

Valuation & Condition

2007 NATIONAL CONFERENCE

.....

NOVEMBER 10-12, AT THE YALE CLUB, NEW YORK CITY

INCLUDING A COCKTAIL RECEPTION AND PREVIEW

FRIDAY, NOVEMBER 9, AT DOYLE NEW YORK

Connect with fellow appraisers as well as with allied professionals to debate and discuss new issues and challenges facing the independent appraiser at our annual national conference in New York City.

We will offer panels, specialist sessions, networking, and evening receptions.

 APPRAISERS
ASSOCIATION
of AMERICA

FRIDAY

NOVEMBER 9TH

5:30 – 7:30 pm

RECEPTION AND PREVIEW

Doyle New York, 175 East 87th Street, New York City

The meteoric rise and growth of Chinese Contemporary Art is changing the face of the artistic community. Steeped in tradition, Chinese art brings a rich history and newfound cultural dynamic to the western market. The dialogue between the contemporary artistic traditions of the East and West is apparent in the works presented in Doyle New York's inaugural auction of Chinese Contemporary Art. Through common visual vocabulary, Asian and non-Asian connoisseurs can find in these works of art a narration of irony, wit and varied interpretations of the rapid changes in Chinese society. Our reception will take place within the exhibition of this exciting sale.

CONFERENCE LOCATION

All conference activities take place at The Yale Club, 50 Vanderbilt Avenue, in the Ballroom on the 20th floor, unless otherwise noted. These activities include morning registration and panel discussions. Specialist breakout sessions take place on the 18th floor in the Trumbull, Council and Saybrook rooms. Checkroom facilities are available on the 1st floor. Restrooms are available on the 20th floor.

CONFERENCE COMMITTEE

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Co-Chair

Jane C.H. Jacob, AAA
Co-Chair

Kathy Rosenblatt, AAA
Co-Chair

Michael Cohn, AAA
Brian Cummings
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SATURDAY

NOVEMBER 10TH

8:00 – 8:30 am

CHECK-IN: FULL CONFERENCE AND DAY PASSES

Check-in and Registration at The Yale Club

INTRODUCTION

Harmer Johnson, AAA, Co-Chair, Conference Committee

WELCOME

Roslyn Bakst Goldman, AAA, President, Appraisers Association of America
Aleya Lehmann, Executive Director, Appraisers Association of America

8:30 – 9:00 am

KEYNOTE ADDRESS

Robert Courtemanche, Fireman's Fund Insurance Company
Handling with Care: The Value of Partnership in a Volatile Market

9:00 – 9:30 am

PANEL DISCUSSIONS

Step-by-Step: Damage and Loss Reports

Appraisers have always been challenged with damage and loss reports – how to assess damage, how to determine loss, when to call in a conservator, and making their case. Experts will discuss the necessary tools to successfully assess and write a damage and loss claim appraisal. Panelists: Sylvia Leonard Wolf, AAA, Sylvia Leonard Wolf Inc., NY; Beth G. Weingast, AAA, Beth G. Weingast Appraisals, NY; Shari Cavin, Cavin-Morris Gallery, NY; Moderator, Robert B. Simon, AAA, Robert B. Simon Fine Art, NY.

9:30 – 11:00 am

Towards Resolution: Vital Partnerships

Appraisers cannot accomplish damage and loss assignments in an insular manner; without the assistance of other professions, they may fall short of the task and even put their clients at risk in collecting on a claim. Specialists from the law, insurance and conservation professions will discuss essential partnerships needed to equip the appraiser and lead the client through a damage and loss claim and appraisal. Panelists: Dennis Wade, Attorney, Wade, Clark, Mulcahy, NY; Richard Mancuso, Gregory Smith & Associates, NY; Gordon Lewis, Fine Arts Conservancy, FL; Moderator, Harmer Johnson, AAA, NY.

11:15 – 12:45 pm

LUNCHEON AND NETWORKING

12:45 – 1:45 pm

SPECIALIST SESSIONS

The Contradictory Circulation of Art and Antiques on Ebay, Lisa Bloom, Bloom Fine Art & Antiques, CA

Analyzing Damage and Loss for Contemporary Paintings, Jacqueline Silverman, AAA, Jacqueline Silverman & Associates, Inc., CA

Everything Appraisers Need to Know About Contract Law: The ABCs of Managing Risk, Jessica L. Darraby, Counsel to the Arts – The Art of Counsel, CA

2:00 – 3:15 pm

Damage and Repair in Ceramics and Glass, Nicholas Dawes, Nicholas M. Dawes Antiques, NY

Navigating the Hazards of Today's American Art Market, Thomas Parker, Hirsch & Adler, NY
Everything Appraisers Need to Know About Contract Law: The ABCs of Managing Risk, Jessica L. Darraby, Counsel to the Arts – The Art of Counsel, CA

3:30 – 4:45 pm

AAA Regional Representatives Meeting

AAA Regional Reps from around the country will meet to discuss roles and responsibilities.

3:30 – 4:45 pm

EVENING RECEPTION AND ANNUAL MEETING

Swann Auction Galleries, 104 East 25th Street, New York City

Annual Meeting of the Appraisers Association of America including special awards for members, raffle prizes, and news on all the latest at the association. Cocktails and hors d'oeuvres will be served.

5:30 – 7:30 pm

SUNDAY

8:30 – 9:00 am

CHECK-IN

Check-in and Registration at The Yale Club

INTRODUCTION

Jane C.H. Jacob, AAA, Co-Chair, Conference Committee

9:00 – 9:30 am

WELCOME

Ronald Bourgeault, Northeast Auctions, NH
If Secretaries Could Talk, Loose Lips Would Sink Ships

9:30 – 11:00 am

PANEL DISCUSSIONS

Assessing the Damage: Proposing a Formula

A timely panel focused on percentages of damage and loss of value for furniture, decorative arts and textiles from the 18th to the 20th century and how to use the percentages as guidelines. Panelists: Paul J. Cardile, Paul J. Cardile Appraisal Services, NY; Randy Wilkinson, Fallon & Wilkinson, CT; Mary Pontillo, DeWitt Stern Group, NY; Moderator, Helaine W. Fendelman, AAA, Helaine Fendelman & Associates, NY.

11:15 – 12:45 pm

When the Stakes are High: Bringing a Fine Art Claim to Settlement

This panel will explore how a settlement is reached between different entities involved in high value damage cases involving fine art from the old masters to the new media of contemporary art – the perspectives of the conservator, insurance company, claim adjustor and collector, and the roles they play in the process of assessing damage and loss of value – specific examples from the experience of our distinguished panelists will be analyzed. Panelists: Claire Marmion, AIG, Chicago; Christian Scheidemann, Contemporary Conservation Ltd, NY; David Bull, Fine Art Conservation and Restoration, Inc., NY; Moderator: Renee N. Vara, AAA, Vara Global Fine Arts, NY.

12:45 – 1:45 pm

LUNCHEON AND NETWORKING

2:00 – 3:15 pm

SPECIALIST SESSIONS

The Problems with Appraising Photographs, Lorraine Anne Davis, AAA, Photographic Appraisals & Curatorial Services, NY
How Various Condition Problems Affect the Value of Old Master Paintings, Elaine Banks Stainton, Doyle New York, NY
Condition Reports on Paintings: Who Should Write Them? What Should They Address? David Bull, Fine Art Conservation and Restoration, Inc., NY

3:30 – 4:45 pm

American Classical Furniture, Carswell Rush Berlin, Carswell Rush Berlin Inc., NY
Judging the Condition of Historical Objects, Elvin Montgomery, AAA, Appraiser of Historic Documents, NY
IRS Workshop: Reading the New Legislation, Moira Sullivan Crabtree, NY

5:30 – 7:30 pm

EVENING TOUR

Appraising Grand Central Terminal with Historian Tony Robins

Grand Central Terminal is one of New York's finest Beaux-Arts monuments – and 30 years ago we almost lost it to a planned replacement office tower. The proposed demolition of an official City landmark led to a Supreme Court battle that ultimately reaffirmed the validity of New York's Landmarks law. Today, thanks to a \$100 million restoration, Grand Central has been rescued from decades of neglect and transformed into a major Midtown destination.

MONDAY

NOVEMBER 12TH

8:30 – 9:00 am

CHECK-IN

Check-in and Registration at The Yale Club

INTRODUCTION

Kathy Rosenblatt, AAA, Co-Chair, Conference Committee

9:00 – 9:30 am

WELCOME

Rhys Thomas, Author, Los Angeles, CA

The Ruby Slippers: A Case Study of the Hollywood Memorabilia Underworld

9:30 – 11:00 am

PANEL DISCUSSIONS

The New Aesthetics of Conservation: Less is More

Objects in the marketplace sell for more in their original condition, while objects that have been over restored are penalized. With the vast amounts of money attached to objects of fine or decorative art, the conservator's judgment and ultimate treatment can determine the value of a piece and whether or not it will even sell. This panel will discuss the new aesthetics in the area of conservation and answer the question, "When is enough, enough?" Panelists: Betty Krulik, Betty Krulik Fine Art Limited, NY; Alan Fausel, Bonhams, NY; Rian Deurenberg, Fallon & Wilkinson, CT; Moderator: Jane C.H. Jacob, AAA, Jacob Fine Art, IL.

11:15 – 12:45 pm

What Lies Beneath? Fakes, Forgeries and Loss

Insatiable demand and record prices at auction for fine art and artifacts have fueled new interest in optimistic attribution of cultural property, willful misattribution of property, and creation of deceptive forgeries – and provenance. In addition, law enforcement agents have exposed elaborate schemes to pass off copies of known works as originals, so even established works of art recorded in catalogues raisonné may no longer safe from suspicion. This session will examine criminal and civil law pertaining to fakes and forgeries, and the science behind detection of such property. Panelists: Jane Levine, Sotheby's, NY; John Cahill, Cahill & Lynn LLC, NY; Moderator: James Martin, Orion Analytical, LLC, MA.

12:45 – 1:45 pm

LUNCHEON AND NETWORKING

2:00 – 3:15 pm

SPECIALIST SESSIONS

How Condition Affects the Value of Historic Documents, Manuscripts, and Autographs, Stuart Lutz, Stuart Lutz Historic Documents, NJ

African American Fine Art, Nigel Freeman, Swann Galleries, NY

Elements of Conservation/Restoration and Their Impact on Loss of Value, Gordon Lewis, Fine Arts Conservancy, FL

3:30 – 4:45 pm

Japanese Woodblock Prints: Evaluation and Condition, Talbert Fox, AAA, Asia Pacific Arts & Appraisals, HI

Proper Procedure for Conducting Damage and Loss Appraisals of Oriental Rugs and Carpets, Mark Topalian, AAA, M. Topalian, Inc., NY

Looking Beneath the Surface: A Practical Demonstration of Examination and Sampling, James Martin, Orion Analytical, LLC, MA

5:30 – 7:30 pm

EVENING RECEPTION AND PREVIEW

Spanierman Gallery, 45 East 58th Street, New York City

Cocktails and hors d'oeuvres will be served.

CONFERENCE LOCATION

The Yale Club
50 Vanderbilt Avenue at 44th Street
New York, NY 10017
212.716.2100 tel, 212.983.3324 fax

REGISTRATION

Registration is accepted with payment only.
Registration is in advance only and the registration deadline is November 5.
No refunds after November 5. Confirmation letters will be sent via email upon receipt of payment. Tickets may be picked up each morning in the Ballroom on the 20th floor of The Yale Club.

RECERTIFICATION POINTS

Attendees receive five points per day for Saturday, Sunday and Monday. Conference attendees participating in the full conference will receive 20 points.

QUESTIONS

Please contact the Appraisers Association of America for further information on the program, tickets and accommodations.
212.889.5404, x 11; 212.889.5503 fax;
aaa@appraisersassoc.org

ACCOMMODATIONS

Participants may make reservations at AAA group rates at the following locations where we have reserved a block of rooms:
The Yale Club
212.716.2100
Jolly Hotel Madison Towers
212.802.0600

REGISTRATION

- Yes, I will attend the 2007 National Conference and would like to register for the following:**

FULL CONFERENCE

- \$700 AAA Members/Certified Members
 \$725 AAA Candidates/Friends/Student Affiliates
 \$750 ISA/ASA/RICS Members
 \$800 General Admission

DAY PASSES

- \$300 Saturday, November 10
 \$300 Sunday, November 11
 \$300 Monday, November 12

Name

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Please find enclosed my check in the amount of \$ _____
made payable to the Appraisal Institute of America, Inc., the educational
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Expiration Date

Please return with payment by November 5 to:

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