The International Society of Appraisers designates the education sessions of Assets 2011 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. Please complete the session and overall evaluations at the computer kiosks locate in the Washington Foyer.
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 art; gemstones and jewelry; and machinery and equipment.

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

ISA Mission Statement

The mission of ISA is to advance the professionalism and effectiveness of personal property appraisers.

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President’s Letter

It is my great pleasure to welcome you to Nashville, TN for the International Society of Appraisers Annual Conference, Assets 2011 – Appraising America. I am excited you have chosen to join us at the newly reopened and renovated Gaylord Opryland for this outstanding meeting.

Our Annual Conferences have a great history of bringing together well-known speakers who are experts in their respective fields; and this year’s conference is no different. I am sure that you will leave Nashville with your expectations exceeded.

I want to thank the Annual Meeting Committee, Carol Wamble, Sarah Campbell Drury, Christine Guernsey, and Selma Paul, 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, whose commitment to the appraisal community has helped make this event possible. 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. I encourage you to show your support of them by visiting with each vendor table during our networking breaks.

ISA also extends a sincere thank you to the Foundation for Appraisal Education for their educational grant, which allows ISA to offer quality speakers at our conferences. The Foundation will be hosting their Fund Auction on Sunday evening following the Barbeque Dinner. I hope to see each of you there!

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,

Judith M. Martin, ISA CAPP
President
Annual Meeting Committee

ISA expresses sincere gratitude to the Annual Meeting Committee members for their hard work and dedication to this event over the past year.

Carol Wamble, ISA CAPP – Annual Meeting Co-Chair
Sarah Campbell Drury, ISA AM – Annual Meeting Co-Chair
Christine Guernsey, ISA CAPP – Fine Art Chair
Selma Paul, ISA CAPP – Antiques and Residential Contents Chair

Conference Sponsors

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

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Special thanks to the Foundation for Appraisal Education for their educational grant toward this year’s conference.
Final Program and Agenda

Assets 2011 Annual Conference – Appraising America

Thursday, February 17

4:00pm – 7:00pm
Registration
Washington Foyer

Friday, February 18

8:00am – 5:00pm
Registration
Washington Foyer

9:00am – 5:00pm
Specialty Tours (all tours depart from Magnolia Lobby)

7:30pm
Foundation for Appraisal Education Book Signing
“Reading Between the Wines”

Saturday, February 19

7:00am – 5:30pm
Registration
Washington Foyer

7:00am – 8:30am
Networking Breakfast Buffet
Water’s Edge

8:30am – 9:00am
Welcome & Opening Remarks
Washington B (remainder of day until 5:00pm)
Judith M. Martin, ISA CAPP, ISA President

9:00am – 10:30am
Due Diligence and the IRS
Keynote Speaker
Joseph Bothwell, IRS Art Advisory Panel

10:30am – 11:00am
Networking Break/Exhibits
11:00am – 12:15pm
**Working with Adjusters and Insurance Companies: Information for the Appraiser**
Ken Gilreath, Associated Adjusters Network, Inc.

12:15pm
Lunch on Own

1:30pm – 2:30pm
**Using Comparable Sales in Appraisal Reports**
Leon Castner, ISA CAPP

2:30pm – 3:00pm
Networking Break/Exhibits

3:00pm – 5:00pm
**American Folk Art: Past through Present; Real or Fake**
Susan Golashovsky, Appraiser and Consultant
Steve Slotin, Slotin Folk Art Auction

5:00pm
Program Adjourns

5:00pm – 7:00pm
**Committee Meetings:**
*All members are welcome to attend committee meetings.*

5:00pm – 6:00pm
Gems & Jewelry – *Jackson E*
Designation & Review – *Jackson F*
Antiques & Residential Contents – *Lincoln A*
Specialty Studies – *Lincoln C*
Promotions – *Lincoln D*
Fine Art – *Lincoln E*

6:00pm – 7:00pm
Ethics – *Jackson E*
Nominating – *Jackson F*
Appraisal Studies – *Lincoln A*
Technology – *Lincoln C*
Chapter Networking – *Lincoln D*
Awards – *Lincoln E*
Sunday, February 20

8:00am – 5:30pm
Registration
*Washington Foyer*

8:00am – 9:00am
CAPP Breakfast
*Delta Pavilion*

9:00am – 10:15am
**Breakouts:**

Fine Art:
*A Survey of Southern Pottery: Characteristics and Value Factors*
John Case, Owner, Case Antiques, Inc. Auctions & Appraisals
*Washington B*

ARC:
**Appraising Civil War Memorabilia**
John Sexton, Appraiser and Consultant in Civil War Memorabilia
*Jackson EF*

10:15am – 10:45am
Networking Break/Exhibits

10:45am – 12:00pm
**Breakouts:**

Fine Art:
*Panel – Valuation Challenges*
Pam Campbell, ISA CAPP, William Campbell Contemporary Art
Steve Roach, ISA AM, Appraiser and Editor
Kathryn Minard, ISA CAPP, Curator Asset Management, Inc.
*Washington B*

ARC:
**Modernism: The Enduring Reach**
Noah Fleisher, Heritage Auction Galleries
*Jackson EF*

12:00pm – 1:30pm
Buffet Luncheon
*Water’s Edge*

1:30pm – 2:45pm
**Breakouts:**

Fine Art:
**Understanding Historic Frames**
William Adair, Gold Leaf Studios
*Washington B*
ARC:
**Tankards, Teapots and Taxes:**
*An Overview of American Silversmithing*
Joseph Brady, Appraiser and Historian
*Jackson EF*

2:45pm – 3:15pm
Networking Break/Exhibits

3:15pm – 4:30pm
**Breakouts:**

Fine Art:
**Sculpture by Remington and Russell: The Price of Fame**
Alice Duncan, Gerald Peters Gallery
*Washington B*

ARC:
**Authenticating Period Furniture**
David Lindquist, Appraiser and Consultant
*Jackson EF*

4:30pm
Program Adjourns

4:30pm – 5:30pm
**Meet the Speakers Event**
*Presidential Boardroom A*

6:00pm – 8:00pm
Bourbon, Barbeque and FAE Fun’d Auction
*Magnolia Ballroom*

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**Monday, February 21**

8:00am – 2:00pm
Registration
*Washington Foyer*

8:00am – 9:00am
ISA Business Meeting
*Washington B*

9:00am – 10:30am
**Integrity in the Marketplace**
Leigh Keno, Keno Auctions
*Washington B*
10:30am – 11:00am
Networking Break/Exhibits

11:00am – 12:00pm
**Breakouts:**
- **Fine Art:**
  - **Identifying Black and White Photographs**
    Scott Hale, ISA AM, Appraiser and Curator
    *Washington B*

- **ARC:**
  - **Wood Identification**
    David Lindquist, Appraiser and Consultant
    *Presidential Boardroom A*

12:00pm – 2:15pm
Closing Speaker and Awards Luncheon
**Discussion of the First Exposure Draft of Proposed Personal Property Appraiser Qualification Criteria**
Rick Baumgardner, Appraisal Qualifications Board
*Bayou AB*

2:15pm
Program Adjourns

2:30pm – 3:30pm
Committee Report-Out
*Presidential Boardroom B*

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**Tuesday, February 22**

8:00am – 5:00pm
Requalification Course
*Presidential Boardroom A*

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**Wednesday, February 23**

8:00am – 5:00pm
Requalification Course
*Presidential Boardroom A*
Due Diligence and the IRS
Joseph Bothwell

Joseph Bothwell has been an appraiser in the IRS Art Appraisal Services since 1978. He serves as a general appraiser, reviewing all kinds of art and cultural property, but also has specialized experience in the fields of Asian and Ancient art. From 1984 to 1997 he was Chair of the IRS Art Advisory Panel for Far Eastern and Asian Art, working closely with many of the leading scholars and dealers in the Asian art world, including Sherman E. Lee, Robert H. Ellsworth, and Thomas Lawton. As Chair of the Panel, Mr. Bothwell oversaw the review of appraisals for more than 2,200 works of art with a combined claimed value of more than $53,000,000. Since 1997 he has continued to review Asian art works for the IRS. He keeps up to date on prices in the field of Asian art by regularly attending auctions and Asian art fairs and visiting dealers’ galleries.

In 2009 Mr. Bothwell was selected as Director of Art Appraisal Services. As Director, he oversaw the day-to-day operations of an office of five appraisers and three other positions and was involved with modernizing the group’s work processes. In January 2011, he left the Directorship to work as the lead appraiser addressing valuation and appraisal issues.

Mr. Bothwell will present an overview of current and proposed IRS regulations regarding appraisals for charitable contributions and for estates and gifts. He will cover what to include and what to avoid in appraising for tax purposes, as well as current issues and problems that are recurring in appraisals reviewed by the IRS, such as the most common market concept, bargain/bulk purchases, blockage discounts, and minority (fractional) ownership interests in works of art. There will also be discussion of appraiser penalties under the Pension Protection Act of 2006.
Working with Adjusters and Insurance Companies: Information for the Appraiser

Ken Gilreath

Ken Gilreath started his insurance career in 1991 with GAB Robins, an independent adjusting firm handling property claims throughout the United States. In 1994, Ken transitioned to another independent adjusting firm that specialized in trucking liability, heavy equipment appraisals involving trucks, tractors, cranes, and specialty items such as antiques, and specialty equipment. He then became a Sr. Commercial adjuster for St. Paul Insurance in 2001.

Ready for a new opportunity, Ken set out as an entrepreneur, starting Associated Adjusters Network, Inc. (AAN) in 2004. Since its founding, AAN has grown consistently from a $00.00 dollar company in 2004 and now provides multi-line adjusting services throughout the continental United States, with gross sales over $6 million in 2011. While at the helm of AAN, Ken has served on the board of the Knoxville Claims Association (KCA) and the Tennessee Claims Association (TCA). He progressed through every level of board officer before serving as the Tennessee Claims Associate President in 2000. AAN remains active in the KCA and TCA today.

In partnership with his wife, Tina Gilreath, Ken also owns and manages Insurance Recovery Services, Inc. (IRS). IRS specializes in salvage inventory, valuation, and disposal for insurance companies.

This informative presentation will include:

a: The reason I have used appraisers in the past

b: Replacement cost, depreciation, appreciation and actual cash value

c: How limits, stated value, and scheduled items apply in the insuring agreement

d: Claim settlement negotiation based on values obtained from an expert

e: Salvage values

f: Appraisal opportunities within the insurance field

These topics will be discussed in detail, giving real-life events that have occurred over a 20-year insurance career.

The objective is to provide insight from the perspective of an insurance rep about the use of appraisers in the insurance business.
Using Comparable Sales in Appraisal Reports
Leon Castner, ISA CAPP

Leon Castner is a Certified Appraiser with both the ISA and the AAA. He has more than 35 years of experience in the appraisal industry and is considered an expert in appraisal methodology and principles. He has appraised everything from copies of The Declaration of Independence to rare baseball cards, Conestoga wagons to the Nixon Watergate papers. His forte is 19th- and 20th-century antiques and household treasures, as evidenced on his radio show “Value This with Brian and Leon” on NPR (WNTI). His students include those appearing on the “Antiques Roadshow” and “Cash in the Attic.” He has consulted for Homeland Security, the Attorney General’s office, Federal and State Courts, and many insurance companies, particularly in the area of litigation, claims, and appraisal reviews.

“Using Comparables in Appraisal Reports” will be about the how, not the why. It will be a useful demonstration with lots of examples on how to write persuasive arguments by using comparable sales. Examples from all fields, including gems & jewelry and fine arts, will show that a reasoned justification means a lot more than just listing sales transactions. This will tie in with the earlier presentation by Joseph Bothwell on the new suggested format by the IRS. Get out your pens and paper (or your laptops) and take notes. This will be the forerunner of a new chapter in the core course manual.

American Folk Art: Past through Present; Real or Fake
Susan Golashovsky, Appraiser and Consultant, and Steve Slotin, Slotin Folk Art Auction

Susan Golashovsky
Susan Golashovsky, ASA, is an accredited specialist in American Folk Art, Antique Furniture and General/Residential Contents. Susan has examined early-20th-century interpretations of antique folk art; she has interviewed contemporary artisans and has examined their work to determine how they interpret antiques, what they do to make them appear “aged,” and the value of antiques versus new interpretations.

Steve Slotin
In 1994, Steve founded and now operates Folk Fest, which is the largest folk art show in the country. He also operates Slotin Auctions, which specializes in Self-Taught Art, Outsider Art, Southern Folk Pottery, Antique and Anonymous Folk Art and more.

Whether you’re a generalist, fine-arts appraiser or decorative-art appraiser, this is an opportunity to learn, first-hand, from experts in the field of antiques and folk art.
A Survey of Southern Pottery: Characteristics and Value Factors

John Case

John Case is the owner and president of Case Antiques, Inc. Auctions & Appraisals. He has over 20 years of experience researching and evaluating American antiques and art, with a specialization in early Southern decorative arts; he is a devoted scholar of Southern pottery. In 2008, his company set the record price for a piece of Tennessee pottery at auction, and in 2010, Case Antiques achieved a record price for a piece of Kentucky pottery at auction. He has lectured on the topic of Southern pottery for numerous institutions, including the Museum of Early Southern Decorative Arts, and served as a contributing editor for the 2003 Art of Tennessee exhibit and book sponsored by the Frist Center for the Visual Arts. John is a member of the Appraisers Association of America (AAA) with specialties in Furniture & Decorative Arts, Folk Art, and American Ceramics. Case grew up around antiques, working with his family’s antique and estate sale business in Kingsport, TN, but earned a degree in Biomedical/Biochemical Engineering from Duke University. He worked in that field for several years prior to starting his own auction and appraisal company.

A Survey of Southern Pottery is a PowerPoint-assisted lecture introducing appraisers to a segment of the antiques market rising in visibility and value as new research emerges. Often, such pottery is overlooked in estate situations due to its utilitarian nature, and many fine and valuable examples have been discovered on porches and in basements. This lecture will focus on handmade pottery of the 19th century, and there will be a brief overview of some of the most important Southern potters. The discussion will illustrate characteristics, such as forms and glazes, which can help appraisers identify a piece of pottery as Southern and sometimes narrow it down to a particular state. Mr. Case will also show and examine “fine point” factors that elevate some pieces to the level of fine sculpture, enhancing their value significantly over more commonplace examples.

Appraising Civil War Memorabilia

John Sexton

John has been involved in Civil War memorabilia as collector, dealer and appraiser for over 30 years. John catalogs for national and regional auction houses, and authenticates objects for museums and individuals on a regular basis. John’s first book on a Civil War subject, Confederate Edged Weapons, should be out this spring.

This presentation on “Appraising Civil War Memorabilia” will focus on the most commonly encountered objects including: weapons, textiles, paper and accoutrements. I will cover methods to identify, authenticate and value these items.
Panel – Valuation Challenges
Pam Campbell, ISA CAPP, Steve Roach, ISA AM, and Kathryn Minard, ISA CAPP

Pam Campbell, ISA CAPP
Pam Campbell has two decades of experience in fine-art appraisal, valuating works for insurance, estates, charitable contributions and divorce in private, public and corporate venues. In 1995, she earned the designation of Accredited Senior Appraiser with ASA, and in 2006, she earned the designation of Certified Appraiser of Personal Property with ISA. She is also Co-Owner of William Campbell Contemporary Art in Fort Worth, TX, currently celebrating its thirty-fifth anniversary.

Steve Roach, ISA AM
Dallas-based Steve Roach focuses on rare coins and 19th- and 20th-century European and American paintings, with expertise in estate planning for fine art and collectible assets. Steve has worked with Heritage Auction Galleries, Christie’s, rare-coin grading services PCGS and ANACS and is currently an editor at Coin World. He is also a licensed attorney.

Kathryn Minard, ISA CAPP
Kathryn Minard, ISA CAPP is a Canadian instructor in Appraisal Studies with the International Society of Appraisers. Ms. Minard holds a Specialized Honours B.A. in Art History from York University. She has served as a Special Advisor to the Canadian Cultural Property Export Review Board and is the President of Curator Asset Management Inc., an appraisal company she owns in partnership with Waddington’s Auctioneers & Appraisers in Toronto.

This presentation will focus on challenges in appraising works of art and examine approaches to determining value in difficult assignments. Through specific case studies, it will look at options when there are no comparable sales, valuation approaches for conceptual art, quantifying diminution of value after repairs and valuing a large number of works by a little-known artist.
Modernism: The Enduring Reach
Noah Fleisher

Noah Fleisher received his BFA from New York University in 1992 and brings more than a decade of newspaper, magazine, book-and-antiques, art-and-auction writing and editing experience to his position as Heritage’s Public Relations Director. Noah is the former Editor of Antique Trader, New England Antiques Journal and Northeast Antiques Journal. He is a regular contributor to Warman’s Antiques Price Guide and is the author of Warman’s Price Guide to Modern Furniture. From an early age, Noah was keenly aware of the influence of Modernism on the furniture, the buildings and the artwork that surrounded his life in the South in Dallas, Texas. The great Dallas designs of Phillip Johnson and Frank Lloyd Wright made a tremendous impression on him, as did the prolific Modern collection at the Dallas Museum of Art and the Modern furniture that populated many of the showrooms in the Dallas World Trade Center, where his parents had a showroom. While spending his 20s in New York City and traveling the world, the influence of Modernism became ever more apparent. Noah was hooked when, on one of his first writing assignments, he visited the house built by legendary industrial designer Russel Wright; he made a quick study of Modernism, the key designers and the major players in the current market. It is an obsession that follows him to this day and one that informs almost every facet of his interaction with the art, antiques and auction business.

The roots of Modernism can be traced back several hundred years, and its reach into the modern day is undiminished, as seen on television, in film and through its ubiquitous presence in magazines. Whether it’s furniture, accessories, architecture or philosophy, Modernism remains as influential today as it was in the mid-20th century. What is it about these designs and designers that so captures our attention and makes them still so desirable and sought after? This lecture will focus on those times’ designs and the names that created them; it will examine what it is in the sharp, vibrant lines of Modernism that has enabled it to endure so many upswings and resurgences, as well as its share of criticism, and still remain as important and relevant as ever.
Understanding Historic Frames
William Adair


Learn to identify styles of frames and their major design influences from the early Italian to modern patterns. There will be clear descriptions of how frames are fabricated, but you will also learn to observe condition problems that may affect value. Consider this a crash course in frame identification and appreciation for the beginner.

Tankards, Teapots and Taxes:
An Overview of American Silversmithing
Joseph Brady

Joseph P. Brady is a silver historian, appraiser, independent scholar, lecturer, and consultant to private collectors and museums. He is a member of the Appraisers Association of America, where he is currently developing an online Silver Appraisal Course in conjunction with New York University. Mr. Brady also lectures at AAA’s NYU-hosted American Silver Course during the Summer Intensive Semester; he is currently writing AAA’s new Exam for Certification in the category of Silver. Mr. Brady is also a member of the New York Silver Society and the Silver Society of London, and he participates actively as an affiliate of the Georgia Chapter of ISA. He is an occasional contributor to Silver Magazine.

Mr. Brady will explore the history of American silversmithing and silver manufacturing from colonial to modern times, including stylistic periods, the evolution of makers’ and manufacturers’ marks, and the impact of the Tariff of 1842 and other events on domestic silver production. Although the focus will be on connoisseurship, the session will include general value comparisons.
Sculpture by Remington and Russell: The Price of Fame
Alice Duncan

Alice Levi Duncan, a native of Baltimore, attended Vassar College and did her graduate work at NYU’s Institute of Fine Arts. While studying, she worked at several art-related jobs: as a researcher at The Metropolitan Museum of Art, then at the Morgan Library as a fact checker for an art publisher, and as an art history lecturer at the Juilliard School. But after working for a dealer in European Sculpture – Michael Hall – she recognized that she preferred the business side of the art world. For 20 years, Alice was a Director and Head of the European and American Sculpture Department at Christie’s. Since 1997, she has been with the Gerald Peters Gallery in both New York and Santa Fe.

Both Frederic Remington (1861-1909) and Charlie Russell (1864-1926) experienced enormous popularity, fame, and financial success in their own lifetimes and both enjoyed careers as sculptors and painters. Most interesting is that both artists were married to market-savvy women (who survived them and kept producing artwork).

Adding to the confusion about the lifetime and estate castings of their bronze sculpture is the issue of non-authorized castings. Such castings have existed since their deaths and have been produced in America, Europe, and Asia in various media, sizes, etc.

This discussion examines this minefield and gives a basic understanding of what to look for, where to look, and how to look.

Authenticating Period Furniture
David Lindquist

With degrees from Drury University and Duke University, David Lindquist has been a full-time antiques dealer, appraiser and authenticator since 1974. A Senior Accredited Member of ASA for over 25 years, David now works strictly as a consultant to appraisers throughout America. His books remain indispensable to appraisers and collectors.

In an amazingly short time, this lecture lays out, through clear slides, the keys to authenticating furniture: spotting restoration, revealing fakes and separating period copies from later-but-still-antique copies. While you cannot leave this lecture an expert, you will come away from it fully alert, knowing what to look for and when to call for help! This condenses the essence of three 14-hour courses.
Integrity in the Marketplace
Leigh Keno

Leigh Keno is president of Keno Auctions, a full-service auction house based in Manhattan that sells fine furniture, paintings, folk art, decorative arts and jewelry.

Leigh Keno’s lifelong immersion in the world of art and antiques has made him one of the foremost experts in the field. He holds a B.A. in the History of Art from Hamilton College. Leigh worked as the Director of the American Furniture Department at Doyle Galleries in New York City. In 1984, he took dual positions as Vice President of Appraisals and as a Specialist in the American Furniture and Folk Art Department at Christie’s in New York. In 1986, Leigh formed Leigh Keno American Antiques, where he handled an astounding variety of American furniture, folk art and paintings including several masterpieces, setting world-record prices at auction. Leigh is proud to have helped build some of the best private and institutional collections of Americana in the world. He continued to operate Leigh Keno American Antiques until the founding of Keno Auctions in 2009.

Leigh appears regularly on the Emmy-nominated PBS television show Antiques Roadshow. He has written extensive articles on American furniture and decorative arts, lectures throughout the country and is currently an Editor-at-Large for Traditional Home magazine.

In this presentation, Leigh will discuss the various moral and ethical issues in the world of Art and Antiques. He will also share stories about paintings and objects which require cutting-edge technology in order confidently to determine their authenticity.

Identifying Black and White Photographs
Scott Hale, ISA AM

Scott W. Hale, ISA AM is the former director of the Brett Weston Archive. He curated multiple private, corporate, and non-profit collections and was responsible for exhibitions and publications including “Brett Weston: Out of the Shadow,” which traveled to venues in Oklahoma City, Washington DC, Santa Barbara, and Manchester. In these roles, he worked closely with several outstanding international auction houses, galleries, museums, and publishers such as: Center of Creative Photography (AZ), Christie’s (NY), Fred Jones Jr. Museum of Art (OK), Houk Gallery (NY), International Center of Photography (NY), John Cleary Gallery (TX), Lodima Press (PA), Museum of Fine Arts, Houston (TX), Nelson-Atkins Museum (MO), Oklahoma City Museum of Art (OK), Phillips Collection (DC), Silverstein Gallery (NY), Scott Nichols Gallery (CA), Sotheby’s (NY), Swann (NY), and Weston Gallery (CA).
Scott is a graduate of Trinity University and The University of Oklahoma, where he pursued his master’s and doctoral studies, teaching for over 10 years in the English Department and the Native American Studies Program, lecturing in the School of Art, presenting at conferences for South Central Modern Languages Association, Western Social Sciences Association, Southwest/Texas Popular Culture Association, and American Culture Association, and publishing in books and periodicals most notably: *American Indian Portraits, Museum Anthropology Review, Photograph Collector’s Guide*, and *World Literature Today*.

Scott has served as an exhibitions committee member, art juror and art panelist; he is an accredited member of The International Society of Appraisers, serving as ISA’s Chair of Specialty Studies.

Despite their relatively brief history, photographs have become a ubiquitous property for both Fine Art and Antiques and Residential Contents appraisals. Increasingly, appraisers are required to identify and distinguish between the different types and processes of photographs. What’s the difference between a daguerreotype and ambrotype? A salt print and platinum print? A silver collodion and silver gelatin? And what impact does it have on value?

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**Wood Identification**

David Lindquist

Reference *Authenticating Period Furniture* on pg 18 to learn about David.

Proper wood identification is the key to furniture authentication, yet perhaps nothing strikes more terror in the hearts of appraisers than wood identification. Needlessly! This lecture provides the philosophy of our two-day course, taking the fear out by quickly and easily moving for every piece and every period from a thousand possible woods to only three or four! Further keys differentiate the reduced possibilities.
Discussion of the First Exposure Draft of Proposed Personal Property Appraiser Qualification Criteria
Rick Baumgardner, Appraisal Qualifications Board

Rick Baumgardner is President of Baumgardner & Associates, PSC, a real estate economics company located in Elizabethtown, KY. He has been a full-time real estate analyst since 1978. Mr. Baumgardner holds a real estate degree from the University of Kentucky and has successfully completed all courses required for designation with the Appraisal Institute. He currently holds the SRA designation. Mr. Baumgardner has been an active member of several professional organizations; he is a Past Chapter President and Regional Rep with the Appraisal Institute; Regional Chair, Past Chapter President and International Director with the International Right of Way Association; and Past Board President, State President and National Director with the NATIONAL ASSOCIATION of REALTORS.

Mr. Baumgardner was an instructor of real estate at Elizabethtown Community College for several years and has instructed several professional organizations. He is a Past Chair of the North Central Education Foundation and currently serves on its Board of Directors. He also is a Past Chair of the Kentucky Real Estate Education Foundation.

In 2004, Mr. Baumgardner completed a six-year term as Trustee with the Appraisal Foundation. In 2006, he was appointed to a three-year term on the Appraiser Qualifications Board (AQB); he was reappointed to a second, three-year term in 2009. He currently serves as AQB’s Chair.

The Appraisal Qualifications Board of the Appraisal Foundation sets forth minimum education and experience requirements for personal property appraisers. The AQB last adopted criteria for personal property appraisers on July 30, 1998. As a result, many personal property appraisers, and users of their services, felt the criteria have needed updating for some time. Mr. Baumgardner will discuss the current draft of proposed personal property appraiser qualification criteria.
Presidential Mezzanine
Convention Center  |  Level M

NOTES:

KEY
- Freight Elevators
- Guest Elevators
- Service Areas
- Restrooms
Appraiser’s Clinic
Thursday and Friday, May 12-13

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