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 its strong code of ethics and professional conduct, serve as the foundation for the organizational mission.

ISA Mission

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

ISA Board of Directors

Judith M. Martin, ISA CAPP
President
Wheaton, Illinois

James Poag, ISA CAPP
Vice-President
Strathroy, Ontario Canada

Todd W. Sigety, ISA CAPP
Treasurer
Alexandria, Virginia

Libby Holloway, ISA CAPP
Secretary
Beaufort, South Carolina

Christine N. Corbin, ISA CAPP
Director
Richmond, Virginia

Terri Ellis, ISA CAPP
Director
Fort Worth, Texas

Darlene R. Hines, ISA CAPP
Director
Bloomfield Hills, Michigan

Francine P. Proulx, MS, ASA, ISA AM
Director
Fairfax, Virginia

Fred J. Winer, ISA CAPP
Director
Towson, Maryland

Joseph M. Jackson, CAE
Executive Director
Welcome to the
INTERNATIONAL SOCIETY OF APPRAISERS
ASSETS 2010 ANNUAL CONFERENCE
TABLE of CONTENTS

Conference Agenda 4
Conference Tours 9
Conference Sponsors 10
Speakers & Lectures 11
Hotel Floor Plan 23
Resource Guide 24
Final Program and Agenda

Assets 2010 Annual Conference – Passport to Toronto

**Thursday, April 29**

4:00pm – 7:00pm  
Registration  
*Queen's Park Ballroom North Foyer, Lobby Level*

**Friday, April 30**

9:00am – 5:00pm  
Registration  
*Queen's Park Ballroom North Foyer, Lobby Level*

10:00am – 4:00pm  
Specialty Division Tours  
*See Tour Section on page 9*

5:00pm – 8:00pm  
Jamieson Tribal Art Event  
*See Tour Section on page 9*

**Saturday, May 1**

7:00am – 5:30pm  
Registration  
*Queen's Park Ballroom North Foyer, Lobby Level*

7:30am – 9:00am  
Networking Breakfast Buffet  
*University Ballroom, 2nd Floor North Tower*

9:00am – 9:30am  
Welcome & Opening Remarks  
Judith M. Martin, ISA CAPP, ISA President  
*Queen's Park Ballroom South/Central, Lobby Level*

9:30am – 10:15am  
Keynote Session:  
**Advantage Play**  
David Ben, Master Magician & Creative Problem Solver  
*Queen's Park Ballroom South/Central, Lobby Level*
10:15am – 10:45am
Networking Break/Exhibits
*Queen’s Park Ballroom North, Lobby Level*

10:45am – 12:15pm
**Breakouts**

**Fine Art:**
**A Market Perspective: How Value is Developed and Sustained**
Nicholas Metivier, Nicholas Metivier Gallery
Tash Perrin, Christie’s
Patterson Sims, Curator & Author
Christopher Varley, Art Dealer
*University Ballroom East, 2nd Floor North Tower*

Antiques & Residential Contents/Gems & Jewelry:
**Demystifying Hallmarks**
William Whetstone & Danusia Niklewicz, Educators & Authors
*Queen’s Park Ballroom South/Central, Lobby Level*

12:15pm
Lunch on Own

2:00pm – 3:00pm
**Breakouts**

**Fine Art:**
**The Ryerson Gallery and Research Centre and the Black Star Collection at Ryerson University**
Doina Popescu, Ryerson Gallery and Research Centre
*University Ballroom East, 2nd Floor North Tower*

Antiques & Residential Contents:
**Paperweights: Victorian Inventions, Ancient Techniques**
Brian Musselwhite, Royal Ontario Museum
*Queen’s Park South/Central, Lobby Level*

Gems & Jewelry:
**Fabulous Fakes: Recognizing & Valuing Collectible Costume Jewelry**
Carole Tanenbaum, Vintage Costume Jewelry Collector & Historian
*University Ballroom West, 2nd Floor North Tower*

3:00pm – 3:30pm
Networking Break/Exhibits
*Queen’s Park Ballroom North, Lobby Level*
3:30pm – 4:30pm

**Breakouts**

**Fine Art:**

**Challenges in Appraising Inuit Art**
Pat Feheley, Art Dealer & Art Historian
*University Ballroom East, 2nd Floor North Tower*

Antiques & Residential Contents:

**Appraising Quilts Through Time:**
*From the 1880s to Contemporary Art Quilts*
Judy C. Lyons, ISA AM, Appraiser
*University Ballroom West, 2nd Floor North Tower*

Gems & Jewelry:

**Hallmark Research Institute**
William Whetstone & Danusia Niklewicz, Educators & Authors
*Queen’s Park South/Central, Lobby Level*

4:30pm – 6:30pm

**Committee Meetings**

All members are welcome to attend committee meetings.

4:30pm – 5:30pm

Gems & Jewelry – *Bellair Boardroom, 2nd Floor North Tower*
Designation & Review – *Prince Arthur, 2nd Floor North Tower*
Antiques & Residential Contents – *Bedford, 2nd Floor North Tower*
Fine Art – *Hazelton, 2nd Floor North Tower*
Specialty Studies – *University Ballroom Central, 2nd Floor North Tower*

5:30pm – 6:30pm

Ethics – *Bellair Boardroom, 2nd Floor North Tower*
Nominating – *Prince Arthur, 2nd Floor North Tower*
Appraisal Studies – *Bedford, 2nd Floor North Tower*
Awards – *Hazelton, 2nd Floor North Tower*
Technology – *Executive Boardroom, Mezzanine Level*
Chapter Networking – *University Ballroom Central*

6:00pm – 8:00pm

**Foundation for Appraisal Education Event**

Cocktail reception and private preview of Canadian Art
Bonhams
*20 Hazelton (one block from hotel)*
Sunday, May 2

9:00am – 5:30pm
Registration
*Queen’s Park Ballroom North Foyer, Lobby Level*

9:15am – 10:15am
**Breakouts**

Fine Art:
**Photography in a Post-Photographic Age**
Robert Burley, Ryerson University
*University Ballroom East, 2nd Floor North Tower*

Antiques & Residential Contents:
**The Victorians: Development of Style & Design**
Brian Musselwhite, Royal Ontario Museum
*Queen’s Park Ballroom South/Central, Lobby Level*

Gems & Jewelry:
**Ammolite: Fluke of Nature and Only in Canada?**
Pierre Pare, Korite Minerals, Ltd.
*University Ballroom West, 2nd Floor North Tower*

10:15am – 10:45am
Networking Break/Exhibits
*Queen’s Park Ballroom North, Lobby Level*

10:45am – 12:00pm
General Session:
**Mastering the Art of Useful Appraisals: An Insurer’s Perspective**
Vivian Ebersman, AXA Art NY & Ann-Louise Seago, AXA Art Toronto
*Queen’s Park Ballroom South/Central, Lobby Level*

12:00pm – 1:30pm
Buffet Luncheon
*University Ballroom, 2nd Floor North Tower*

1:30pm – 3:00pm
General Session (Fine Art/Antiques & Residential Contents):
**United We Stand: Cross Border Appraisals**
Leon Castner, PhD, ISA CAPP, Appraiser & ISA Education Director
Norman Hurst, ISA CAPP, Appraiser
Sonia Lismer, Canadian Cultural Property Export Review Board
Kathryn Minard, ISA CAPP, Curator Asset Management, Inc.
*Queen’s Park Ballroom South/Central, Lobby Level*
1:30pm – 3:00pm
Gems & Jewelry Breakout:
**Valuing and Grading Colored Gemstones – A Hands-On Experience**
Ravi Poddar & Helmut Koenig, Byrex Gems
*Hazelton, 2nd Floor North Tower*

3:00pm – 3:30pm
Networking Break/Exhibits
*Queen’s Park Ballroom North, Lobby Level*

3:30pm – 5:00pm
**Breakouts**

Fine Art:
**Science Meets Art**
Peter Paul Biro, Biro Fine Art Restoration
Marie-Claude Corbeil, PhD, Canadian Conservation Institute
*University Ballroom East, 2nd Floor North Tower*

Antiques & Residential Contents:
**The Wild and Wacky World of Appraising Pop Culture – Resources and War Stories**
Leila (Lee) Dunbar, Collector & Appraiser
*Queen’s Park Ballroom South/Central, Lobby Level*

Gems & Jewelry:
**Rolex 101**
John Brozek, Collector & Appraiser
*University Ballroom West, 2nd Floor North Tower*

5:30pm – 7:00pm
CAPP Reception
*Rooftop Salon, 18th Floor South Tower*

---

**Monday, May 3**

8:00am – 2:00pm
Registration
*Queen’s Park Ballroom North Foyer, Lobby Level*

8:30am – 10:15am
ISA Business Meeting
*Queen’s Park Ballroom South/Central, Lobby Level*
10:30am – 12:00pm

**Mastering the Art of Object Description**

A Report Writing Workshop with ISA Instructors (by division)

- **Fine Art:**
  - Cathy Peters, ISA CAPP
  - *University Ballroom East, 2nd Floor North Tower*

- **Antiques & Residential Contents:**
  - Leon Castner, PhD, ISA CAPP
  - *University Ballroom Central, 2nd Floor North Tower*

- **Gems & Jewelry:**
  - Paul Cassarino, ISA CAPP, FGA
  - *University Ballroom West, 2nd Floor North Tower*

12:15pm – 2:30pm

Closing Speaker and Awards Luncheon

**VERY: How Important is Marketing to Appraising?**

Robert Ramsay, Marketing Motivator

*Queen's Park Ballroom South/Central, Lobby Level*

2:30pm – 3:30pm

Committee Report-Out

*Hazelton, 2nd Floor North Tower*

---

**Friday Tour Information**

Tour slots are available on a first-come, first-served basis for additional fee. 
Space is limited.

- **Fine Art:**
  - Art Gallery of Ontario, Stephen Bulger Gallery, Gallery Tours

- **Antiques & Residential Contents:**
  - Textile Museum of Canada, Gardiner
  - Museum of Ceramic Art, Campbell House
  - Royal Ontario Museum
  - Bata Shoe Museum

- **Gems & Jewelry:**
  - Corona Jewelry Company
  - Royal Ontario Museum

Lunch (on own) is scheduled for each division tour.

- **Tribal Art:**
  - Evening event at the home of Bill Jamieson, world-renowned ethnologist, musicologist, antique tribal art collector and dealer. Event includes transportation, presentation and wine.

A detailed itinerary for each tour including transportation and lunch information will be included with your registration materials on-site.

*All sessions and tours subject to change.*
Conference Sponsors

Special thanks to
The Foundation for Appraisal Education
for their contribution to this year’s conference

ISA gratefully acknowledges the generosity of the following sponsors:

MEDIA PARTNER
Artfact

BRONZE LEVEL SPONSOR
Quinn’s Auction Galleries
Heritage Auctions

STERLING LEVEL SPONSOR
Brunk Auctions
Parting with Possessions
Mistletoe Appraisals

FRIEND
Jewelers Mutual Insurance
Speakers and Lectures

Advantage Play
David Ben

David Ben struck the word “impossible” from his vocabulary. As a world-renowned magician, David has to make problems disappear. Problem solving, he believes, is everyone’s core business. Unfortunately, few people have been taught how to solve problems in an effective and efficient manner. David demystifies the problem-solving process by taking his audience behind the scenes of the world of magic and revealing the tricks of the trade – the methodology magicians, card cheats and psychics use to perform the impossible. Most of all, David demonstrates the true meaning of being proactive. As a magician, David has to make miracles happen. By performing magic and then explaining how the magic is created, people learn that success in magic and business is the result of the cumulative effect of many apparently inconsequential details most people take for granted. It is a unique approach to learning a few new tricks for the trade presented by a unique individual – David Ben.

David Ben is unlike any magician you have seen before. He has a BA from the University of Toronto, an LLB from the University of Western Ontario, and an LLM in tax, intellectual property and international finance from The London School of Economics. As a former tax lawyer, he cannot help but think of how his skill as a magician relates to the creative problem-solving and sales strategies required to be successful in business. Recognized as one of the premier magicians in the world, Ben was the sole protégé of Ross Bertram – one of the great sleight of hand artists of the twentieth century. He is a member of London’s prestigious Magic Circle and has performed throughout the United States and Canada as well as in Mexico, England, France and Japan.

A Market Perspective:
How Value is Developed and Sustained
Nicholas Metivier, Patterson Sims, Christopher Varley

Gallerist Nicholas Metivier, curator Patterson Sims and private art dealer Christopher Varley will share their views on the dynamics of the art market and some of the market principles that affect value. They will look at how art and artists are marketed and the effects of affiliation with established galleries and dealers, international exposure, inclusion in museum exhibitions and collections, association with well-known collectors, and the importance of publications, promotion, publicity and media coverage.
Nicholas Metivier is the owner and director of his gallery, which opened in May of 2004. His 25 years of experience in the art business brings a comprehensive knowledge of artists and international ties, with an emphasis on contemporary Canadian painting, photography, and works on paper.

Patterson Sims’ concentration in the visual arts has been in the modern and contemporary field with a specialty in American modernism and contemporary art; he also specializes in non-profit arts institution and museum management and administration. He is currently working on projects with several foundations, lecturing, writing, and organizing exhibitions, as well as being the President of the Board of Trustees of Independent Curators International (iCI). He is the author of books on Ellsworth Kelly, Willie Coles, and Philip Pearlstein. He has written on the highlights of the collection of the Whitney Museum of American Art and has also written on a wide range of contemporary as well as historic artists and subjects. He has recently completed essays on Viola Frey, James Surls, Ellen Phelan, and Lippincott, Inc.

Christopher Varley is a former curator at the Vancouver Art Gallery, and Head Curator of the Edmonton Art Gallery (now Art Gallery of Alberta). Since 1983 he has worked as a private art dealer and consultant in Toronto specializing in historical Canadian art. In recent years he has helped to finance and facilitate various publications, films, and most recently, the highly acclaimed exhibition *The Automatiste Revolution*.

---

### Demystifying Hallmarks

Danusia Niklewicz, GG, FGA, ISA CAPP, ASA & William Whetstone

Designed as an introduction to understanding hallmarks, this session covers assaying and hallmarking through a dynamic visual presentation of actual hallmark images and graphics. This session will explain the various methodologies used by hallmarking countries and demonstrate all the important information that hallmarks can provide. It is recommended that this session be attended by anyone unfamiliar with relevant vocabulary and technical terminology of hallmarking before attending the second session, Advanced Hallmarks – France and Russia.

Historian, antiquarian, numismatist, educator and goldsmith, Bill Whetstone has been a collector and dealer of ancient coins and precious metal objet d’art for over 40 years. Bill is a former regional councilor, director, and two-term Past President of the International Society of Appraisers. He has lectured widely on jewelery, antiques and fine arts for over 35 years in both the US and Canada.
Educator, appraiser, gemologist, jeweler and goldsmith, Ms. Niklewicz has been involved with jewelry for over 30 years and has been an independent jewelry appraiser for over 20 years. As a past GIA instructor, Ms. Niklewicz continues to present lectures on topics important to the jewelry industry, here in the US and overseas. Ms. Niklewicz is co-author with William Whetstone and Lindy Matula of the new book, *World Hallmarks, – Vol. I – Europe, 19th to 21st Centuries.*

---

**The Ryerson Gallery and Research Centre and the Black Star Collection at Ryerson University**

Doina Popescu

This presentation will discuss the mandate of the new Ryerson Gallery and Research Centre, which is dedicated to scholarly research and the exhibition of photography and related media. Designed by Diamond + Schmitt Architects, the new facility opens to the public early in 2011. The presentation offers an introduction to the university’s growing fine art photography collection of *ca.* 3,000 images and to the Black Star Collection of *ca.* 300,000 b/w photojournalistic prints.

Doina Popescu, who joined Ryerson University in October 2008 as the inaugural Director of the Ryerson Gallery and Research Centre, oversees the academic, administrative, exhibition and outreach functions for the new facility. Prior to this position, Popescu was the Deputy Director of the Goethe-Institut Toronto. For more than ten years, she managed the Goethe-Institut Gallery and Kinowelt Hall, where she curated important exhibitions and installations involving renowned Canadian and international artists, architects and thinkers.

---

**Paperweights: Victorian Inventions, Ancient Techniques**

Brian Musselwhite

While the primary materials and components were known and made in the ancient world, the technology of the glass paperweight was discovered only in the 19th century. Using images from the Royal Ontario Museum’s important collection, attendees will learn how to identify French and American weights and view the renaissance in contemporary weights made in Canada and the United States.

Educated at the University of Toronto, Brian joined the ROM in 1976. He is one of several curators responsible for the Samuel European Galleries. He has taught decorative arts courses at various institutions, most recently at the Ontario College of Art and Design. His recent publications include *High Style, Masterworks from the Bernard and Sylvia Ostry Collection and Glass Worlds, Paperweights from the ROM’s Collection.*
Fabulous Fakes: Recognizing & Valuing Collectible Costume Jewelry
Carole Tanenbaum

Vintage costume jewelry is enjoying an enormous rise in interest in both the private sector and museums. This session will examine this trend, as well as cover what to look for when evaluating jewelry including characteristics, recognizing fakes, condition analysis, and how to differentiate between high-end and production pieces. The presentation will close with a question and answer session.

Carole Tanenbaum has been a collector of vintage costume jewelry for over 30 years. She transformed her passion into a business 20 years ago, and her collection has been represented in over 40 venues worldwide. Carole has lectured in museums and public institutions on the value, characteristics and beauty of vintage costume jewelry. She is the author of the book Fabulous Fakes – A Passion for Vintage Costume Jewelry, which continues to be sold at the Victoria and Albert Museum in London and the Metropolitan Museum of Art in New York City. Carole lives in Toronto, Canada with her family.

Challenges in Appraising Inuit Art
Pat Feheley

The market for Canadian Inuit art continues to be a strong and growing one, fuelled both by regular public auctions and by the growing interest of contemporary art collectors in emerging Inuit artists. It is, however, a very specialized field, and one which involves unique issues. This session will address the most common of these, from the difficulties in identifying artists, to the growing number of forgeries, to value anomalies specific to Inuit art.

Patricia Feheley is an art dealer and art historian specializing in the field of Canadian Inuit art. Feheley has an extensive educational and administrative background in the visual arts, coupled with a lifetime of experience with the Inuit and the Canadian Arctic. An acknowledged expert in the primary and secondary market for Inuit art, she is the owner and director of Feheley Fine Arts, a Toronto commercial art gallery specializing in early and contemporary works from the Canadian Arctic. Past President of the Art Dealers Association of Canada, Feheley also serves on many government advisory committees for the Visual Arts in Canada.
Appraising Quilts Through Time: From the 1880s to Contemporary Art Quilts
Judy C. Lyons, ISA AM

How do we identify a quilt? Quilt or blanket? What do we look for besides function/purpose/ownership? Physical identification of quilts will be explained as well as a show of items.

Judy is an accredited member of the International Society of Appraisers Canadian Chapter. She is an AQS Certified Quilt Appraiser and a member of the Professional Association of Appraisers of Quilted Textiles. She is also a member and served on the board of directors for the Canadian Quilters’ Association.

Hallmark Research Institute
Danusia Niklewicz & William Whetstone

This advanced session deals in detail with the hallmarks of France and Russia from the mid 19th century to the present. French and Russian hallmarks imply a highly prized provenance and this session will cover important nuances of origin, dating, weight and authenticity that these marks can exhibit. This lecture is a must for all those who appraise French and Russian jewellery, silver and objet d’art.

It is highly recommended that the Demystifying Hallmarks class be taken before attending this session.

Photography in a Post-Photographic Age
Robert Burley

As photography has quickly shifted from light-sensitive films to encoded data, we have all been pushed headlong into a digital world. Indeed, new technologies have not only redefined how we create, disseminate and consume images but have also changed the ways in which we see and interact with the world around us. As a mid-career photographer, Robert Burley has been documenting the disappearance of traditional photography while exploring his new relationship to a changed medium in a digitally mediated world. Burley will discuss this rapid technological transition and its impact on his own practice as well as the arenas of art, information and culture.
Robert Burley is an established artist and teacher based in Toronto at Ryerson University’s School of Image Arts. As an artist, his work explores the relationship between nature and cities, architecture and the urban landscape. His photographs have been extensively published, exhibited and collected on an international level. Over the past year, his work has been featured in exhibitions at the Art Gallery of Ontario, Le Mois de la Photo a Montreal, the George Eastman House and the Chicago Architectural Foundation. As a teacher, Burley has participated in the development of numerous initiatives at Ryerson including a recently launched masters program in Photographic Preservation. He is currently serving as Director of the Photography Studies Program and is represented by the Stephen Bulger Gallery in Toronto.

The Victorians: Development of Style & Design
Brian Musselwhite

Today, the word Victorian still conjures up images of dark and oppressive interiors. Yet in reality, it was a time of great change and numerous styles were popular simultaneously. Learn about the displays of the great exhibitions and publications such as Owen Jones’ *The Grammar of Ornament*, and judge for yourself if Her Majesty was amused.

Ammolite: Fluke of Nature and Only in Canada?
Pierre Pare

As a result of recent successes in international markets, the gemstone Ammolite has experienced a rapid growth in both awareness and sales. One aftereffect has been the growing demand for appraisals. This presentation will cover a brief history of Ammolite and the geological setting of the main producing mines. It will also offer a guide for the grading and valuation for the various types of this rare and beautiful Canadian gemstone.

Pierre Pare studied micropaleontology at University of Montreal before moving to Calgary to work for Esso Resources Ltd. In 1980, Pierre joined Rene Vandervelde and became a partner of Korite Minerals Ltd. Pierre was elected President in 1992, a position he has held to this day. For the past 30 years, Pierre Pare has been involved in the mining, manufacturing and the marketing of the Canadian gemstone Ammolite.
Mastering the Art of Useful Appraisals: An Insurer’s Perspective

Vivian Ebersman & Ann-Louise Seago

Insurance underwriters such as AXA Art use appraisals primarily to evaluate risks and to settle loss in value in damage claims. In terms of risk evaluation, the appraisal may influence the type of valuation coverage offered to the client and may determine whether or not the risk is accepted. Thus, understanding what an underwriter is looking for, and how you can easily provide it, will benefit all. This talk takes a broad look at market conditions as they influence appraisals. It discusses the valuation terms used in insurance policies, and focuses on the importance of each appraisal component for risk evaluation and claim settlement.

Vivian Ebersman is Director of Art Expertise at AXA Art Insurance Corporation. In addition to tracking the art market and procedures for the care and handling of works of art, the Art Experts work closely with the underwriters and claims managers to review and assess risks, appraisals, and values. Ms. Ebersman has written extensively about collectors, collecting and disaster preparedness for AXA Art newsletters, their website and for six Art News Advertorials. She leads VIP tours for small groups at Art Basel and TEFAF. She contributed to the catalogue and the ongoing management of the AXA Art Conservation project *Ad Reinhardt Black Painting 1960-1966* in conjunction with the Guggenheim and MoMA conservation departments. The results of this project were the subject of the 2008 exhibit “Imageless” at the Guggenheim Museum.

Ann-Louise Seago is Vice President, Senior Fine Art Underwriter with AXA Art and leads the company’s business efforts for its Canadian operation. Seago is a qualified ACII Chartered Insurer and active member of the Chartered Insurance Institute, the Inland Marine Underwriters Association (IMUA) and the National Association of Insurance Women (NAIW). Ann-Louise Seago’s career spans more than 15 years; she has worked with some of the largest museums and art collectors around the globe. With national responsibilities on behalf of AXA Art in Canada combined with her previous tenure in the US and Europe, Seago’s knowledge of the global art market and the world of fine art insurance is extensive.
United We Stand – Cross Border Appraisals

Leon Castner, PhD, ISA CAPP, Norman Hurst, ISA CAPP, Sonia Lismer, Kathryn Minard, ISA CAPP

On an annual basis, the Canadian Cultural Property Export Review Board (CCPERB) certifies more than $150 million in personal property donated to Canadian museums. The donated items are diverse and include works of art, antiques, archival material, books, gems and jewelry. Objects valued at more than $20,000 require two monetary appraisals, creating many opportunities for appraisers on both sides of the 49th parallel. Sonia Lismer, Assistant Secretary for the Review Board, will speak about Canada’s journey to USPAP in developing requirements for the appraisals that accompany applications for certification of cultural property. Leon Castner, ISA CAPP and Director of Education, will address the significant differences between the Canadian requirements and IRS appraisals for charitable contributions. Norman Hurst, ISA CAPP, from Cambridge, MA, specializes in antiquities: Asian, African, Oceanic, Pre-Columbian, and American Indian art and artifacts. He will speak about the process of collaborating with Canadian colleagues. Canadian core course instructor Kathryn Minard, ISA CAPP, will clarify the CCPERB requirements through an examination of a sample appraisal.

Leon Castner is a Senior Partner of National Appraisal Consultants, a firm specializing in unique personal property appraisals and appraisal consulting, insurance coverage and claim reports & research, pretrial consultation, expert witness testimony, and IRS, tax-related appraisal matters. He holds a CAPP in Appreciable Residential Contents (ISA/Indiana University) and is a Certified Member of AAA (Appraisers Association of America).

Norman Hurst (Hurst Gallery) has been in business for 30 years. He is best known for his expertise with Native American, African, and Oceanic art and artifacts. He has appraised a wide variety of collections in Canada, mostly on the West Coast and in Toronto. One of his bigger jobs, however, was far afield in the Canadian outback. Hurst speaks with some authority about these various assignments both for museums and other institutions. Although the preponderance of appraisal assignments continues to come from domestic assignments, Hurst continues to accept work from Canada and will do so in the foreseeable future.
Sonia Lismer is Assistant Secretary to the Canadian Cultural Property Export Review Board and Manager of Movable Cultural Property, Department of Canadian Heritage, which is responsible for the administration of Canada’s Cultural Property Export and Import Act. Ms. Lismer holds an MA in Art History from Oberlin College and has extensive curatorial, collections management and art-market experience in museum and commercial gallery settings. She completed the ISA Course in Appraisal Studies in 2000 and was recognized for her contribution to the Canadian version of the ISA Distance Education Course in Appraisal Studies.

Kathryn Minard, ISA CAPP, is a core course instructor and president of the Canadian Chapter of the ISA. She is the president of Curator Asset Management Inc., and has served as Special Advisor to the Canadian Cultural Property Export Review Board and consultant to Christie’s Inc. on the valuation of Canadian Art.

Valuing and Grading Colored Gemstones – A Hands-On Experience

Ravi Poddar & Helmut Koenig

Colour gemstone grading and valuation is a complex science. The diamond industry has developed exact criteria for grading and valuation. The coloured gemstone industry does not have an industry leader like DeBeers or GIA to set standards that all will follow. Coloured gemstones have complex issues that relate to rarity, treatments and enhancements that are not easy to evaluate unless you have gemmological experience. In this hands-on experience, we will guide you through the grading and valuation process using *Hue, Tone and Saturation: The Guide*, a jewelry industry standard; colour quality relationship; treatment pyramid; and value equation. We will have samples of gemstones with wholesale values on display for discussion and examination.

Helmut Koenig graduated as a Gemmologist from the Canadian Gemmological Association in 1991, and has contributed his services to the CGA in various positions as Instructor, Education Director, Vice President and Conference Organizer. He is presently teaching the Preliminary year of the Professional Gemmology Program for the Canadian Gemmological Association and is teaching a new advanced course workshop *Coloured Gemstone Grading and Valuation*. Mr. Koenig has worked for Byrex Gems (a colour stone dealer in Toronto) for 14 years, and was instrumental in positioning Byrex as a leader in gem sales in Canada. He has participated in the Jewellery Industry by serving on several boards and committees for the purposes of advancing education programs and consumer awareness.
Science Meets Art
Peter Paul Biro

Abstract not available at press time.

Peter Paul Biro was first to take advantage of human contact marks on a painting for identification. He has been successful in authenticating a J.M.W. Turner canvas, having matched fingerprints left on it by the artist. The case, the first of its kind, brought him worldwide acclaim. Since then, Paul specializes in solving some of the most challenging authentication cases, while building the first ever database of artist’s fingerprints. His methodology and assistance has been requested by such organizations as the FBI, major universities, art collectors and scholars. He has performed forensic examinations of paintings in museums and collections around the world. His expertise in digital imaging and image processing has resolved numerous attribution issues. He is presently completing his cataloguing of J. M. W. Turner’s fingerprints in the Turner Bequest, Tate Britain, London. Paul has given lectures at Harvard University, the University of Toronto, the American Appraisers Association, the Yale Club of New York, the Royal Microscopical Society, the National Portrait Gallery in London and the University of Glasgow in Scotland. He has been invited to speak at the Canadian Identification Society’s annual meeting in Montreal.

Marie-Claude Corbeil, PhD

This presentation will show the possibilities and limitations of scientific studies of artworks undertaken in support of authentication. Real case studies will illustrate how the questions about an artwork influence the strategy for scientific examination and determine the scope of the study.

Marie-Claude Corbeil is Manager of the Analytical Research Laboratory at the Canadian Conservation Institute. She specializes in paintings and conducts research projects on the materials and techniques of twentieth-century Canadian artists. Marie-Calude is involved in examinations related to art fraud cases and authentication; she is frequently consulted on questions regarding authenticity.
The Wild and Wacky World of Appraising Pop Culture – Resources and War Stories

Leila “Lee” Dunbar

How does one value Johnny Cash’s boots, Ty Cobb’s dentures or Cher’s wigs? In this presentation about the fun and foibles of appraising and auctioning sports and entertainment memorabilia, Lee Dunbar taps into her 23 years of experience to provide valuable insights and give specific resources so that other appraisers can feel confident when presented with a piece of pop history.

For all of her life, Lee Dunbar has been surrounded by “stuff”, from her parents’ antique toys, advertising and pottery, to her nine years running Sotheby’s Collectibles Department selling more than $75 million of memorabilia. Then there’s 14 years with the Antiques Road Show, providing more than 2,000 verbal appraisals and appearing in 45 televised segments. Now Lee runs her own appraisal business. Clients include the National Baseball Hall of Fame, the Country Music Hall of Fame, the Ronald Reagan Museum and Library, Lloyd’s of London, Sotheby’s, Floyd Mayweather, Jr. and the New York Yankees.

Rolex 101

John E. Brozek

A 1.5 hour presentation discussing step-by-step methods for identifying counterfeit Rolex watches and parts, to include both a cursory inspection, as well as a detailed examination of both modern and vintage models. The latest security features will be discussed, as well as a chronological history of The Rolex Watch Company, featuring a timeline indicating introductions and evolutions to the Rolex line.

John E. Brozek has been collecting, appraising and authenticating Rolex watches for nearly 20 years. He is the author of The Rolex Report, a critically acclaimed reference book, currently in its 4th edition. He is a member of the NAWCC, AWI, IWJG, NPA, WWT, BHI & IWCS, and currently resides in St. Petersburg, Florida, where he founded QualityTyme Rare & Fine Timepieces.

Mastering the Art of Object Description

This workshop will deal with the importance of correctly identifying and describing the object to be appraised and the selected comparable items, including all distinguishing features and relevant value characteristics, in order to arrive at an accurate opinion of value. In addition, presenters will provide guidance in writing a comparison of selected comparable items with the object being appraised.

Attendees will be grouped according ISA division: Fine Art, Antiques & Residential Contents, and Gems & Jewelry.
Appraisers or Marketers: Both, Either, or None?
Robert Ramsay, Marketing Expert

No profession is immune anymore to the need or its members to market their services. What may have been thought unnecessary or distasteful is now an occupational necessity. So the question is not: “Should I market?” But “How?”

Bob Ramsay offers practical strategies to ensure that business continues to flow through your door. He calls on principles of professional service marketing, as well as marketing his own communications services for over 30 years. By the time you leave, you’ll know what to do – and what to avoid – when it comes to having your prospects appraise your skills and reputation in the best light.

Bob Ramsay was born in Edmonton and educated at Princeton (English), London (Dickens) and Harvard (Publishing). From 1976 to 1982, he was the president of Stephenson, Ramsay, O’Donnell Ltd., Canada’s first company devoted to marketing the performing arts, films and television productions. From 1982 to 1991, he was the president of Remarkable Communications Ltd., creating scores of communications for the public and private sectors, and winning many national and international awards for the company’s clients. Among his projects were the launch of Molson Dry Beer and of the YTV Television Network. From 1992, as a partner in the corporate communications firm, Advance Planning & Communications Inc., he was the creative director on campaigns including the American Express Business Travel Survey, the first advertising of any kind for The Body Shop, which aired on CBC, BBC and PBS, and the launch of Viacom Inc. in Canada. Since forming Ramsay Writes Inc. in 1995 (now Ramsay Inc.) he has created communications programs for many Canadian companies, including Fairmont Hotels, General Motors of Canada, Decca Music Group and TD Canada Trust.
The Canadian Chapter of the International Society of Appraisers welcomes you to the ISA Annual Conference Assets 2010 Toronto, Ontario

Our Next Good, Better, Best Appraiser Workshop May 15th & 16th 2010

- Close the Sale and Determine Scope of Work
- Prepare Contracts and Obtain Deposits
- Prepare for the On-Site Inspection
- Research Using New Methods and New Technology
- Advance Product and Specialty Area Knowledge
- Deal With Client Challenges
- Perform an Appraisal Inspection
- Advance Product and Specialty Area Knowledge

APPRAISER WORKSHOPS
Todd W. Sigety ISA CAPP & Jane C. Brennoff ISA CAPP
425 South Washington St, Alexandria, VA 22314
Ph: 703-836-1020 Email: info@appraiserworkshops.com
www.appraiserworkshops.com

Visit the Appraiser Workshops Blog for Current Market Information
www.appraiserworkshops.blogspot.com
p4A.com is happy to offer a free 30-day trial to all first-time users.

For complete access to hundreds of thousands of prices, photos, and descriptions, email Hollie Davis at hdavis@p4a.com and start searching today!
Since 1890, Weschler’s has been helping Estate Professionals provide their clients with the best possible service.

For cost-effective and convenient asset liquidation, Weschler’s offers different types of auctions to best accommodate all kinds of property.

For more information and to discuss our referral incentives, please contact Tom Weschler at 202.628.1281 or email tom@weschlers.com.

909 E Street NW
Washington, D.C. 20004
202.628.1281 / 800.331.1430
www.weschlers.com

Auctioneers Since 1890

CHARLTON HALL
Auctioneers & Appraisers Discovering Extraordinary Objects Since 1929

Actively Seeking Consignments from Estates and Collections Referral Fees for Appraisers

7 Lexington Drive
West Columbia, SC 29170
Phone: 803.779.5678 Fax: 803.733.1701
www.charltonhallauctions.com
THE NORTH TEXAS CHAPTER
OF THE INTERNATIONAL SOCIETY OF
APPRAISERS

IS PROUD TO SPONSOR
THE 2010 ISA ANNUAL CONFERENCE
“PASSPORT TO TORONTO”

NEED CONTINUING EDUCATION POINTS??
Look no further than...

NTISA sponsored 2 day fall seminar
Details and full slate of speakers will be announced at:
www.isaappraisers.org

Speakers include:

Don Cowan, ISA AM
American Furniture

Ellen Amirkhan, ISA CAPP
Oriental Rugs

Scott Hale
Photography

Email Christine Guernsey at Christine.guernsey@tx.rr.com
to get on our seminar contact list
Whitehall Antiques

2010 Seminar Series

30th Annual Summer Seminar Series on Antiques
July 25-28, 2010

1213 E. Franklin St. Chapel Hill, N.C. 27514
(919) 942-3179 / whchnc@aol.com
whitehallantiques.com

Visit our website or call to request a brochure.

Sun. & Mon. July 25-26, David Lindquist & Elizabeth Lindquist
Wood Identification Made Simple!

Tues. & Wed. July 27-28, Peter Tinkler & Rod Tinkler
Important Silver Forms and Unusual Marks

Two exceptional 2-day, in-depth courses taught by leading scholar-lecturers: David Lindquist, 35 years experience in the antiques field. Elizabeth Lindquist, 10 years entrepreneurial experience, teaching and authenticating period English and Continental antiques. Peter Tinkler, president The Silver Vault, since 1989. Rod Tinkler, founder The Silver Vault, est. 1974, specializing in antique and Modernism English, American and Continental silver, and its restoration exhibiting at major shows around the country.

Wood Identification - Back by popular demand!
Developing a clear understanding of the principal material from which furniture is crafted is essential to identifying, dating, and geographically attributing antique furniture. Learn to distinguish between the major woods used to construct various furniture forms in the U.S., England and in Europe during specific style periods. Learn to identify the top 12 woods you are likely to encounter in antique, revival and even new furniture, as you pursue your objectives as an appraiser.

Important Silver Forms & Unusual Marks - including European Colonial, Chinese Export, Irish and Provincial English. European Colonial will include Indian, North and South American and Australian 18th, 19th & 20th century examples about which there is scant knowledge in the U.S. presenting an opportunity to find "sleepers". Serious interest in Chinese Export Silver has grown enormously. Learn, for instance, what silver marked with 90, 85, 95 signifies. Irish silver forms and marks are an enigma for some; learn what to look for to differentiate between city and country forms. English Provincial centers offered distinctive forms and markings; learn tips on how to identify the significant differences between these Provincial centers.

We hope you’ll join us for this unprecedented learning experience!
CONGRATULATIONS ON 30 YEARS OF SERVICE

WISHING YOU A SUCCESSFUL CONFERENCE

THROUGH THE GENERATIONS

GLORIA MORONI  ISA CAPP

JUDITH MARTIN ISA CAPP

CATHERINE MARTIN

THE PERFECT THING

WWW.PERPECTTHING.NET
Congratulations to ISA - Assets 2010, Toronto
30th Annual Conference
NATIONAL CAPITAL AREA CHAPTER

- Monthly Meetings
- Newsletters
- Website—www.isancac.org
- Chapter Directory
- Active Members
- Tours
- Ongoing Educational Programs
- Mentoring & Coaching
- Published Authors
- Networking
- National Leadership
- Member & Chapter Awards

ISA National Chapter of the Year 2005-2006
www.isancac.org or info@isancac.org

SUSANIN’S
AUCTIONS
ART AT AUCTION IN CHICAGO

Over $80 Million Sold • Currently Accepting Consignments

View Illustrated Catalogs and Bid Online
www.SUSANINS.com

900 S. Clinton Street • Chicago, Illinois • P: 312-832-9800 • F: 312-832-9311 • info@susanins.com
Greater Illinois Chapter
International Society of Appraisers

Wishing you all a very successful Conference
and

A Joyful 30th Anniversary

Bonhams

&

The Foundation for Appraisal Education

Cordially invite you
to a cocktail reception and private preview of Canadian Art

Saturday, May 1, 6:00-8:00 pm

20 Hazelton Avenue

Toronto
16" Tiffany Studios
"Dragonfly" Table Lamp
Sold for $90,675

Kang Xi (1662-1722) Imperial Chinese Scroll $54,900

Aaron Williard, Boston, Mass
$31,050

What's in your attic?™
Serving the Mid-Atlantic and beyond...

*What's in your Attic™ is a registered trademark of Quinn's Auction Galleries