

Beyond the Essentials

2005 NATIONAL CONFERENCE



NOVEMBER, 12-14, AT THE YALE CLUB, NEW YORK CITY
INCLUDING A SPECIAL OPENING RECEPTION FRIDAY EVENING, NOVEMBER 11

CONNECT WITH FELLOW APPRAISERS AS WELL AS WITH ALLIED PROFESSIONALS
TO DEBATE AND DISCUSS NEW DIRECTIONS IN APPRAISING AT OUR ANNUAL
THREE-DAY CONFERENCE IN NEW YORK CITY. WE WILL OFFER PANELS, SPECIALIST
SESSIONS, NETWORKING, AND EVENING RECEPTIONS.

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2005-2006

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SATURDAY

NOVEMBER 12TH

8:00 – 8:30 am

CHECK-IN (BALLROOM, 20TH FLOOR)

Check-in and Registration at The Yale Club

INTRODUCTION

Harmer Johnson, AAA, Board of Directors/Co-Chair, Conference Committee

WELCOME

David A. Gallager, AAA, David A. Gallager LLC, Appraisals & Art Advisory, NY President, Appraisers Association of America

KEYNOTE ADDRESS

Fakes, Frauds, and Fake Fakers

Milton Esterow, Editor and Publisher, *Artnews*

PANEL DISCUSSIONS

Beyond Comparables

The use of comparables in the market-data approach is essential to the valuation of objects and works of art being appraised. What happens when comparables in the market place are not enough? Comparables can be affected by rarity, age of an object, provenance records, condition reports, out-of-date sales records and the artists' oeuvre. We'll go beyond the essentials. Come prepared to gain knowledge, ask questions and come away with advanced information.

Panelists: Daile Kaplan, Pop Photographica, Inc. NY; Michael Flanigan, J. M. Flanigan American Antiques, MD; Nancy Harrison, Nancy Harrison Fine Art Consultant, NY. Moderator: Jane C.H. Jacob, AAA, Jane C.H. Jacob Fine Art, IL.

11:15 – 12:45 pm

Damage and Loss

The subjective nature of damage and loss appraisals can present one of the most difficult challenges in appraisal report-writing. The determination of damage assigned to a particular object can be difficult at best, and these opinions must be defended as if in a court of law. How does an appraiser offer a competent opinion that will assure clients prevail in a settlement? Panelists will discuss these and other issues, and afford mechanisms that will provide the appraiser with information and insight. Panelists: Robert B. Simon, AAA, Robert Simon Fine Art, NY; Paul Himmelstein, Appelbaum & Himmelstein Conservators, NY; Claire Marmion, AIG, IL. Moderator: Penelope A. Dixon, AAA, Penelope Dixon & Associates, FL.

12:45 – 1:45 pm

LUNCHEON AND NETWORKING

BREAKOUT SESSIONS (18TH FLOOR)

The Generalist's How to, When to and Where to Go when Appraising Asian Art, Jane Werner-Aye, AAA, Asian Art Appraisals, NY
Antique and Period Jewelry, Joyce Jonas, Joyce Jonas & Associates, NY
Outsider Art, Shari Cavin, Cavin-Morris Gallery, NY

3:30 – 4:45 pm

What's Hot in Canada, Classic and Contemporary Favorites in Today's Market, Catherine Williams, Catherine Williams Fine Art Consultant, Inc., Toronto & Irene Szylinger, Art Research & Appraisals, Ltd., Toronto
Southwest Silver, Joan Caballero, ISA, Joan Caballero Appraisals, NM
Challenges of Establishing Value of Contemporary Art Installation, Renee N. Vara, Vara Global Fine Arts, NY

NETWORKING RECEPTION

Cocktails and hors d'oeuvres at Swann Galleries
Sponsored by AXA

5:30 – 7:30 pm

SUNDAY

NOVEMBER 13TH

8:30 – 9:00 am

CHECK-IN (BALLROOM, 20TH FLOOR)

Check-in and Registration at The Yale Club

INTRODUCTION

Caroline Ashleigh, AAA, Co-Chair, Conference Committee

WELCOME

Jennifer Brown, Berry-Hill Galleries, NY, Lewis B. and Dorothy Cullman Chief Curator, Art and Education, Parrish Art Museum, NY

PANEL DISCUSSIONS

Accessing Market Data

How is the nature of market data evolving? Is the traditional live auction going to become a thing of the past? How significant are online auctions in the appraiser's research? Are appraisers already using these results as comparables and including them in their reports? Are these prices easily obtainable, and how can the appraiser best use and interpret these figures? What databanks of past online results exist and is there a comprehensive site for this information? Is the traditional price guide being adapted to embrace these new statistics? Panelists: Lark E. Mason, Jr., iGavel.com, NY; Judith Miller, Price Guide, UK; Richard Wright, Wright, IL; Moderator: Kathleen Guzman, Independent Appraiser, NY.

11:15 – 12:45 pm

Fakes and Forgeries

Fakes and forgeries appear in collections often without the knowledge of the collector. How does the appraiser recognize works that are not "right"? How do we research the object for proof of authenticity? What resources help the appraiser determine if an object is "correct"? What responsibility does the appraiser have in determining authenticity? Panelists: Alan Fausel, Bonhams, NY; Nicholas M. Dawes, Nicholas M. Dawes Antiques, NY; Eric Silver, Lillian Nassau, NY. Moderator: Roslyn Bakst Goldman, AAA, Appraiser of Fine Art, NY.

12:45 – 1:45 pm

LUNCHEON AND NETWORKING

BREAKOUT SESSIONS (18TH FLOOR)

Damage & Loss: The Case Studies, Alex J. Rosenberg, ScD, AAA, ASA, Alex Rosenberg Fine Art, NY, and Helaine W. Fendelman, AAA, Helaine Fendelman & Associates, NY. How much loss is incurred by various damages? This special session will assess losses for various types of damages based on members' opinions, with a goal of having the findings become recommendations to be used by all members. (Please note this session will take place in the Ballroom)

3:30 – 4:45 pm

"The Perils of Pauline" – Misperceptions versus Reality in the World of Old Quilts, Shelly Zegart, Shelly Zegart Quilts, NY
Evaluating the 20th Century: Insights into the Current and Ever-Changing Market of 20th-Century Decorative Art, Richard Wright, Wright, IL
19th-Century Ceramics, Nicholas M. Dawes, Nicholas M. Dawes Antiques, NY

5:30 – 7:30 pm

ANNUAL MEETING AND RECEPTION

Library, The Yale Club. Sponsored by Doyle New York. Annual Meeting of the Appraisers Association of America including special awards for members, giveaways, and news on all the latest at the association. Cocktails and hors d'oeuvres will be served.

MONDAY

NOVEMBER 14TH

8:30 – 9:00 am

CHECK-IN (BALLROOM, 20TH FLOOR)

Check-in and Registration at The Yale Club

INTRODUCTION

Michael Cohn, Co-Chair, Conference Committee

9:00 – 9:30 am

WELCOME

Peter Paul Biro, Forensic Studies in Art, Montreal

9:30 – 11:00 am

PANEL DISCUSSIONS

Working with Science

Experts in the fields of art restoration and maintenance, scientific authentication and object identification will review a variety of scientific procedures used to maintain, restore, and evaluate works of art. They'll use case studies in reviewing carbon dating of works of art, fingerprint analysis, and spectrometry, among others. Come prepared to gain knowledge and understanding of how these tests can be recommended to clients. Panelists: Jamie Martin, Orion Analytical, MA; Chris McGlinchey, MoMA, NY; Peter Paul Biro, Forensic Studies in Art, Montreal. Moderator: Michael Cohn, Michael Cohn Asian Antiquities, NY.

11:15 – 12:45 pm

Due Diligence

What is it and how much is expected from the appraiser to meet the needs of insurance companies, adjustors, and involved attorneys? Who determines how much work must be done to meet the requirement of due diligence? Does the value of the object or the fee received by the appraiser determine the degree required for due diligence? What is the minimum work required? What should you do when your fee will not allow you to perform minimum requirements of due diligence? These and other topics will be addressed on this timely issue. Panelists: Vivian Ebersman, AXA, NY; Greg Smith, G.J. Smith & Associates, Inc., NY; Ralph E. Lerner, Sidley, Austin, Brown & Wood, LLP., NY. Moderator: Alex J. Rosenberg, ScD, AAA, ASA, Alex Rosenberg Fine Art, NY

12:45 – 1:45 pm

LUNCHEON AND NETWORKING

2:00 – 3:15 pm

BREAKOUT SESSIONS (18TH FLOOR)

Appraising Autographs and Manuscripts, or "How I Learned to Stop Worrying by Calling an Autograph Dealer," David Lowenherz, Lion Heart Autographs, NY
Connoisseurship of Works on Paper, Gavin Spanierman, Spanierman Gallery, NY
Appraising Spanish Colonial Art, Maria Josefa Velasquez, Art Appraisal Services International, TX

3:30 – 4:45 pm

What Every Appraiser Needs to Know About Coins and Currency, Spencer Peck, ASA, Numismatic Services, LLC, NJ
Old and New Issues: Appraising Photography, Penelope A. Dixon, AAA, Penelope Dixon & Associates, FL
African American Art, Eric Hanks, M. Hanks Gallery, CA

5:30 – 7:30 pm

CLOSING RECEPTION

Closing reception at Cavin-Morris Gallery
Remarks from Betty Krulik: *Latest Trends in the American Market*
Cocktails and hors d'oeuvres will be served.

Schedule subject to change.

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, panel discussions and Sunday's Damage and Loss session. Specialist breakout sessions take place on the 18th floor in the Trumbull, Council and Saybrook rooms, and the Annual Meeting will take place in the library on the 4th floor on Sunday evening. Checkroom facilities are available on the 1st floor. Restrooms are available on the 20th floor.

RECEPTION LOCATIONS

Friday, November 11, 6:00 – 8:00 pm
Bonhams, 595 Madison Avenue
at 57th Street

Saturday, November 12, 5:30 – 7:30 pm
Swann Galleries, 104 East 25th Street
at Park Avenue South

Sunday, November 13, 5:30 – 7:30 pm
The Yale Club, 50 Vanderbilt Avenue, Library

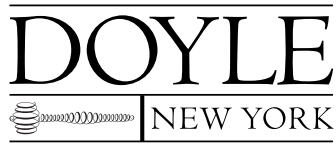
Monday, November 14, 5:30 – 7:30 pm
Cavin-Morris Gallery, 560 Broadway
at Prince Street

EXHIBITORS

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A SPECIAL THANKS!

Special thanks to Jon King and Bonhams for hosting our Opening Reception on Friday evening, November 11 in their newly remodeled gallery on the 6th floor of the historic Fuller Building at 595 Madison Avenue at 57th Street. On view were highlights from upcoming auctions including European and American Paintings, Exhibition November 26–28, Auction November 29; 20th Century Furniture and Decorative Arts, Exhibition December 3–5, Auction December 6, 2005; and Jewelry and Timepieces, Exhibition December 9–11, Auction December 12, 2005.



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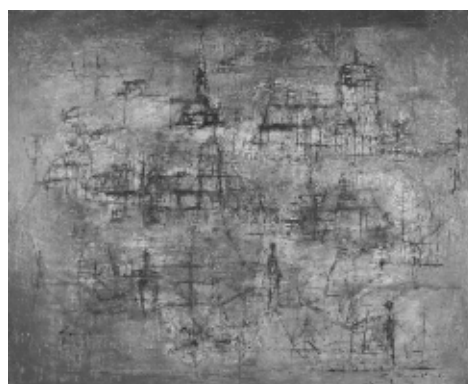


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Zao Wou-Ki, Chinese-French, b. 1921,
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