

# 57<sup>TH</sup> ACE© It Winter Virtual Education Conference February 19-20, 2022

**Conference Location: LIVE STREAM in Your Home!**

**Program runs from noon to 4 PM EST, Saturday and Sunday  
Conference Program will be recorded and available until midnight on  
Sunday, February 27, 2022**

**Only \$150 for the entire conference for NAJA members  
\$250 for the entire conference for NON-members**

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**Saturday, February 19, 2022**

**Noon  
Gem Varieties and Color Boundaries  
Dr. Michael Krzemnicki, FGA**  
Red Ruby or Pink Sapphire, that is the question. Where is the boundary between colour varieties of gems? This talk will explore the issue of colour boundaries for gem varieties in the context of standards for sapphire varieties, emerald vs green beryl, spinel varieties and alexandrite vs chrysoberyl. For the appraiser understanding these relationships is instrumental to accurate research.

**1:00 PM  
Must-See US Gemstone Mines  
Helen Serras-Herman, FGA**  
Acclaimed gem sculptor Helen Serra-Herman will delight attendees with a photo tour of several operational and historic gemstone mines and museums in North Carolina, Montana, South Dakota, Oregon, Nevada, Colorado, and Arizona, in the hopes of giving participants a better understanding of the mining challenges which are reflected in the gemstones' values and availability.

**2:00 PM  
Important American Jewelry Designers - Part II  
Michael Johnson, GIA GG**  
We will discuss the important American fine jewelry designers during the years of 1904-1956. We will explore the background of these extraordinary jewelers and their influence on the fine jewelry industry of the United States, and the world. Finally, we will spend some time learning to identify the style and stamp of these designers, and discussing how it affects the value of a piece of jewelry.

**3:00 PM  
Origin and its Effect on Pricing: An Appraiser's Guide  
Richard Drucker, GIA GG**  
One of the most complex issues for appraisers is assessing the apparent effect that country of origin reports can have on the perception of value. However, cloaked behind the bells and whistles of costly reports, lurks the reality that major laboratories cannot always agree on origin. Yet country of origin is promoted within the colored stone trade as an essential value determinant, often usurping visibly perceivable value factors such as color purity and crystal transparency in the process. In this session, gem-pricing expert Richard Drucker will discuss origin and the effect on pricing from the appraiser's perspective. Major gem varieties where origin is a notable value factor will be discussed.

**Sunday, February 20, 2022**

**Noon  
Filters, the Legends, the Myths and the Magic  
Charles Evans, FGA**  
Filters can be one of the more convenient tools for screening gemstones, especially while working in the field. Too often they are overlooked and underutilized for the very issues they were designed to address. Join Charles Evan for look at the fascinating world filters and the 'legends' who contributed to the field, the myths of what they can and cannot do; and finally, the magic of them in action.

**1:00 PM  
Unlocking the Beauty Within: Evaluating the Influence of Cut on Value  
Derek Katzenbach**  
Using a series of stone illustrations, award winning gem-cutter and gemologist Derek Katzenbach, will take attendees on a journey that shows the transformation of each individual gem from rough to precision cut gem. The presentation will explore the decisions made to orient for color and value, telltale signs of commercial cutting and good polish and meet-points. Derek will discuss the considerations that guide the pricing of the finished gem and why the value capture is not uniform across market.

**2:00 PM  
Inventories and Audits: The Role of the Professional Appraiser  
Çiğdem Lüle, PhD, FGA and Heidi Harders, GIA GG**  
Whether doing a detailed appraisal or line-item verification, there are many factors that dictate how to approach the assignment. Çiğdem and Heidi will discuss when and when not to use sampling, how to account for product "out on memo" and verifying that the ledgers are consistent across the different parties that have them. This presentation will discuss the procedures and challenges to performing inventory appraisals and audits and the questions that must be answered before accepting the job.

**3:00 PM  
Burmese Jadeite  
Roland Schluessel, FGA**  
Updated nomenclature of jade, assessment of quality features of jadeite, and tips for appraisers.

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