale and Sully families will provide a case study of this popular practice that has created a legacy of attribution issues for dealers and collectors.

After receiving her Ph.D. in the art history from the University of Pennsylvania, Carol Eaton Soltis curated the first full-fledged exhibition devoted to the work of Rembrandt Peale at the Historical Society of Pennsylvania and authored the accompanying catalogue, "Rembrandt Peale 1778 – 1860: A Life in the Arts." Later, Soltis edited and annotated Peale’s unpublished manuscript on painting techniques and theories, "Notes of the Painting Room" (Sartain Collection, Historical Society of Pennsylvania). She then joined the staff of the National Portrait Gallery (NPG)’s "Peale Family Papers," where she assembled a catalogue raisonné of the work of Rembrandt Peale. In conjunction with Lillian Miller, editor-in-chief of "Peale Family Papers," she curated the NPG’s exhibition, "Rembrandt Peale, in Pursuit of Fame." Soltis is now at work on a collection catalogue with essays discussing the Philadelphia Museum of Art’s newly expanded Peale Family Collection, which has been enriched by gifts from Robert L. McNeil, Jr.’s comprehensive collection. Soltis recently co-curated, Thomas Sully: Painted Performance, with William Rudolph, Marie and Hugh Halff Curator of American Art, San Antonio Museum of Art, Texas; the exhibition was initiated by the Milwaukee Art Museum and its second venue is the San Antonio Museum of Art. "Yale University Press" published the accompanying catalogue, which includes essays on aspects of Sully’s work by the curators.
3:30 – 4:30pm - ARC Session

**Keeping Ahead of a Market Surge: Identifying and Valuing Chinese Furniture and Decorative Arts**

*Richard Cervantes, Department Head, Asian Arts, Freeman’s Auction*

In this presentation, Richard Cervantes will give an update on the state of the Chinese furniture and decorative arts market and give a primer on the major categories that support that market: jade, bronze, furniture and scholar’s objects, porcelain, textiles and more. He will describe some of the pitfalls one may encounter evaluating Chinese antiques and provide sound tips and guidelines for making correct IDs and valuations. Appraisers who attended should leave feeling less intimidated by Chinese works of art and instead feel confident in their ability to tell the good from the bad (and to proceed accordingly in the latter case). Cervantes will show many images of emblematic Chinese property, displaying some actual works of art for study.

*Freeman’s Vice President, Richard Cervantes serves as the Head of the Asian Arts Department, specializing in fine and decorative Chinese works of art, as well as Japanese and Korean art and antiques. Freeman’s holds two fine Asian Art sales a year as part of “Asia Week” on the east coast.*

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3:30 – 4:30pm - FA Session

**Trends: From Post Mao Avant-Garde to International Phenomenon—Chinese Contemporary Art**

*Ingrid Dudek, Vice President and International Senior Specialist, Asian 20th Century and Contemporary Art, Christie’s*

In this session, the speaker will provide an informal overview of the historical emergence of contemporary art practices in China and their transformation into an international market phenomenon. Ingrid Dudek will further provide guidance and insight on what to look for and how to navigate this exciting new field.

*Dudek joined Christie’s in 2006. She plays a central role in the rapidly developing area of Asian Contemporary Art, securing works for inclusion in the Post-War & Contemporary Art sales in New York, London and Hong Kong. She first went to Beijing as a Fulbright scholar in 1999 and remained until 2002 to manage the CourtYard Gallery, the renowned contemporary Chinese art gallery. Dudek holds a BA in Art History from the University of California at Berkeley and an MA in Cultural Anthropology from New York University.*
4:30 – 5:30pm

**U.S. vs Art Thieves: True Tales of the FBI's Real Indiana Jones**

Robert Wittman, FBI’s National Art Crime Team Founder
President, Robert Wittman Incorporated

Robert Wittman speaks about his FBI career, leading audiences through notorious art heists and incredibly daring undercover recoveries. Audiences will hear the true stories behind the headlines of the FBI’s Real Indiana Jones.

*Robert K. Wittman joined the FBI as a Special Agent in 1988. As a result of specialized training in art, antiques, jewelry and gem identification, he served as the FBI’s investigative expert involving cultural property crime. During his 20-year FBI career, he recovered more than $300 million worth of stolen art and cultural property, which resulted in numerous prosecutions and convictions. As a result of his unique experience, Wittman co-authored the “FBI Cultural Property Investigative Manual” in 2001. In 2005, he created the FBI’s rapid deployment national Art Crime Team (ACT). Wittman has represented the United States throughout the world, conducting investigations and instructing international police and museums in recovery and use of high asset value security techniques. In 2010, Wittman penned his “New York Times” bestselling memoir “Priceless: How I Went Undercover to Rescue the World’s Stolen Treasures.” Wittman is now president of Robert Wittman Inc., a firm that specializes in consulting in art matters, which include expert witness testimony, investigation and collection management.*
9:45am – Noon

**Business Development: Growing and Propelling Your Appraisal Business Revenue**

*Closing Speaker: Shelly Berman-Rubera, Founder & President, SBR-Small Business Results*

Whether you are currently running a business or planning to start a business, three of the major issues for small business owners and entrepreneurs are isolation, feeling overwhelmed and lack of a revenue-generating-based model. It is easy to get caught up in the day-to-day operations of business and wear the sales, marketing and finance hats all at the same time. Therefore, it is challenging to remain focused, to grow and to expand a business in the direction you want. In this program you will be given the tools and systems to develop as business owners and learn how to grow your business.

*Shelly Berman-Rubera is the President of SBR-Small Business Results in Newton, Massachusetts. She is a sought-after business and marketing strategist as well as a speaker and noted author. Her unique combination of real world entrepreneurial experience coupled with solid credentials make her an invaluable resource for small business owners, entrepreneurs and independent professionals across a wide variety of fields and specialties. Berman-Rubera is the founder of the "6 Steps to Small Business Results," a strategic framework.*
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